PalArch's Journal of Archaeology of Egypt / Egyptology

TITLE: LEVERAGING SOCIAL MEDIA TO IMPROVE EMPLOYER BRANDING THEREBY ENHANCING EMPLOYEE RETENTION AND TALENT ACQUISITION

Ms. Aparna Tyagi Student, Symbiosis Institute of Management Studies, Symbiosis International University (Deemed University), Pune, India.

Ms. Aparna Tyagi, Title: Leveraging Social Media To Improve Employer Branding Thereby Enhancing Employee Retention And Talent Acquisition, Palarch's Journal Of Archaeology Of Egypt/Egyptology 17(12). ISSN 1567-214x.

Executive Summary

Employer branding is also at the center of management, as more and more businesses recognize that employees are among the most important immaterial assets they have. The emergence of social networking offers workers a modern way of networking to provide knowledge about their employees, to improve their identities and to initiate discussion early on in their work choosing processes with prospective applicants. This research utilizes branding theory to define core drivers of the popularity of workers in the sense of social networking such as knowledge quest behavior, employee self congruity and corporate profile. Model research on corporate and corporate-independent social networking platforms reveals just marginal variations and the creditworthiness of knowledge does not seem to be a concern. The outcome also demonstrates that autonomy and knowledge from social networking do not have an influence explicitly on the appeal and application of the presumed boss, but are entirely mediated by a dominant corporate picture.

1. Introduction:

As the global economy improves from years of stagnation and slowing growth, skill markets are clearly switching from purchasers to sellers, especially among those who are seasoned in the areas of accounting, IT, production of mobile apps, corporate analytics and regulatory enforcement. In 2013, 51% of businesses surveyed volunteer revenues grew from 30% in 2012 ('Careers' 2013). The total number of voluntary leavers grew from nearly 1.7 million in June 2009 (when the US slump formally came to an end) to about 2.4 million a month by the

end of 2013, according to the US Bureau of Labor Statistics. Both signs lead to an accelerating turnover of staff and concerns businesses.

The advent of social media has changed the way individuals interconnect: not only do users collect information, they are now involved in the production of materials. Social networking encompasses a wide variety of media and platforms including blogs, chat rooms, forums, customer care and providers' lists. When looking for jobs, these social networks have become a common way to access knowledge through their growing usability and facility. LinkedIn, World's largest technical Internet network, is utilized by 94% of the 500 most rising organizations worldwide (Barnes et al 2015). A powerful employers brand helps the company to build a pleasant work environment (Edwards, 2010) in competition with poorer brands with the same characteristics, which allows the firm to easily establish an improved decision-making mechanism. In the same way as purchase choices are heavily entangled, work choices entail substantial insecurity and uncertainties (Gomez-Mejia et al , 2001). Thus, powerful labels will minimise job-seekers' confusion, ease decision-making and alleviate danger (Roselius 1973).

During the crisis, businesses conducted major layoffs and consolidation, eliminating more than 8.5 million workers alone in the US. The pendulum has now started to recover, with monthly jobs creation in the United States estimated at around 200,000 a month. According to CareerXRoads, 42% of these current positions have internal applicants, up from 28% in 2007. At least some of this is occurring, since recruiting from inside is always cheaper ('Careers' 2013). With a heavy focus on internalising promotion means that certain companies shift from "buy" to "create" to fulfil their talent needs. This has huge repercussions for the selection and development of talent.

Organizations of supportive employer companies, success improvement techniques that enable workers build skills that optimise their capacity and creative approaches to the development and implementation of HRD programmes are the greatest winners in this new economy, at least from a skilled viewpoint. These methods are not comprehensive but are three cornerstones of the retention of workers. In both of these pages, the focus is on two HRD projects: technical instruction and social learning resources.

Connect with the target audience is intimate, practical and engaging, cost-effective and diverse in the communication of social networking. It offers businesses the ability to share effectively and clearly what they stand for. Contact in social networking often has some weaknesses, though, since it is less controllable than traditional media. A vast number of businesses, including Facebook, have begun to access and hire prospective applicants utilising social networks with over one billion subscribers. (Caers and Castelyns, 2011). In this review, we concentrate on work-based social networking platforms, which implies web and social media tools on which the work is the key subject. It contains all or part of company network and contact details, job pathways, compensation details, jobs prospects and benefits information. We also split career-based social media platforms into two subtypes. Employers deliver the most advertising on company-controlled sites and connect with thousands of prospective candidates. In contrast, most users – and not the Employer – deliver content and interaction on company-independent platforms, as is the case with the LinkedIn or Facebook business networks (for example, universities and newspapers groups). These two forms of social networking may have multiple impacts on work search behaviour and decision-making, in particular with respect to the credibility of knowledge accessible. Therefore we run evaluations of our model on both business and enterprise-related social networking platforms.

Via our research, we have applied many times to the usage of branding of competitive employers in social networking to recruit new workers and recruit them. Previous research in recruiting marketing has established many aspects that could affect the attractiveness of work applicants to organisations, including data collection, health awareness and organisational representations. The studies did not recognise the basic problems of social networking, such as the willingness of the individual to talk with others or to an entity or the likelihood that the corporation would illustrate the independence, liveliness and interactiveness of its workers and their careers. These features offer the customer unfamiliar expertise and allow customers to build an individual opinion of the employer without needing to collapse into actual (offline) contact.

The engagement between business brands is likely to be more successful than on traditional media, firstly because Social Media provides specific interfaces to workers, especially by means of well-developed audio-visual instruments. In previous studies the instrumental and symbolic picture aspects of employees shaped the perceptions of potential applicants. Van Hoye and Saks, Lievens and Highhouse,2003, 2011. However no research examined the impact of the communication between the employer's brand and the personality of work seekers on the social structure characteristics of autonomy (Sirgy (1982).

Second, despite a general debate regarding the effects of employee conduct on the personality of the brand of the employee.

Thirdly, intelligence can be interpreted more than in real life as information isn't segregated in social networking but can be shared, analysed and discussed with others. Members of the Job Forum can be considered as a coordinated or unified online network, which may affect the attitudes and decisions of the other individual, through its mutual intent (Muniz and O'Guinn 2001).

Fourthly, the previous brand analysis is now expanded to involve two social networking settings, business-controlled and business-related job places, where we consider that their knowledge is distinct. In addition, the attractions and product ends variables are analysed.

Fifthly, it was restricted in nature to define, evaluate and research the workers before. By analysing the determinants of business profile, employer attribute and intentions among 365 prospective applicants, these study lacuna are resolved in real social networking environments.

2. Literature review:

2.1. The essence of employer branding in an organization

Ambler and Barrow (1996, p. 187) initially established the definition of the employer brand (EB). They called EB "the practical, economic and psychological advantages of work and of the employer." The branding of employees is currently interpreted as the summary of attempts taken by an organisation to demonstrate that it is a suitable workplace to present and potential workers (Lloyd 2008). The long term plan of the organisation is often seen as finding, engaging and maintaining the most skilled and valuable workers (Dögl&Holtbrügge 2014). The company division definition thus involves all of the organisation's attempts to build an appealing impression of the business, and its strategic priorities (Bellou, Chaniotakis, Kehagias&Rigopoulou, 2015). Branding efforts of the employer cover in-house and out-of-house operations. This initiative is split into two categories of brands and relies on the goal employee category (Sengupta, Bamel& Singh, 2015):

Internal – cover activities directed mostly at developing a comfortable working atmosphere, ensuring resources for staff growth and building corporate participation,

External activities beyond the organisation are directed to prospective workers and are intended to create an appealing employer profile.

These two impact directions are very important for each other. It is important. Therefore, employer branding is crafted in the minds of all existing and future employers to build the best picture of the employer. This encourages not only potential to be drawn, but often maintained and their work satisfaction to be improved. Miles and Mangold (2004) referred to an significant feature of employer branding, which assumed that operating in a single organisation is a particular product that has to be skilfully marketed, much as everyone else, using external contact.

The image of the company as an employer is understood as the company's image formed in the awareness of its current and future employees on the basis of their personal experience or information that has reached the potential members of the organisation, the source of which are both people who create the organisation as well as all types of mass media. This description underlines the significance of the views and perspectives of numerous individuals who relate in the process of constructing an picture of the company to several forms of data originating mostly from the internet.

The employer 's reputation is an essential message affecting the acquisition of employees. Research shows that applicants are treated as first-choice workplace brands by businesses who make efforts to create their reputation as good. Employer branding should also be viewed as a requirement for the performance of the business as a whole, and as an important measures of the importance of the enterprise. There is constantly a contemporary contender in social media. In several social websites, they mostly exchange knowledge by messages, affection, photographs or observations.

2.2.Social Media

Businesses start to invest in Web 2.0, a forum that encourages their customers to post content. Yahoo, Twitter, YouTube and LinkedIn are among the most prominently included. At the end of 2017, there were 2.36 billion members worldwide on social networks. By 2021 it is estimated that this figure would rise to 3.02 billion members, according to a Statista estimate. The main benefit of the social network relative to the conventional contact networks is that both the source and the recipient of knowledge are the customer. The user created content is an essential feature of a business' existence on the Site 2.0.

There are four big interaction classes in the social network (Smith et al., 2012; Tavleen, 2013):

Social networking sites (SNS) – Facebook, Myspace,

Content sharing sites – YouTube, Flickr,

Blogs and microblogs – Twitter,

Collaborative projects – wikis.

"SNS is a Web-based service that enables individuals (1) to create a public and semi-public profile inside a boundary scheme, (2) to define a list of other communication users, and (3) to

access and monitor their communication list and that of others within the framework" (Aguenza&Som 2012). Both three attributes affect consumer behaviour processes in the network. In addition, it facilitates a strategic approach to shaping the consumers and reveals their presence openly by creating and releasing a profile.

A model showing seven primary social network components as honeycomb (2011) is introduced by Kietzmann, Hermkens, McCarthy and Silvestre. They provide dentity, chats, networking, involvement, partnerships, credibility and cultures. The field of identity includes the exchange of information, data protection measures and consumer self-promotion resources with other people. The key feature of this field is if people are able to share personal details on their social networking accounts, including opinions, emotions, their preferences and dislikes. The nature and quantity of knowledge exchanged is usually subject to the purpose. For various reasons numerous social network platforms are used. LinkedIn is primarily known as a tool for employee and jobseeker recruiting (Chiang & Suen 2015). That is why civic profiling is also a tactic utilised by consumers with a constructive presentation. The managers also use this profile to pick the best career applicants (Smith & Kidder, 2010). The purpose of social networking is to promote discussions with other people in the field of conversations. In various media the way people interact differs. Twitter is often known as a micro blog and is intended for the exchange, exchange, and dissemination of short messages (up to 140 characters) of material such as videos and photographs (Kaplan & Haenlein, 2011). That's why the SNS and blogs are perceived to be halfway. Twitter is more concerned with exchanging thoughts than with creating a social interaction compared with Facebook (Hughes, Moss, Batey & Leer, 2012).

The SNS networks operate in the same fashion as the social stakeholder networks. People's choices and behaviours are a fundamental assumption of the philosophy of social embedding. In creating the trust of people , social media also have an significant function. Many processes help the morale building and a good picture of an organisation. These tools help construct a successful reproduction based on two characteristics: spectrum (popularity) and emotional connexions to the customer. For Facebook — a number of followers; observation and affection, Twitter — an opinion focused and a number to followers, YouTube (any views and loves), LinkedIn (any of the followers) and for all the above..

2.3. Perceived availability of information in social media

A work is a bundle of technical and symbolic advantages, equivalent to the food brands. The choice to pick an employer is a dynamic one that has significant and uncertain repercussions for the personal lives of employees. In this respect, the customer faces high levels of vulnerability and danger connected to the choice, which is equivalent to a large consumer purchasing decision (Arndt, 1967; Godes et al , 2005). Intensive internal and external knowledge searches, high expense of searchs, and a long period before the judgement is made are the characteristic of the two decisions (Lamb et al, 2011).

Sources of knowledge can involve media (e.g., magazines, Internet) or others (e.g., relatives and friends) or personal encounters (e.g. seminars, internships) (Peterson & Merino 2003). An integral component of social networking is the provision or exchange of knowledge between internet users in online groups and networks, which is especially relevant and hence among jobseekers. Real-time contact and discussion, minimal privacy, quick reaction times and valuable resources for public relations can be described as social networks (Kent 2010). The dialogue and connection roles common for this media are such that social media have the ability to serve as a platform to create connections (Kent, 2010). The more interactivity there

is, the more the consumer is conscious of the interaction between organisations and citizens (Saffer et al, 2013). Social networking can often be considered equivalent to an employee's personal contact, but less formal as it was during a workshop or interview. In the other side, the number of other users provides jobseekers a large array of employer information, opinions, and assessments that differ greatly from personal contact.

An significant determinant of their original appeal to the boss is the basis of knowledge for prospective job-seekers. Prior study indicates that employer branding components of work ads have a better awareness of the attractiveness of employer businesses by jobseekers. Gatewood et al. (1993) find that prospective candidates have separate organisational and hiring picture of the same company when knowledge on jobs discusses workplace issues and is not generally connected in relation to an overall corporate image 's fiscal, marketing or social aspects. In addition to the amount of knowledge generated, data accuracy is an essential component in cognitive analysis (e.g. specificity, changes, credibility). When a vast amount of individuals monitor knowledge as well as social media, it is considered to be stronger and more reliable. As Rieh and Danielson (2007, p.312) state, 'Feelings are typically chosen from a collection of items which tend to have different knowledge values.' The acquiring of reliable social network data (for example, workplaces) can guide job seekers by increasing, restructuring and modifying their awareness to shape perceptions and expectations in respect to a particular employer. Therefore, the following is predicted:

Hypothesis 1: Potential employer applicants from outlets of social media are more and more aware about their understanding of the value of the employer.

The capacity of employeers to estimate their fitness to the company is hampered by the lack of important details on the prospective employer (Elving et al 2012). In signalising theory (e.g. Rynes, 1991), applicants view knowledge regarding an entity as indications of organisational features while information is missing (Turban, 2001). Today, with widespread knowledge on the employers generated by social networking, candidates who assess a business as a prospective employer are likely to collect details on other corporate factors, such as financial information or business decisions. We therefore recommend that corporate reputation is now primarily focused on social networking knowledge for career seekers:

Hypothesis 2: If the prospective employers pursue more and better knowledge from social networking outlets, the more they view this employer 's corporate profile.

2.4. Congruence of personality traits

Researchers have proposed for years that labels are personal (Aaker, 1997) and meaningful (prestigious, dynamic), for example. In other terms, the brand personality is an intrinsic aspect of the brand ID, being viewed being part of the brand presence by the target audience. Jobseekers often assign attitude features to an entrepreneur that are the organisation's 'subjective, abstract and immatricious features.' Another line of market analysis states that customers buy their identification items (Aaker, 1996). Sirgy 's principle of congruence (1982, 1986) suggests that the the congruence between the self-conception of customers and the identity of the topic contributes to the affinity (e.g. commodity, brand, employer) with the objective. The fundamental motivations for self-conception include self appreciation and sovereignty. This matching method plays an important role in predicting the incentive for buying and selecting the brand. The interaction with many other users and future clients tends to be private and informal in social media, especially at workplaces in social networks. Potential candidates will pose questions and share their personal encounters with the

employer. If the boss utilises audio-visual means (i.e. images of individual roles, business divisions or employees) to share job-related knowledge, prospective hires may have more diverse, vibrant and practical knowledge with the organisation.

Jobseekers may also form an interpretation of a traditional worker in an organisation, via personal encounters with workers or through storytelling and media coverage indirectly. Frontier staff also reflect brand actions and presence and deliver a strong brand experience as the "working brand". Similarly, workers may communicate actively and informally with prospective candidates in business-controlled social networking forums, address questions or explain their everyday job activities. Therefore, jobseekers get reasonable expectations of existing employers and create "typical employee" connexions. If the brand name is consistent, the engagement of these workers with prospective applicants can also express brand importance. Any workers often have personal accounts, meaning that work applicants have a comparatively wide scope of perspectives into their lives (and personalities). If these experiences are compatible with actual experiences by current workers, they can have a favourable (no) effect on the behaviours of their products and jobs decisions:

Hypothesis 3:The stronger the employer's independence, with (a) a personality traits of the employer and (b) the personality of the typical employee, the stronger the quality of the employer.

Since the employer has a different outlook on the industry, an employee who is drawn to a certain employer would possibly establish beneficial relationships with the company as a whole. Thereby,

Hypothesis 4: The stronger the employee's congruence with (a) the individuality of the employer brand and (b) his or her own nature, the deeper his or her interpretation of the employer 's corporate picture.

2.5. Corporate image

The application of marketing literature ideas shows how corporate representations can affect corporate appeal. The brand logo is the sum of a company's practical and symbolic expectations and information associations in customer memory (Keller 1993). Different players (e.g. employers, staff, clients, shareholders) have potentially different business pictures (Dukerich et al, 2002). For minimal search costs, the social media also made far more knowledge regarding businesses and employees accessible. As employer details usually include information relating to the company on social networks, this would potentially impact both employer attraction and the reputation of the organisation. They might have already established a general picture of the company well before the people start to look for a work. However, as these same individuals start to seek job prospects in social networks, they continue to build a new profile, collecting knowledge regarding the business as an employer. This freshly created picture, or an employer brand image (GateWod, 1993; Lemmink et al, 2003), offers the foundation for their appeal appraisal, while their interpretation is also shaped by their overall perceptions of the corporate image. We are also proposing:

Hypothesis 5: Corporate impressions of social media contribute favourably to the appeal of workers.

2.6.Employer attractiveness

According to marketing literature, labels are instrumental and symbolic. Recruitment analysis has found that symbolic characteristics are as critical for predicting perceived organisational attractiveness as instrumental roles and organisational attributes (e.g., Lievens and Highhouse, 2003; Lievens, 2008). These interpretations are widespread to those pursuing employment who owe employers instrumental and symbolic importance (Lievens and Highhouse, 2003). Brands appear to be created and influenced by the engagement between brand-owner and consumers in online communities including job sites. Organizational attractiveness is, in particular, the primary antecedent of application ambitions, such as Turban and Greening in 1997, Collins and Stevens, 2002, and it is impossible that a jobseeker shifting to social networks will apply for a job without attracting the boss. Yet the attractiveness of social networking apps remains unclear:

Hypothesis 6: Higher levels of expected attraction improve applicational intentions in social networks.

Online group analysis indicates that Internet consumers give less legitimacy to company-driven data than to independent knowledge providers, largely because the sovereign website has little self-serving financial or other interest. In order to conduct this analysis, we conclude that the content reported on the social network platform is undoubtedly skewed since it tries to reflect its own reputation as favourably as possible in order to recruit more talented applicants. All unfavourable information regarding the employer will be excluded. We thus believe that knowledge from company-controlled workplaces is less trustworthy than knowledge from autonomous social networking platforms:

Hypothesis 7:In social networks, knowledge from job sites run by the organization is less reliable than knowledge from employment agencies outside of the agency.

The social network background can further affect subsequent expectations of attractiveness and intentions of implementation. That's why we suggest:

Hypothesis 8: The details regarding brand-independent social networking websites has a higher effect on (a) company profile, (b) popularity and (c) application intentions compared with company-controlled job pages.

3. Research Methodology:

3.1.Sample

Our research reflects on how personal communications and social networking awareness influence both the organizational attractiveness as well as the career application goal. Social networks provide unique content and perspectives and tools for development networking. With a total of 960 million active users every day, Facebook is the most important and important network among these companies. During the analysis, Facebook was the network where most businesses opened a job site for potential applicants. We have picked several of the major Facebook job websites under survey control for review. They represent numerous sectors and they got at least 1,000 fans together at the time of the study. All sections of the professions included content relating to employment, including application help, essential details about the company, numerous roles and even detailed detail on specific employees and their jobs. Companies allowed us to submit a brief invitation with a connection to the online questionnaire on their Facebook page. We got answers from 265 job-seekers via this connection. Of this, nearly 59% were younger than 25, 26% were aged 25 or 29 and 15%

were aged 30 or older. The survey is marginally biassed to male respondents (56 to 44%), while our sample respondents' education levels and careers are wide-ranging: 23% pupils and apprentices, 38% teachers, 11% new graduates and 28% young professionals with a minimum 1 year work experience. Previous internet testing, by comparison, utilises the 'potential candidates' collections from pupils. In truth, after graduation or a certain work experience, job hunts are most relevant.

3.2.Measures

The actions were carried out in English with 5-point Likert scales, unless otherwise stated. We have used the reflection scales for artifacts except for 'perspected accessible information' and 'company picture.'

3.3.Perceived available information

In order to assess the information we have obtained we have analysed a prior literature and noticed that social network information collection is usually defined by the volume of information collected, the consistency and the varied type of information collected (Kleijnen et al, 2009). Therefore we propose to determine the number, consistency and variety of knowledge a three-dimensional system of 24 objects. The three fundamental variables were validated with exploratory and confirmatory factor tests. Our method should not presume that all steps are attributable to a single underlying mechanism, but that all variables can play their role in the formative structure. We use a Second Order Factor Layout, which utilises factor values to show build dimensions on the second level according to current guidelines.

3.4.Self-congruity

We selected an indirect test of congruency in order to eliminate any unacceptable tacit hypotheses or illusionary associations. On a semantic difference scale, we evaluated both the real and optimal self-identity of job-seekers and their perceptions of employer brands and of a typical employee. Thus, each respondent gathered four individual measurements. We used absolute difference results for each trait to achieve our autonomy and measured the discrepancies between the characteristics of each person (Sirgy, 1982; Sirgy et al, 1997). The real and noble independent principles related to a traditional worker's identity created a system of employee congruency. We tried to quantify the characteristics of individuals and staff on the same scale, but these measurements did not obtain any assistance. Aaker's (1997) scale for example describes product mark attributes which are not always supplemental to entities (i.e. 'healthy search'). We thus incorporated elements from Aaker's (1997) brand personality factor, Lievens and Highhouse (2003) organisational personality level and many typical objects from observational social science used to assess personalities (Friedrichs, 1990). The point ratings calculated range from 0 to 7, and a higher ranking is more independent of the brand manager or the typical employee.

3.5. Corporate image

Our corporate image scale consists largely of 18 products, aligned with the credibility of Fombrun et al. (2000). However, we missed a working atmosphere characteristic which is part of the attractiveness of the boss. The wording has also been tailored to the recruitment sense of such brands. Our proposed framework was accompanied by a confirmatory research factor: the emotional, strategic, commodity and sustainable picture factors have established an overall organisational profile. As far as the knowledge system is concerned, we have a mixed framework of second order where the first order variables are formative indicators with reflection indicators.

3.6. Employer desirability

We assessed employer attractiveness with a 9-point spectrum, showing the employee's awareness of the attractiveness of the business. According to our theories of consumption-driven brand equity, Keller (1993) and Aaker (1996), our scale is based on existing models of operation, updated to accommodate the sense of recruitment and social networking. Our system included trust, efficiency perceived, individuality, identity, sympathy. In order to build faith in the employer brand, we have introduced four Delgado-Ballester (2004) trust products. Identification of the brand relates to the consistency of the partnership between the customer and the brand (Keller, 2001). The subjective measurement of efficiency as an employer by the jobseeker was viewed as quality. uniqueness defines the capacity to distinguish the business of competitors. sympathy is the overall affective appraisal of a company, and connection is a feeling of closeness to the brand.

Data was Analysed using Spss version 20 software.

4. Analysis:

Construct validation

4.1.Reflective measurement models

In order to evaluate the consistency of reflective behaviour, we started evaluating validity convergence for the two models (Bagozzi and Yi, 1988). Both reflective loads reached the recommended minimum value of 0.707 at 99 percent of the load factor values of their individual constructions (Chin, 1998). In order to determine the efficacy of the assays, we have measured the composite and average extract variance (CR). The two calculated CR indexes were above the suggested level of 0.7 (Chin, 1998; Hulland, 1999). The proposed 0.5 Criterion for AVE values were also shown in both structures (Fornell and Larcker, 1981).. Moreover, the Cronbach α values were appropriate for all scales and surpassed the prescribed average of 0.7. According to fornell and Larcker (1981), the AVE's square root outweighed the relations between each construction and other models' systems (Chin, 1998; Hulland, 1999). (Chin, 1998; Hulland, 1999). Lastly, we tested the validity of structural components by testing the crossloads.

"Table 1: Study 1: Intercorrelations, average variance explained, composite reliabilities and cronbach'sα"

Intercorrelations							
Scale	a	b	c	d	e	f	
a Available Information							
b Employer Self- Congruity	0.29***						
c Employee Self- Congruity	0.28***	0.65***					
d Corporate Image	0.42***	0.47***	0.44***				

e Employer Attractiveness	0.43***	0.39***	0.59***	0.44***		
f Applications Intentions	0.29***	0.25***	0.61***	0.46***	0.66***	
Average Variance extracted	n/a	0.78	0.91	n/a	0.80	0.77
Composite reliability	n/a	0.84	0.85	n/a	0.76	0.86
Cronbach's α	n/a	0.77	0.60	n/a	0.85	0.85
Q ² (redundancy)	n/a	n/a	n/a	n/a	0.49	0.40
Q ² (Communality)	n/a	0.68	0.98	n/a	0.60	0.77

^{***}p<0.001, **p<0.01, *p<0.05

Note: n/a = not applicable because it uses a formative indicator specification

4.2. Formative measurement models

Although foundational factors should not be tightly associated, internal precision is not an appropriate measure to determine their adequacy (Bagozzi, 1994). Consequently, we used indicator weights to adopt alternate methods for evaluation of these construction steps, which include details on each indicator's relative significance in the construction of a building. Less than 0.1 is insignificant. The related t-value indicates the importance of any weight, which at P=0.05 (assuming DF =100) should be greater than 1.98. These issues were not at stake in our studies: all weighing amounted to 0.1 but to P=0.05. We depend on a variance inflation factor with a threshold of 10 to identify possible multicolinearity. Both inflation variables for measured variation were well under this threshold. Finally, we have tested the validity of the house in terms of discriminant validity with our design specification. As there was no more than 0.738 (Study 1) or 0.720 (Study 2) association between formational systems and other constructions, support for unequal validity has been observed. Table 1 (Study 1) and Table 2 include the findings of our validation for reflective and formative models (Study 2).

4.3.Structural model

We have tested the predictive capacity of the structural construct in addition to evaluating the calculation models. The R2 value of endogenous latent variants was used as the fit measure of the model, as it offers details on the variance of an endogenous latent variable as defined by the model (Chin, 1998; Tenenhaus et al., 2005). The multiple square correlations (R2) for organisational appearance variable were 0.527 (Study 1) and 0.324 (Study 2), the employer attraction variable was 0.564 and 0.571, the applicability intent was 0.579 and 0.555, which is mild explanatory intensity across both situations (Chin, 1998). We conducted a Stone-Geisser (Q2) test with a blindfolding method for evaluating how well the initial empirical results can be reconstructed with the approximate parameters. The findings verified the predictive importance of the model (Fornell and Cha, 1994; Tenenhaus et al, 2005).

"Table 2: Study 2: Intercorrelations, average variance explained, composite reliabilities and cronbach's α "

Intercorrelations							
Scale	a	b	c	d	e	f	
a Available Information							
b Employer Self- Congruity	0.30***						
c Employee Self- Congruity	0.31***	0.76***					
d Corporate Image	0.36***	0.50***	0.47***				
e Employer Attractiveness	0.32***	0.38***	0.53***	0.62***			
f Applications Intentions	0.12***	0.17***	0.66***	0.40***	0.65***		
Average Variance extracted	n/a	0.71	0.72	n/a	0.79	0.41	
Composite reliability	n/a	0.60	0.80	n/a	0.73	0.85	
Cronbach's α	n/a	0.68	0.88	n/a	0.61	0.72	
Q ² (redundancy)	n/a	n/a	n/a	n/a	0.63	0.65	
Q ² (Communality)	n/a	0.61	0.72	n/a	0.59	0.91	

^{***}p<0.001, **p<0.01, *p<0.05

Note: n/a = not applicable because it uses a formative indicator specification

Finally, we measured a fitness-of-use index of 0.607 (study 1) and 0.537 (study 2) for our model, as suggested by Tenenhaus et al (2005), which suggests that it fits well in relation to some thresholds (Wetzels et al, 2009).

Hypothesis tests

Study 1

The effects of the PLS and bootstrapping were determined (see Table 3). The suggested constructions are strongly clarified. In reality, the information acquired on social networks has a favorable and important impact on the organizational image (β =0.458, P<0.001), to help Hypothesis 2. Foremost in this regard, the corporate credibility of Hypothesis 4a depends on the identification of the employer brand that is consistent (β = 0.261, P < 0.001). There is nevertheless no essential organic connection with the congruity of employees (β =0.173, NS), so we must refute Hypothesis 4b. The attractiveness of an employer (β =0.105 NS) is not

associated considerably between information perceived and the attractiveness of a workplace (β =0.036; β =.104, NS) and for Hypothesis 1, 3a, and 3b no proof was found. These interactions are not known to us. The presence of firms contributes directly to the boss' reputation (β =0.595, P<0.001).

Whilst perceived workplace understanding and congruence have no real effect on employees' appeal, it is crucial for employees to have reasonably substantial impacts (total influence of 0.273 and 0.155). The self-congruity with the staff has no major influence on either of the other versions.

Study 2

Others said that Hypothesis 2 (β =0.388, P<0.001) was endorsed in the same way as our research 1 results. The relation that we have predicted in the first hypothesis is also marginal between perceived open information and appeal (β =0.099. NS). In addition to promoting Hypothesis 4a (β =0.236, P<0.001), the brand identity often has a significant influence in terms of public photos. While hypotheses 3b and 4b again do not reveal any important results and affirm the marginal role of employees' auto-congruity effects in a firmself-governingframework (β =0,079, NS; bet=0.134, NS), a main result is the relation between self-congruity and attractiveness in the working setting (hypothesis 3a). It is worth noting, but with a joint impact of 0.223 and 0.136 they are weaker than in the first study, the indirect effect upon attractiveness of information acquisition and employer based congruence.

Model comparison

In order to test Hypothesis 7, we have sought the related reputation for knowledge from corporate and social networking work page, so that we are able to determine whether there are any major variations. In relation to t, we contrast the mean differences of four things related to the authenticity of information and part of the information system more commonly considered that is available: 'the information on the platform represents truth/is truthful,' and I would ensure that the data on this website.' In study 1, all mean prices of the four elements of confidence were significantly higher which demonstrates that job seekers find work-related evidence more compelling than proof from trustworthy outlets in a social networking manner.

Moderating effects

To test Hypothesis 8, we contrasted the structural model of Study 1 with the model of Study 2 in order to detect variations in path effects based on the perceived evidence. Although there was a little variation between the β coefficients of each category, we saw no big differences. In both situations, the relation between accessible information and attractiveness remains negligible, with important but only significantly different track coefficients of available information and corporate picture (0.458 and 0.388). The goal to apply was not directly related to the information in my model, but we did contrast indirect findings that did not indicate meaningful research discrepancies (0.207 and 0.166). The social networking context therefore does not seem to have major effects on the connection between the knowledge regarding jobs and corporate appearance, attractiveness and the purposes for use and Hypothesis 8 is to be dismissed. Furthermore, we analyzed the age, sex and previous job experience with the employer in order to monitor such possible factors in our model.

5. Discussion:

Review of empirical findings

For recruitment marketing and social media scientists in many ways, the results of our two studies will be important and noteworthy. In the first case, the employer's attractiveness relies in large part on a systematic appraisal of the public picture of a company; it is not a swift mechanism decided by any work knowledge obtained in social media. Therefore, employers have seemed to blend their present experiences with their awareness about the business name, which in turn affects their business network. You do not render the company's individual expectations as a person which affect its attractiveness directly. In general, an employer logo is part of the company's global photo, not a distinct brand of their own photographs. Secondly, our results suggest that corporate image standards tend to take into account when it comes to an employer brand: obviously, beauty, and the aims of the product affect corporate accounts and auto congruity with the employer brand specifically influences the appeal of corporate social networks. This suggests that personality is important for workers in social networking, but not to the employee's profile and to the employer brand. In comparison, the details given and the autonomy of the brand have an essential effect on the reputation of the business on sites managed by the company, but do not explicitly influence the appeal of employers. The definition of social identification may be useful to explain: Facebook displays all loyalties to the official website and is accessible with all personal connections. Therefore a consumer may enter a work page to demonstrate that he or she is an entity and to obtain insights into individuals without being particularly involved in a position. The workers' knowledge and autonomy, in this situation, all influence the employer's reputation but do not draw the employer. A second example of the difference between congruence and attraction is the principle of cognitive dissonance. In social networking sites operated by corporations, companies aspire to provide comprehensive real life knowledge which can enable prospective workers to achieve their poor sector fitness in terms of personality or fundamental employment requirements. In this case, cognitive dissonance is generated by the disparity between the employer's willingness to work and the consciousness that the employer is less probable. In addition to this feeling of dissatisfaction, people participate in "evolutionary preference" creation and alter the existing understandings. Employees may therefore have a clear comprehension of the business, but can understand much less its appeal as an employer for enhancing cognitive continuity.

The Jobseekers conclude that corporate material is more trustworthy than content on individual websites on social networking networks. Many of the users on a social network such as Facebook carefully follow the information shared by organizations on their professional profiles. Employers will still like real and actual facts to be included in their websites. True or false statements will quickly be disclosed and accused, creating extreme (image) issues for the contractor. Consumers may agree and rely on this knowledge to be accurate if they recognize the effect of this social control. The predicted moderating effect on the relationship between readable data and business perceptions of the social network's appeal and intentions cannot be confirmed since the outcomes of the two studies are not greatly varying.

For the reliability of the social networking network both the knowledge and communication resources are relevant. A strong corporate image is necessary to optimize the attractiveness of the workplace. Because job searches in workplaces shape the organizational picture rather than any employer image, an applied workplace website can be as effective as a general social network site relevant to information and companies, according to the study. The

research concludes that more research is required to validate results of the analysis and the possible impacts on the work image of the employer of social networking.

Limitations and further research directions

Any element of this study prohibits it from being broadly implemented. From a brand marketing point of view, researchers can identify additional determinants of employer attraction. In both experiments, the explicit variance of the construct for employer appeal (R2) = 0.564 and 0.571) suggests that more parameters should be tested. The potential criteria include employability self-assessment, alignment with general work specifications (such as geographical position, salary), word of mouth advice or previous employer experience. Further external consequences may also be taken into consideration, such as the influence of other media, the experience of candidates with the employer and the goods or trademarks. In order to obtain insight into the right amount of information for social networks, the overloading aspect should be taken into account as mentioned in the topic section. Similarities with the goal groups, which were not possible owing to the few cases between firms in separate sectors of the industry (for the prospective employees), would also have useful results. Study 2 respondents were free to mention the company of their selection in order to have as much case as possible. The firms mentioned in Studies 1 and 2 were therefore not absolutely similar. An off-line analysis would also theoretically provide valuable knowledge if this paradigm studied in the social network is compared to an off-line analysis. Find out more about these systems and configure branding techniques for employers in more research. Additional information about the social networking platform used may also be viewed as criteria, for example multimedia modules, video or audio use, etc. The study was funded by many enterprises and benefits to respondents. Despite funding from many enterprises, our sample size is small.

6. Conclusion:

For advertisers and social network analysts, our results are significant and noteworthy. Organizational analysis has now picked up the idea of marking to explain the visible and intangible advantages of a brand when making decisions. We expand this method by adding the idea of brand power of employers that represents the theorisation of Keller (1993). This is why we react to the demand for further study at the human resources and the philosophy of branding. Our results indicate that social networking is an incredibly valuable way of communicating brand importance and recruiting talented people. In both private and professional life, the value of social networks will continue to rise. The firms should use this opportunity to cultivate and strengthen a partnership between employer and applicant, and convey their employer brand values to create a picture of potential candidates that is "great for work."

References:

- Aaker, D.A. (1996) Building Strong Brands. New York: Free Press.
- Ruchika Kumari & Rachana Gangwar, "A Critical Study of Digital Nonverbal Communication in Interpersonal And Group Communication: In Context of Social Media", International Journal of Communication and Media Studies (IJCMS), Vol. 8, Issue 4, pp. 1-12
- Aaker, J.L. (1997) Dimensions of brand personality. Journal of Marketing Research 34(3): 347–356.

- Aaker, J.L., Fournier, S. and Brasel, A.S. (2004) When good brands do bad. Journal of Consumer Research 31(1): 1–16.
- Neha Shukla, "Social Media & Its Influence on Customer Relationship in Indian Retail Scenario", International Journal of Sales & Marketing Management Research and Development (IJSMMRD), Vol. 7, Issue 4, pp, 27-34
- Aggarwal, P. (2004) The effects of brand relationship norms on consumer attitudes and behavior. Journal of Consumer Research 31(1): 87–101.
- Allen, D.G., Otondo, R.F. and Mahto, R.V. (2007) Web-based recruitment: Effects of information, organizational brand, and attitudes toward a web site on applicant attraction. Journal of Applied Psychology 92(6): 1696–1707.
- Yaron Katz, "Social Media is Powerful, But Can it Change Policies of Institutionalized 31 Organizations Such as the Israeli Army?", International Journal of Humanities and Social Sciences (IJHSS), Vol. 6, Issue 6, pp; 29-34
- Ambler, T. and Barrow, S. (1996) The employer brand. Journal of Brand Management 4(3): 185–206.
- Tilottama Singh & Snigdha Malhotra, "Exploring the Contribution of Social Media in Recruitment A Case Study on PayU", International Journal of Human Resources Management (IJHRM), Vol. 6, Issue 5, pp; 1-8
- Arndt, J. (1967) Role of product-related conversations in the diffusion of a new product. Journal of Marketing Research 4(3): 291–295.
- Impact of Employer Brandon Employee Satisfaction, with Special Reference to IT Industry, "Kanchana Vinoth & S. Vasantha", BEST: International Journal of Management, Information Technology and Engineering (BEST: IJMITE), Vol. 3, Issue 9, pp, 53-60
- Backhaus, K. and Tikoo, S. (2004) Conceptualizing and researching employer branding. Career Development International 9(5): 501–517.
- Hui-Chun Huang & Yuan-Duen Lee, "A Study of Indigenous Measuring Factors for Employer Brand Attractiveness in Taiwan: Comparative Analysis of Academy and Industry Experts", IMPACT: International Journal of Research in Business Management (IMPACT: IJRBM), Vol. 5, Issue 11, Nov 2017, 11-20
- Bagozzi, R.P. (ed.) (1994) Structural equation models in marketing research: Basic principles. In: Principles of Marketing Research. Oxford: Blackwell, pp. 317–385.
- Bagozzi, R.P. and Yi, Y. (1988) On the evaluation of structural equation models. Journal of the Academy of Marketing Science 16(1): 74–94.
- Barber, A.E. (1998) Recruiting Employees: Individual and Organizational Perspectives. Thousand Oaks, CA: Sage.
- Barnes, N.G., Lescault, A.M. and Augusto, K.D. (2015) LinkedIn dominates, Twitter trends and Facebook falls: The 2014 Inc. 500 and Social Media, http://www.umassd.edu/cmr/socialmediaresearch/2015fortune500andsocialmedia/
- Bendapudi, N. and Bendapudi, V. (2005) Creating the living brand. Harvard Business Review 83(5): 124–132.
- Bonaiuto, M., De Dominicis, S., Illia, L., Rodriguez-Canovas, B. and Lizzani, G. (2013) Managing employer brand attributes to attract potential future leaders. Journal of Brand Management 20(9): 779–792.
- Cable, D.M. and Turban, D.B. (2001) Establishing the dimensions, sources and value of job seekers' employer knowledge during recruitment. Research in Personnel and Human Resources Management 20: 115–163. doi:10.1016/S0742-7301(01)20002-4.
- Caers, R. and Castelyns, V. (2011) LinkedIn and Facebook in Belgium: The influences and biases of social network in recruitment and selection procedures. Social Science Computer Review 29(4): 437–448.

- Chapman, D.S., Uggerslev, K.L., Carroll, S.A., Piasentin, K.A. and Jones, D.A. (2005) Applicant attraction to organizations and job choice: A meta-analytic review of the correlates of recruiting outcomes. Journal of Applied Psychology 90(5): 928–944.
- Chin, W.W. (1998) The partial least squares approach for structural equation modelling. In: G.A. Marcoulides(ed.) Modern Methods for Business Research. Mahwah, N.J.: Lawrence Erlbaum Associates, pp. 295–336.
- Chin, W.W. and Newsted, P.R. (1999) Structural equation modeling analysis with small samples using partial least squares. In: R.H. Hoyle (ed.) Statistical Strategies for Small Sample Research. Thousand Oaks, CA: Sage, pp. 307–342.
- Collins, C.J. and Stevens, C.K. (2002) The relationship between early recruitment-related activities and the application decisions of new labor-market entrants. A brand equity approach to recruitment. Journal of Applied Psychology 87(6): 1121–1133.
- Costa, P.T. and McCrae, R.R. (1992) Revised NEO Personality Inventory (NEO-PI-R) and NEO Five Factor Inventory (NEO-FFI) Professional Manual. Odessa, FL: Psychological Assessment Resources.
- Davies, G.J., Chun, R., Da Silva, R.V. and Roper, S. (2004) A corporate character scale to assess employee and customer views of organisation reputation. Corporate Reputation Review 7(2): 125–146.
- Delgado-Ballester, E. (2004) Applicability of a brand trust scale across product categories. European Journal of Marketing 38(5/6): 573–592.
- DelVecchio, D. and Smith, D.C. (2005) Brand-extension price premiums: The effects of perceived fit and extension product category risk. Journal of the Academy of Marketing Science 4(2): 184–196.
- Dholakia, U.M., Bagozzi, R.P. and Pearo, L.K. (2004) A social influence model of consumer participation in network- and small-group-based virtual communities. International Journal of Research in Marketing 21(3): 241–263.
- Dholakia, U.M., Blazevic, V., Wiertz, C. and Algesheimer, R. (2009) Communal service delivery: How customers benefit from participation in firm-hosted virtual P3 communities. Journal of Service Research 12(2): 208–226.
- Diamantopoulos, A., Riefler, P. and Roth, K.P. (2008) Advancing formative measurement models. Journal of Business Research 61(12): 1203–1218.
- Dineen, B.R., Ash, S.R. and Noe, R.A. (2002) A web of applicant attraction: Personorganization fit in the context of web-based recruitment. Journal of Applied Psychology 87(4): 723–734.
- Dukerich, J.M., Golden, B.R. and Shortell, S.M. (2002) Beauty is in the eye of the beholder: The impact of organizational identification, identity, and image on the cooperative behaviors of physicians. Administrative Science Quarterly 47(3): 507– 533.
- Edwards, M.R. (2010) An integrative review of employer branding and OB theory. Personnel Review 39(1): 5–23.
- Ellison, N.B., Steinfield, C. and Lampe, C. (2007) The benefits of Facebook "friends": Exploring the relationship between college students' use of online social networks and social capital. Journal of Computer-Mediated Communication 12(4): 3.
- Elster, J. (1983) Sour Grapes: Studies in the Subversion of Rationality. Cambridge: Cambridge University Press.
- Elving, W.J.L., Westhoff, J.J.C., Meusen, C. and Schoonderbeek, J.-W. (2012) The war for talent? The relevance of employer branding in job advertisements for becoming an employer of choice. Journal of Brand Management 20(5): 355–373.

- Ehrhart, K.H. and Ziegert, J.C. (2005) Why are individuals attracted to organizations? Journal of Management 31(6): 901–919.
- Erdem, T., Swait, J. and Louviere, J. (2002) The impact of brand credibility on consumer price sensitivities across multiple product categories. International Journal of Research in Marketing 19(1): 1–19. Facebook (2015) Facebook stats, http://newsroom.fb.com/company-info/
- Flanagin, A.J. and Metzger, M.J. (2007) The role of site features, user attributes, and information verification behaviors on the perceived credibility of web-based information. New Media Society 9(2): 319–342.
- Flanagin, A.J., Metzger, M.J., Pure, R., Markov, A. and Hartsell, E. (2014) Mitigating risk in ecommerce transactions: Perceptions of information credibility and the role of usergenerated ratings in product quality and purchase intention. Electronic Commerce Research 14(1): 1–23.
- Fombrun, C.J., Gardberg, N.A. and Sever, J.M. (2000) The reputation quotient: A multistakeholder measurement of corporate reputation. The Journal of Brand Management 7(4): 241–255.
- Fornell, C. and Cha, J. (1994) Partial least squares. In: R.P. Bagozzi (ed.) Advanced Methods of Marketing Research. Oxford: Blackwell, pp. 52–78.
- Fornell, C. and Larcker, D.F. (1981) Evaluating structural equation models with unobservable variables and measurement error. Journal of Marketing Research 28(1): 39–50.
- Friedrichs, J. (1990) MethodenempirischerSozialforschung, 14th edn. Opladen, Germany: Westdeutscher Verlag.
- Gatewood, R.D., Gowan, M.A. and Lautenschlager, G.J. (1993) Corporate image, recruitment image and initial job choice decisions. Academy of Management Journal 36(2): 414–427.
- Godes, D. et al. (2005) The firm's management of social interactions. Marketing Letters 16(3/4): 415–428.
- Gomez-Mejia, L., Balkin, D.B. and Cardy, R.L. (2001) Managing Human Resources, 3rd edn. Upper Saddle River, NJ: Prentice Hall.
- Gray, P.H. and Meister, D.B. (2004) Knowledge sourcing effectiveness. Management Science 50(6): 821–834.
- Hair, J.F., Anderson, R.E., Tatham, R.L. and Black, W.C. (1998) Multivariate Data Analysis, 3rd edn. Upper Saddle River, N.J.: Prentice Hall.
- Harris, M.M. and Fink, L.S. (1987) A field study of applicant reactions to employment opportunities: Does the recruiter make a difference? Personnel Psychology 40(4): 765–784.
- Hulland, J. (1999) Use of partial least squares (PLS) in strategic management research: A review of four recent studies. Strategic Management Journal 20: 195–204. doi:10.1002/(SICI)1097-0266(199902)20:2 3.3.CO;2-Z.
- Jarvis, C.B., MacKenzie, S.B. and Podsakoff, P.M. (2003) A critical review of construct indicators and measurement model misspecifications in marketing and consumer research. Journal of Consumer Research 30(2): 199–218.
- Jobvite Survey (2011) Jobsite social jobseeker survey 2011, http://recruiting.jobvite.com/ resources/socialjob-seeker-survey.php
- Jöreskog, K.G. and Goldberger, A.S. (1975) Estimation of a model with multiple indicators and multiple causes of a single latent variable. Journal of the American Statistical Association 10(351): 631–639.
- Keller, K.L. (1993) Conceptualizing, measuring, and managing customer-based brand equity. Journal of Marketing 57(1): 1–22.

- Keller, K.L. (1998) Strategic Brand Management: Building, Measuring, and Managing Brand Equity. Hemel Hempstead, UK: Prentice-Hall International.
- Keller, K.L. (2001) Building Customer-Based Brand Equity: A Blueprint for Creating Strong Brands. Marketing Science Institute. Working Paper no. 01-107, http://www.msi.org/
- Keller, K.L. and Lehmann, D.R. (2006) Brands and branding: Research findings and future priorities. Marketing Science 25(6): 740–759.
- Kent, M.L. (2010) Directions in Social Media for Professionals and Scholars. In: Handbook of Public Relations, 2nd edn. Thousand Oaks, CA: Sage, pp. 643–656.
- Kleijnen, M., Lievens, A., De Ruyter, K. and Wetzels, M. (2009) Knowledge creation through mobile social networks and its impact on intentions to use innovative mobile services. Journal of Service Research 12(1): 15–35.
- Lamb, C.W., Hair, J.F. and McDaniel, C. (2011) Essentials of Marketing. Mason, OH: South Western Cengage Learning.
- Lemmink, J., Schuijf, A. and Streukens, S. (2003) The role of corporate image and company employment image in explaining application intentions. Journal of Economic Psychology 24(1): 1–15.
- Lievens, F. (2007) Employer branding in the Belgian army: The importance of instrumental and symbolic beliefs for potential applicants, actual applicants, and military employees. Human Resource Management 46(1): 51–69.
- Lievens, F. and Highhouse, S. (2003) The relation of instrumental and symbolic attributes to a company's attractiveness as an employer. Personnel Psychology 56(1): 75–102.
- Lievens, F., Van Hoye, G. and Anseel, F. (2007) Organizational identity and employer image: Towards a unifying framework. British Journal of Management 18(S1): 45–59.
- Ma, M. and Agarwal, R. (2007) Through a glass darkly: Information technology design, identity verification, and knowledge contribution in online communities. Information Systems Research 18(1): 42–67.
- MacKenzie, S.B., Podsakoff, P.M. and Jarvis, C. (2005) The problem of measurement model misspecification in behavioural and organizational research and some recommended solutions. Journal of Applied Psychology 90(4): 710–730.
- Malhotra, N.K. (1988) Self-concept and product choice: An integrated perspective. Journal of Economic Psychology 9(1): 1–28.
- McAlexander, J.H., Schouten, J.W. and Koenig, H.F. (2002) Building brand community. Journal of Marketing 66: 38–54. doi:10.1509/jmkg.66.1.38.18451.
- McMillan, D.W. and Chavis, D.M. (1986) Sense of community: A definition and theory. American Journal of Community Psychology 14(1): 6–23.
- Muniz, A. and O'Guinn, T.C. (2001) Brand community. Journal of Consumer Research 27(4): 412–432.
- Nolan, K.P., Gohlke, M., Gilmore, J. and Rosiello, R. (2013) Examining how corporations use online job ads to communicate employer brand image information. Corporate Reputation Review 16(4): 300–312.
- Nunnally, J.C. (1978) Psychometric Theory, 2nd edn. New York: McGraw-Hill.
- Ostrom, A.L. et al. (2010) Moving forward and making a difference: Research priorities for the science of service. Journal of Service Research 13(4): 4–36.
- Peterson, R.A. and Merino, M.C. (2003) Consumer information search behavior and the internet. Psychology of Marketing 20(2): 99–121.

- Podsakoff, P.M., MacKenzie, S.B., Lee, J.-Y. and Podsakoff, N.P. (2003) Common method biases in behavioral research: A critical review of the literature and recommended remedies. Journal of Applied Psychology 88(5): 879–903.
- Podsakoff, P.M. and Organ, D.W. (1986) Self-reports in organizational research: Problems and prospects. Journal of Management 12(2): 531–544.
- Rieh, S.Y. and Danielson, D.R. (2007) Credibility: A multidisciplinary framework. In: B. Cronin (ed.) Annual Review of Information Science and Technology. Medford, NJ: Information Today, pp. 307–364.
- Ringle, C.M., Wende, S. and Will, A. (2005) SmartPLS 2.0 (beta) http://www.smartpls.de
- Roselius, T. (1973) Consumer rankings of risk reduction methods. In: H.H. Kassarjian and T.S. Robertson (eds.) Perspectives in Consumer Behavior. Glenview, IL: Scott, Foresman and Company, pp. 55–61.
- Rynes, S.L. (1991) Recruitment, job choice, and post-hire consequence. In: M.D. Dunnette (ed.) Handbook of Industrial and Organizational Psychology, 2nd edn. Palo Alto, CA: Consulting Psychologists Press, pp. 399–444.
- Rynes, S.L. and Cable, D.M. (2003) Recruitment research in the twenty-first century. In: W.C. Borman, D.R. Ilgen and R.J. Klimoski (eds.) Handbook of Psychology: Industrial and Organizational Psychology. Vol. 12, Hoboken, NJ: John Wiley and Sons, pp. 55–76.
- Saffer, A.J., Sommerfeldt, E.J. and Taylor, M. (2013) The effects of organizational Twitter interactivity on organization Public relationships. Public Relations Review 39(3): 213–215.
- Saks, A.M. and Ashforth, B.E. (1997) A longitudinal investigation of the relationships between job information sources, applicant perceptions of fit, and work outcomes. Personnel Psychology 50(2): 395–426.
- Schneider, B., Goldstein, H.W. and Smith, D.B. (1995) The ASA framework: An update. Personnel Psychology 48(4): 747–773.
- Seltin, N. and Keeves, J.P. (1994) Path analysis with latent variables. In: T. Husen and T. Postlethwaite (eds.) The International Encyclopedia of Education, 2nd edn. Oxford: Pergamon, pp. 4352–4359. Sirgy, J.M. (1982) Self-concept in consumer behavior: A critical review. Journal of Consumer Research 9(3): 287–300.
- Sirgy, J.M. (1985) Using self-congruity and ideal congruity to predict purchase motivation. Journal of Business Research 15(3): 195–206.
- Sirgy, J.M. (1986) Self-Congruity: Toward a Theory of Personality and Cybernetics. New York: Praeger.
- Sirgy, J.M. et al. (1997) Assessing the predictive validity of two methods of measuring selfcongruity. Journal of the Academy of Marketing Sciences 25(3): 229–241.
- Sirgy, J.M. and Samli, A.C. (1985) A path analytic model of store loyalty involving self-concept, store image, socio-economic status, and geographic loyalty. Journal of the Academy of Marketing Sciences 13(2): 265–291.
- Slaughter, J.E., Zickar, M.J., Highhouse, S. and Mohr, D.C. (2004) Personality trait inferences about organizations: Development of a measure and assessment of construct validity. Journal of Applied Psychology 89(1): 85–103.
- Smith, D.C. and Park, C.W. (1992) The effects of brand extensions on market share and advertising efficiency. Journal of Marketing Research 29(3): 296–313.
- Stokburger-Sauer, N. (2010) Brand community: Drivers and outcomes. Psychology and Marketing 27(4): 347–368.

- Tajfel, H. and Turner, J.C. (1979) An integrative theory of social conflict. In: W.G. Austin and S. Worchel (eds.) The Social Psychology of Intergroup Relations, 2nd edn. Chicago, IL: Nelson Hall.
- Taylor, M.S. and Bergmann, T.J. (1987) Organizational recruitment activities and applicants' reactions at different stages of the recruitment process. Personnel Psychology 40(2): 261–285.
- Tenenhaus, M., Vinzi, V.E., Chatelin, Y.M. and Lauro, C. (2005) PLS path modeling. Computational Statistics and Data Analysis 48(1): 159–205.
- Trusov, M., Bucklin, R.E. and Pauwels, K.H. (2009) Effects of word-of-mouth versus traditional marketing: Findings from an internet social networking site. Journal of Marketing 73(5): 90–102.
- Turban, D.B. (2001) Organizational attractiveness as an employer on college campuses: An examination of the applicant population. Journal of Vocational Behavior 58(2): 293–312.
- Turban, D.B. and Greening, D.W. (1997) Corporate social performance and organizational attractiveness to prospective employees. Academy of Management Journal 40(3): 658–672.
- Turban, D.B., Lau, C.M., Ngo, H.-Y., Chow, I. and Si, S. (2001) Organization attractiveness of firms in the People's Republic of China: A person-organization fit perspective. Journal of Applied Psychology 86(2): 194–206. http://dx.doi.org/10.1037/0021-9010.86.2.194.
- Van Birgelen, M., Wetzels, M. and Van Dolen, W. (2008) Effectiveness of corporate employment web sites How content and form influence intentions to apply. International Journal of Manpower 29(8): 731–751.
- Van Hoye, G. and Saks, A.M. (2011) The instrumental-symbolic framework: Organisational image and attractiveness of potential applicants and their companions at a job fair. Applied Psychology: An International Review 60(2): 311–335.
- Walker, H.J., Feild, H.S., Giles, W.F., Armenakis, A.A. and Bernerth, J.B. (2009) Displaying employee testimonials on recruitment web sites: Effects of communication media, employee race, and job seeker race on organizational attraction and information credibility. Journal of Applied Psychology 94(5): 1354–1364.
- Wentzel, D. (2009) The effect of employee behavior on brand personality impressions and brand attitudes. Journal of the Academy of Marketing Science 37(3): 359–374.
- Wetzels, M., Odekerken-Schröder, G. and Van Oppen, C. (2009) Using PLS path modeling for assessing hierarchical construct models: Guidelines and empirical illustration. MIS Quarterly 33(1): 177–195. Xing (2015) Xing corporate pages, https://corporate.xing.com/no cache/english/unternehmen/xing-ag/,
- Zeithaml, V.A., Berry, L.L. and Parasuraman, A. (1996) The behavioral consequences of service quality. Journal of Marketing 60(2): 31–46.
- Zottoli, M.A. and Wanous, J.P. (2000) Recruitment source research: Current status and future directions. Human Resource Management Review 10(4): 353–382.