Examining e-business impact on firm performance through website analysis

Angel L. Meroño-Cerdan and Pedro Soto-Acosta*

Departamento de Organización de Empresas y Finanzas Universidad de Murcia, Campus de Espinardo 30.100 Murcia, Spain E-mail: angelmer@um.es E-mail: psoto@um.es *Corresponding author

Abstract: This paper develops a framework differentiating three dimensions in e-business: e-information, e-communication and e-workflow. The methodology employed (web content analysis on the company's website) allows evaluation of these e-business dimensions. The main research objective is directed to an examination of the relationship between e-business and firm performance. Additionally, differences in the adoption of e-business according to business size are evaluated. To achieve these objectives, a sample comprising 288 firms from the Region of Murcia, Spain was employed. The results show a positive relationship between e-business and firm performance. In contrast, the results confirm that e-business is not related to business size.

Keywords: e-business; websites; web content; technology adoption; firm performance.

Reference to this paper should be made as follows: Meroño-Cerdan, A.L. and Soto-Acosta, P. (2005) 'Examining e-business impact on firm performance through website analysis', *Int. J. Electronic Business*, Vol. 3, No. 6, pp.583–598.

Biographical notes: Angel L. Meroño-Cerdan is Associate Professor of Management at the University of Murcia in Spain. He holds a Master's in Business and Foreign Trade and a PhD in Business Administration (University of Murcia, Spain). His teaching and research are related to information systems, knowledge management and e-business. He has published in journals such as the *International Journal of Information Management* and *Universia Business Review*.

Pedro Soto-Acosta is Assistant Professor and PhD candidate in the Department of Management at the University of Murcia, Spain. He holds a Master's in Technology Management and a BA in Business Administration from the University of Murcia, as well as a BA in Accounting and Finance from Manchester Metropolitan University, UK. His research interests are in the areas of information systems and e-business.

A previous version of this paper was presented at the 6th World Congress on the Management of Electronic Business, 19–21 January 2005, Hamilton, Ontario, Canada.