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## Information & Management

Volume 40, Issue 3, January 2003, Pages 191-204

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[https://doi.org/10.1016/S0378-7206\(01\)00143-4](https://doi.org/10.1016/S0378-7206(01)00143-4)

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## Abstract

Information systems (IS) implementation is costly and has a relatively low success rate. Since the seventies, IS research has contributed to a better understanding of this process and its outcomes. The early efforts concentrated on the identification of factors that facilitated IS use. This produced a long list of items that proved to be of little practical value. It became obvious that, for practical reasons, the factors had to be grouped into a model in a way that would facilitate analysis of IS use.

In 1985, Fred Davis suggested the technology acceptance model (TAM). It examines the mediating role of perceived ease of use and perceived usefulness in their relation between systems characteristics (external variables) and the probability of system use (an indicator of system success). More recently, Davis proposed a new version of his

model: TAM2. It includes subjective norms, and was tested with longitudinal research designs. Overall the two explain about 40% of systemâ€™s use. Analysis of empirical research using TAM shows that results are not totally consistent or clear. This suggests that significant factors are not included in the models.

We conclude that TAM is a useful model, but has to be integrated into a broader one which would include variables related to both human and social change processes, and to the adoption of the innovation model.



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## Keywords

Technology acceptance model; Information technology; Ease of use; Usefulness; IS use; Change management; Innovation

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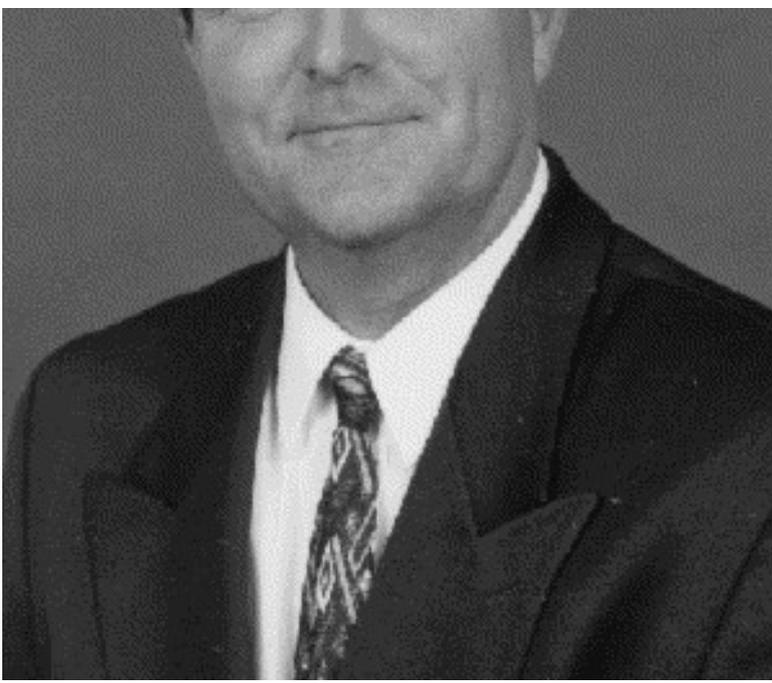
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**Paul Legris**, Counsellor to the President, is an expert in computer science and public administration. He has accumulated more than 20 years experience in management positions in the fields of information technology and administration in general. He is particularly interested in improving the success rate of the integration of technology into company business processes and is pursuing research in that field.



**John Ingham** is a Professor and Researcher of Information Systems Management at the University Sherbrooke (Canada). He has been for several years Associate Dean and

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**Pierre Collerette** is a Professor and Researcher in management at QuÃ©bec University in Hull (Canada). He has published a number of works in the field of organisational change and management structures. Aside from his academic activities, he holds a management position and has been a consultant in many projects in Canada and in Europe.

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