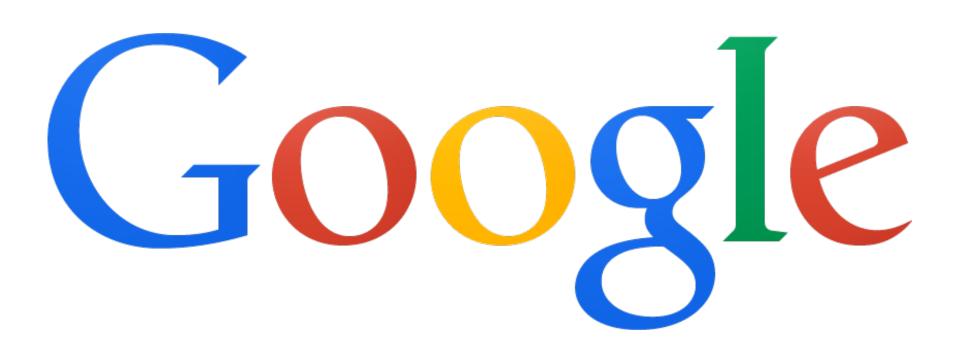
Motivation for knowledge sharing by expert participants in company hosted online user communities

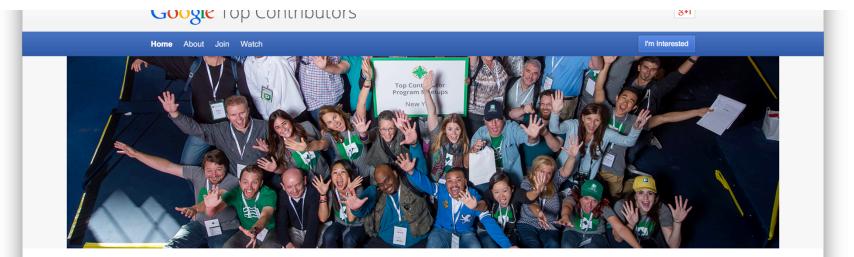
Dr. Jingli Cheng http://hk.linkedin.com/in/jinglicheng



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Groups		<u>*</u> • -	
lome	4		
Click on a group's star icon to add it to your favorites	Google Product Forums Shared publicly 8+1	About	
Sign in or start	 AdSense Help Forum Find answers to your AdSense questions and share your experiences with other publishers. 	Sir why are you not issuing my payments??? M Ramzan Malik Level 2 6:47 AM (5 minutes ago)	
browsing to organize your groups and view recent items.	 Android Wear Help Forum A community forum for users to ask and answer questions about Android Wear. 	Re: Zenwatch extra charging cradle ccjw33 Level 1 6:50 AM (2 minutes ago)	
Privacy - Terms of Service	* Blogger Help Forum Forum for discussing Blogger and Blogger related issues	Re: Cannot post on my blog nitecruzr 🖸 💡 6:51 AM (2 minutes ago)	
	 Chrome Administrator Forum A user-to-user community to discuss managing Chrome browser for your organization. 	Re: peringathur Shannon Jan 26 (9 hours ago)	
	★ Chromebook Central Help Forum Welcome to Chromebook Central! The Official Group for Chromebooks. We hope you'll find this group helpful as a place to share tips & tricks and engage with other Chromebook owners.	Re: Can't save docs as word docs. Sam Bourne Level 1 6:50 AM (2 minutes ago)	
	 Chromecast Help Forum The official Chromecast community forum. Get help and discuss tips and tricks. 	Re: High pitched sound from Chromecast (like a dial up modem or faxing machine) James Mosvick () () () 6:48 AM (5 minutes ago)	
	* DoubleClick for Publishers Help Forum DoubleClick for Publishers Help Forum	Re: Refresh ads based on Analytics event? Eddle Horse Level 1 5:32 AM (1 hour ago)	
	* DoubleClick Rich Media Got questions about Studio? Come in in and ask away	kaden kfkf Level 1	

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Norton Community

💛 by Symantec

All Community

Join the Norton Community

Welcome to the Norton Community - a place where Norton customers, employees and other people interested in dialogue can meet online to discuss our products and related topics. Whether you have a problem with your Norton product, you have a system tune-up question, or you're looking to scrub some malware from your PC, the Norton Community is the place to go. Sign up for the Norton Community today, and let us know what's on your mind.

· Q

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A Latest Forum Threads

Norton Toolbar / Norton Identity Safe	
I-Phone app problem 24-Jan-2015 7:57AM massinger 1	1 2
Identity safe login information accidentaly deleted 23-Jan-2015 11:37AM marin633 \$1	1 5
Dev Toolsa new feature in Chrome 39xx? 23-Jan-2015 1:12AM Rousseau32 \$5	Q 1
Norton Internet Security Norton 360 Norton AntiVirus	
Norton 360 Live Update question 26-Jan-2015 12:19PM ACS4500 \$	Q 2
Norton 360 Premier Edition Arabic Edition	🜉 1

Announcements Blog

Firefox 35 Support for Norton Toolbar

Hi Everyone, The Norton Toolbar is now compatible with Firefox 35. We have released a Firefox 35 compatibility patch for Norton Security 22.1.0.9, Norton Security with Backup 22.1.0.9. The patch is also available for the Norton Internet Security, Norton 360, Comcast Norton Security Suite 21.6 pr...

Norton Security & Norton Security with Backup 22.1 update available

We have completed testing our latest update of Norton Security and Norton Security with Backup 22.1.0.9, and have released the update. This update is available for all languages. To download it, simply run LiveUpdate. A reboot will be required for Windows XP & Vista customers, however no...

Norton Mobile Security 3.9 for Android- Product Notification

👤 Log in 🛛 💉 Sign up 🛛 😔 English 👻

▲ Urgent Customer Issues

If you are experiencing an issue that needs urgent assistance please visit our customer support area:

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- @NortonSupport on Twitter

Connect with Norton

Join the conversation with Norton about the latest in cybersecurity, tech, and safety advice:

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User login
Username *
Password *
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 Request new password

Norton Community forums

All Community - Q		👤 Log in	Sign up	
> Forums -			简体中文 Français	
Forums		User login	Deutsch	
Community • 1 item	THREADS REF	PLIES Username *	日本語	
About This Community	4	0 Password *		
Norton Products • 12 items	THREADS REF	PLIES		
Announcements	8	2 • Create new account	Create new account Request new password Log in	
Norton Security ttest Post: Is Ace Race Program safe	646 5,			
E Backup atest Post: need to turn off backup	820 2,	,536		
Norton Internet Security Norton 360 Norton AntiVirus test Post: Possible virus/malware attack but my Norton 360 detected no issue.	52,414 332,	,515 Who's online		
Norton Toolbar / Norton Identity Safe ttest Post: I-Phone app problem	3,720 21,	,130	There are currently 16 users online. • Tony_Weiss • Goodland • XtraSecure • zero-one • Liliana_Gaspar • floplot • logi42 • Rizla1 • yank • Andmike	
Norton Ghost atest Post: Is there software that will open iv2i files without the associated v2i or sv2i files?	528 3,	,893 • Goodland • XtraSecure		
Norton for Mac atest Post: Unwanted Pop_ups	1,736 6,	,933 • Liliana_Gaspar		
Norton Family itest Post: Time it takes to Unblock Website	3,143 15,	,371 • logi42 • Rizla1		
Other Norton Products test Post: Nokia Lumia 1320 Windows phone	9,262 51,	.994		
PCTools	20	19		

About 50 gurus accounted for ...

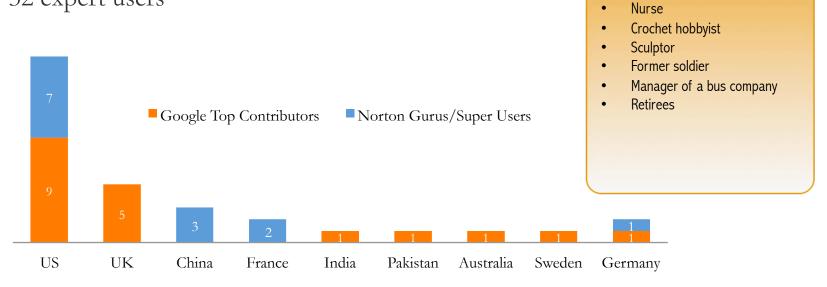
- More than 50% of the overall posts
- 70% of the solutions
 - And Employees make up another 25%, the rest 5%
- The average guru in the English forum spends about 35 hours per week helping people
 - "We have maybe 20,000 users in the English forum and we have only 10 gurus."

Research question

Why do expert users in company hosted online user communities share their knowledge?

Participants

- 2 program managers
- 32 expert users



IT Professionals

Law enforcement officer

Students

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Findings

How they became expert users

- Experienced users searching for answers to their questions or issues (56%)
- Novice users interested in learning more about the company's products (28%)
- Already active in other forums (11%)
- Connected with the hosting company and was invited (6%)

I started using a product called Google Voice and I really liked it. So I started going online to look up answers to my questions about settings and different things and I noticed that most of the questions went unanswered. There was nobody from Google answering questions and some of them I knew. So I started answering the questions that I knew and I help people out.

I have a degree in art history, which you know my father's eyes I could probably hear them rolling from here every time I say I have a degree in art history. Then I started working and I fell into some web work by chance and just liked it so became self taught. Had no formal training or real interest before. Then I found the forums as a really good source of information. I asked a question and stuck around. So I learned, built up my confidence, started answering questions, learning more, and then eventually they told me I could be a part of the program.

It was back in 2011, I had just finished my high school entrance exams, and the summer break was about to be over. One day I was on the Internet visiting a forum and noticed a link to the Norton forum: It used to be in English, and now it was in Chinese. So it dawned on me that they started a Norton forum for China. I joined the forum and started answering people's questions.

Level of participation in the company hosted online user communities

- Number of postings
 - 3,000 to 20,000
 - Average 10,060
 - 100-400/month
- Time spent
 - Ranged from 30 minutes per week to 40 or 50 hours per week
 - Average 11 hours per week

Types of knowledge sharing activities

- Knowledge sharing with other users
 - Answering other users' questions
 - Sharing resources and best practices
 - Escalating problems up to the hosting companies
- Knowledge sharing with the hosting companies
 - Directly providing product feedback
 - Suggesting improvements or new product features
 - Testing new products and features

Motivation

- 1. Enjoyment of helping others (69%)
- 2. Learning (59%)
- 3. Passion for the hosting companies and products (41%)
- 4. Need for affiliation (25%)

- 5. Company provided incentives and rewards (16%)
- 6. Professional visibility (9%)
- 7. Fun (6%)

Motivator 1: Enjoyment of helping others

- a. Satisfaction simply from hearing a "Thank you"
- b. Having the opportunity to help others, which sometimes their own job did not provide
- **c.** Helping others avoid suffering from mistakes or experiencing the same frustration
- d. Providing a kind of public service
- e. Paying it forward or paying back help gained from others (reciprocity)
- f. Taking pleasure in being able to help others by doing what one is good at

I really enjoy helping people. It is always great when someone comes back and says thanks, that solved my problem. It is always great to get that feedback from users.

Because there are a lot of hacks out there who think they know what they are doing and then they screw up and screw over peoples' websites and things like that. There is a charlatan everyday out there.

I know there is no such thing as true altruism but I really do like to help. It is in my nature and I'm in a role with my paying job sometimes where often I'm the bad guy. I'm policing and project managing and not helping as much. This is a really good channel for me to get help out. I try to do a lot of volunteer work in my community, but often times with my schedule and with the girls I can't get out and get hands on so this is my way of giving back.

I like to help people without any expectation of anything in return. This is a form of community service or public service.

I believe that every person should do what they know best. When they do what they know best, they will succeed. They will proceed in their life, they will feel happy because they are successful. I am good with this kind of thing so I do it because I can. I do it because I can.

Interest in helping others: Where does it come from?

Influence from upbringing and early career experiences

Let's put it this way – it is something to do with upbringing. I'm Jewish. When I was a kid, I asked my father if I could bring somebody home for Passover, and his answer was that's a *mitzvah*. Means it's a blessing. You do that, you are helping somebody. It doesn't matter whether they are Jewish, non Jewish or anything like that. If you help somebody, that is a blessing. It is part of my upbringing. I will help wherever I can.

I don't know if this matters but I can tell you one thing that influenced me a lot when I was younger. I worked in hotels in the hospitality industry and I had some really good role models for managers and bosses that really impacted me and said, be helpful to people, employees that you supervise and guests and everybody else, because it will really pay off in the end. They gave me good role models; these ladies were very strong women. They actually showed me how it makes a difference in people's lives and how you can touch people and motivate people. So I think that is probably what impacted me a lot.

Motivator 2: Learning

- a. "Keeping fit"
- b. "Floats my boat" mentally
- **c.** "Learning from the pros"

I'm empowered. I grow, I develop, and crap I got a whole lot better.

It is really hard to keep up in this business anyway and so it helps me by participating in the forum and seeing things people are bringing up because a lot of times people will bring up an odd topic. It gives you a chance to actually do the research and figure out how do they differ, how are they the same. It is one of those things that motivates you to kind of stay on your toes and do a lot of research. I am able to keep current just by answering questions especially ones that I really don't know the answer to off hand.

I like the technical challenge of the particularly interesting questions. What I tend to be doing is sifting through and looking for the interesting questions. I like the intellectual challenge of saying, 'That is a question I haven't seen before' and answering it. In the process I find it rewarding to help people.

I like to learn. There are a lot of brilliant, crazy people in there and I learn a lot all the time.

Motivator 3: Passion

- a. For the hosting company
- b. For the products

I like the product. It's got a great future. I think it will work for an awful lot of people. I really do enjoy using the product. I think it's a really good product. So I like to help people that are using the product so they can get the most out of it.

I find one of the really difficult things when you are teaching or using technology is that the technology is already done when the educators get it. So I got involved because I'm like, well, I don't know Java Script but I can learn a little bit and I know a little bit more than some of my teaching friends so the whole idea was if we want to have tools that support our practice, we need to get involved much sooner, build something together. So that is the number one motivator, to try and help shape a tool that will be used by many people that support the kind of practice I support.

The other thing is, Norton, I have had it for years and none of my machines have ever been infected so I believe in the product, I really do have a faith in the product. If I didn't have a faith in the product, I wouldn't be doing this because I am not going to go out there and blow smoke and tell somebody a lie.

More quotations

I like the mentality of the company. I like how Symantec communicates to the employees, very professional. They tell you straight in the eye, look, this and that. They pay you respect for what you offer to the company. I like that very much. For me Symantec is something I think will never leave me and when the day comes that Symantec tells me, 'We have a job for you,' I pack my things and in two minutes, I'm gone.

More quotations

I have also a program that I think is the bee's knees. This solves a lot of issues as far as 3D communication and in order for me to help get more people to use this program I am promoting it too. I want more people to join the fold.

Motivator 4: Need for affiliation

- a. Belonging to a special group of people
- b. The relationship and friendship
- **c.** Connections with people from "the outside world"

We are with our own kind, your own friendship but it is give and take. It's a very rich, dynamic community. You have kinship. You have some kindred spirits here.

It was one of those things that when I came to Pakistan I realized I am literally cut off from the rest of the world. I need to maintain some affiliation or some affinity with the world outside. This was one good way.

Discussions

