

## DETERMINANTS OF CONSUMER SATISFACTION TOWARDS SESB SERVICE IN KOTA KINABALU

### **EVERETTY JANIM**

2014731981

BACHELOR OF BUSINESS ADMINISTRATION
WITH HONOURS (MARKETING)
FACULTY OF BUSINESS MANAGEMENT
UNIVERSITI TEKNOLOGI MARA
KOTA KINABALU

DECEMBER 2016

#### ACKNOWLEDGEMENT

First of all, I am grateful to God, the most compassionate and most Merciful as with His I was able to finish my project paper as the requirements for MKT672 subject. I had encountered various obstacles and difficulties in finishing this report but with His blessings, make me able to finish this project paper.

Special thanks to our advisor Miss Khairiah Mazdiah Kalimin and also our second examiner Dr Nabila Azwa Ambad for their helps of guiding us in doing our Industrial Training Project Paper (MKT672) by giving a lot of information and also guidelines to us in order to complete this project paper and also lead us the correct way to make our work more efficient.

I would also like to thank everyone that involves directly or indirectly in this process of finishing this project paper, especially to my family for their financial support to complete this project paper and to my classmates who help me especially in doing Statistical Package for Social Science (SPSS) data.

By doing this assignment, I hope that I will be able to gain more experience and knowledge on how to write a good research.

# RESEARCH PROPOSAL TABLE OF CONTENTS

	Page
TITLE PAGE	i
DECLARATION OF ORIGINAL WORK	ii
LETTER OF TRANSMITTAL	iii
ACKNOWLEDMENT	iv
TABLE OF CONTENTS	v-vi
LISTS OF FIGURES	vii
LIST OF TABLES	viii
ABSTRACT	ix
CHAPTER 1 INTRODUCTION	
1.1 Background of study	1
1.2 Introduction of study	2-5
1.3 Background of company	5-8
1.4 Problem Statement	8-9
1.5 Research Objectives	9
1.6 Research Questions	10
1.7 Scope of study	10
1.8 Limitation of study	11
1.9 Significant of study	11
1.10 Definitions of key terms	11-12
CHAPTER 2 LITERATURE REVIEW	
2.0 OVERVIEW OF CHAPTER 2	12-13
2.1 Consumer Satisfaction and Service Quality	13-15
2.2 Tangibility	15-16
2.3 Reliability	16-17
2.4 Responsiveness	17-18
2.5 Assurance	18-19
2.6 Empathy	19-20
2.7 Research Framework	20
2.8 Hypothesis	21

### **CHAPTER 3 METHODOLOGY**

3.1	Introduction	21
3.2	2 Source of Data	21-22
3.3	Research Design	22-23
3.4	Research Instrument	23-24
3.5	5 Sampling	24-20
3.6	Sampling Techniques	26
CHAPTER 4 DA	TA ANALYSIS & FINDINGS	
4.1	Frequency Distribution: Respondents' Profile	26-30
4.2	2 Cross Tabulation	31-32
4.3	S Scale Measurement	33-34
4.4	Descriptive Statistics: Univariate Data Analysis	35
4.5	5 Hypothesis Testing	36-40
CHAPTER 5 CO	ONCLUSION AND RECOMMENDATION	40-44
REFERENCES		45-49
APPENDICES		50-58

### **ABSTRACT**

Customer satisfaction is value that received by the customer or consumers' expression based on their evaluation towards particular services offered in the organization which relates to service quality. However, there will be a difference of perception among people towards customer satisfaction based on their individual differences and behaviors towards service quality.

The objective of this study is to identify the relationship between consumer satisfaction which includes tangibility, reliability, responsiveness, assurance and empathy towards SESB service in Kota Kinabalu. There are 200 questionnaires was distributed, but only 140 questionnaires are valid and successfully returned.

The findings of this study show that only reliability, assurance and empathy have significant relationship with consumer satisfaction. The findings suggested that future researcher may study other potential factors that may affect consumer satisfaction towards SESB service in Kota Kinabalu.