CUSTOMERS' PERCEPTION TOWARDS THE PROGRAMS CONDUCTED BY MAJLIS TINDAKAN EKONOMI DAN SOSIAL BUMIPUTERA MELAKA

MASHANIM MASRUL

Submitted In Partial Fulfilment of The Requirement For The Bachelor of Business Administration (Hons) Marketing

FACULTY OF BUSINESS MANAGEMENT UNIVERSITI TEKNOLOGI MARA MELAKA

2007

ACKNOWLEDGEMENT

Alhamdulillah and a million of thanks to Allah S.W.T for giving me inner strength, skills and ideas in completing this project paper, as to fill the requirement of faculty in obtaining Bachelor in Business Administration (Hons.) Marketing.

Firstly I would like to express my deepest gratitude to my respectable advisor Mr. Za'bah Mohamad, who has tirelessly guide me during the course of this research. He has provided me with his constructive views and full professionalism without which this project would not be complete. As well as Mrs. Habsah Kassim as my second advisor, who giving me the most beneficial assistance and offered many comments and suggestions throughout the development of this study.

My deepest appreciation also to Mr. Shahrulnaim bin Ibrahim for his endless support and assistance during the duration of my practical period. Not forgetting my parents and all my other family members for their moral and financial support in completing my education.

Last but not least, to all my fellow friends, I would like to express my deepest appreciation for all the help and support they have provided me through out this crucial moment in my life.

Thank you

TABLE OF CONTENT

CONTENT

ABSTRACT

.

3

ACKNOWLEDGEMENT

CHAPTER 1:INTRODUCTION

LIST OF TABLES

LIST OF FIGURES

PAGE

iv

vii

viii

ix

1

1	.1 Introduction	2
1	.2 Background of MTESB	4
1	.3 Problem Statement	8
1	.4 Research Questions	9
1	.5 Research Objectives	10
1	.6 Theoretical Framework	10
1	.7 Significance of Study	12
1	.8 Scope of Study	13
1	.9 Definition of Terms	13
1	.10 Limitation of Study	14
СНАРТ	ER 2:LITERATURE REVIEW	
2	2.1 Overview	18
2	2.2 Perception	18
	.3 Services	23
2	.4 Quality	28
2	2.5 Customer Trust	34
СНАРТ	ER 3:RESEARCH METHODOLOGY	
	.1 Research Design	39
	.2 Population	39
	.3 Sampling	40
3	.4 Questionnaire Design	41
	5.5 Data Collection	43
3	.6 Data Analysis and Interpretation	44
СНАРТ	ER 4:DATA ANALYSIS	
	.1 Overview	47
	.2 Reliability Test	47
	.3 Respondent Profile	48
4	.4 Frequency Distribution Analysis	
	(Customer Perception Level.)	52
	.5 Level of Customers' Perception	54
4	.6 Frequency Distribution Analysis	
	(Factors Influencing Customers' Perception)	55

4.7	Cross	Tabulation	Analysis
	01000	1 do diddion	1 11101 9 010

CHAPTER 5: CONCLUSION AND RECOMMENDATION

5.1 5.2 5.3	2 Conclusions	68 68 72
BIBLIOGRAPHY APPENDICES		77
	Questionnaire	83

. Questionnaire	83
-----------------	----

ABSTRACTS

Majlis Tindakan Ekonomi dan Sosial Bumiputera (MTESB) as one of the division under Melaka Chief Minister's Department is to focus on the planning, strategy formulation and implementation the efforts to produce and create a Bumiputera Industrial and Commercial Community (Masyarakat Perdagangan dan Perindustrian Bumiputera (MPPB)) that is competent moving forward and strong in facing challenges. However since, this organization is a public sector, most of the bumiputera's entrepreneur perception and acceptance towards the programs is somehow low. This is because due to not many of the bumiputera's entrepreneur realize the exact function of this organization.

The main purpose of this study is somehow to observe the level of customers' perception towards the programs conducted by MTESB and also the factors influence customer perception which are the service provided, quality of the programs and also customer trust. This research is conducted by using non-probability sampling and the sampling method is convenience sampling. The sampling size is 50 respondents, which consist of those who had participated in the programs. From the finding the factor that the most influence customer perception is customer trust. Based on the finding, some recommendations have been suggested in order to help increase customers' perception.