A STUDY ON CUSTOMER'S PERCEPTION OF CHILDREN DEPARTMENT IN METROJAYA BUKIT BINTANG KUALA LUMPUR

PREPARED FOR:

PUAN WAN JOORIA
ADVISOR OF PRACTICUM
SCHOOL OF BUSINESS AND MANAGEMENT
MARA INSTITUTE TECHNOLOGY
SHAH ALAM

PREPARED BY:

SITI SALWAH AHMAD
BACHELOR IN BUSINESS ADMINISTRATION (HON)
RETAIL MANAGEMENT
SCHOOL OF BUSINESS AND MANAGEMENT
MARA INSTITUTE TECHNOLOGY
SHAH ALAM

JUNE-NOVEMBER 1996

ACKNOWLEDGMENT

First of all I would like to thank very much to Training Manager of Metrojaya Berhad Mr. Major (R) Lee Yat Thong for his support and guidance during my training program at Metrojaya. Not forgetting to all Human Resource Division for their friendliness of welcoming me as a friend of Metrojaya. The helpful suggestions of these people are specially appreciated:

- **★** Puan Azizah bt. Abdullah HR Manager of MJ Berhad.
- ★ En. Dalizaisham b. Mohd Yasin HR Executive
- **★** Puan Juniwati bt. Mohd Zainuddin HR Executive
- **★** Mr. Peter Raj Assistant Training Manager
- **★** Mr. Ang Yew Heng Branch Manager of MJ BBP.
- ★ En. Roshihan Iskandar Operation Executive of Children Department
- **★** All supervisors and staff of MJ BBP.
- **★** En. Roflee Abd Latiff Tutor of SPSS Program.

A great thanks to my adviser, Puan Wan Jooria bt. Hood who has given me guideline throughout the preparation and completion of my project paper. Thank you to all my colleague who had always give me support, encouragement, ideas and suggestions to complete this project are really appreciated.

Finally to my sisters who had given me full support and effort.

Thank You Very Much.

TABLE OF CONTENT

CONTENTS

| | | | Pages |
|-------------------|-----------------------|-----------------------------|-------|
| Acknowledgment | | | i |
| Table of Content | | | iii |
| Executive Summary | | | vi |
| List of Table | | | viii |
| List of Chart | | | ix |
| | | | |
| СНА | PTER | 1 | |
| 1.0 | INDUSTRIAL BACKGROUND | | |
| | 1.1 | History of Metrojaya Berhad | 1 |
| | 1.2 | Metrojaya Specialty Store | 6 |
| | 1.3 | Organization Structure | 9 |

EXECUTIVE SUMMARY

At the heart of the Metrojaya name lies a commitment to continuously offer high quality merchandise that meets the demands of Malaysia's increasingly sophisticated consumers. This promise is clearly reflected in the Mission Statement to provide the best merchandise, sales and service experience for MJ's customers, creating "A World of Difference" in the distinctive quality of goods and services it offers.¹

Due to this Mission Statement, the Children Department of MJ BBP is also trying to improve its service and goods' selections. Situated at fourth floor of MJ BBP served a wide range of children's wear, toys, accessories, cards as well as gifts. This department is divided into four sections such as Basics, Toddlers, Boys and Girls. For each section there is a supervisor who will handle the merchandise.

_

¹ Metrojaya Berhad Annual Report 1995.