

# THE FARMERS OR SETTLERS AWARENESS OF FELCRA BERHAD'S SERVICES IN KOTA KINABALU

## MASNIAH EINTI MAPAITA 2005680167

BACHELOR OF EUSINESS ADMINISTRATION (HONS)
MARKETING
FACULTY OF BUSINESS MANAGEMENT
UNIVERSITE TEKNOLOGI MARA

APRIL 2007

#### **ACKNOWLEDGMENTS**

Firstly, I would like to praise and thank God for giving me the time and energy to complete this project paper.

I would like to express my deepest appreciation particularly to my advisor, Puan Noorziah Mohd Salleh for her interest, advice, guidance and constructive comments, throughout the completion of this paper. Indeed, those advice and comments are extremely valuable. My acknowledgement also goes to my second examiner, Encik Kamarulzaman Ishak.

Then, I want to thank my family, for their moral support and encouragement. Thanks also to Encik Mohd Shamlie Salisi, my course Coordinator BBA (Hons) Marketing for his highly constructive comments in completing this research.

A great thank you also goes to my friends who support me and also to the respondents who has responded with the survey done, to people that work in FELCRA Berhad's. I thank you all.

### **TABLE OF CONTENTS**

			PAGES	
TITLE	PAGE	The Ethelius are of Manage in the Promotions		
DECLARATION OF ORIGINAL WORK				
LETTER OF SUBMISSION				
ACKNOWLEDGEMENTS				
LIST OF TABLES				
LIST OF FIGURES				
DEFINITION OF TERMS				
ABST	RACT		viii	
CHAP	TERS			
1.	INTR	ODUCTIONS		
		Research Cysligh		
	1.1	Background of Company	1	
	1.2	Background of Study	3	
	1.3	Problem Statement	5	
	1.4	Objectives of Study	6	
	1.5	Research Questions	7	
	1.6	Scope of Study	8	
	1.7	Significance of Study	9	
	1.8	Limitation of Study	10	
2.	LITE	RATURE REVIEW		
	2.1	Introduction	11	
		2.1.1 FELCRA Berhad in General	11	

	2.2	FELCRA Berhad Implementation in Sabah	15
	2.3	Role of Advertising to Create Awareness	22
	2.4	The Essentials of Promotion in Marketing	23
	2.5	The Effectiveness of Message in the Promotions	23
	2.6	Awareness of Service Charges and Its Influence on	
		Customer Expectations and Perceptions of Quality in Banking	25
	2.7	Awareness And Usage Of Promotional Tools by	
		Malaysian Consumers: The Case of Low Involvement Products	26
	2.8	Local News: Dividends For Sabah FELCRA Participants	27
	2.9	Local News: FELCRA Rubber Project For Banggi's Poor	28
3.	RESE	ARCH METHODOLOGY	
	3.1	Research Design	29
	3.2	Data Collection	29
	3.3	Target Population and Sample Size	31
	3.4	Sampling Technique	31
	3.5	Data Analysis Procedure	32
	3.6	Charts and Graphs	32
	3.7	Theoretical Framework	33
4.	FINDI	NGS AND DATA INTERPRETATION	
	4.1	Section A: Respondents' Background	35
	4.3	Section B: Respondents' Awareness	41
	4.4	Section C: FELCRA Berhad's Services	42
	4.5	Section D: Respondents' Recommendations	48

#### **ABSTRACT**

Firstly, this project was carried out in fulfillment of partial requirement for Bachelor of Business Administration (Hons) Marketing, Faculty of Business Management, Universiti Teknologi MARA, Sabah. My research study topic is "THE FARMERS OR SETTLERS AWARENESS OF FELCRA BERHAD'S SERVICES IN KOTA KINABALU". The objective of this study is to identify farmers or settler's awareness on FELCRA Berhad's existence and services as well as to give the recommendations to FELCRA Berhad that can be practiced to disseminate service information to farmers or settlers. About 150 questionnaires were issued out to selected farmers or settlers respondents of living in Tuaran and Papar. Only about 142 questionnaires were collected back.

Based on feedback from the questionnaire, most farmers or settlers were not aware of FELCRA Berhad's services in Kota Kinabalu. The researcher also obtained recommendations from the respondents that FELCRA Berhad's can be practiced to disseminate service information to farmers or settlers. These recommendations are useful for FELCRA Berhad's to increase the farmers or settlers awareness towards the services provided.