

# A STUDY ON CUSTOMER'S SATISFACTION TOWARDS THE QUALITY OF MAIL SERVICES (POST EXPRESS, POSLAJU & REGISTERED POST) IN THE MAIN POST OFFICE, POS MALAYSIA. MALACCA

# YAZRIDA BT ABDUL YAZIB @ ABDUL AZIZ 99150749

# BACHELOR OF BUSINESS ADMINISTRATION (HONS MARKETING) FACULTY OF BUSINESS & ADMINISTRATION MARA UNIVERSITY OF TECHNOLOGY MALACCA

OCTOBER 2001

### **ACKNOWLEDGEMENT**

### ALHAMDULILLAH HIRABBILALAMIN...

I'm thanking to ALLAH S.W.T for His blessing and the strength, finally I succeed to complete this research project as a requirement to obtain Bachelor in Business Administration (Hons) (Marketing).

This research paper really gave a very precious experience, information and knowledge to myself as I had to create ideas and did many references to get the best yield for this research paper. Besides that, I also have to deal with many people who come from different background in order to gather information for this research paper.

I gratefully acknowledge the help and assistance of Pn. Sabariah bt Hj Mahat as my advisor for the valuable guidance, comments, advise and invaluable lecture in completing this research paper. Particularly, I wish to express a bouquet of appreciation to my supervisor En. Jalaudin bin Abu Bakar, the Marketing and Selling Unit of Post Malaysia, Malacca who had give me a lot of co-operation in gathering information regarding the topic. Not to forget also a bouquet of appreciation to the staff of Post Malaysia Malacca, who also gives an invaluable contribution in terms of co-operation, required data and relevant information towards this research. Thank you very much.

I also would like to express my gratitude to those people who had given their full co-operation in participating to answers the questions. Million of thanks also to all the respondents, which are willing to give some, times in answering the questionnaires and give a full cooperation during the interview. Not forget also, thank you for those who are involved whether directly or indirectly in this research project. All of your kindness will be not forgetful. I couldn't do it without you. Thank you again.

Finally, special gratitude is dedicated to my parents, En Abdul Yazib @ Abdul Aziz Abdullah and Pn. Jereah Yunus, my sisters and brother who have given me aspiration, moral patience and monetary support during my difficult time in studying and completing my project paper. Thank you very much.

### **ABSTRACT**

POST OFFICE, POS MALAYSIA, MALACCA is one of POS MALAYSIA BERHAD district branches in Malacca. It has been established in Malacca on 1<sup>st</sup> Jun 1992. It has service that been one of the well-known outlets of postal services to the residents of Malacca area. This research, which studies the customer's satisfaction, could give some idea to Post Office, Pos Malaysia, Malacca regarding its external customers management. The aim of this study is to find out how far Pos Office, Pos Malaysia, Malacca customers are satisfied with the mail services available that are provided in Post Office, Pos Malaysia, Malacca. Several factors are related such as mail services provided, the problem that occur when using the post express, posLaju and registered post services, the staff management in doing the task given, efficiency and effectiveness, timeliness etc a little bit could influence the quality, productivity performance of the mail services given by the Post Office, Pos Malaysia, Malacca.

Literature review is conducted to obtain the information and overview regarding to the quality mail services provided in Post Office, Pos Malaysia, Malacca. The research paper outlines the interpretations of data and findings analysis, which are based on the questionnaires and interview conducted. Convenience and judgment sampling has been utilized with 60 respondents as the sample size. A self-administered questionnaire was used as the survey instruments besides interview as the sources of primary data. By using the SPSS, results are analyzed and besides that, conclusions and recommendations have been made according to the results from the findings. Finally, researcher also has included the suggestion and comment from the respondents and from the point of view through the observation as a step to improve the mail service quality in the Post Office, Pos Malaysia, Malacca.

## **TABLE OF CONTENTS**

|                             |       | <del> </del>  | PAGE     |  |
|-----------------------------|-------|---|----------|--|
| ACKNOWLEDGEMENT             |       |   |          |  |
| LIST OF TABLES              |       |   |          |  |
| LIST OF FIGURES             |       |   |          |  |
| LIST OF DEFINATIONS OF TERM |       |   |          |  |
| ABSTRACT                    |       |   |          |  |
| CHAF                        | PTERS |   |          |  |
|                             |       | OBLIGHION   | 4        |  |
| 1.0                         | INTRO | DDUCTION  | 1        |  |
|                             | 1.1   | Purpose Of The Study  | 2        |  |
|                             | 1.2   | Background Of Study   | 2<br>2   |  |
|                             | 1.3   | Statement Of Problem  | 6        |  |
|                             |       | 1.3.1 Research Question   | 7        |  |
|                             | 1.4   | Objective Of Study  | 7        |  |
|                             | 1.5   | Significance of Study   | 8        |  |
|                             |       | 1.5.1 To Customer   | 8        |  |
|                             |       | <ul><li>1.5.2 To Pos Malaysia Berhad</li><li>1.5.3 The main Post Office Itself</li></ul>          | 9        |  |
|                             |       |   | 9        |  |
|                             |       | 1.5.4 To researcher   | 9        |  |
|                             | 1.6   | Scope of Study  | 10       |  |
|                             | 1.7   | Limitation of Study   | 11       |  |
|                             |       | 1.7.1 Primary Data Constraints  | 11       |  |
|                             |       | 1.7.2 Respondents Feedback  | 11       |  |
|                             |       | 1.7.3 Respondents May Not Cooperate   | 11       |  |
|                             |       | <ul><li>1.7.4 Focus on Malacca Tengah District</li><li>1.7.5 Time Conducting The Survey</li></ul> | 11       |  |
|                             |       | 1.7.6 Cost  | 11<br>12 |  |
|                             |       | 1.7.7 Lack Of Manpower  | 12       |  |
|                             |       | 1.7.8 Secrecy Of Data   | 12       |  |
|                             | 1.8   | Conclusion  | 13       |  |
|                             | 1.9   | Definition of Term  | 14       |  |
| 2.0                         | LITER | RATURE REVIEW   | 16       |  |
|                             | 2.1   | Service   | 16       |  |
|                             | 2.2   | Service Quality   | 17       |  |
|                             | 2.3   | Customer Satisfaction   | 21       |  |
|                             | 2.4   | Customer Satisfaction and Quality   | 23       |  |
|                             |       | 2.4.1 Mail Services Provided (Pos Express, PosLaju & Registered Post)                             | 24       |  |
|                             |       | 2.4.2 Staff Services  | 24       |  |
|                             |       | 2.4.3 Facilities  | 25       |  |
|                             |       | 2.4.4 Timeliness  | 25       |  |
|                             |       | 2.4.5 Effectiveness and Efficiency  | 25       |  |
|                             |       | 2.4.6 Condition of the mail   | 25       |  |

|     | 2.5<br>2.6   | Complaint Management Principles of Complaint Management             | 26<br>27 |
|-----|--------------|---|----------|
| 3.0 | THEO         | 29  |          |
|     | 3.1          | Definition of Marketing   | 29       |
|     | 3.2          | Two-Factor Theory of Motivation                                     | 30       |
|     | 3.3          | Concept of Learning From Complaint                                  | 31       |
| 4.0 | RESE         | 33  |          |
|     | 4.1          | Introduction  | 33       |
|     | 4.2          | Data Collection Method  | 33       |
|     |              | 4.2.1 Primary Data  | 34       |
|     |              | 4.2.1.1 Questionnaire   | 34       |
|     |              | 4.2.1.2 Personal Interview  | 37       |
|     |              | 4.2.2 Secondary Data  | 38       |
|     |              | 4.2.2.1 Internal Secondary Data                                     | 38       |
|     |              | 4.2.2.2 External Secondary Data                                     | 39       |
|     | 4.3          | Sampling Method   | 39       |
|     |              | 4.3.1 Sampling Technique/Sampling Design                            | 40       |
|     |              | 4.3.1.1 Target Population   | 40       |
|     |              | 4.3.1.2 Sampling Frame  | 40       |
|     |              | 4.3.1.3 Sampling Size   | 41       |
|     |              | 4.3.1.4 Sampling Selection Method                                   | 41       |
|     | 4.4          | Types Of Scaling & Measurement                                      | 42       |
|     | 4.5          | Procedure Data Analysis   | 43       |
|     | 4.6          | Conclusion  | 44       |
| 5.0 | RESU         | LTS AND INTERPRETATION OF DATA                                      | 45       |
|     | 5.1          | Introduction  | 45       |
|     | 5.2          | Analysis  | 45       |
|     | 5.3          | Data Interpretations From Questionnaire                             | 45       |
|     | 5.4          | Frequency Analysis  | 47       |
|     | 5.5          | Cross-Tabulation Analysis   | 61       |
|     | 5.6          | Average Analysis  | 73       |
|     | 5.7          | Non-Parametric Analysis   | 75       |
|     |              | (2 Independent Sample–Use Mann Whitney Test)                        |          |
|     | 5.8          | Parametric Analysis – Paired Samples t-Test                         | 76       |
| 6.0 | FINDI        | NG ANALYSIS, CONCLUSIONS & RECOMMENDATIONS                          | 80       |
|     | 6.1          | Finding Analysis  | 80       |
|     | 6.2          | Conclusion  | 83       |
|     |              | 6.2.1 Present Service Quality Of Post Office, Pos Malaysia, Malacca | 83       |
|     |              | 6.2.2 Level Of Customer's Satisfaction                              | 84       |
|     | 6.3          | Recommendations   | 85       |
|     | <del>-</del> | 6.3.1 Conduct Research Program                                      | 85       |
|     |              | 6.3.2 Advertising Strategy  | 85       |
|     |              | 6.3.3 Continuous Training Program                                   | <b>J</b> |
|     |              | 6.3.4 The Benchmarking Among Post Offices In Malacca                | 86       |
|     |              |   |          |