POST PURCHASE BEHAVIOR ON MARKETING MIX IN MEETING CUSTOMERS SATISFACTION ON MyVi CAR

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TABLE OF CONTENTS

			PAGE
ACKN	OWLED	OGEMENT	i
TABL	E OF CO	ONTENTS	ii
LIST	OF TABI	LES	v
LIST	OF FIGU	URES	vi
ABST	RACT		vii
СНАР	TERS		
1.	INTI	RODUCTION	
	1.1	Background of Company	1
	1.2	Background of Study	6
	1.3	Scope of Study	7
	1.4	Problem Statement	8
	1.5	Research Questions	10
	1.6	Research Objectives	11
	1.7	Significance of Study	12
	1.8	Limitation of Study	14
	1.9	Definition of Terms	16

2. LITERATURE REVIEW

	2.1	Introduction	17	
	2.2	Customer Satisfaction	17	
	2.3	Measuring Customer Satisfaction	22	
	2.4	Benefit if Measuring Customer Satisfaction	23	
	2.5	Responsibilities for Customer Satisfaction	24	
	2.6	Get All Employees Involved in Satisfying Customer	25	
	2.7	Customer Loyalty	26	
	2.8	Post-purchase behavior	27	
	2.9	Consumer behavior	28	
	2.10	The model of theoretical framework	29	
3.	RESEARCH METHODOLOGY AND DESIGN			
	3.1	Introduction	30	
	3.2	Primary Data	30	
	3.3	Questionnaire Design	31	
	3.4	Research Design	32	
	3.5	Target Population	32	
	3.6	Sampling Techniques	33	

ABSTRACT

In this modern day business environment, the business world is getting more competitive and aggressive by day to day. In order to stay in business in an era of high competition one must manage the service quality and able to give better offer rather than others for the purpose of attracting the customers. The customer is satisfied and delighted if the products and services performance matches their expectations. Therefore, the aim of this research is to identify level of customer satisfaction. This includes to identify the factors that influence level of customer satisfaction on MyVi cars and to examine the relationship between marketing mix (customer service, product, price, promotion and place) and level of satisfaction.

This paper consists of 5 chapters which explain the subject matter in the stage. Chapter 1 explains the introduction and background of the study. Chapter 2 explains the literature review, which relates to the subject studied and theoretical framework which act as a guide to the research flow and process. For Chapter 3, research methodology is explained, which consist of methods and sampling techniques be used. Data findings and discussions is explained in Chapter 4, derived from the information obtain from respondents. Finally, Chapter 5 contain summary of results and findings, which explain conclusion and recommendations. From the findings, the conclusion can be made whether customers are satisfied with the MyVi cars.