THE RELATIONSHIP OF SERVICE QUALITY TOWARDS CUSTOMER LOYALTY AT MELAKA INTERNATIONAL TRADE CENTRE (MITC)

MUHAMAD ZAKI BIN IBRAHIM

Submitted in Partial Fulfillment Of the Requirement for the Bachelor of Business Administration (Hons) Marketing

FACULTY OF BUSINESS MANAGEMENT UNIVERSITI TEKNOLOGI MARA MELAKA

2007

ACKNOWLEDGEMENT

Assalamu'alaikum w.b.t.,

Alhamdulillah, I would like to praise Allah the Al-Mighty for giving me enough spirit and strength during completing this study.

I would like to convey my appreciation to my respectful advisor, Mr. Noor Azam Abdul Aziz, who has been so helping and patient along the journey in order to complete this study. All his kind of sharing information, thoughts, guidance, commitment, and time are greatly appreciated and gained very valuable experience to me. Special thanks to Mrs. Noridhawati, which is my second advisor for giving me such guidance and meaningful advice. Thanks a lot also to everybody at Melaka International Trade Centre Sdn. Bhd, especially Mrs. Agnes Wong, my industrial training supervisor who has provided me with guidance, new working experience throughout my practical training there, also all the staff there for being very supportive in helping me to complete my paperwork.

Not forget to my lovely family for being support me all the time, all the parties that directly or indirectly assist me, giving such necessary and valuable information while completing this study, and also my colleagues as well. Your cooperation really significant to me.

Thank you to all of you.

MUHAMAD ZAKI BIN IBRAHIM 2005683795

iii

TABLE OF CONTENTS

CON	FENT	× .	PAGE
DECLARATION OF ORIGINAL WORK LETTER OF TRANSMITTAL ACKNOWLEDGEMENT TABLE OF CONTENT LIST OF TABLES LIST OF FIGURES ABSTRACT			i ii iv vi vi vii viii
CHAF	PTER 1	INTRODUCTION	
	1.1 1.2 1.3 1.4 1.5 1.6 1.7 1.8 1.9 1.10 1.11 1.12 1.13	Introduction Background of the Company Background of the Study Problem Statement Research Objectives Research Questions Hypothesis Theoretical Framework Significance of the Study Scope of the Study Limitation of the Study Definition of Terms Summary	2 2 3 4 5 5 6 8 9 10 10 11 12
CHAP	TER 2:	LITERATURE REVIEW	
	2.1 2.2 2.3 2.4 2.5 2.6	Introduction Customer Loyalty Service Quality Service Quality Dimensions The Relationship between Service Quality and Customer Loyalty Summary	14 14 20 22 24 25
CHAP	TER 3:	RESEARCH DESIGN AND METHODOLOGY	
	3.1 3.2 3.3 3.4 3.5 3.6 3.7 3.8	Introduction Research Design Population Unit of Analysis Sampling Data Collection Method Data Analysis and Interpretation Summary	27 27 28 28 30 33 35
CHAP	TER 4:	DATA ANALYSIS AND INTERPRETATION	
	4.1	Introduction	37

4.2	Reliability Testing	37		
4.3	Demographic's Profile	39		
4.4	Research Objective 1	41		
4.5	Research Objective 2	42		
4.6	Research Objective 3	42		
4.7	Research Objective 4	44		
CHAPTER 5: CONCLUSION AND RECOMMENDATIONS				
5.1	Introduction	48		
5.2	Conclusion	48		
5.3	Recommendations	51		
		53		
BIBLIOGRAPHY				

APPENDICES

Appendix 1 Appendix 2

1.1 Introduction

This chapter will provide the overview of the research, which title "The Relationship of Service Quality towards Customer Loyalty at Melaka International Trade Centre (MITC)". The main objective of this research is to study in depth and measuring the level of customer loyalty towards Melaka International Trade Centre (MITC) by using service quality as the instrument. In addition, it is to support that using service quality is suitable and effective in evaluate the customer loyalty level in the service company especially in Meetings, Incentives, Conventions, and Exhibitions (MICE) centre.

1.2 Background of the Company

Melaka International Trade Centre (MITC), located at Ayer Keroh is another main Meetings, Incentives, Conventions, and Exhibitions (MICE) centre in Malaysia. It was officially launched by Y.A.B. Datuk Seri Hj. Mohd. Ali Bin Mohd. Rustam in June 2003 with objective playing a vital role in generating the trade development and achieving the vision of Melaka Maju 2010. With the existence and expansion of MICE industry, it is believe that Melaka community may gain benefit and high acknowledgement with the function provided by MITC.

MITC is not just a MICE centre, it also serve a place as the platform and venue for the all business purpose such as concerts, convocation, business matching, product launching, and etc. MITC is envisioned to be the International Trade Centre whereby exporters and importers from all over the world can congregate to establish new trade and business links and strengthen existing ties. The prestigious and prominent of MITC is a MICE service provider for national and international organizers with the fully equipped,

2