# UNIVERSITI TEKNOLOGI MARA CAWANGAN TERENGGANU KAMPUS DUNGUN

#### FACULTY OF BUSINESS MANAGEMENT

# A STUDY ON PUBLIC SECTOR STAFF'S ACCEPTANCE TOWARD FAMILY TAKAFUL

NORAKMA BINTI OTHMAN (2007269094)

BACHELOR OF BUSINESS ADMINISTRATION
(HONS.) ISLAMIC BANKING
Universiti Teknologi MARA (UiTM),MALAYSIA

OCTOBER 2009

#### **DECLARATION OF ORIGINAL WORK**



# BACHELOR OF BUSINESS ADMINISTRATION WITH HONOURS (ISLAMIC BANKING) FACULTY OF BUSINESS MANAGEMENT UNIVERSITY TEKNOLOGI MARA

# I, NORAKMA BINTI OTHMAN (I/C Number: 860922-11-5040)

Hereby, declare that:

- This work has not previously been accepted in substance for any degree, any locally or overseas, and is not being concurrently submitted for this degree or any other degrees.
- This project paper is the result of my independent work and investigation, except where otherwise stated.
- All verbatim extracts have been distinguished by quotation marks and sources of my information have been specifically acknowledged

Signature:	Date:
------------	-------

#### **ABSTRACTS**

The purpose of this study is to gain a better understanding about public sector's acceptance towards Family Takaful. The research was conducted through survey. The study generated a full response of 200 respondents. Responses from the survey were statistically analyzed with several statistical tools using SPSS.

The result indicated that public sector's acceptance toward Family Takaful through knowledge, attitude of the public, product quality offer and also reputation of the Takaful itself. The respondents are the public sector's staff that work at Majlis Perbandaran Kemaman and Dungun. By using convenience-sampling technique, 200 set of questionnaires were distribute to the respondents.

The findings of this research later will be tabulated and interpreted in Chapter 4. From the hypothesis testing, all four independent variables have relationship with public perception. Besides that, this strong relationship had been determined through primary data method. Moreover, this research is conducted to find and suggest some recommendation for the Takaful Company to improve their weaknesses and enhance what people perceived towards their product or services.

As the conclusion, this study may deliver some valuable information for the readers which is useful for basic knowledge and as the basis of reference on public acceptance study. Hopefully this could help in solving some undecided phenomena.

# **TABLE OF CONTENTS**

DECL	ARAT	ION OF ORIGINAL WORKii
LETT	ER OF	SUBMISSIONiii
ACKN	OWLE	EDGEMENTiv
LIST	OF TAI	BLEv-vi
ABST	RACT.	vii
CHAI	PTER (	DNE
1.1	OVER	RVIEW OF ISLAMIC INSURANCE1-2
	1.1.1	BASIS OF COOPERATION
	1.1.2	BASIS OF RESPONSIBILITY
	1.1.3	BASIS OF MUTUAL PROTECTION
	1.1.4	UNDERSTANDING THE TAKAFUL CONTRACT
1.2	BACK	GROUND OF STUDY
1.3	PROB	SLEM STATEMENT3
1.4	OBJE	CTIVE OF STUDY4
1.5	SCOP	E OF STUDY4
1.6	SIGNIFICANT OF STUDY	
	1.6.1	FOR THE RESEARCHER
	1.6.2	FOR THE ORGANIZATION
	1.6.3	TO FUTURE RESEARCHER
	1.6.4	TO RESPONDENTS
1.7	LIMI	TATION OF STUDY6-7
	1.7.1	TIME CONSTRAINTS
	1.7.2	LIMITED RESOURCES OF LITERATURE REVIEW
	1.7.3	LACK OF EXPERIENCE AND KNOWLEDGE
	1.7.4	LESS COOPERATION FROM RESPONDENTS

CHAF	PTER TWO
2.0	LITERATURE REVIEW8
2.1	INTRODUCTION TO LITERATURE REVIEW8
2.2	TAKAFUL8-9
2.3	PUBLIC SECTOR9-11
	2.3.1 THE ROLES OF PUBLIC SECTOR
2.4	ATTITUDE11-16
	2.4.1 ATTITUDE COMPONENT
	2.4.2 RELATIONSHIP BETWEEN ATTITUDE AND THE ACCEPTANCE
2.5	KNOWLEDGE16-17
2.6	LIFE INSURANCE18-20
2.7	PRODUCT QUALITY
2.8	REPUTATION21-22
CHAI	PTER THREE
3.0	RESEARCH DESIGN AND METHODOLOGY23
3.1	INTRODUCTION23
3.2	VARIABLE24
	3.2.1 DEPENDANT VARIABLE
	3.2.2 INDEPENDENT VARIABLE
3.3	THEORITICAL FRAMEWORK OF THE STUDY25
3.4	HYPOTHESES
	3.4.1 KNOWLEDGE
	3.4.2 ATTITUDE

3.4.3 PRODUCT QUALITY

3.4.4 REPUTATION