# UNIVERSITI TEMPOLOGI MARA

SERVICE QUALITY AND CUSTOMER
SATISFACTION: FOCUS ON PHYSICAL
SURROUNDING AT CENTRAL COUNTER, LANDS
AND SURVEYS DEPARTMENT
KOTA MINABALU

FARIDAH BIE ILAH

MSc

DECEMBER 2014

#### THE ABSTRACT

Quality service and customer satisfaction are very important to all organizations. High quality of services provided to customers will give a good image to an organization. Customer satisfaction is an important and critical issue not only in private sector but also in public sector. The aim of this research is to analyse the perception of the customers to the quality service of the Central Counter of Lands and Surveys Department in kota Kinabalu by using SERVPERF model that is tangible, responsiveness and empathy. In addition, the relationship between service quality and customer satisfaction is analysed. A total of 100 respondents who had came to the Central Counter within one week period of time from 17.11.2014 to 22.11.2014 has been given questionnaire but only 62 were responded. The data obtained were analysed by using (SPSS).Empathy is found to be most closely associated with customer satisfaction. Furthermore, there is a positive relationship between customers' satisfaction and service quality. Overall, the customers were satisfied with the quality service of the Central Counter in Lands and Surveys Department, Kota Kinabalu.

#### **ACKNOWLEDGEMENT**

Completing this research was challenging project for us. However, fortunately we had the help of many parties that made this project less difficult. Dr Haijon kept me motivated and on course during all those moments things were not going as planned. I'm delayed and the questionnaires were not returned as expected. Thank to him from the bottom of my heart for being there in my moments of need.

I wish to express my gratitude to the officials and other staffs members of Lands and Surveys Department of Kota Kinabalu who rendered their help during the period of my project paper. My special thanks to Richard Lidi our Customer Relationship Officer for his kind co-operation to the completion of my project work. Last but not least I wish to avail myself of this opportunity, express a sense of gratitude and love to my friends, my family and my beloved parents for their manual support, strength, and help and for everything.

I would like to thank God Almighty without His blessing I will not have successfully completed this study.

## TABLE OF CONTENT

		Page
ABST ACKN TABL LIST ( LIST (	IOR'S DECLARATION RACT ROWLEDGEMENT E OF CONTENT OF TABLE OF FIGURES OF ABBREVIATION	i ii iii iv vii viii ix
CHAP	PTER ONE: INTRODUCTION	
1.1 1.2 1.2.1 1.2.2 1.3 1.4 1.5 1.6 1.7 1.8	Research Background Background of the Organization Vision Mission Problem statement Research Question Research objectives Hypothesis Scope of Research Significance of the study Definition of terms	1 2 3 3 4 4 5 5 5 5 5
CHAI	PTER TWO: LITERATURE REVIEW & CONCEPTUAL	
FRAN	MEWORK.	
2.1 2.2 2.3 2.3.1 2.3.2 2.3.3 2.4 2.5 2.6 2.7 2.8 2.9	Introduction Counter Service Quality Responsiveness Tangible Empathy Service Quality from Customer's Perception Measuring Service quality by service quality model Counter Service using SERVPERF Relationship between service quality and Customers' satisfaction Conclusion Conceptual framework	6 6 7 8 10 10 11 11 12 14 15

### **CHAPTER THREE: RESEARCH METHOD**

	Introduction Research design Question design Unit Of Analysis Population Sample size Sample Technique Data Collection Data Analysis Frequency distribution	16 16 16 16 16 16 17 17
3.7.2	The Pearson Correlation	17
CHAI	PTER FOUR: FINDING AND ANALYSIS	
4.1 4.2 4.3 4.4 4.4.1 4.4.2 4.4.3 4.4.4 4.5	Introduction Crobach Alpha customer Perception of the Counter quality service Factors deemed to be most closely associated by respondents Tangible Dimension Responsiveness Dimension Empathy Dimension Customer Satisfaction Level Correlation Between service quality and Customers Satisfaction	18 19 20 20 20 22 25 30 31
СНА	PTER FIVE: DISCUSSION AND CONCLUSION	
5.1 5.2	Discussion Conclusion	36 36
CHAPTER SIX: RECOMMENDATION FOR ORGANIZATION		
References Appendix 1: Questionnaire		