

**A STUDY ON PUBLIC PERCEPTION  
TOWARDS DISTANCE LEARNING PROGRAMS  
IN THE INSTITUTIONS OF HIGHER LEARNING**

**JAMES FIDELIS DONSLA  
2003604686**

**BACHELOR OF BUSINESS ADMINISTRATION  
(HONS) MARKETING  
FACULTY OF BUSINESS MANAGEMENT  
UNIVERSITY TECHNOLOGY MARA  
KOTA KINABALU**

**NOVEMBER 2007**

## ACKNOWLEDGEMENT

First and foremost, I would like to thank God for his blessing which enables me to complete this research within the given period.

I would like to express my gratitude to my family member for their understanding and moral supports. I also would like to take this opportunity to express my appreciation to my advisor, Prof. Madya Hjh. Rosdiana Hj. Sukardi for her constructive criticism in assisting me in completing this research and Madam Habibun Hj. Nisa as Coordinator InED for her encouraging comments in finishing this research.

I also would like to extend my heartiest appreciation to Dasau Bin Hassan, Aloysius Dalinsing, Inocentia Justin, Josephine Donsia, Kennedy Juani and Jenny Donsia for their willingness to assisting me in identifying and distribution of questionnaires to the respondents in the data collection that is needed in completing this research.

Lastly, I also like to thanks all my friends and individuals who have directly or indirectly contribute their efforts towards the completion of this research.

Thank you very much.



# TABLE OF CONTENTS

	<b>PAGE</b>
Acknowledgement	iv
Table of Contents	v
List of Tables	vii
Abstract	ix
<b>CHAPTER 1: INTRODUCTION</b>	
1.1 Background of Study	1
1.2 Scope of Study	3
1.3 Problem Statement	3
1.4 Research Objectives	5
1.5 Research Questions	5
1.6 Significance of Study	6
1.7 Limitations of Study	7
<b>CHAPTER 2: LITERATURE REVIEW</b>	
2.1 Introduction	8
2.2 What is Distance Learning?	8
2.3 Why do Student Take Distance Learning Course?	10
2.4 Student Barriers To Distance Learning	12
2.5 Perception towards Services	15
2.5.1 What is Perception?	15
2.5.2 What is Service?	15
2.5.3 Customer Perceptions of Service	16
2.6 Factors Influencing Customers' Selection of Services	16
2.6.1 The Unique Characteristics of Services	16
2.6.2 The Services Marketing Mix	18
2.7 Applying the 7P's to the Research Paper	21

## **CHAPTER 3: METHODOLOGY**

3.1	Introduction	22
3.2	Source of Data	22
3.2.1	Primary Data	22
3.2.2	Secondary Data	23
3.3	Research Design	24
3.3.1	Population and Sampling Design	24
3.3.1.1	Target Population and Size	24
3.3.1.2	Sampling Technique	25
3.3.2	Data Collection	25
3.3.3	Questionnaire Design	25
3.4	Data Analysis Techniques	30

## **CHAPTER 4: FINDINGS AND ANALYSIS**

4.1	Introduction	31
4.2	Section A: Respondents' Profile	31
4.3	Section B: Public Perception Towards Distance Learning	37
4.4	Section C: Factors Influencing Public Selection of Institution Of Higher Learning For Their Distance Learning	44

## **CHAPTER 5: CONCLUSIONS AND RECOMMENDATIONS**

5.1	Conclusions	52
5.2	Recommendations	56

## **BIBLIOGRAPHY**

## **APPENDICES**

Appendix I	Cover Letter	64
Appendix II	Questionnaire	65

## ABSTRACT

### INTRODUCTION

The study of public perceptions towards distance learning programs in the institutions of higher learning is an essential to all institution of higher learning. This study is to understand the reasons why public especially working people's perception influenced them to attend distance learning studies, their perceptions towards distance learning and towards the distance learning provider. At the same time, it also evaluated the factors that might influence public decision in the selection of institution of higher learning to attend their distance learning by applying the 7 marketing mix of service. By understanding this will help the higher institution of higher learning to designed their strategy in their distance learning programs that would satisfied the needs and the quality of the distance learning program are according to their future students expectation.

Sample of 121 respondents were selected using sample frame. The target populations in this study are the public which consist of working people who are currently doing or have completed their distance learning courses. The selection of the respondent is based on convenience sampling technique, which is the simple random sampling. Towards the end of this study, gather suggestions from the respondents that can be used by the institution of higher learning can be consider in improving their distance learning programs in the future to make students feels enrolling in distance learning is value for their money invested besides fulfilling their needs to obtain a higher education qualification.