## FACTORS INFLUENCING OF CUSTOMERS SATISFACTION OF MOBILE COMMERCE IN THE KANDY DISTRICT



By

## MARASINGHE MUDIYANSELAGE ISURU DḤANANJAYA BANDARA

**REG. NO: EU/IS/2014/COM/40** 

**INDEX NO: COM 1810** 





A Project Report Submitted to the faculty of Commerce and Management

Eastern University, Sri Lanka, as a partial fulfilment of the requirement for the

Degree of Bachelor of Commerce (B.Com)

Department Of Commerce
Faculty of Commerce and Management
Eastern University, Sri Lanka

PROCESSED MAIN LIBRARY, EUSL

## **ABSTRACT**

The main aim of the study is to find out "What are the factors influencing of the customers satisfaction of the mobile commerce in the Kandy district" Other than the main aim, the objective of this study are to determine the level of factors influencing customers satisfaction on the mobile commerce in Kandy district and satisfaction of customers and determine significant predictors of satisfaction on m-commerce and another objective of the study is to identify whether the demographic profile of customers effect on satisfaction on mobile commerce.

The conceptual model is developed based on the existing literature. This study was implemented with five independent variables. Usability, system quality, accessibility Mobility and customization are identified to independent variables. Satisfaction of customers on m-commerce is the dependent variable. This research study was implemented customers selected from Kandy district and Two hundred fifty customers who are m-commerce users participated in the survey and convenient sampling technique used to select the sample. Using a developed questionnaire, the data was collected from Kandy district. The collected data were analysed by using descriptive statistics, correlation analysis, regression analysis, ANOVA and Independent sample ttest. Based on the findings of the study, it concludes that there is a high level of mcommerce satisfaction of customers in the Kandy district. When considers the level of factors influencing of customers satisfaction on m-commerce, Usability, system quality, accessibility Mobility and customization were in high level. The major findings of the study revealed that Usability, system quality, accessibility Mobility and customization were found to be the significant predictors of customer satisfaction on m-commerce. There is no any difference in m-commerce satisfaction from the demographic profile of the customers in Kandy district who are using mobile commerce.

## **TABLE of CONTENTS**

ACKNOWLEDGEMNTi
ABSTRACTii
ABBREVIATION iii
TABLE of CONTENTSiv
LIST of FIGUREix
LIST of TABLEix
CHAPTER ONE INTRODUCTION
1.1 Background of the Study1
1.2 Problem Statement
1.3 Research Questions
1.4 Objectives of the Study6
1.5 Scope of the Research
1.6 Significant of the Study
1.7 Chapter Summary
CHAPTER TWO LITERATURE REVIEW
2.1 Introduction
2.2 Mobile Commerce
2.2.1 Mobile Commerce Compared to Electronic Commerce
2.3 Customer Satisfaction in M-Commerce
2.3.2 Attributes Affecting Customer Satisfaction of M-Commerce
2.4 Factor Affecting Customer Satisfaction in M-Commerce

2.7 Chapter summary	18
CHAPTER THREE CONCEPTUAL FRAMEWORK AND	
OPERATIONALIZATION	19
3.1 Introduction	
3.2 Conceptual Framework	19
3.3 Key Defination of M-Commerce Satisfaction	20
3.3.1 Usability	20
3.3.2 System quality	20
3.3.3. Accessibility	20
3.3.4 Mobility	21
3.3.5 Customization	21
3.4 Mobile commerce Satisfaction	22
3.5 Operationalization of Variables	22
3.4 Chapter Summary	24
CHAPTER FOUR METHODOLOGY	25
4.1 Introduction	25
4.2 Study setting, Design and Method	25
4.3 Time Horizon	25
4.4 Unit of Analysis	26
4.5 Sample Design	26
4.5.1 Study population	
4.5.2 Sampling Elements	
4.5.3 Sample Size and Sampling Method	26
4.5.4 Sampling Framework and Sample Size	27
4.6 Method of data collection	27
4.6.1 Method of measurement	28
4.6.2 Sources of data	28
4.7 Data processing	28

4.8 Data Analysis and presentation	29
4.9 Method of data evaluation	29
4.9.1 Reliability Analysis and Evaluation	29
4.9.2 Univarite Analysis	30
4.9.3 Bivariate Analysis	31
4.10 Method of Hypothesis Testing	32
4.11 Chapter summary	32
CHAPTER FIVE DATA PRESENTATIONAND ANALYSIS	33
5.1 Introduction	33
5.2 Reliability Analysis	33
5.3 Data Presentation	34
5.3.1 Frequency Distribution Analysis of Respondents by Their Person	al
Characteristics	34
5.4 Data presentation and analysis of research information	43
5.5 Univarite analysis	48
5.6 Bivariate Analysis	52
5.5.1 Multiple Regression Analysis	53
5.5.2 Stepwise Multiple Regression	55
5.7 Descriptive Analysis of Customer Satisfaction by Demographic Pro	ofile55
5.7.1 Impact of The Demographic Profiles	55
5.8 Chapter Summary	57
CHAPTER SIX DISCUSSION	58
6.1 Introduction	58
6.2 Discussion on Personal factors	58
6.2.1 Gender of the Respondents	58
6.2.2 Age of the respondents	58
6.2.3 Marital status	58
6.6.4 Level of monthly income	59

6.3.5 Level of Education
6.2.6 Duration of Mobile Commerce Usage
6.2.7 Activities Related to the Mobile Commerce
6.2.8 Equipment Used for Perform Mobile Commerce
6.3 Discussion on Research Variables
6.3.1 Factors Influencing of Customer Satisfaction on Mobile Commerce60
6.3.2 Satisfaction of Customers on Mobile Commerce
6.4 Degree of Customer's Satisfaction on Mobile Commerce
6.4.1 Discussion on Objective 01: The Level of Factors Influencing of Customer
Satisfaction on Mobile Commerce
6.4.2 Discussion Objective 2: Assess The Impact of Usability in Mobile
Commerce on Satisfaction of Customers on Mobile Commerce
6.4.3. Discussion on Objective 3: Assess The Impact of System Quality in
Mobile Commerce of Satisfaction of Custmers on Mobile Commerce62
6.4.4 Discussion on Objective 4: Assess The Impact of Accessibility in Mobile
Commerce on Satisfaction of Customers on Mobile Commerce
6.4.5. Discussionon Objective 5: Assess The Impact of Mobility in Mobile
Commerce on Satisfaction of Customers on Mobile Commerce
6.4.6 Discussion on Objective 6: Assess The Impact of Customization in Mobile
Commerce on Satisfaction of Custmers on Mobile Commerce
6.4.7. Discussion on Objective 7: Examine Whether Demographic Profile
Customer's Effect on Satisfaction of Mobile Commerce
6.5 Chapter summary
CHAPTER SEVEN CONCLUSION AND RECOMMENDATION65
7.1 Introduction65
7.2 Conclusion
7.3 Recommendations
7.4 Limitations of the Study and Suggestions for Future Studies
7.5 Implication of the Study
7.6 Chapter Summary

REFERENCES	69
APENDIX 01	75
APPENDIX 02	82