DETERMINANTS OF CUSTOMER'S INTENTIONS TOWARDS ENVIROMENTALLY SUSTAINABLE BANKING (SPECIAL REFERENCE OF BANKING SECTOR IN TRINCOMALEE DISTRICT)



By:

Amirthana SureshKumar

REG.NO:EU/IS/2017/MS/007

Index No: MS/1967



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 Business Administration Honours.

DEPARTMENT OF MANAGEMENT
FACULTY OF COMMERCE AND MANAGEMENT
EASTERN UNIVERSITY, SRI LANKA

ABSTRACT

Fd.

The increasing urbanization and changing consumption patterns are putting great strain on environmental sustainability. The consumption patterns need to be reformed due to the great contribution to rising carbon emissions. The customers are also becoming aware of the various environmental issues. The current research developed and tested a conceptual framework to scrutinize the antecedents of customers' intentions to adopt environmentally sustainable banking services and activities. Following the theory of planned behavior (TPB), this study incorporated the constructs namely trust, environmental consciousness, and perceived behavioral outcome, attitude, subjective norms, perceived behavioral control and behavioral intention. The data were gathered from a cross-sectional sample of 285 in Trincomalee district bank customers using a survey method. The results indicated that TPB constructs exert significant influence on customers' behavioral intention. The environmental consciousness was marked as a highly significant predictor of perceived behavioral outcomes which in turn was found to be a significant determinant of trust as well as behavioral intention. Moreover, the attitude was found to be a significant outcome of trust and environmental consciousness. This research puts forth the theoretical as well as managerial implications and provides directions for further research in the concerned thrust area.

Key words: Sustainable Banking, Behavioral Intention, Perceived Behavioral Control, Subjective Norms, Attitude, Trust, Environmental Consciousness, Perceived Environmental Outcome

TABLE OF CONTENTS

	ké	Page No
ACKNOWLEDGEMENT		
ABSTRACT		i
TABLE OF CONTENTS		ii
LIST OF TABLES		vii
LIST OF FIGURES		xi
LIST OF ABBREVATION		xii
CHAPTER -1		1
INTRODUCTION		
1.1 Background of the Study		
1.2 Research Problem		
1.3 Research Questions		
1.4 Research Objectives		
1.5 Significance of the Study		
1.6 Scope of the Study		
1.7 The Organization of Chapters		
1.8 Chapter Summary		
CHAPTER -2		
LITERATURE REVIEW AND HYPOTHE	SIS DEVELOPME	NT
2.1 Introduction		
2.2Literature Review		
2.3 Behavioral Intention		10
2.5 Perceived Environmental Outcome		1
2.6 Environmental Consciousness		1

2.9 Subjective Norms15	5
2.10 Relationship Between Perceived Behavioral **Control and Behaviora	1
Intention16	5
2.11 Relationship between Subjective Norms and Behavioral Intention16	5
2.12 Relationship Between Attitude and Behavioral Intention	7
2.13 Relationship Between Trust and Behavioral Intentions	7
2.14 Relationship Between Environmental Consciousness and Behaviora	1
Intention1	7
behavioral intention1	8
2.18 Theory of Planned Behavior(TPB)	9
2.20 Chapter Summary2	0
CHAPTER-32	1
CONCEPTUALIZATION AND OPERATIONALIZATION2	1
3.1 Introduction	1
3.2 Conceptualization2	1
3.3 Conceptual Framework	1
3.4 Definition of Variables2	22
3.4.1Trust2	22
3.4.2 Attitude2	23
3.4.3 Perceived Behavioral Control	23
3.4.4 Subjective Norms	23
3.4.5 Environmental Consciousness	23
3.4.6 Behavioral Intention	24
3.4.7 Perceived Environmental Outcome	24
3.5 Operationalization	24
3.6 Chapter Summary	
CHAPTER-4	
RESEARCH METHODOLOGY	28

4.1 Introduction	28
4.2 Research Philosophy	28
4.3 Research Approach	29
4.4 Research Strategy	30
4.5 Methodological Choice	30
4.6 Time Horizon	31
4.7 Research site / Area selection	31
4.8 Population of the study	31
4.9 Sampling Technique / Method	31
4.10 Sampling Framework & Sample Size	32
4.10.1 Sample Size	
4.10.2 Sampling Framework	32
4.11 Method of data collection and sources	32
4.11.1 Primary data	33
4.11.2 Secondary data	33
4.12 Research Instrument	33
4.12.1 The Rational for the Question	34
4.13 Sources of Measurement	34
4.13.1 Method of Measured of Personal Information	34
4.13.2 Method of Measuring the Research Information	36
4.14 The Plot study	36
4.15 Validity and Reliability of Instruments	36
4.16 Unit of Data Analysis	37
4.17 Method of Data Analysis	38
4.17.1 Methods of Analysis for First Objective	38
4.17.2 Method of Analysis for Second Objectives	38
4.18 Method of Data Evaluation	39

4.18.1 Univariate Analysis	39
4.18.2 Correlation Analysis	39
4.18.3 Regression Analysis	40
4.18.4 Testing Hypothesis.	41
4.18.5 Decision Criteria for the Results of Regression	41
4.19 Method of Data Presentation	42
4.20 Ethical Consideration	42
4.21 Chapter Summary	42
CHAPTER-5	43
DATA PRESENTATION AND ANALYSIS	43
5.1 Introduction	43
5.2 Profile of Data	43
5.3 Demographic Information	43
5.3.1 Gender	43
5.3.2 Age	44
5.3.3 Educational level	44
5.3.4 Occupation	45
5.3.5 Annual Family Income	46
5.4 Research Information	47
5.4.1 Reliability Analysis	47
5.4.2 Univariate Analysis	49
5.4.3 Bivariate Analysis	53
5.4.4 Regression Analysis	57
5.5 Chapter Summary	67
CHAPTER -6	68
FINDINGS AND DISCUSSION	68
6.1 Introduction	68