### IMPACT OF ELECTRONIC BANKING SERVICES ON CUSTOMER SATISFACTION IN NUWARA ELIYA

By



## MARASINGHE MUDIYANSELAGE DULAJ SANKALPA

### Reg. No: EU/IS/2014/MS/91

Index No: MS-1741





, A Project Report

Submitted to the faculty of Commerce and Management, Eastern University, Sri Lanka, as a partial fulfillment of the requirement for the Degree of Bachelor of Business Administration (BBA)

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

¥2019

### ABSTRACT

This study attempts to find out the Impact of Electronic Banking Services on Customer Satisfaction, where the Electronic Banking Services is the independent variable and its five dimensions Tangibility, Reliability, Responsiveness, Assurance and Empathy while the Customer Satisfaction is the dependent variable. Banks and financial institutes should attract customers through fulfillment of their needs and expectations. In the market place, every banks face big competition, to beat the competition they should concentrate on their service with introducing new baking facilities. Every banks desirable goal is to measure customer satisfaction. In accordance with literature review and findings, there are literature and empirical knowledge gaps regarding the Impacts of Electronic Banking Services on Customer Satisfaction. This study was conducted to fill these gaps with four objectives of the banks in Nuwara Eliya District. Based on literature review, the conceptual model of this was established and tested by collecting the data from 200 e-banking customers in Nuwara Eliya. Structured questionnaire was used to collect the data and univariate analysis (level) and bivariate analysis (correlation and regression) were used. This study found that there are high level of contribution by Electronic Banking Services, its dimensions for Customer Satisfaction and also there is a strong positive relationship between Electronic Banking Services and Customer Satisfaction. Results showed that Electronic Banking Services and its dimensions Tangibility, Reliability, Responsiveness, Assurance and Empathy positively and significantly impact on Customer Satisfaction. The findings of this study are useful in further enlarging and enriching applications of these concepts in practice.

Key words: Electronic banking services, Tangibility, Reliability, Responsiveness, Assurance, Empathy, Customer satisfaction

## TABLE OF CONTENTS

ACKN	OWLEDGEMENTi
ABSTE	ii
ABIRI	VATION iii
LIST C	DF CONTENTSxi
LIST C	OF FIGURE xiii
Chapte	¢ 1
INTRO	DUCTION1
1.1	Background of the study1
1.2	Problem statement
1.3	Reasearch questions
1.4	Research Objectives
1.5	Significant of study
1.6	Scope of the study
1.7	Limitations and Assumptions.
1.7	.1 Limitations
1.7	Assumptions of the study
1.8	The organization of chapters5
1.9	Summary6
Chapte	er- 027
LITER	RATURE REVIEW7
2.1 In	troduction7
2.2 El	lectronic Banking7
2.3 T	ypes of Electronic Banking Services8
2.3	8.1 Automated Teller Machines (ATM)8
2.3	8.2 Internet Banking8
2.3	3.3 Telephone Banking
	3.4 Mobile banking
2.4 E	lectronic banking services dimensions

2.4.1 Tangibility	9
2.4.2 Reliability	
2.4.3 Responsiveness	
2.4.4 Assurance	
2.4.5 Empathy	
2.5 Customer satisfaction	12
2.6 The Relationship between Electronic banking Services and Customer Sa	atisfaction 12
2.7 Relationship between Tangibility and Customer Satisfaction	13
2.8 Relationship between Reliability and Customer Satisfaction	14
2.9 Relationship between Responsiveness and Customer Satisfaction	14
2.10 Relationship between Assurance and Customer Satisfaction	15
2.11 Relationship between Empathy and Customer Satisfaction	15
2.12 Chapter summary	16
Chapter – 03	17
CONCEPTUALIZATION AND OPERATIONALIZATION	17
3.1 Introduction	
3.2 Theory of Planned Behavior	
3.3 Adoption Models	
3.4 Conceptualization	17
3.5 Definition of Key Concept and Variable	19
3.5.1 Tangibility	19
3.5.2 Reliability	19
3.5.3 Responsiveness	19
3.5.4 Assurance	20
3.5.5 Empathy	20
3.5.6 Customer satisfaction	21
3.6 Operationalization of Variable	21
3.7 Chapter summery	
Chapter-04	23
<b>RESEARCH METHODOLOGY</b>	23

4.1. Introduction	23
4.2. Research Philosophy	23
4.3 Research Approach	24
4.4 Research Strategy	24
4.5 Methodological Choice	24
4.6 Time Horizon	25
4.7 Research Site or Area Selection	25
4.8 Population of the Study	25
4.9 Sampling Method	25
4.10 Sampling Framework and Sample Size	
4.10.1 Sampling Size	26
4.10.2 Sampling Framework	
4.11 Method of data collection and sources	26
4.12 Research Instrument	27
4.12.1 The Rational for the Question	
4.13 Sources of Measurement	28
4.13.1 Method of measured of Personal Information	
4.13.2 Method of Measuring the Research Information	29
4.14 The Pilot Study	29
4.15 Validity and Reliability of Instruments	29
4.16 Unit of Data Analysis	30
4.17 Method of Data Analysis	30
4.17.1 Methods of Analysis for First Objective	
4.17.2 Method of Analysis for Second objective	
4.17.3 Method of Analysis for third objective	
4.17.4 Method of analysis for fourth objective	
4.18 Method of Data Evaluation	
4.18.1 Univariate analysis	
4.18.2 Correlation Analysis	32
4.18.3 Regression analysis	

	5.8 Hypotheses Development	54
	5.8.1 Testing Hypotheses 1	54
	5.8.2 Testing Hypotheses 2	54
	5.8.3 Testing Hypotheses 3	54
	5.8.4 Testing Hypotheses 4	54
	5.8.5 Testing Hypotheses 5	55
	5.9 Chapter Summary	55
С	снартек- 06	56
D	DISCUSSION	56
	6.1 Introduction	.56
	6.2 Discussion of Personal Information	.56
	6.2.1 Gender	.56
	6.2.2 Age	
	6.2.3 Educational level	
	6.2.4 Income level	
	6.2.5 Profession	
	6.2.6 Electronic banking method use	.57
	6.3 Discussion of Research Information	
	6.3.1 Discussion for Objective One	. 57
	6.3.1.1 Discussion on the Level of Electronic Banking Services	.58
	6.3.1.2 Discussion on the Level of Electronic banking services dimensions	.58
	6.3.1.3 Discussion on the Level of Tangibility	
	6.3.1.4 Discussion on the Level of Reliability	.58
	6.3.1.5 Discussion on the Level of Responsiveness	. 59
	6.3.1.6 Discussion on the Level of Assurance	.59
	6.3.1.7 Discussion on the Level of Empathy	
	6.3.2 Discussion for Objective two	. 59
	6.3.2.1 Discussion on the Level of Customer Satisfaction	.59
	6.3.3 Discussion for Objective three	.60
	6.3.3.1 The Relationship between Electronic Banking Services and Customer Satisfaction	.60
	6.3.3.2 The Relationship between Electronic Banking Services dimensions and Customer Satisfaction	. 60
	6.3.3.2.1 The Relationship between Tangibility and Customer Satisfaction	

6.3.3.2.2 The Relationship between Reliability and Customer Satisfaction61
6.3.3.2.3 The Relationship between Responsiveness and Customer Satisfaction61
6.3.3.2.4 The Relationship between Assurance and Customer Satisfaction62
6.3.3.2.5 The Relationship between Empathy and Customer Satisfaction62
6.3.4 Discussion for Objective Four63
6.3.4.1 The Impact of Electronic banking services on customer satisfaction
6.3.4.2 The Impact of Electronic banking services dimensions on customer satisfaction
6.3.4.2.1 The Impact of Tangibility on customer satisfaction63
6.3.4.2.2 The Impact of Reliability on customer satisfaction
6.3.4.2.3 The Impact of Responsiveness on customer satisfaction
6.3.4.2.4 The Impact of Assurance on customer satisfaction
6.3.4.2.5 The Impact of Empathy on customer satisfaction64
6.4 Chapter Summary
Chapter – 07
CONCLUSIONS AND RECOMMENDATIONS
7.1 Introduction
7.2 Conclusións
7.3 Personal Information
7.4 Research Objectives
7.4.1 Objective 1
7.4.2 Objective 2
7.4.3 Objective 3
7.4.4 Objective 4
7.5 Contribution of the Study67
7.6 Recommendations
7.7 Limitations of the study
7.8 Directions for Future Research
7.9 Chapter Summary70
LIST OF REFERENCES71
Appendix 0176
Appendix 02

Appendix 03	
Appendix 04	

2

Х

	4.18.3.1 Multiple Analysis	.33
	4.18.4 Testing hypothesis	.34
	4.19 Method of Data presentation	.34
	4.20 Ethical consideration	.34
	4.21 Chapter summary	35
C	<sup>*</sup> Thapter – 05	.36
D	ATA PRESENTATION AND DATA ANALYSIS	.36
	5:1 Introduction	
	5.2 Reliability Analysis	36
	5.2.1 Reliability Analysis for Electronic banking Services	36
	5.3 Frequency Distribution Analysis of Respondents by their Personal Characteristics	37
	5.3.1 Gender	37
	5.3.2 Age Group	
	5.3.4 Monthly Income level	38
	E 2 E Drofossion	20
	5.3.6 Electronic banking method use	39
	5.4 Data presentation and Research Information	40
	5.4.1 The first objective of the study	40
	5.4.1.1 Level of Electronic banking services	
	5.4.1.2 Level of Tangibility	42
	5.4.1.3 Level of Reliability	43
	5.4.1.4 Level of Responsiveness	
	5.4.1.5 Level of Assurance	45
	5.4.1.6 Level of Empathy	46
	5.5 The second objective of the study	46
	5.6. The third objective of the study	48
	5.6.1 Bivariate Analysis	48
	5.6.2 Electronic banking services and Customer Satisfaction	48
	5.6.3 Correlation Matrix	49
	5.7. The Fourth objective of the study	50
	5.7.1 Regression Analysis	50
	5.7.2 Multiple Regression Analysis	