Kumbhar V. M. FACTORS AFFECTING ON CUSTOMERS' SATISFACTION IN E-BANKING: SOME EVIDENCES FORM INDIAN BANKS MANAGEMENT RESEARCH AND PRACTICE VOL. 3 ISSUE 4 (2011) PP: 1-14

FACTORS AFFECTING ON CUSTOMERS' SATISFACTION IN E-BANKING: SOME EVIDENCES FORM INDIAN BANKS

Vijay M. KUMBHAR

Abasaheb Marathe College, Rajapur (Maharashtra) 416702, India vijay.kumbhar9@gmail.com

Abstract

This study evaluates major factors (i.e. service quality, brand perception and perceived value) affecting on customers' satisfaction in e-banking service settings. This study also evaluates influence of service quality on brand perception, perceived value and satisfaction in e-banking. Required data was collected through customers' survey. For conducting customers' survey likert scale based questionnaire was developed after review of literature and discussions with bank managers as well as experts in customer service and marketing. Collected data was analyzed using principle component (PCA) using SPSS 19.0. A result indicates that, Perceived Value, Brand Perception, Cost Effectiveness, Easy to Use, Convenience, Problem Handling, Security/Assurance and Responsiveness are important factors in customers satisfaction in e-banking it explains 48.30 per cent of variance. Contact Facilities, System Availability, Fulfillment, Efficiency and Compensation are comparatively less important because these dimensions explain 21.70 per cent of variance in customers' satisfaction. Security/Assurance, Responsiveness, Easy to Use, Cost Effectiveness and Compensation are predictors of brand perception in e-banking and Fulfillment, Efficiency, Security/Assurance, Responsiveness, Convenience, Cost Effectiveness, Problem Handling and Compensation are predictors of perceived value in e-banking.

Keywords: Service quality, Brand perception, Perceived value, Satisfaction, E-Banking

REFERENCES

- Anderson and Srinivasan (2003). E-Satisfaction and E-Loyalty: A Contingency Framework, Psychology & Marketing, Vol. 20 (2), pp. 123–138
- Bolton, R.N. and Drew, J.H. (1991). A Multistage Model of Customer's Assessments of Service Quality and Value, in: *Journal of Consumer Research*, Vol. 17 (October), pp. 375-384
- Che-Ha and Hashim, (2007). Brand Equity, Customer Satisfaction & Loyalty: Malaysian Banking Sector, International Review of Business Research Papers Vol. 3 No.5 November 2007 pp.123-133
- Chen and Chen, (2009). Determinants of satisfaction and continuance intention towards self-service technologies, *Industrial Management & Data Systems* Vol. 109 No. 9, 2009 pp. 1248-1263
- Cho Yoon, and Joseph Ha (2008). Users' Attitudes Toward Movie-Related Websites And E-Satisfaction, Journal of Business & Economics Research Volume 2, Number 3
- Cronin, J. and Taylor, S.A. (1992). Measuring service quality: a Reexamination and extension, *Journal of Marketing*, 56 (July), pp. 55-68

Issue 4 / December 2011

Volume 3.

Kumbhar V. M.

FACTORS AFFECTING ON CUSTOMERS' SATISFACTION IN E-BANKING: SOME EVIDENCES FORM INDIAN BANKS MANAGEMENT RESEARCH AND PRACTICE VOL. 3 ISSUE 4 (2011) PP: 1-14

- Cronin, J.J. Jr. and Taylor, S.A. (1994). SERVPERF versus SERVQUAL: Reconciling Performance-Based and Perceptions-Minus- Expectations Measurement of Service Quality *The Journal of Marketing*, Vol. 58, No. 1 (Jan., 1994), pp. 125-131
- Gerrard, P., Cunningham, J.B. and Devlin, J.F. (2006). Why consumers are not using internet banking: a qualitative study. *Journal of Services Marketing*, 20 (3), pp. 160-8.

Gronroos, C. (1984). Service Management and Marketing, Lexington Books, Lexington, MA.

- Holbrook, M.B. (1994). *The Nature of Customer Value*, in: Rust, R. T.; Oliver, R. L. (eds.): Service Quality: New Directions in Theory and Practice, London 1994, pp. 21-71.
- Jain, S.K. and Gupta, G. (2004). Measuring Service Quality: SERVQUAL vs. SERVPERF Scales, VIKALPA ,Volume 29, No 2, April - June 2004, pp 25-37
- Kenova, V. and Jonasson, P. (2006). Quality Online Banking Services, Bachelor's Thesis in Business Administration, submitted to Jonkoping University in 2006
- Loiacono, E.T., Watson, R.T. and Goodhue, D.L. (2002). WebQUAL: a measure of web site quality, Proceedings of the AMA Winter Educators' Conference, American Marketing Association, Chicago, IL, pp. 432-8.
- Gommans, M., Krishnan, K.S. and Scheffold, K.B. (2001). From Brand Loyalty to E-Loyalty: A Conceptual Framework, *Journal of Economic and Social Research* 3(1), pp.43-58
- Ming, W. (2003). Assessment of E-service Quality via E-satisfaction in E-commerce Globalization, *The Electronic Journal on Information System in developing Countries(EJISDC)*, Vol. 11, No. 10, pp. 1-4
- Nadiri, H., Kandampully, J. and Hussain, K. (2009). Zone of tolerance for banks: a diagnostic model of service quality, *The Service Industries Journal*, 29: 11, pp. 1547 1564

Nunnally, J. (1978). *Psychometric Theory*, 2nd Ed. New York: McGraw-Hill, 1978

- Parasuraman, A., Zeithaml, V.A. and Berry, L.L. (1988). SERVQUAL: A Multiple-Item Scale For Measuring Consumer Perceptions Of Service Quality, *Journal Of Retailing*, Spring, Volume 64, Number 1, pp. 12-40.
- Parasuraman, A., Zeithaml, V.A. and Berry, L.L. (1985). A Conceptual Model of Service Quality and Its Implications for Future Research, *The Journal of Marketing*, Vol. 49, No. 4 (Autumn, 1985), pp. 41-50
- Parasuraman, A., Zeithaml, V.A. and Malhotra, A. (2005). E-S-QUAL: A Multiple-Item Scale for Assessing Electronic Service Quality, *Journal of Service Research*, Volume 7, No. X, Month 2005, pp. 1-21
- Reynolds, J. (2007). A Retrospective Data Examination Of Customer Loyalty In The E- Banking Technology Services Industry: Strategies For New Successes, A Dissertation Presented in Partial Fulfillment Of the Requirements for the Degree Doctor of Philosophy, Capella University, November 2007
- Riscinto-Kozub, (2008). The Effects of Service Recovery Satisfaction on Customer Loyalty And Future Behavioral Intentions: An Exploratory Study In The Luxury Hotel Industry, A thesis Submitted to the Graduate Faculty of Auburn University in Partial Fulfillment of the Requirements for the Degree of Doctor of Philosophy

Schefter, P. and Reichheld, F. (2000). E-Loyalty, Harvard Business Review, 78 (4): 105-114.

- Wafa, M'S., Nabil, M. and Olfa, B. (2009). Customers' evaluations after a bank renaming: effects of brand name change on brand personality, brand attitudes and customers' satisfaction, *Innovative Marketing*, Volume 5, Issue 3, 2009 58
- Woodruff, R.B., Cadotte, E.R. and Jenkins, R.L. (1983). Modeling Consumer Satisfaction Processes Using Experience-Based Norms, *Journal of Marketing Research*, Vol. 20, No. 3 (Aug., 1983), pp. 296-304

/ December 2011

Issue 4

Volume 3.

ISSN 2067- 2462 FACTORS AFFECTING ON CUSTOMERS' SATISFACTION IN E-BANKING: SOME EVIDENCES FORM INDIAN BANKS MANAGEMENT RESEARCH AND PRACTICE VOL. 3 ISSUE 4 (2011) PP: 1-14

- Yoo, B. and Donthu, N. (2001). Developing a Scale to Measure the Perceived Quality of an Internet Shopping Site (Sitequal), *Quarterly Journal of Electronic Commerce*, 2 (1), pp. 31-46
- Zeithaml, V.A., Parasuraman, A. and Malhotra, A. (2000). A Conceptual Framework for Understanding e-Service Quality: Implications for Future Research and Managerial Practice, working paper, report No. 00-115, Marketing Science Institute, Cambridge, MA
- Zeithaml, V.A. (1988). Consumer Perception of Price, Quality and Value: A Means end Model and Synthesis of Evidence, *Journal of marketing*, 52, pp. 2-22

Issue 4 / December 2011

Volume 3,