



EMPHASIS ON TRADE RELATION OF CUSTOMERS & BANKS IN MANIPUR

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Abstract

As economic globalization intensifies competition and creates a phenomenon of constant change, engaging and keeping customers has become all the more important. These days' banks have realized that cost of attracting a new customer is much more than retaining existing customers, so banks are emphasizing more upon customer satisfaction. These days customers insist for top quality services and products served with minimum wait time, so customers prefer techno-savvy banks as well bankers. At this background, the main problem today before the commercial banks, more particularly the public sectors banks which were earlier operating in a sheltered regime after nationalization, is their long-run survival, tapping value customers and forging way ahead by retaining their valued customers. As endurance of the fittest has become the order of today, every bank is trying to persuade the best customer who is common for all. Retaining the existing customers and attracting new ones has become all the more difficult especially for public sector banks. People who are working in banks act as a bridge between the bank and the customer. They are the people who face customers directly and are the first ones to know what customer actually needs. As a service provider their role becomes very important in shaping bank's perception in customer's mind. As service can make or break a consumer, much emphasis is laid upon service delivery by most of the banks. The link between service quality and customer satisfaction has been subjected to concentrated scrutiny by a few service quality researchers. The current research paper attempts to make a relative analysis of level of customer satisfaction towards services provided by banks. The study has been conducted in Imphal city, India and adopts an empirical analysis. This study concluded that private sector banks are more ideal by majority of the customer as they highlight more upon relationship building with their clients and are better equipped with modern infrastructure/facilities as compared to public sector banks.

Key words: *Globalization, Customer satisfaction, Banks, Empirical analysis, Infrastructure/facilities.*

Introduction

The business of banking is as old as the civilization itself. As early as 2,000 B.C., the Babylonians used their temples for lending at higher rates of interest against gold and silver which had been left with them for safe custody. In ancient times, the main functions of the banks related to granting of loans to individuals or the state in times of crisis. Banking institutions during pre-independence period primarily consisted of indigenous banks, sahuikars, nidhis, loan offices etc. In 1850, the passing of joint stock company act greatly helped in establishment of many commercial banks. Later on in 1921, the Imperial Bank of India (now known as State Bank of India) and in 1935 RBI was also established. Banking business has since evolved many folds to recent techno savvy form.

Banks these days provide a variety of services ranging from opening a saving account to interest banking, granting loans to selling insurance, and providing locker facilities to transferring money abroad. Their customers come from all classes of society from a salaried group to a MNC having its business activities all around the world. The banks have to satisfy all the customers belonging to different social groups. The banking has therefore become more complex and requires specialized skills. At this backdrop, a study on bank's perception in the mind of customers and comparative analysis of services of private and public sector bank sounds interesting. Such analysis will provide the banks with a quantitative and qualitative estimate of their services as perceived by their customers.

Geiger's (1975) carried out study to establish the needs of customers. Social status of the bank's customers and the perceptions that the customers had of banks were studied along with customers judgment of the range of services that the banks had to offer, the effectiveness of various advertising and other sales promoting measures, and the customers' will to save and other habit. Finding indicated that satisfied customers are more optimistic in nature than those who are critical of what their banks have to offer them. The study by Syed Asadkbar (1990) brought into light the need for a more customer oriented approach to bank marketing with more emphasis on improved



marketing strategies. Stressing on the need for a 'plan oriented marketing', suggestions were made that new product development should be done on an ongoing basis and schemes which have failed to take off should be reviewed and necessary decision should be taken if same are to be modified or dropped. Lewis and Birmingham (1991) studied the needs, attitudes and behavior of youth market for financial services and found that the youth market is not homogenous in terms of needs and behavior. Boyd et al (1994) conducted a study on consumer choice criteria in financial institution selection in USA and found that reputations and interest rates of loans as well as savings rates are more important than friendliness of employees, modern facilities and drive-in-services. On the other hand Rajagoplanair (1994) in his study on rural bank marketing found that security and liquidity are the major prerequisites for deposits by rural customers and that the interest rate on fixed and demand deposits is not at all a criterion for rural bank depositors to deposit their savings with commercial banks.

Huu Phuong ta and Kar Yin Har (2000) studied bank selection preferences of undergraduates in Singapore. In the study, nine criteria for selecting bank and five banks were identified, and the decision problem was structured into a three-level hierarchy using the analytic hierarchy process. The finding indicated that undergraduates emphasize more on the pricing and product dimensions of bank services.

Hallowell Roger (1996) studied customer satisfaction in banks and found banks should target and serve only those customers whose needs it can meet better than its competitors in a profitable manner. By adopting this strategy customers will be retained for longer periods, consume multiple products; recommend the bank to their friends and relations who may be the source of superior returns to the bank's shareholders. As per Meidan (1976), about 90% of the respondents banked at the branch nearest to their home place and place of work. Convenience, in terms of location, was found to be the single most important factor for selecting a bank. Dutta et al, 2009 conducted a study to investigate perception of expectations of customers across all the banks in India. It was found that foreign banks were the most preferred banks followed by private banks and public banks.

Literature Review

Comparison of services by banks is under active and extensive discussion among academicians and banks personnel. Survey and research have been conducted both by academic researchers and practitioners on the various aspects of services by banks in particular both in centre as well as state.

Smith (1990) studied the four distinguishing characteristics of services – intangibility, inseparability, heterogeneity and perishability and how it affects clients' perceptions of quality service from banks. The study revealed that intensifying competition and increasing customer expectations have created a climate where quality is considered to be a major strategic variable for improving customer satisfactions and thereby contributing to the profitability of financial service providers. According to Liang et al (2004), the service quality attributes are of two types; one is product related, and the other one non-product related. These attributes may create the perceptions of symbolic, functional or experiential benefits among customers. The study results strongly highlighted the fact that customer satisfaction positively affects customer's trust and commitment on service provider, which in turn affects customer's behavioral loyalty.

Sarin and Anil (2009) recommended that manpower in service organizations must work with the focus of satisfying the customer. Banking should bring out the areas requiring improvement and further throws light on the measures so that customers feel should be adopted in order to improve the quality of services.

According to Laroche and Manning 1986, Location convenience, speed of service, competence and friendliness of bank personnel scored most of the points with maximum value in banking services. Aurara and Malhotra (1997) studied the level of customer satisfaction and some marketing strategies in both private and public sector banks in India. They have found six factors of customer satisfaction in public sector banks, viz. routine operations, price, situational, environmental, technology, and interactive. But in private sector bank, they found seven factors in total, having staff factor as the first ranked and situational factor as the lowest ranked items. Instead of price factor, promotional factors have been explored by researchers in private sector banks. As compared to public sector, private



sector bank customers' level of satisfaction is comparatively more. Proper training and development of bank staff, regular Market survey, personalizing the service, efforts to avoid long queues in bank, and attractive environment are key suggested strategies in public sector bank.

Objectives of the Study

1. To examine the expectations and the level of satisfaction of the customers towards the services rendered by public and private sector banks.
2. To study the preferences and priorities towards types of services provide by the public and private sector banks.

Limitations of the Study

There are certain limitations are discussed as follows-

1. The researcher believes that the result of this study may be limited in terms of generalization because it refers only to a single city and this extinguishes and generalizing to the other parts of country.
2. The sample of the study consisted of only 80 respondents due to time constraints.
3. The questionnaires were mostly filled by the customers in the presence of bank officials, so it is quite possible that the respondents may avoid giving negative responses fearing retaliation.

Research Hypothesis

- H1: There is no difference in satisfactions level of customer in public and private banks.
 H2: Few of the selected attributes of customer satisfaction are correlated.

Methodology and Research Design

The methodology and design adopted for the study was as follows.

Area of study: The study has been conducted in Imphal city. Imphal is known as one of the best experiments in urban planning and modern architecture in the twentieth century in India.

Data collection: This study is based on questionnaire methods. Primary data were collected from men and women respondents living in Imphal city. People from all walks of life were contacted. The total number of respondents was 80.

The researchers have covered customers from six banks, there each from public sector and private sector. Under public sector bank such as State bank of India, Punjab National bank and United Bank of India were selected and ICICI, HDFC and Axis bank were selected among private sector banks.

Analysis and Findings

Reliability Analysis

In this study reliability was examined on all items. As a test of reliability Cronbach's Alpha was adopted to represent internal consistency. Table 1, Shows the reliability test with all values greater than threshold of 0.60 (Walsh, 1995). Hence it can be conclude that the items reliably measure the defined constructs.

Table 1: Results of Reliability Test

Variables	Cronbach alpha
Services by teller	0.67
Relation with manager	0.89
Branch facility	0.80
Loan services	0.83
Telephone enquiry	0.67

Source: Personal calculation.

Comparison between Public and Private Sector Banks Showing the Effect of Banking Services on Customer Satisfaction

As the descriptive statistics in table 2 shows a significant difference between public and private banks in all the variables, it was decided to examine whether the differences are significant or not. For this purpose independent



sample t-test was performed. This test is used when there are two experimental conditions and different subjects were assigned to each condition. Table 2 shows there is significant relationship between all the variables and the ownership of bank. Table 2 shows that private sector banks are providing better services to customer in terms of services provided by teller as well as relationship with managers. It also shows that private sector banks are providing better infrastructure facilities as compared to public sector banks. Table 2 shows that customer satisfaction is higher in private banks than in public banks. Table 2 also infers that customer satisfaction is largely dependent upon their relationship with senior staff and managers of the bank.

Table 2: Independent Sample T-Test Showing the Effect of Banking Services on Customer Satisfaction

Variables	Mean		Standard Deviation		t-value
	Public secto	Private secto	Public secto	Private secto	
Services By Teller	11.075	11.635	2.89	3.51	2.20**
Relation With Manage	13.435	13.785	4.69	4.55	0.958**
Branch Facility	10.575	11.35	4.02	4.75	2.224**
Loan Services	13.835	13.20	2.29	4.57	-2.23
Telephone Enquiry	7.075	7.425	2.89	3.05	1.486**

Source: Personal calculation.

**Significance at 0.01 level

*Significance at 0.05 levels

Correlation among Attributes Selected For Measuring Customer Satisfaction

Table 3 shows correlation of attributes viz. services offered by teller, relationship with manager, branch facilities, loan facilities and enquiry on telephone for measuring customer satisfaction. Table 3 shows that all the attributes are correlated.

Table 3: Correlation of Attributes Selected For Measuring Customer Satisfaction

Attributes	Services by telle	Services by manage	Branch facility	Loan service	Telephone enquiry
Services by teller	1				
Relation with manage	0.759**	1			
Branch facility	0.699**	0.799**	1		
Loan services	0.192*	0.24**	0.287**	1	
Telephone enquiry	0.37**	0.525**	0.541**	0.256**	1

Source: Personal calculation.

**Correlation significant at 0.01 levels

*Correlation significant at 0.05

Regression

Table 4 shows multiple correlations between branch facilities and services by teller (0.699), relation with manager (0.799) and telephone enquiry (0.541). This table shows that branch facility is positively correlated with teller services, relationship with manager, and telephone enquiry thus contributing to customer satisfaction.

Table 4: Linear Regression of Attributes Selected For Measuring Customer Satisfaction

Variables	R	R squar	Adjust R squar	Standardizeco-efficient	T valu	Sign
				Beta		
Services by teller	0.699	0.488	0.485	0.195	2.767	0.006**
Relation with manage	0.799	0.639	0.636	0.476	5.149	0.000**
Loan services	0.287	0.082	0.076	0.008	0.164	0.870
Telephone enquiry	0.541	0.293	0.289	0.154	2.925	0.004**

Source: Personal calculation.

**Correlation significant at 0.01 levels

*Correlation significant at 0.05 levels



Discussion and Conclusion:

The duration of time that a customer spends with his relationship officer or manager is very important. As per the current data 68% of the customers have been with their respective relationship officer/manager for more than 2 years. His research further strengthens the findings of Tyler and Stanley, 2001 which says that customers give more importance to their personal relationship with relationship officer/manager rather than the bank they represented. Thus relationship marketing should be emphasized upon and special training should be provided to all the corporate staff members in the banks, making them aware about the actual meaning and use of this concept. Table 2 shows the t-test conducted for the sample. As per table all the values expect statement facility and loan services are significant. According to hypothesis H₀ all the selected attributes effects customer satisfaction equally while the finding of current research shows that the relationship of customers with manager/customer relationship officer (mean = 27.57) effects customer satisfaction the most.

Further, this research shows that private banks managers are ahead of public banks in making relationship with their customer thus winning their satisfaction. This can be attributed to the fact that today larger client base in Manipur view that public sector banks are lagging behind in use of modern technology and techno savvy staff. According to the finding, there is no difference in satisfaction level of customer in public and private banks but the findings of current research shows that private sector banks are providing better services in terms of query resolution through telephone, branch facilities, services by teller and above all customer relations with manager (all the significant t-values taken). Thus hypothesis H₀ is rejected.

This research shows that if the facilities in the branch viz. infrastructure, ambience, décor, sitting facility, signage, etc. are adequate, it not only leads to customer satisfaction but overall improvement in working of the branch as well whether it is services by teller, managers, loan services. If all the signage are in place it will direct the customer to right desk without wasting their time which further helps the service officer in attending the customers in time and cater to their needs. Table 3 shows correlation of attributes viz. services offered by teller, relationship with manager, branch facilities, loan services and enquiry on telephone for measuring customer satisfaction. According to the finding, all the selected attributes of customer satisfaction are uncorrelated while our finding shows that all the attributes except loan services are correlated. Thus alternative hypothesis H₂ is accepted.

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