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NEED/IMPORTANCE OF THE STUDY

STATEMENT OF THE PROBLEM

HYPOTHESES

RESEARCH METHODOLOGY

RESULTS & DISCUSSION

CONCLUSIONS

SCOPE FOR FURTHER RESEARCH

REFERENCES

APPENDIX/ANNEXURE

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STUDY OF CONSUMER AWARENESS ABOUT E-BANKING SERVICES AND ITS APPLICATION IN SELECT AREA OF PUNE CITY

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VINEETA DEOLIA TRAINER-SOFT SKILLS BARLOTA NAGAR

ABSTRACT

The study find that the E-banking is growing but as far as online banking is concerned there are few users (27%) who use online banking due to possibility of online fraud while ATM banking and Mobile banking are preferred options in e-banking.

KEYWORDS

E-banking, Customer satisfaction, PCMC.

INTRODUCTION

- Banking is a new banking system in banking industry and getting popularity in Indian scenario. The E -banking channel is both an informative and a transactional medium. However, E -banking has not been well understood by Indian customers in India. The growth of technology has changed the payment systems world over during the past two decades. More and more innovations are being introduced in both cash payment systems and non-cash payment systems. With the introduction and implementation of recent technology in banking, electronic devices are making the job of cash payment as well as non-cash payments easy and efficient. The introduction of Automatic Teller machines (ATMs) and the plastic Cards (Credit Cards) has given the banking customers the facility of round the clock (24 hours) banking. (Nath, 2005), Malhotra and Singh (2007) carried out a study to know the E -banking adoption by the banks in India. The study reveals that larger banks or banks with younger age, private ownership and lower branch intensity possess high probability of adoption of this new technology. E - Banking provides an opportunity for those customers who are familiar with internet facility while majority of customers are not having internet facility at their home or nearby their residence which creates the limitations for the development of e-banking in Indian perspective. Researcher observed that even educated people do not prefer to use E-banking. There are various electronic payment systems such as ATMS, Credit Cards, Debit Card. E-banking can provide speedier, faster and reliable services to the customers for which they are relatively happy. E-banking services not only can create new competitive advantages, it can improve its relationships with customers (Nupur, 2010). The purpose of this research is to understand the impact of variables. This research paper is an attempt to know the awareness level and confidence level of users in E-banking Services in select area of Pune City.

LITERATURE REVIEW

Growth of Electronic banking in a country depends on many factors, such as success of internet access, new online banking features, household growth of internet usage, legal and regulatory framework. E-banking can offer speedier, quicker and dependable services to the customers for which they may be relatively satisfied than that of manual system of banking. (Nupur,2010). Pikkarainen, Karjaluoto, and Pahnila, (2004) defines internet banking as an "internet portal, through which customers can use different kinds of banking services ranging from bill payment to making investments". With the exception of cash withdrawals, internet banking gives customers access to almost any type of banking transaction at the click of a mouse (De Young, 2001). Banks use online banking as it is one of the cheapest delivery channels for banking products (Pikkarainen et al., 2004). Such service also saves the time and money of the bank with an added benefit of minimizing the likelihood of committing errors by bank tellers (Jayawardhena, 2000). E-banking is defined as the automated delivery of new and traditional banking products and services directly to customers through electronic, interactive communication channels. E-banking includes the systems that enable financial institution customers, individuals or businesses, to access accounts, transact business, or obtain information on financial products and services through a public or private network, including the Internet. (Vasanthakumari, H,2010). In the extant literature, the most cited attributes that influences the use of e-banking are: convenience of usage (Venkatesh and Davis, 1996), Perceived ease of use and credibility, cost reduction are key factors.

OBJECTIVES OF THE STUDY

- To know the awareness level of E-banking in PCMC area of Pune City
- To analyze the customer satisfaction level in PCMC.
- To know the problems in e-banking operation faced by customers.
- To know the customers suggestions about new required features.

RESEARCH METHODOLOGY

The study is mainly based on the primary data source and the secondary also. For general concept development about the short survey in primary sources and questionnaire used for collecting data about the customer satisfaction in e-banking in PCMC area.

SAMPLING METHODOLOGY

Researcher was intended to know the satisfaction and awareness level towards e-banking at PCMC area. Data is collected by adopting survey method and by visiting various banks like HDFC/ICICI Bank/Central Bank/ Axis Bank where customers were visiting for banking. Researcher collected the data from 243 respondents. The customers were selected by adopting convenience sampling method. A total of 243 useful questionnaires were entered in the data analysis. Cross tabulations, Multiple Regression and discriminate analyses were the main statistical tools employed.

REFERENCE PERIOD

1st Aug 2011-15th Oct.2011

QUESTIONNAIRE DESIGN AND SCALE

The respondents responded to questions under each variable on five point Likert Scale with "Strongly agree" dictating the highest level of satisfaction, "Strongly disagree" as the highest level of dissatisfaction

HYPOTHESIS

H1: The quality of e-banking services offered by banks has significant influence on its customer.

H2: overall satisfaction with online banking services are positively related to online systems attributes.

H3: Satisfied customers use more online banking features than less satisfied customers.

EMPIRICAL RESULTS

The sample comprises more male (66%) than female. The majority of the respondents (66%) are in the 22 - 38 years old category. Access to the Internet is mainly at work (33%) or home .Researchers observed that normally even educated respondents feel fear to use on line banking due to possibility of fraud. Only 27% have been using the Internet for banking purposes for more than two years and almost half of the respondents use Internet banking daily or at least three times per week. 36.5%) customers use phone banking while majority of users prefer to use ATM as safe mode of transition. Finally, overall 74.4 percent declared to be strongly satisfied but reported the low frequency of ATM points in their area as well as 25.6 % customers' findings revealed that they received short money during transition and their problems were solved after lot of trouble.

Our results show that despite the level of satisfaction with internet banking, customers prefer to use multiple banking options like Mobile banking & ATM banking. Researcher observed that In PCMC area percentage of internet banking users are only 27%, Mobile users were only 31.5 % and majority of users (41.5%) prefer to use ATM banking facility and feel it safe rather than other options.

Researchers were intended to know the purpose of on line banking and it is observed that normally customer prefer (100%) to use this facility for checking balance of their account, 41.6% to transfer the funds from their own account to another account but still they do not want to take the risk for transferring the fund in the account of another person due to fear of online fraud and percentage of online users were also recorded very low (27%). To pay various bills like telephone and electric bill 39.4% prefer to use online banking while only 19% customers prefer to use for shopping purpose.

Researchers further observed and recorded that majority of customers 41.5% prefer to use ATM mode for requesting cheque book, card payment and other purpose.

HYPOTHESIS TESTING

HYPOTHESIS 1

The three banks selected for the study are: HDFC, ICICI and AXIS Bank. The survey as shown in Table 1 revealed that 68.67% customers were satisfied with HDFC, 63.75% from AXIS while 61.25 were satisfied with ICICI Bank during e-banking.

The Chi-Square analysis was employed to test the hypothesis at 95%, 3 degree of freedom. The result of the analysis as shown in Table 1 revealed that the quality of e-banking services offered by banks have significant influence on their customers. The calculated Chi-Square = 72.3 is greater than the tabulated Chi-Square at 95% confidence level and 3 degree of freedom = 7.815.

Therefore, we accept our Null hypothesis that there is significant difference and reject the alternative hypothesis that there is no significant difference. The quality of e-banking services in terms of effective delivery, reliability, easy access and low fee charges significantly influence customers' choice of banks and patronage.

HYPOTHESIS 2 & 3

To test the hypotheses, Researchers applied multiple regressions with the overall satisfaction measure as dependent variable and customer service and online systems attributes as independent variables. The main effects of customer service and online systems attributes are predicted by hypotheses 1 and 2. Both customer services (H1) and online systems (H2) attributes have statistically significant effect on overall satisfaction. More specifically, courtesy, timeliness and product and services offered are all statistically significant (p = < .05).

Findings reveal that not all customer service and online systems features motivate and enhance the satisfaction it differs from customers to customers as per their needs.

For analyzing H3 Researcher had applied discriminate analysis and findings reveals no significant differences at p= or < .05. This leads to conclude that H3 is rejected. For testing this hypothesis collected data were divided between satisfied and dissatisfied customers. Researchers analyzed that 189 customers were satisfied while 54 respondents were dissatisfied.

Researchers conclude that customers are having multiple banking options and they are still not mentally prepared for frequent uses of online banking facility. Researchers further observed that customers were dissatisfied with time consumed by banks for resolving their complaint.

CONCLUSION

Researchers conclude that E-banking is growing but as far as online banking is concerned there are very few users (27%) who use online banking due to possibility of online fraud while ATM banking and Mobile banking are preferred options in e-banking.

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APPENDIX

TABLE NO. 1: CHI -SQUARE TEST FOR HYPOTHESIS-1

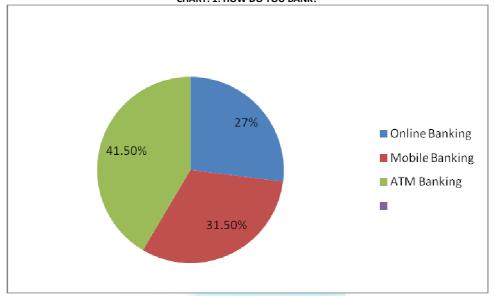
	Value	Df	Asymp.sig.(2-sided)
Pearson Chi-Square	76.241	3	.000
Likelihood Ratio	75.321	3	.000
Linear by Linear Association	14.293	1	.000

The result of the analysis as shown in Table 1 revealed that the quality of e-banking services offered by banks have significant influence on their customers. The calculated Chi-Square = 76.241 is greater than the tabulated Chi-Square at 95% confidence level and 3 degree of freedom = 7.815. Therefore, we accept our Null hypothesis that there is significant difference and reject the alternative hypothesis that there is no significant difference.

TABLE 2: ANALYSIS OF SATISFACTION LEVEL OF E-BANKING CUSTOMERS IN VARIOUS BANKS

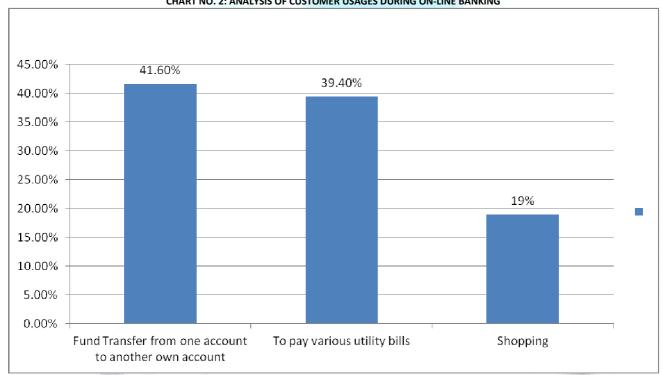
	Are You Satisfied?				
Banks	Yes	%	No	%	Total
HDFC Bank	57	68.67%	26	31.33	83
ICICI Bank	49	61.25%	31	38.75	80
AXIS Bank	51	63.75%	39	36.25	80
Total	157		96		243

CHART: 1: HOW DO YOU BANK?



Researcher were interested to know the preferred banking mode of customers and it was observed that majority of customers prefer to bank through ATM mode and only 27% customers use online banking facilities.

CHART NO. 2: ANALYSIS OF CUSTOMER USAGES DURING ON-LINE BANKING



Researchers observed that during online banking services customers prefer to transfer funds from their own account to their own account rather than third person account due to possibility of online fraud. 39.40% use for paying various utility bills and only 19% prefer to use for shopping purpose.

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Thanking you profoundly

Academically yours

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