ANALYZING THE EFFECT OF PRODUCT QUALITY ON CUSTOMER SATISFACTION AND CUSTOMER LOYALTY IN INDONESIAN SMEs

(Case Study on the Customer of Batik Bojonegoro Marely Jaya)

MINOR THESIS

Submitted as part of fulfillment for the degree of Bachelor of Business Administration at the Faculty of Administrative Science University of Brawijaya

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SUMMARY

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Marely Jaya is one of the Small Medium Enterprises which produces Batik Bojoengoro. Method in producing Batik fabrique in Marely Jaya is still using a traditioal method. Traditional method which use in producing Batik makes the fabrique quality more durable in long term period. Innovative and creative design of Batik pattern by Marely Jaya is also contributes to the product appeals.

The purpose of this study is to analyzing the effect of product quality on the satisfaction and loyalty of the Marely Jaya's customers. This study will explain about how influential the quality product to the customer satisfaction and customer loyalty.

The research method used in this research is using an explanatory with quantitative method. This method is usefeull to understand how influential the items within the product quality on the customer satisfaction and customer loyalty. Questionnaires is use in this research to gathering data directly from the customers.

The result of the study is shows that product quality is affecting the customer satisfaction fellings, and customer loyalty behaviour, and also shows that customer satisfaction is affecting the customer loyalty.

FOREWORD

Alhamdulillah, thanks to Allah SWT, that grace and have guide the researcher to finish the minor thesis entitled as "Analyzing the Effect of Product Quality on Customer Satisfaction and Customer Loyalty in Indonesian SMEs, (Case Study on the Customer of Batik Bojonegoro Marely Jaya)"

This undergraduate thesis is a final project proposed to comply with the requirements to get the degree of Bachelor of Business Administration at Faculty of Administrative Science.

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TABLE OF CONTENT

MOTTO	ii
BOARD OF EXAMINER APPROVAL	iii
BOARD OF SUPERVISOR APPROVAL	iv
DECLARATION	v
SUMMARY	vi
FOREWORDS.	vii
TABLE OF CONTENT	X
LIST OF TABLE	xiv
LIST OF FIGURE	XV
LIST OF PICTURE	xvi
CHAPTER 1. INTRODUCTION	
A. Background.	1
B. The Problem Formulation	7
C. The Research Purposes	8
D. Research Contribution	8
E. Writing Structure	9
CHAPTER II. THEORITICAL FRAMEWORK	
A. Prior Research	11
B. Theoritical Review	16
1. Indonesian SMEs Definition	16
2. Micro Enterprises	17
3. Small Enterprises	18
4. Medium Enterprises	18
C. Product Quality	19
1. Product Quality Definition	19

2. Product Quality Dimensions	22
3. Product Classification	25
4. Characteristic of Good Product	27
D. Customer Satisfaction	28
1. Customer Satisfaction Definition	28
2. Customer Satisfaction Benefit	31
3. Customer Satisfaction Measurement	33
4. Maintaining Customer	35
4. Maintaining Customer E. Customer Loyalty	36
1. Customer Loyalty Definition	36
2. Loyalty Development Factors	36
3. Loyalty Measurement Level	37
4. Customer Loyalty Creation Stages	39
5. Characteristic of Loyalty	41
6. Types of Loyalty	41
7. Strategic Value of Customer Loyalty	42
F. Relationship Between Product Quality,	
Customer Satisfaction, and Customer	
Loyalty	44
G. Hypothesis Framework and Hyphotesis	45
1. Hypothesis Framework	45
2. Hyphotesis	46
CHAPTER III. RESEARCH METHODS	
A. Types of Research	48
B. Data Gathering	48
1. Source of Data	48
2. Data Collecting Methods	49
C. Variables and Measurement	49
1. The Variables	49
2.The Measurement Scale	52
D. Population and Sampling	53

1. Population	
2. Sample	53
3. Sampling Technique	
E. Validity and Reliability Test	55
1. The Validity Test	55
2. The Reliability Test	55
F. Analysis Methods	56
1. Descriptive Analysis	56
2. Generalized Structure Component Analysis	56
CHAPTER IV. RESULT AND ANALYSIS	
A. Company General Overview	59
1. Company Overview	59
B. General Overview of the Distribution of Respondents	
1. Distr. of Respondents According to Gender	61
2. Distr. of Respondent Based o Age	62
3. Distr. of Respondent Based on Education Level	62
4. Distr. of Respondent Based on Job	63
5. Distr. of Respondent Based on Earning/Month	64
C. Analysis and Data Interpretation	
1. Descriptive Analysis	65
a) Distribution of Frequency of Product Quality	65
b) Distribution of Frequency of Cust. Satisfaction	70
c) Distribution of Frequency of Cust. Loyalty	72
D. Validity and Realibility Test	73
1. Validity Test	73
2. Realibility Test	75
E. Generalized Structured Component Analysis (GSCA)	
1. Model Fit	
2. Measurement Model	77
a) Measurement Model of Quality of Product	77

b) Measurement Model of Cust. Loyalty	81
c) Measurement Model of Cust. Satisfaction	83
3. Hypothesis Analysis Using GSCA	85
4. Discussion	86
a) Product Quality and Customer Satisfaction	86
b) Customer Satisfaction and Customer Loyalty	87
c) Product Quality and Customer Loyalty	88
CHAPTER V. CONCLUSION AND SUGGESTION	
1. Conclusion	90
2. Suggestion	91
REFERENCES	93
APPENDIXES	97



LIST OF TABLE

1.	2.1 Research Comparison	
2.	3.1 Variables and Items	51
3.	3.2 Example of Dimensional of Semantic Differential	53
4.	4.1 Distribution of Respondents Based on Gender	61
5.	4.2 Distribution of Respondents Based on Age	62
6.	4.3 Distribution of Respondents Based on Education Level	63
7.	4.4 Distribution of Respondents Based on Job	63
8.	4.5 Distribution of Respondents Based on Earning/Month	64
9.	4.6 Distribution of Frequency of Product Quality (X)	65
10.	. 4.7 Distribution of Frequency of Customer Satisfaction (Y)	70
11.	. 4.8 Distribution of Frequency of Customer Loyalty (Z)	72
	. 4.9 Validity Test Result	74
	. 4.10 Realibility Test Result	75
14.	. 4.11 Model FIT	76
15.	. 4.12 Measurement Model of Quality of Product (X)	77
16.	. 4.13 Measurement Model of Customer Loyalty (Z)	81
17.	4.14 Measurement Model of Customer satisfaction (Y)	83
18.	4.15 GSCA Hypothesis Structural Model	85

LIST OF FIGURE

1.	2.1 Satisfaction-Dissatisfaction Model	30
2.	2.2 Stages of Loyalty	40
3.	2.3 Hypothesis Framework	45
4.	2.4 Hypothesis Model	46
5.	4.1 Marely Java Organization Structure	59



LIST OF PICTURE

1.	4.1 Batik pattern: Jagung Miji Emas	59
2.	4.2 Batik pattern: Gatra Rinonce	59
3.	4.3 Batik pattern: Mliwis Mukti	59
4.	4.4 Batik pattern: Parang Dahana	59
5.	4.5 Batik pattern: Parang Lembu	58
6.	4.6 Batik pattern: Parang Sumilak	58
7.	4.7 Batik pattern: Rancak Thengul	59
8.	4.8 Batik pattern: Sata Ganda	59
9.	4.9 Batik pattern: Sekar Jati	59

