"Analyzing consumer's trend in opening up a cost effective café cum fast food in Mangla."



By:

Sarah Basharat	01-120092-053
Alveena Anum	01-120092-008
Nadia Mumtaz	01-122092-007
Ahad Nawaz	01-120092004

Supervisor:
Junaid Tariq

A research project submitted in partial fulfillment of the requirement for the degree of MBA

Department of Management Sciences (GS)

Bahria Institute of Management and Computer
Sciences

Bahria University Islamabad 2012.

ACKNOWLEDGMENT

First of all, we will praise the Glorious and Almighty Allah who gave us the courage and strength to accomplish our task to the full of our abilities and capabilities within the due time.

Secondly, we would like to thank my parents because without their support and prayers this project would not have been completed on time.

Special thanks to our dedicated and hardworking group members which includes Nadia Mumtaz, Sarah Basharat, Alveena Anum and Ahad Nawaz, whose consistent efforts and commitment to the work made it possible to complete this project on time.

Also, thanks to Mohsin Atiq who really help us in many parts of this research. My special thanks to the people living in Mangla and near locations for helping us out in the completion of the project and giving us their precious time out of there busy schedule because without their support this project would not have been completed on time.

Finally our special thanks and regards to our supervisor Junaid Tariq who guided us with ways to complete the project.

Thank you All

Abstract

This research will give us the review of café culture, how it was developed and what people actually drive from café culture. It tells us the consumer behaviors on traditional and fast food items and to what extend the current cafes are satisfying the consumer needs and their demands. The primary aim of this research is finding out that whether cost-effective café is a preference of consumers in Mangla region or not.

TABLE OF CONTENT

Acknowledgment;			
Abstr	act	iii	
1.	Introduction	01	
1.1.	Background of the company	01	
1.2.	Motivation for the research	02	
1.3.	Importance of proposed work	02	
1.4.	Problem statement	02	
1.5.	Objective of the study	03	
1.6.	Research methodology	03	
1.7.	Type of the study	05	
1.8.	Sample size	06	
1.9.	Instruments and measures	07	
1.10.	Limitations	09	
2.	Literature Review	10	
3.	Industrial and Organizational Analysis	22	
3.1	SWOT	22	
3.2	Market Opportunities	23	
3.3	Success Factors	23	
3.4	Target Market Customers	24	
3.5	Porters Five Forces Model	25	
4.	Environmental Analysis	26	
5.	Data Analysis	36	
Conclusion		40	
Questionnaire		41	
RTRI.TOCRADHY			

Figure	3.1	28
Figure	3.2	28
Figure	3.3	29
Figure	3.4	29
Figure	3.5	30
Figure	3.6	31
Figure	3.7	31
Figure	3.8	32
Figure	3.9	32
Figure	3.10	32
Figure	3.11	33
Figure	3.12	33
Figure	3.13	33
Figure	3.14	34
Figure	3.15	34
Figure	3.16	34
Figure	3.17	35
Figure	3.18	35