

Major: SCM

S. No. 11

Consumer Acceptance of Online Banking



By:

Hamza Tariq Bhatti 01-222152-048

Supervisor:

Dr. Asif Khurshid

**Department of Management Sciences
Bahria University Islamabad**

Acknowledgement

“Be informed that there is no way bringing success than thinking well of Allah, for He is according to what His believing servant thinks of Him: good for good and vice versa. Be informed that there are venues which lead to Allah and which number as many as the beings themselves. For each of Allah’s creation there are as many paths leading to Him as many as there are beings. A wretch is one who sees the mercy of Allah as straitened though it encompasses everything”.

My deepest and sincere gratitude is to my supervisor, Dr. Asif Khursid, Senior Assistant Professor Bahria University Islamabad, for providing me the opportunity to learn and enhance my knowledge. I have been fortunate enough to have a supervisor, who gave me the liberty to explore on my own. He taught me to question my thoughts and express my idea. His patience and support helped me overcome many difficult situations and finish this dissertation. Thanks to my loving parents and well-wishers, this wouldn’t be possible without their love and patience. My family and friends, to whom I am dedicating this dissertation, have always been a permanent source of love, concern, support and strength all these years. I would like to express my heart-felt gratitude to my family. They helped me during my most difficult times and it is because of their determined efforts that I am here at this position today.

Dedication

“The only love I know that stays unconditional, the only bond I know that remains unbreakable, is the family”

This dissertation is dedicated to my parents, immediate family and a best friend for their endless support, encouragement, unconditional love and complete faith in me. They taught me that the best kind of knowledge to have is that which is learned for its own sake, they taught me that even the toughest task can be accomplished if it is done one step at a time and whose good practical examples have taught me to work hard for the things that I aspire to achieve.

Abstract

This thesis reports the findings of a study issues concerning the acceptance of online banking in Pakistan. This study investigates customer's adoption within the context of Pakistan online banking services and research frame work is based on the extension of Technology Acceptance Model.

Theory was developed to identify factors that would influence the acceptance of online banking. The frame work includes Online banking usage, Quality of internet connection, Perceived Enjoyment, Perceived usefulness, Perceived ease of use and Security and Privacy. Survey was conducted to gather the data. Reliability, correlation and factor analysis was run. Results show that quality of internet connection, amount of information on online banking and security and privacy has positive influence on online banking usage. Theoretical contributions and practical implications of the findings are discussed and suggestions for future research are presented.

Table of content

Contents

Table of content	1
List of Figures & Tables	4
List of Abbreviations	5
1. INTRODUCTION	6
1.1. <i>Background Of The Study</i>	6
1.2. <i>Problem Statement</i>	10
1.3. <i>Research Question</i>	11
1.4. <i>Research Objectives</i>	11
1.5. <i>Rationale Of The Study</i>	11
1.6. <i>Structure Of The Study</i>	12
2. LITERATURE REVIEW	13
2.1. <i>Background</i>	13
2.1.2. <i>Adoption Of Online Banking</i>	14
2.1.3. <i>Why To Adopt Online Banking?</i>	14
2.2. <i>Regulation On Online Banking By State Bank of Pakistan</i>	15
2.2.1. <i>Scope Of The Regulations</i>	15
2.2.1.2 <i>Security Risk Assessment</i>	16
2.2.1.3 <i>Security Controls Implementation</i>	17
2.2.1.4 <i>Authentication Controls</i>	17
2.2.1.5 <i>Security Controls For In-house Functions</i>	18
2.2.1.6 <i>Security Controls Implementation for Outsourced Functions</i>	19
2.2.1.7 <i>Security Controls Monitoring</i>	19
2.3 <i>Customer Awareness</i>	20
2.4 <i>Reporting Requirement</i>	20
2.5 <i>Technology Acceptance Model</i>	20
2.5.1. <i>Attitude Construct in TAM</i>	23
2.6 <i>Benefits Of Using Online Banking</i>	30
2.6.1. <i>Low Maintenance Cost</i>	31
2.6.2. <i>Customer Loyalty</i>	31
2.6.3. <i>Ease Of Transaction</i>	31
2.6.4 . <i>Quick Detection Of Fraud</i>	31
2.7. <i>Challenges Of Using Online Banking</i>	31
2.7.1. <i>Technophobia</i>	31
2.7.2. <i>Security Issues</i>	32

2.7.3.	<i>Frauds</i>	32
2.7.4.	<i>High Internet Services Cost</i>	32
2.8.	<i>Theoretical Framework</i>	32
2.8.1.	<i>Technology Acceptance Model</i>	33
2.8.2.	<i>Extension of Technology Acceptance Model (ETAM)</i>	33
2.9.	<i>Research Model</i>	33
3.	METHODOLOGY	35
3.1.	<i>Research Purpose</i>	35
3.1.1.	<i>Explanatory Research</i>	35
3.2.	<i>Research Approach</i>	36
3.2.1.	<i>Quantitative v/s Qualitative Approach</i>	36
3.3.	<i>Research Strategy</i>	36
3.4.	<i>Statistical Technique</i>	37
3.5.	<i>Variable Selection</i>	37
3.5.1.	<i>Dependent Variables</i>	37
3.5.2.	<i>Independent Variables</i>	37
3.6.	<i>Data Collection</i>	37
3.6.1.	<i>Primary Data</i>	37
3.6.2.	<i>Target Population</i>	37
3.6.3.	<i>Sampling Technique</i>	37
3.7.	<i>Data Collection Methods</i>	38
3.8.	<i>Data Analysis</i>	38
3.9.	<i>Measurement Of Constructs</i>	38
4.	RESULTS	40
4.1.	<i>Demographics Data</i>	40
4.1.1.	<i>Bank Wise Distribution</i>	40
4.1.2.	<i>Gender Wise Distribution</i>	40
4.1.3.	<i>Age Wise Distribution</i>	41
4.1.4.	<i>Education Wise Distribution</i>	41
4.1.5.	<i>Professional Experience Wise Distribution</i>	41
4.1.6.	<i>Income Wise Distribution</i>	42
4.2.	<i>Reliability Analysis</i>	42
4.3.	<i>Factor Analysis</i>	43
4.4.	<i>Regression analysis</i>	44
5.	CONCLUSION & RECOMMENDATION	46
5.1.	<i>Summary And Conclusion</i>	46
5.1.1.	<i>High Usage Of ATMs</i>	47
5.1.2.	<i>Risks Associated To Internet Banking</i>	47

5.1.3. Internet Banking Fraud.....	47
5.1.4. Operational Value Of Online Banking.....	47
5.2. Recommendations	47
REFERENCES.....	49
APPENDICES	55
APPENDIX A	55

List of Figures & Tables

<i>Figure 1.1: Structure of study</i>	12
<i>Figure 2.1: Model of online banking</i>	14
<i>Figure 2.2: Research Model</i>	34
<i>Table 3.1: Qualitative v/s Quantitative Research</i>	36
<i>Table 3.2: Definition of construct</i>	39
<i>Table 4.1: Bank wise distribution</i>	40
<i>Table 4.2: Gender wise distribution</i>	40
<i>Table 4.3: Age wise distribution</i>	41
<i>Table 4.4: Education wise distribution</i>	41
<i>Table 4.5: Professional experience wise distribution</i>	41
<i>Table 4.6: Income wise distribution</i>	42
<i>Table 4.7: Composite reliability</i>	42
<i>Table 4.8: Bartlett's and KMO Test</i>	43
<i>Table 4.9: Total variance explained</i>	44
<i>Table 4.10: ANOVA</i>	44
<i>Table 4.11: Coefficients</i>	45
<i>Table 4.12: Hypothesis</i>	45

List of Abbreviations

TAM	-	Technology Acceptance Model
ETAM	-	Extended Technology Acceptance Model
PU	-	Perceived Usefulness
PE	-	Perceived Enjoyment
PEOU	-	Perceived Ease of Use
IT	-	Information Technology
DOI	-	Diffusion of Innovation
TRA	-	Theory of Reasoned Action
TPB	-	Theory of Planned Behaviour
BODs	-	Board of Directors
IDS	-	Intrusion Detection Systems
IPS	-	Intrusion Prevention Systems
SBP	-	State Bank of Pakistan
IS	-	Information System
OTP	-	One Time Passwords
SMS	-	Short Message Service
IDT	-	Innovation Diffusion Theory