

# **CUSTOMERS INTENTION TO USE ARTIFICIAL INTELLIGENCE IN BANKING SECTOR**

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## **Certification of Authorship**

I hereby corroborate that I have researched and submitted the final draft of dissertation entitled “**CUSTOMERS INTENTION TO USE ARTIFICIAL INTELLIGENCE IN BANKING SECTOR**”. The work of this dissertation has not been submitted previously for the purpose of conferral of any degrees nor has it been proposed and presented as part of requirements for any other academic purpose.

The assistance and cooperation that I have received during this research work has been acknowledged. In addition, I declare that all information sources and literature used are cited in the reference section of the dissertation.

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## Report of Research Committee

Mr. Anil Shrestha has defended research proposal entitled “**CUSTOMERS INTENTION TO USE ARTIFICIAL INTELLIGENCE IN BANKING SECTOR**” successfully. The research committee has registered the dissertation for further progress. It is recommended to carry out the work as per suggestions and guidance of supervisor Dr. Binita Manandhar submit the thesis for evaluation and viva voce examination.

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## Approval Sheet

We, the undersigned, have examined the dissertation entitled “**Customers Intention to use Artificial Intelligence in Banking Sector**” presented by Anil Shrestha a candidate for the degree of Master of Business Studies (MBS Semester) and conducted the Viva voca examination of the candidate. We hereby certify that the dissertation is worthy of acceptable.

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## Abbreviations

AI	Artificial Intelligence
ATM	Automatic Teller Machine
BFI	Bank and Financial Institutions
CEO	Chief Executive Officer
DFID	Department for International Development
FSAP	Financial Sector Assessment Program
ICT	Information and Communications Technology
IMF	International Monetary Fund
IT	Information Technology
NRB	Nepal Rastra Bank
OECD	Organization for Economic Cooperation Development
ROE	Return on Equity
TA	Technological Anxiety
TAM	Technology Acceptance Model
UNO	United Nations Organization

## Abstract

Artificial Intelligence (AI) is reshaping industries worldwide, particularly in banking, where it offers personalized services, enhances efficiency, and improves customer experiences. In Kathmandu valley, Nepal, AI adoption in banking is on the rise. This study aims to explore customers' intentions to utilize AI in banking within Kathmandu valley, shedding light on the factors that influence their adoption behavior.

A mixed-method approach, combining surveys and interviews, was employed to collect data from banking customers within Kathmandu valley. The survey questionnaire was designed based on established constructs from the TAM and tailored to the Nepalese context. Interviews complemented the quantitative data by offering qualitative insights into customers' perceptions and attitudes towards AI in banking.

Analysis of survey data revealed several significant findings. Firstly, perceived usefulness and optimism emerged as primary drivers influencing customers' intentions to adopt AI-based banking services. Trust in AI systems, security concerns, and perceived risks also played crucial roles in shaping adoption behavior. Additionally, demographic variables such as age, income, and education level were found to impact customers' attitudes towards AI in banking. Qualitative insights from interviews corroborated these findings, providing deeper context and understanding.

This study contributes valuable insights into customers' intentions to use AI in the banking sector within Kathmandu valley. By identifying key determinants and barriers to adoption, it provides actionable recommendations for banks and policymakers aiming to leverage AI technology effectively. Addressing concerns related to trust, security, and usability is paramount for fostering greater acceptance of AI-based banking services among customers in Nepal.

*Key words: Optimism, Innovativeness, Discomfort, Insecurity, Perceived usefulness.*

## CHAPTER I: INTRODUCTION

### 1.1 Background of the Study

In twenty-first century, banks are adopting innovative techniques as a result of the increasing influence of technology. Today's banks acknowledge the importance of providing more comprehensive and up-to-date services that go beyond standard offers (Flehsig et al., 2022). People's banking habits have been revolutionized by the quick advancement of technology which initially enabled them to do various financial transactions electronically using a personal computer and then later enabled them to do so using a smartphone or tablet whenever required (Tiwari et al., 2021). Banking services have shifted from physical branches to web-based from human interaction to E-customer service activities, chatbots and virtual assistants using computerized communication platforms as a result of this progress (Chen & Dastane, 2022). Self-service technologies, intelligent equipment, service robots, and chatbots are four forms of artificial intelligence (AI) service agents in the banking industry. They're becoming more popular in the banking business and customers are drawing the attention (Xingyang, 2022).

Customer satisfaction is critical in enhancing the customer experience through new business tactics that provide a competitive edge in the market, consequently affecting the financial success of the company (Ghandour, 2021). In the banking business, technology plays a crucial role in delivering perceived service quality to clients through creative cost-cutting tactics and the removal of uncertainty hurdles. Human resources are identifying the relevant in the service sector who offer to increase consumer value proposition and brand loyalty (Chen et al., 2021). When applied, the current phase of this technological improvement has gone through numerous promising cycles of up-gradation for higher product delivery (Manser et al., 2018). Traditional banks offered and tested technology modifications as an innovation in bank sector for strategic banking management, resulting in a higher influence on bank managers' environmental and strategic decisions (Vedapradha, 2021). This research focuses on robo-advisor agents which are agents that automate or aid in managing investments by substituting human advisory services and/or the customer's own management, a new innovation in the finance business, within the realm of AI-based financial services (Nguyen et al., 2021). Furthermore, with the emergence of

the emerging AI trend, which includes various applications such as online banking, internet cards, digital payments, and cryptocurrencies, digitization has been transforming the landscapes of various industries, particularly those of the financial and banking sector (Wewege, 2020). In reality, the issues with face-to-face encounters and mobility have unintentionally accelerated the development of AI-based applications that allow clients to enjoy services in a more comfortable manner (Kitsios et al., 2021). To provide a greater experience and better outcomes, banks must properly integrate essential customization components across a range of client touchpoints. The AI bank should have a better grasp of each customer's context, behavior, needs, and preferences thanks to the reinvented engagement layer (Kalinic et al., 2019).

The bank can offer smart, personalized service because it knows these things. To do this, banks need to look at customer data in real time and build the results of their analyses into the customer journeys so that they can quickly meet customers' transaction and service needs (Singh & Srivastava, 2020). Due to the substantial risk of overfitting patterns, AI approaches have had a hard time gaining popularity in the financial world. Unlike image identification difficulties, financial markets have far higher noise to signal ratios and are not stationary systems which can lead to complications (Daniel Bagana et al., 2021). Conversational user interfaces as a sort of artificial intelligence, despite being armed with experience-based algorithm development, lack a human sense of empathy. Not all client messages can be fully comprehended, digested, and felt through this conversational user interface (Ashta & Herrmann, 2021). On Banks, on the other hand being a corporate entity, must perform cost analysis. One technique to increase efficiency is to replace humans with machines.

Banks are heavily investing in AI in order to improve their customer relationships, make life easier for their workers, and benefit everyone who is directly or indirectly involved with banks. Different issues arise as a result of AI use such as: bank account hacking, fund transfer errors, machine dependency and so on. Customers are interested in employing AI and embracing it because of its ease, time savings, automation, fraud detection and other benefits.

The integration of artificial intelligence (AI) in the banking sector marks a significant shift in the way financial institutions operate and serve their customers. Understanding the background and motivations behind customers' intentions to use AI in banking illuminates the evolving landscape of financial services and the changing expectations of consumers.

Convenience and efficiency stand out as primary drivers behind customers' inclination towards AI in banking. AI-powered chatbots and virtual assistants offer round-the-clock support, allowing customers to access services and information whenever they need it. Whether it's checking account balances, transferring funds, or resolving queries, AI-driven solutions streamline processes and reduce the need for human intervention. For busy individuals seeking quick and hassle-free banking experiences, the convenience afforded by AI becomes a compelling reason to adopt such technologies.

Personalized experiences play a crucial role in shaping customers' attitudes towards AI in banking. Through advanced data analytics and machine learning algorithms, banks can analyze vast amounts of customer data to tailor offerings and recommendations to individual preferences and behaviors. From personalized product suggestions to targeted financial advice, AI enables banks to deliver bespoke services that resonate with customers on a deeper level. This personalized approach fosters trust and loyalty, as customers feel understood and valued by their financial institutions.

Security and risk management emerge as key considerations driving customers' interest in AI-powered banking solutions. With the proliferation of cyber threats and fraudulent activities, ensuring the security of financial transactions and data has become paramount for customers. AI technologies such as anomaly detection algorithms and biometric authentication enhance security measures by identifying suspicious activities and strengthening authentication processes. By leveraging AI-driven security solutions, banks can instill confidence in customers and mitigate the risks associated with online banking.

The quest for innovation and competitiveness motivates customers to embrace AI in banking. In today's fast-paced digital economy, customers expect banks to keep pace with technological advancements and offer cutting-edge solutions that enhance their financial experiences. By adopting AI technologies, banks demonstrate their commitment to innovation and differentiation, positioning themselves as forward-thinking institutions

capable of meeting the evolving needs of customers. This drive for innovation creates a positive feedback loop, where customers are more inclined to engage with banks that embrace AI to deliver innovative services and solutions.

The growing prevalence of digital channels and the rise of fintech challengers exert pressure on traditional banks to adapt and innovate. As customers increasingly turn to digital and mobile banking channels, traditional banks recognize the need to leverage AI to remain competitive and stay relevant in the digital age. By investing in AI-driven solutions, banks can enhance their digital offerings, differentiate themselves from competitors, and retain their customer base in an increasingly crowded market.

Customers' intentions to use artificial intelligence in the banking sector are driven by a combination of factors, including convenience, personalization, security, innovation, and competitive pressures. As AI continues to reshape the banking landscape, understanding and addressing these motivations are essential for banks seeking to harness the power of AI to deliver superior customer experiences and drive business growth. Over recent decades, technological advancements have surged exponentially, propelling artificial intelligence (AI) research to unprecedented heights. Today, AI permeates numerous economic sectors globally, underscored by the widespread digitization of society. This pervasive presence suggests that AI is a permanent fixture in the modern world, rendering traditional operations increasingly obsolete in a market where efficiency relies on cutting-edge technology.

## **1.2 Problem Statement**

**Data Security and Privacy Concerns:** Customers may hesitate to embrace AI in banking due to concerns over data security and privacy. They may worry about sharing sensitive financial information with AI-powered systems, fearing potential breaches or misuse of their data. Building trust through robust security measures and transparent data handling practices is essential to address these concerns.

**Lack of Understanding and Awareness:** Many customers may not fully comprehend the capabilities and benefits of AI in banking. There may be a perception that AI technologies are complex or inaccessible, leading to reluctance to engage with AI-powered banking

solutions. Banks need to invest in educational initiatives to raise awareness and demystify AI, highlighting its potential to improve efficiency, personalize services, and enhance customer satisfaction.

**Resistance to Change:** Adopting new technologies often requires a shift in behavior and mindset, which some customers may resist. They may prefer traditional methods or fear unfamiliar technology. Banks must address resistance to change by providing user-friendly interfaces, clear instructions, and ongoing support to facilitate the transition to AI-driven banking experiences.

**Concerns About Losing Human Touch:** Despite the convenience and efficiency offered by AI, customers may express concerns about losing the human touch in banking interactions. AI-powered chatbots and virtual assistants, while efficient, may lack the empathy and understanding associated with human customer service representatives. Banks need to strike a balance between AI-driven automation and human interaction, ensuring that customers feel valued and supported throughout their banking journey.

**Ethical Considerations and Biases:** AI algorithms are not immune to biases, which can inadvertently perpetuate discrimination or inequality in banking services. Customers may hesitate to use AI in banking if they perceive it as perpetuating biases or unfairly influencing decision-making processes. Banks must prioritize ethical AI practices, including algorithm transparency, fairness, and accountability, to earn customers' trust and confidence. AI algorithms are not immune to biases, which can inadvertently perpetuate discrimination or inequality in banking services. Customers may be hesitant to use AI in banking if they perceive it as perpetuating biases or unfairly influencing decision-making processes. Banks must prioritize ethical AI practices, including algorithm transparency, fairness, and accountability, to earn customers' trust and confidence. In Nepal, several studies have been undertaken in the banking industry (Paudel et al., 2020; Rauniyar et al., 2021), but no studies on “Customers’ intention to use Artificial Intelligence in Banking Sector in Kathmandu valley” have been conducted yet. As previously said, developed nations make use of the most advanced technology, whereas emerging and underdeveloped countries are only getting started in the technical world. Despite the introduction of high-tech technologies in the banking sector several topics remain debatable there appears to be

a research gap in this field. Finally, because no similar study has been conducted so believe that this field of study offers greater opportunities. The research questions:

- What is the status of customer's intention to use artificial intelligence in banking sector?
- Is there any relation between Innovativeness, Discomfort, Insecurity, Perceived Usefulness, Optimism and artificial intelligence?
- What is the impact of Innovativeness, Discomfort, Insecurity, Perceived Usefulness, and Optimism on artificial intelligence?

### **1.3 Objectives of the study**

The objectives of this study are follows:

- To examine the customers intention to use artificial intelligence in banking sector.
- To analyze the relation between Innovativeness, Discomfort, Insecurity, Perceived Usefulness, Optimism and artificial intelligence.
- To assess the impact of Innovativeness, Discomfort, Insecurity, Perceived Usefulness, Optimism on artificial intelligence.

### **1.4 Hypothesis of the study**

While carrying out the study hypothesis testing is done. Hypothesis testing is done on the following way.

H1: There is a significant impact of Optimism on artificial intelligence.

H1: There is a significant impact of Innovativeness on artificial intelligence.

H2: There is a significant impact of Discomfort on artificial intelligence.

H3: There is a significant impact of Insecurity on artificial intelligence.

H5: There is a significant impact of Perceived Usefulness on artificial intelligence.

### **1.5 Rationale of the study**

The study emphasizes a novel idea that has not been well researched in developing nations like Nepal. After completion of this study, it helps to understand customers' intention to use Artificial Intelligence in the Banking Sector as well as it inspects the challenges of using AI in banking too. This will contribute to Nepalese society to emphasize the use of AI in the banking sector. Similarly, the determinants influencing the acceptance of AI in banking will be examined, and the study will also examine the management implications for encouraging the latest technologies in banking industries. This research will be useful to NRB for making various policies in designing steps to support AI practices and for all financial institutions who want to implement AI. Furthermore, since it offers up study possibilities on AI and AI management, this research will provide recommendations, backup and some benefit in terms of literature review for future researchers. Thus, this research will assist banks, management teams of banks, employees of banks and customers as well.

Customers' intention to use artificial intelligence (AI) in the banking sector is paramount for the success and innovation of financial institutions. In an increasingly digital world, the adoption of AI-powered banking solutions has become crucial for banks to remain competitive, meet customer expectations, and drive operational efficiency. Here, we delve into the multifaceted importance of customers' willingness to embrace AI in banking, exploring its implications for customer experience, efficiency, competitive advantage, data-driven insights, risk management, innovation, and regulatory compliance.

Customers' acceptance and utilization of AI in banking contribute significantly to the delivery of superior customer experiences. AI-powered solutions have the capacity to streamline processes, provide personalized recommendations, and offer round-the-clock support. By leveraging AI technologies, banks can enhance customer interactions, anticipate needs, and address inquiries promptly, ultimately leading to higher levels of satisfaction and loyalty among customers.

The adoption of AI technologies enables banks to automate routine tasks, reduce manual errors, and optimize resource allocation. Through AI-driven automation, banks can streamline back-office operations, accelerate transaction processing, and enhance overall operational efficiency. Customers' intention to use AI facilitates the adoption of efficient

processes and tools, enabling banks to allocate resources towards value-added activities that drive innovation and improve service delivery.

In today's rapidly evolving banking landscape, staying ahead of the competition requires leveraging cutting-edge technologies like AI. Customers' willingness to embrace AI gives banks a competitive edge, allowing them to differentiate their services, attract new customers, and retain existing ones in a crowded market. Banks that effectively harness AI capabilities can offer innovative products and services, personalized experiences, and seamless Omni channel interactions, thereby positioning themselves as industry leaders and preferred banking partners.

AI empowers banks to analyze vast amounts of customer data to extract valuable insights and inform strategic decision-making. By leveraging AI algorithms, banks can gain actionable insights into customer behavior, preferences, and needs. Customers' intention to use AI ensures access to rich data sources, enabling banks to personalize offerings, identify market trends, and anticipate customer needs with greater accuracy. With AI-driven analytics, banks can make data-driven decisions, optimize marketing strategies, and enhance customer engagement, ultimately driving business growth and profitability.

AI algorithms play a crucial role in strengthening banks' risk management and fraud prevention capabilities. By detecting anomalies, identifying patterns, and mitigating risks in real-time, AI-powered systems enhance banks' ability to safeguard against fraud and cyber threats. Customers' acceptance of AI-powered security measures enhances the effectiveness of fraud detection systems, safeguarding their financial assets and fostering trust in banking services. AI-driven risk management solutions enable banks to proactively identify and mitigate risks, ensuring compliance with regulatory requirements and maintaining the integrity of the financial system.

Customers' willingness to adopt AI encourages banks to invest in research and development, driving innovation and continuous improvement in banking technologies. By embracing AI, banks can explore new opportunities, develop innovative products and services, and adapt to evolving customer preferences. Moreover, AI fosters a culture of innovation within banks, promoting experimentation, collaboration, and creativity. Through AI-driven innovation, banks can unlock new revenue streams, expand market

reach, and position themselves for long-term growth and success in a rapidly evolving digital landscape.

Compliance with regulatory requirements is paramount in the banking sector, and AI can help banks automate compliance processes, minimize errors, and ensure adherence to regulatory standards. Customers' intention to use AI supports banks in meeting compliance obligations efficiently and effectively, reducing regulatory risks and enhancing overall governance. AI-powered compliance solutions enable banks to streamline regulatory reporting, monitor transactions for suspicious activity, and mitigate compliance-related risks. By embracing AI-driven compliance solutions, banks can demonstrate transparency, accountability, and regulatory compliance, fostering trust and confidence among customers and regulatory authorities alike.

Customers' intention to use artificial intelligence in the banking sector is vital for delivering exceptional customer experiences, driving operational efficiency, maintaining competitive advantage, and fostering innovation and growth. By addressing customers' concerns, building trust, and demonstrating the value of AI-powered solutions, banks can harness the full potential of AI to meet the evolving needs of customers and thrive in an increasingly digital and competitive landscape.

## **1.6 Limitations of the study**

The limitations of the study are as follows:

- The study is concentrated on customers' intention to use Artificial Intelligence in Banking Sector.
- The study is based on primary data.
- Kathmandu valley is taken for the study.

## **CHAPTER II: LITERATURE REVIEW**

A literature review is more than just a journal article or a collection of individual book and article evaluations. It's a critical, analytical assessment and synthesis of a topic's present state of knowledge. A literature review is a presentation, classification, and assessment of what other researchers have written on a certain topic (Davies & Beaumont, 2011). In this review section meaning of artificial intelligence, concept of artificial intelligence in banking, evolution of bank, evolution of artificial intelligence in banking sectors, different theories related to artificial intelligence in banking, its conceptual review, empirical review, policies regulated for artificial intelligence and research gap are collected from several researchers during this study. All meaning and definitions of the issue are done in this section based on previous research.

### **2.1 Theoretical Review**

Thematic reviews are in-depth examinations of specific topics or themes that can provide market conduct supervisors with important information. It focuses on in-depth evaluations of a certain topic or theme throughout a market or subsector using a variety of methodologies (Aracil et al., 2021). This section includes meaning of artificial intelligence, concept of artificial intelligence in banking, evolution of bank, evolution of artificial intelligence in banking sector, global application of artificial intelligence in banking sector and artificial intelligence in banking sector in Asian context.

#### **2.1.1 Concept of Artificial Intelligence in Banking**

The term "artificial intelligence" comprises a number of sub-fields, each with different emphases based on their historical and technical origins. In all types of organizations, AI is regarded as a critical business solution and a foundation for capabilities. Similarly, banks that have implemented AI have seen an increase in interest income, lower costs, and higher customer satisfaction (Ghandour, 2021; Wewege, 2020; Soni, 2018). Various subfields with different emphasizes based on the related historical and technical origins are included in the concept of AI (Jakšič & Marinč, 2019). This study describes artificial intelligence as the process of teaching computers to perform tasks that people now excel at (Samsudeen

et al., 2017). Though it's still a uniquely human act but being adaptable to settings and behaviors is now being gradually replaced by machines. Artificial intelligence or Machine refers to a system or application ability to perform task without human interference (De-Arteaga et al., 2018; Ris et al., 2020). Therefore, before implementing AI-based solutions banks need to make sure that the demands, perceptions, desires and constraints of different group of customers are effectively considered. Banks would need to achieve the correct balance between automation of AI and the emotional value generated from interaction (Alzaidi, 2018; Manser et al., 2018).

The term Artificial Intelligence in Banking has been given various definitions by different researchers and scholars as:

Artificial Intelligence in banking states that technology that can make conclusions and decisions that previously required human intervention (Latimore, 2018).

The banking industry's adoption of AI has largely benefited from the fact that banks have historically been early adopters of technology, with new technologies being used in both front-end and back-end applications (Smith & Nobanee, 2020).

Artificial Intelligence in Banking will evolve to the point where it will be entirely based on machine learning algorithms; even payment processing will be digitized to the point where paper currency will be obsolete (Ris et al., 2020).

Artificial intelligence has been used more broadly in some areas than others, with the banking sector being one of the few that has showed a significant level of acceptance and adoption. Artificial intelligence in the banking sector has the potential to make operations more impactful and hassle-free (Alzaidi, 2018).

AI in the banking will enable institutions to innovate more quickly, compete with digital natives in creating deeper customer relationships at scale, and achieve sustainable gains in earnings and valuations as well as it enables larger profit margins, at-scale customization, and faster innovation cycles (McKinsey & Company, 2016).

From the above definitions, Artificial Intelligence in banking refers to use of advance technology by minimizing human intervention that helps to operates bank activities in

simple, time-efficient, error free manner. AI in banking is entirely based on machine learning algorithms that even can digitize payment process up to certain level. The banking industry has the ability to use artificial intelligence to streamline and improve processes. As a result, institutions will be able to innovate more quickly, compete with digital natives in the development of scalable, deeper customer relationships, and realize long-term increases in earnings and valuations. AI in banking is important because it helps to detect scams, create deeper relationship with customers due to easy means of interaction and enhance banking services. As entire, AI definitions are same that provide the same level of meaning as explained by different scholars.

Thus, this study undertakes Artificial Intelligence as the replacement of humans with robots that improve efficiency, reduce operating cost creating seamless integration in fraud detection, customer support, risk management, security, digitization etc. One of the few industries that has demonstrated a substantial level of acceptance and use of AI technology is the banking industry.

### **History of AI**

Motivated by these developments, embarked on a research endeavor to explore contemporary AI applications in business and trace the chronological steps that have led to its current state. The paper is structured into six distinct sections, each addressing key aspects of AI's evolution and impact. The roots of artificial intelligence (AI) can be traced back to ancient times and various fields of study. Early philosophical musings by thinkers like René Descartes and Gottfried Wilhelm Leibniz envisioned mechanical beings and reasoning devices. Practical attempts at mechanized calculation emerged in the 17th century, notably with Blaise Pascal's creation of the "Pascaline," a mechanical calculator limited to addition and subtraction operations. The allure of intelligent machines persisted through the centuries, exemplified by Wolfgang von Kempelen's "The Turk" automaton in 1769, which played chess with human opponents. Despite lacking true AI, its intricate mechanisms captivated observers, leading to speculation about its capabilities and igniting imaginations. Modern AI research draws from diverse disciplines, as noted by Bruce Buchanan, incorporating insights from engineering, biology, psychology, communication theory, game theory, mathematics, logic, philosophy, and linguistics. However, it wasn't

until the latter half of the 20th century, with advancements in computing power and programming languages, that meaningful experiments in AI became feasible. A pivotal moment in AI history came with Alan Turing's seminal paper in 1950, which proposed the concept of programming intelligent computing devices and introduced the Turing Test—an imitation game assessing a computer's ability to exhibit human-like intelligence through conversation. The landmark 1956 Dartmouth conference on artificial intelligence, featuring the presentation of the Logic Theorist program by Allen Newell, J. C. Shaw, and Herb Simon, marked the formal inception of AI as a field. The Logic Theorist demonstrated the ability to generate logic theorem proofs, showcasing early successes in AI-powered problem-solving. Another notable achievement was Arthur Samuel's checker-playing program in 1956, which learned from human and computer opponents, exemplifying early efforts in machine learning. However, limitations in computing power and programming languages hindered progress during this period. Advancements in the 1950s and 1960s introduced new programming languages like Lisp, POP, and IPL, facilitating AI research. Nevertheless, early AI systems faced challenges due to the rudimentary nature of operating systems and programming devices.

In subsequent decades, significant developments emerged, including T. Evans's work on solving analogy problems, J. Slagle's heuristic-based integration problem solver, and D. Waterman's use of production systems for playing draw poker. Two major AI approaches, rule-based and learning-based, emerged, each with distinct advantages and limitations.

The rule-based approach relied on preset logical rules, while the learning approach, exemplified by artificial neural networks (ANNs), sought to mimic the human brain's learning process. Despite initial optimism, skepticism towards neural networks emerged in 1969, leading to a downturn in AI research known as the "AI winter." The resurgence of AI in the mid-1980s, fueled by advancements like the Hidden Markov Model, was short-lived, as another AI winter followed in the 1990s. However, IBM's Deep Blue chess-playing computer, which defeated world champion Garry Kasparov in 1997, reignited interest in AI. Recent breakthroughs in AI, driven by improvements in computing power and access to vast amounts of data, have propelled the field forward. Geoffrey Hinton's discovery of deep learning techniques revolutionized neural networks, leading to

significant advances in tasks such as image recognition and natural language processing. Google's achievements with AlphaGo and its Assistant further demonstrated the potential of AI in diverse domains. Today, AI technologies like machine learning and deep learning are widely used in various industries, though current implementations are considered narrow AI, tailored to specific tasks rather than generalized intelligence. Despite its remarkable progress, AI continues to rely on relevant data, robust algorithms, and well-defined goals, limiting its scope to narrow applications. Nevertheless, ongoing research and investment indicate a continued trajectory of advancement in the field.

### **2.1.2 Evolution of Bank**

The first prototype banks were the world's merchants, who provided grain loans to farmers and traders who transported products between communities. Empires required a mechanism to pay for foreign products and services with something that could be easily exchanged, so banking was born (Nicoletti, 2021). Grain or other crops, livestock, and precious metals were found in old deposits, not capital. The banking system of today is the latest in a long line of financial services progression (Wewege, 2020).

Regardless of history, it was the merchant banker' who pioneered the banking system by dealing commodities rather than money. Their trade activity necessitated money transfers from one location to another. They did this by issuing 'hundis' to send money. The goldsmith was the next stage in the development of banking (Kohn, 2005). Goldsmithing was such a risky industry that he had to take extra steps to prevent gold and jewelry theft. Merchants in the area began entrusting their bullion, money, and jewelry to him if he appeared to be a trustworthy individual (Melton, 2009).

The moneylender is the next stage in the development of banking. The goldsmith discovered that, on average, coin withdrawals were substantially lower than coin deposits. As a result, he began advancing the coins on a loan basis and charging interest. He saved some money in the reserve as a safety net (Tengda, 2021). As a result, the goldsmith-moneylender evolved into a banker who began to execute the two duties of modern banking: receiving deposits and making loans (Kolloju & Meoli, 2020).

After this stage modern banking was evolved. In beginning of modern banking all records of transactions were kept manually then later different technologies and artificial intelligence were invented for banking purpose.

### **2.1.3 Evolution of Artificial Intelligence in Banking Sector**

Banks cannot afford to wait to embark on their artificial intelligence journey because they must compete in a future filled with cutting-edge technology. Artificial intelligence has revolutionized the banking industry in every way. AI technology has made banking process faster, safer and back-end operation more efficient. Here are some of the Evolution of Artificial Intelligence in banking sector.

#### **Bank Stations**

Artificial intelligence may be used in the front office, middle office, and back office of banks. The bank stations are a network of self-service terminals that provide consumers with a variety of value-based e-services such as bill payments and government e-services (McKinsey & Company, 2016). Today, big data is the industry norm, and banks are using it to alter the business. AI is assisting in the structuring and sorting of data, and the banking industry is utilizing the information to better client interactions. To service new age consumers, artificial intelligence is the future of banking (Kitsios et al., 2021).

#### **Chatbot-The Intelligent Banking Assistant**

Chatbots, often known as virtual assistants, are innovative tools that aim to make human-computer interaction easier. Chatbots are an example of artificial intelligence in banking that is replacing front-desk scenes at banks (Kaur et al., 2020). Customers receive next-generation digital and personalized interactive experiences from these AI-driven robots. SBI, an Indian bank, has created SIA (SBI Intelligent Assistant), a chatbot that assists customers with regular financial operations in the same way that bank employees do. It also answers NRI clients' inquiries by delivering timely answers via the SBI gateway's chat box (Suhel et al., 2020).

### **Cash Deposit Machine**

Self-service terminals, known as Cash Deposit Machines, allow you to deposit cash at any time. This service eliminates the need to wait in large lines at banks to deposit money (Roy et al., 2015). Banks provide the quickest and most secure means of depositing funds around the clock. Both state-owned and commercial banks provide this service, which credits account balances immediately. For each successful transaction, the customer will obtain a transaction receipt. This machine may also be used to make payments to other accounts (Mittal, 2015).

### **ATM Machine Helpline**

These allow clients call their individual banks in the event of an emergency and are available at ATMs. AI has also been implemented in ATMs. In ATMs, the following parts have been added: Machine learning for ATM security, machine vision ATM cameras, face recognition for security and better customer experience, ATM machine predictive maintenance, and ATM cash demand forecasting (Kaur et al., 2020).

### **Mobile Banking**

Globally, mobile phones are growing smarter. Millions of consumers rely heavily on mobile banking, therefore AI-powered banking mobile apps are particularly appealing (Shaikh & Karjaluo, 2015). Consumers have easily transitioned to mobile banking. It has received widespread acceptance and approval from users all across the world. Client needs may be easily met using mobile apps. There are clever applications that can follow a user's actions and provide them with personalized savings and spending advice (Chaouali & Souiden, 2019). Nowadays, every bank provides mobile and SMS banking services. Daily activities such as money transfers and payments have become more convenient with the introduction of mobile banking (Cavus et al., 2021).

### **Blockchain Technology and Banking**

Blockchain is a decentralized, distributed, and digital ledger. It is digital data (block) that is kept in a public database (chain). Artificial Intelligence is the brain or engine that enables decision making and aids in data processing (Cocco et al., 2017). Blockchain is used to

store encrypted data. It is sometimes assumed that blockchain technology benefits primarily the bitcoin business, however this is not the case (Vedapradha, 2021). Data security, fraud prevention, and other challenges linked to digital transactions are all addressed by blockchain technology. Interbank transactions, cross-border remittances, crypto banking, record storage, KYC, loan syndication, and improved transparency are just a few of the applications for blockchain (Garg et al., 2021).

### **AI-based Algorithms and Fraud Detection**

Algorithms are important to AI. A variety of algorithms make up machine learning. A system of rules, instructions, or other problem-solving processes that computers must follow. In real time, AI is particularly good at spotting patterns (Raza et al., 2021). It detects suspicious conduct using extra behavioral indications and makes recommendations for risk mitigation. Fraud has always been a big problem in the financial sector, and fraud detection is one of the key areas in which artificial intelligence systems have excelled (Kim et al., 2020). AI aids in the better knowledge of client behavior, allowing for more accurate identification of new and evolving scams (Suhel et al., 2020). Artificial intelligence and machine learning apps utilize algorithms to examine trends and predictive analytics to detect fraudulent transactions, assisting banks in the prevention of financial fraud. Fraud detection has come a long way and is projected to continue to improve in the coming years (Soni, 2018).

From the banking evolution to present context, it has shifted way of working and use of technology which have transform to banking process much easier, simple and faster. Regarding, these things many nations has to adopt this banking technologies.

#### **2.1.4 Global Application of Artificial Intelligence in Banking Sector**

Nowadays, guidelines and national policies on AI are being published by developed and developing governments throughout the world. Many of these tactics entail creating ethics and principle-based standards for AI usage, as well as identifying adjustments that need to be made to current laws and regulations, as well as generating new ones to allow for its use (Alzaidi, 2018). The United Kingdom, China, the United States of America, and Singapore

are all prominent examples of these countries. In United States AI strategy has prioritized innovation over regulation, with large technology businesses creating technologies quickly and instituting self-regulation (Cavus et al., 2021). Along with developing recommendations for the successful use of AI across banking sectors, countries throughout the world are attempting to build comprehensive AI legislation to meet ethical, legal, social, and economic concerns (Ris et al., 2020). It's impossible to hide the competitive advantage. As AI may go beyond the norm and use intelligent systems to detect, anticipate, and mitigate hazards associated with global employee relocation (Sáez-Fernández et al., 2021). However, based on differences in ethical perspectives among countries and the diverse ways in which technology is used, a worldwide consensus on AI norms has yet to be formed.

### **2.1.5 Artificial Intelligence in Banking Sector in Asian Context**

In Asian countries, artificial intelligence (AI) like: Internet of Things (IoT), blockchain and Big Data have predicted to transform the commercial sectors. These cutting-edge technologies, if properly applied, may stimulate environmental and psychological growth as well as improve the quality of life (Arteaga et al., 2018). Through adaptation of AI, it has brought great value to Asian countries in terms of reshaping competitive advantages like: performance of bank, developing new technology, advertisement of product and services of banks, maintaining good relationship with customer (Vedapradha, 2021). As a result, the Japanese government has made significant investments in research, training, and skill development areas such as artificial intelligence, big data intelligence, robotics, digital manufacturing, and quantum communications in order to promote the use of AI in country (Ivan, 2015). Like other Asian countries, Nepal is also influence by technological advancements. There are studies that illustrate how more AI use would boost economic growth in industrialized countries. While substantial progress has been made in the field of artificial intelligence, it is insufficient to keep up with global events but still working on it.

### **2.1.6 Artificial Intelligence in Banking sector in Nepal Context**

In Nepal, for the first-time bank was established in 1994 Kartik 30. Nepal Bank Limited is the first commercial bank of Nepal. From here the journey of bank was started in Nepal. In Nepal's banking industry, a variety of technologies have been developed, including ATM

card and robot-operated banks. Himalayan Bank became the first bank in Nepal to introduce both online banking and credit card. The first bank to use a QR code in Nepal is Nabil Bank. Everyone can now easily and simply make payments thanks to the QR code. The first bank to deploy robots for banking operations is Nepal SBI Bank. The use of robots in banks reduces human activity and results in transactions that are more accurate. Utilizing technology has made it simpler for customers to do banking transactions (Saud & Shakya, 2019). Due to adoption of technologies banking industries have been enhancing their organizational performance (Tara et al., 2020). Although Nepal's banks have adopted a variety of technology, they still need to advance significantly in this area in comparison to foreign banks.

## **2.2 Policy Review**

A policy review is an examination of regulated policies that are appropriate to the research topic. Different policies determine where research topics are appropriately governed or not. If regulated properly then any suggestion that need to add up can be suggested to government or if there are no policies then may urge government to create and regulate them (Arain et al., 2016). Below are some of the policies and acts that are regulated in our country:

### **2.2.1 Electronic Transaction Act, 2063 (2007)**

Electronic Transaction Act explained to make legal provision for authentication and regulation of electronic data. To make a reliable date generation, communication, and transmission. The policy has deal with digital signature which is one of the components of Artificial Intelligence. Digital signature means a mathematical system for validating the validity of digital messages or documents. When the conditions are met, a valid digital signature offers the recipient great confidence that the communication was generated by a recognized sender (authenticity) and that it was not altered in transit (integrity). This policy has deal only with digital signature component of artificial intelligence so it should be properly amended, clear and regulated to industries with advance technologies (Government of Nepal, 2007)

### **2.2.2 National Science Technology and Innovation Policy, 2019**

Science and technology are often regarded as the most powerful catalysts for social and economic growth. The use of science and technology has become effective in maintaining quality life standard and the good governance as well as reinforcing the security. Prosperity of any country is measured on the basis of the policy adopted by the country on science and technological development and its implementation as a whole. By building science and technology infrastructures, structural reforms, and creating legal bases, we can make scientific research, technology development, and innovation more powerful, active, and result-oriented. By fostering the development of knowledgeable and experienced scientists and technical personnel. Conventional knowledge and technology are being upgraded and modernized. This policy explained about technological development by creating securities innovation of technology (Ministry of Education, 2019).

### **2.2.3 Information and Communication Technology (ICT) Policy, 2072 (2015)**

This policy explained in term of Artificial Intelligence in banking as banks employ information and communication technology for ATMs, internet banking, and storing data on the magnetic strip of a credit or debit card. Cheque clearing and electronic and international bank transfers are also handled by banks using ICT. The goal of this policy is to lay the framework for an overall vision of "Digital Nepal." Information and communication technology will be a crucial driving force in converting Nepali society into a knowledge and information-based society, as well as supporting Nepal's quest of equality and sustainable progress, according to this goal. ICT Policy has properly explained about different technologies used in banking industry and making the country digital. As it has not been amended it lack with policies of artificial intelligence use in banking sectors (Ministry of Information and Communication, 2015).

### **2.2.4 NRB IT Policy, 2068 (2012)**

The goals of this guideline are to encourage solid and strong technology risk management in Nepalese commercial banks, as well as to improve system security, dependability, availability, and business continuity. Secure message transmission utilizing proper ATM encryption, controls related to ATM key creation, loading, destruction, firewall, antivirus,

secure PIN generation, and adequate segregation of duties when producing PIN and card should all be used. From the time of manufacturing until it is handed to the customer, the bank should verify that the electronic card and its PIN are not under the control of a single individual. Before the card enters the customer's hand, the PIN and the card should never be together. Online card payments should be authenticated using a second factor, and customers should be notified immediately by email, SMS, or automated phone call. To maintain the security of data kept or communicated electronically, the bank should have a data security policy and process in place. This should include appropriate data disposal procedures, data storage in portable devices, media security while in transit or storage, physical and environmental control of storage media (NRB, 2012).

The government has changed many AI policies for financial firms at various levels. Despite having sufficient laws and regulations in place, the government has been unable to effectively execute and manage such policies at the executive level. Because such regulations are not being fully implemented, the gap in their implementation has resulted in a rise in negative activity in the banking sector. So, for this purpose the government should review the policy identify loopholes and take corrective action to prohibit the ongoing practices that are causing in banking sector.

### **2.3 Empirical Review**

This empirical review is a method of gathering information or experience through open and indirect observation. Several studies on Artificial Intelligence in Banks have been undertaken, and various hypotheses have been proposed by various specialists and researchers (Chong et al., 2010). Data is obtained in a variety of ways, and it can be analyzed quantitatively or qualitatively. Empirical review allows researchers to form a clear picture of the entire study and prepare themselves properly (Filotto et al., 2021). In order to make the study more effective and efficient, many empirical literatures were reviewed.

Alzaidi (2018) studied the Impact of Artificial Intelligence (AI) on performance of banking industry in Middle East of Saudi Arab. The aim of this study was to analyze the application of AI in the banking industry of the Middle East. This study had employed Pearson Correlation and Regression model to analyze the data collected. The findings of the study highlighted the use of AI in banking is to automate procedures in order to eliminate manual labor, human error and offer consumers individualized services. The study concluded that the application of AI in the banking sector was still in its early stages, effective risk and asset management could be made possible by use of sophisticated AI algorithms, which would help banks for optimizing financial strategies.

Manser Payne et al. (2018) conducted research on the factors influencing digital natives' attitudes and perceptions toward mobile banking and AI-enabled banking services. The study aimed to investigate the factors affecting digital natives' attitudes and perceptions regarding mobile banking and their comfort level with AI-enabled mobile banking activities. The study has employed Multiple Regression Model to analyze the data. The study found that digital natives exhibit a strong preference for mobile banking, primarily driven by the perceived relative advantage. The study concluded that addressing the unique preferences and concerns of demographic, banks can enhance engagement and satisfaction, thereby ensuring that their technological advancements align with the evolving demands of the digital age.

Shivakami et al. (2019) conducted a research on impact of AI on employee performance and adaptability in hiring processes. The study aimed to evaluate the adaptability of artificial intelligence in recruitment and to assess the effect of this technology on the performance of the employees. The study has employed Standard Multiple Linear regression model and one-way ANOVA to analyzed data. The study revealed a significant association between recruitment and performance variables when AI is employed, particularly in productivity ( $p < 0.001$ ). Productivity, Training, Automation and Reliability are the significant predictors of the performance in employees. The study concluded that AI adoption in hiring processes can improve workforce productivity.

Richad et al. (2019) conducted a research on analysis of factors influencing the millennial's technology acceptance of chatbot in Indonesia banking industry. The study aimed to analyze the factors affecting millennial's adaptation of chatbots in Indonesia banking sector. This research has adopted Partial Least Square Structural Equation Model (PLS–SEM) for data analysis. The study revealed that the perceived usefulness, ease of use, attitude towards use, and innovativeness significantly influence millennials' acceptance of chatbot technology for banking transactions. The finding of study indicated a favorable attitude among Indonesian millennials toward chatbot adaptation, driven by its perceived utility and usability benefits. The study concluded that banks can enhance millennials' engagement with automated banking services by highlighting chatbot advantages, thereby improving customer experience and operational efficiency in the Indonesian banking sector.

Konigstorfer and Thalmann (2020) conducted a research on "Intention to use intelligent conversational agents in E-commerce among Malaysian SMEs". The objective of the study was to identify AI implementation issues and applications in commercial banks. The study employed Regression Model for data analysis. The study revealed that commercial banks could leverage AI to reduce loan losses, improve payment processing security, automate compliance-related tasks, and enhance client targeting. The study concluded that effective AI implementation could offer commercial banks significant operational advantages, particularly in terms of security, compliance, and customer-focused strategies, encouraging broader AI adoption in the banking sector.

Elegunde et al. (2020) conducted a study on the effects of Artificial Intelligence on business performance in the banking Industry (A study of access Bank Plc and United Bank for Africa-UBA). The objective of study was to analyze the role of artificial intelligence in enhancing business performance, especially in the areas of achieving business objectives. The study used Pearson correlation coefficient and Technology Acceptance Model (TAM) to analyze the data. The study found positive impact of AI's on non-financial company measures such as customer satisfaction, service quality, competitive advantage, and employee productivity to enhance corporate performance. The study concluded that

artificial intelligence is gradually becoming an indispensable component of a business, particularly in the contemporary business world, and therefore, must be embraced fully to achieve increased business performance and sustainable growth.

Muhammad et al. (2020) has conducted a research on impact of banking promotional strategies in UAE Islamic banks. The objective of the study was to develop, measure, and empirically validate the promotional techniques adopted by Islamic banks and to assess the effect of these methods on consumer interest in Islamic banking products and services in the UAE. The study has employed multiple regression analysis for data analysis. The study found that the promotional strategies adopted by the UAE Islamic banking sector are having a significant impact on customer attitude towards Islamic banking products and services. The study concluded that active participation of sales representatives and the usage of social media in promotional activities have a positive impact on customers' attitudes towards Islamic banking products.

Meuter et al. (2021) conducted a research on the influence of technology anxiety on consumer use and experiences with self-service technologies. The objective of the study was to examine the impact of personal traits and demographic variables in SST usage and satisfaction. The researcher has employed Logistic model and Regression model to analyze data. The finding study revealed that technological anxiety (TA) is more reliable predictor of self-service technology (SST) usage compared to demographic variables, indicating that respondents with higher levels of TA tend to utilize less SST. The study concluded that SST choice is negatively impacted by increased TA as well as using SST options is influenced by TA.

Gansser and Reich (2021) conducted a research on acceptance model elements and consumer intentions towards AI-integrated items. The objective of the study was to examine factors influencing consumer behavior. The study has employed Partial least square (PLS) and Unified Theory of Acceptance and Use of Technology (UTAUT) model to analyze data. The study found that most factors significantly influence consumer intentions towards AI items, except safety and security in the health segment. The study

conclusion emphasized the importance of considering diverse factors in fostering acceptance and utilization of AI technologies, providing valuable insights into consumer attitudes and strategies for promoting AI integration in real-world settings.

Tubadji et al. (2021) conducted a research on cultural relativity in consumer's rates of adoption of artificial intelligence. The objective of the study was to explore the impact of cultural preferences on customer adoption of AI in financial services. The study has employed Logistic mode and Regression model to analyze data. The study revealed that the degree to which local markets value and accept AI in banking services hinges on the level of uncertainty surrounding its use. The study concluded that the propensity of bank customers to use AI in service delivery varies depending on their geographical location.

Salameh and Lutfi (2021) conducted a research on role of artificial intelligence on limiting Jordanian commercial banks cybercrimes. The study aimed to investigate the impact of AI in reducing cybercrime of commercial banks from the perspectives of internal auditors and IT. The study has employed Multiple Regression, Arithmetic mean, Standard deviation and T-test to analyze data. The study found a significant effect for artificial intelligence with its dimensions (Expert Systems, Artificial Neural Network, Genetic Algorithm, Fuzzy logic) in limiting cybercrime in Jordanian commercial banks. The study concluded that leveraging AI technologies is crucial for improving cybersecurity measures, reinforcing trust and confidence among customers and stakeholders by safeguarding sensitive financial information.

R. & Ravi (2021) conducted a research on impact of disruptive technological advancements on investment banks. The objective of the study was to examine the impact of new technologies in service quality and productivity. The study has employed Regression model for data analysis. The study revealed that block chain and AI significantly enhance automation, productivity, and cost-effectiveness in areas such as fraud detection, risk management, and algorithmic trading. The study concluded that technologies can transform investment banking by improving efficiency and reducing costs, ultimately enhancing performance and competitiveness.

Ashta and Herrmann (2021) conducted a research on integration of financial technology (Fintech) and artificial intelligence in banking, investments, and microfinance. The study aimed to examine pros and cons of banking, investing and microfinance through the application of Fintech and AI. The researcher has employed Regression, Correlation and ANOVA to analyze data. The study revealed that growth of AI-based fintech firms has encouraged several mergers and acquisitions among financial service providers and wealth managers as they grapple with volatility, uncertainty, complexity and ambiguity. The study concluded that artificial intelligence has created a rush of opportunities in the financial sector, but financial organizations need to be aware of the risks inherent in using this technology.

Sunil et al. (2021) conducted a research on impact of cloud computing and artificial intelligence on the Banking Sector. The objective of the study was to analyze impact of technologies in customer service, business continuity, and operational efficiency. The study has employed Confirmatory Factor Analysis Model and Regression model for data analysis. The study found that banks should carefully select service and distribution models that align with organizational stability and cost-effectiveness for upcoming cloud computing initiatives. The study concluded that Banks should implement cloud computing services gradually, evaluating each project based on the software and data types involved.

R Al-Araj et al. (2022) conducted a study on effect of artificial intelligence on service quality and customer satisfaction in Jordanian banking sector. The primary objective of this study was to examine the influence of artificial intelligence on service quality in the Jordanian banking sector. The study has employed Regression model, Pearson correlation coefficient, T-Test and SERVQUAL model for data analysis. The study found a significant positive association between the adoption of artificial intelligence in the Jordanian banking sector and various dimensions of service quality, including tangibility, dependability, responsiveness, and assurance. The study concluded that the demand for artificial intelligence in the Jordanian banking sector is equally essential for the customers and

should be an optimal balance between virtual and human agents based on the customers' requirements and preferences.

Ashfaz et al. (2023) analyzed the impact of Artificial Intelligence (AI) on the banking industry and consumer's perspective. The objective of the study was to analyze the consumer's perspective on artificial intelligence's adoption in Asian countries. The study used Regression analysis, Correlation analysis and ANOVA to analyze data. The study found that factors such as awareness, attitude, subjective norms, perceived usefulness, and knowledge of AI technology positively influence the intention to adopt AI in the banking sector. However, perceived risk negatively affects the intention to adopt AI, despite being significant. The study concluded that implementing AI in the banking industry will aid strategic decision-making, allowing management to build trust with consumers, mitigate risks, and boost confidence in using digital technology for transactions.

Mahfuzur Rahman et al. (2023) conducted a study on adoption of artificial intelligence (AI) within the banking industry in Malaysia. The study aimed to analyze the factors that influence consumer intention to embrace AI-driven banking services. This research has adopted Partial Least Square Structural Equation Model (PLS–SEM) for data analysis. The study found that attitude towards AI, perceived usefulness, perceived risk, perceived trust, and subjective norms significantly impact consumers' intention to adopt AI in banking services, while perceived ease of use and awareness do not. The study concluded that understanding the predictors of customer intention to adopt AI can help banks devise strategies to enhance AI adoption, maximize its benefits, and mitigate associated risks.

## **2.4 Research Gap**

Based on the studies summarized, several research gaps can be identified in the context of AI implementation in the banking sector. Most studies focus on immediate or short-term impacts of AI in banking, leaving a gap in understanding the long-term effects of AI adoption on banking operations, customer satisfaction, and overall financial performance. Additionally, while individual AI applications like chatbots, mobile banking, and fraud detection have been studied, limited research exists on the integration of multiple AI

technologies within a single banking ecosystem, highlighting the need for exploring their synergistic potential. There is also a lack of comprehensive comparative studies across different cultures and regions, which could provide insights into how cultural and regional differences influence AI adoption and customer satisfaction. Moreover, the interaction between AI and evolving regulatory landscapes warrants more detailed research, particularly on how AI can help banks navigate regulatory changes without compromising innovation. The psychological and behavioral aspects of AI adoption in banking, such as trust, perceived control, and cognitive load, are underexplored areas that could benefit from deeper investigation. Additionally, AI's potential to enhance financial inclusion, especially in underserved and rural areas, remains an underexplored area. Research could also focus on best practices for training employees to work alongside AI technologies and the impact of AI on job roles and employee morale in the banking sector. While security concerns have been highlighted, comprehensive research on the ethical implications of AI in banking, including bias in AI algorithms, data privacy issues, and transparency in AI decision-making, is needed. Addressing these research gaps can contribute to a more holistic understanding of AI's role in banking and guide strategic decisions for effective AI implementation.

## CHAPTER III: RESEARCH METHODOLOGY

This chapter presents Research design, Population and Sample, Sampling Technique, Nature and Source of data, Research Framework, Method of data analysis, Research Framework and Operational definitions.

### 3.1 Research Design

The study employed both descriptive and exploratory research designs to achieve its objectives. The descriptive research design was utilized for fact-finding and gathering comprehensive information about customers' intentions to use artificial intelligence (AI) in the banking sector. This approach helps to describe the real and actual conditions, situations, and facts regarding customer intentions. Descriptive research is crucial for data collection, data analysis, and data reporting in this context. In addition to the descriptive research design, the study also adopted an exploratory research design to explore the relationships between the dependent variable (intention to use AI) and independent variables (optimism, innovativeness, discomfort, insecurity, and perceived usefulness). The exploratory design allows for an in-depth investigation of these relationships, providing insights into how these variables interact and influence customers' intentions to use AI in the banking sector. By integrating both descriptive and exploratory research designs, the study aims to provide a comprehensive understanding of the factors influencing the adoption of AI in banking, combining detailed fact-finding with the exploration of variable relationships.

### 3.2 Population and Sample

The area selected for the research is Kathmandu valley, Nepal. Kathmandu valley is located at 1,300 meters above sea-level with an area of 665 km<sup>2</sup> as well as surrounded by four hills (Adhikari et al., 2021). They are: Shivapuri hills, Phulchowki, Nagarjun and Chandragiri. Kathmandu valley is in Province 3 which is also known as Bagmati Province (Shrestha et al., 2020). Kathmandu valley consists of three major cities of Nepal i.e. (Kathmandu, Lalitpur and Bhaktapur). Its geographic coordinates are latitudes 27°32'13"

and 27°49'10" north and longitudes 85°11'31" and 85°31'38" east (Duwal, 2019). The reason for choosing this location is high density of population lives here. High number of educated people are settled here. The study area was selected based on highest concentration of population and awareness towards bank and bank AI. It contains all 20 commercial banks with its head office. In this area, numerous residents use banks on a regular basis. As banks are adopting latest technologies and AI, it will be helpful to understand customers' intention to use AI in the banking industry.

A portion of the target population known as the study population is where the sample is actually drawn (Giorgi et al., 2019). Study population can also be explained as a collection of individuals who were selected in accordance with inclusion and exclusion standards linked to the variables being studied (Backman et al., 2019). However, due to huge size of populations it is unable to examine each individual as it would be too costly and time consuming. The total population of Kathmandu valley including (Kathmandu, Lalitpur and Bhaktapur) is 2,996,341 (Central Statistical Department, 2021). Many people have multiple bank accounts at various banks. Due to the large number of bank accounts, it is difficult to separate the population that is familiar with banking technologies.

### **3.3 Sampling Technique**

Since the population of the study is unknown, non-probability sampling is applied. Researcher choose participants who are convenient for them in this form of sampling. As respondent, the researcher chooses people who are closest to him or her. Thus, the sampling technique is used for the study is convenience sampling.

### **3.4 Sample Size Determination**

Sample size determination involves calculating the number of participants required in a statistical sample to ensure the study's results are valid and reliable. The purpose of this process is to evaluate the study design, ensuring that data collection methods are both accurate and dependable.

The formula for sample size calculation is (Elmer, 2019):

$$n_0 = \frac{Z^2 pq}{e^2}$$

Where,

$n_0$  = Sample size required for study

$z$  = Level of significance

$p$  = Probability of success

$q$  = Probability of failure

$e$  = Error tolerance

Now,

Standard tabulated value for 5% level of significance ( $z$ ) = 1.96

$p = 50\% = 0.5$

$p + q = 1$

or,  $q = 1 - 0.5$

$\therefore q = 0.5$

Error tolerance ( $e$ ) = 5% = 0.05

Putting value in above formula, we get.

$$n_0 = \frac{z^2 pq}{e^2}$$

$$\text{or, } n_0 = \frac{(1.96)^2 \times 0.5 \times 0.5}{0.05^2}$$

$$\therefore n_0 = 384.16$$

$$\text{Non- response error (5\%)} = 384.16 \times \frac{5}{100} = 19.20$$

$$\text{Sample size} = 384.16 + 19.20 = 403.36 \text{ (approx. 403).}$$

Thus, from the above formula the total number of sample size is 408. For this research from banks and banking customers' in Kathmandu valley above number of sample size data from the population has been collected.

### **3.5 Research Instrument and Data Collection**

A research instrument is any tool used to gather, measure, and analyze data pertinent to a study's topic. It must facilitate data collection in a manner aligned with the research objectives (Emmert et al., 1971). In this study, the main instruments used include standardized questionnaires, key informant interviews, and observations. To collect primary data on customers' intentions to use AI, a standardized questionnaire was specifically developed for this purpose.

### **3.6 Data Analysis**

Once the data has been obtained from the field, it is analyzed in attempt to make sense of the study and arrive at a specific conclusion and finding. The following approach was used to analyze the data, which included descriptive analysis which consist structural equation model.

#### **3.6.1 Descriptive Analysis**

Descriptive analysis is a sort of data analysis that helps to explain, show or summarize data points in a constructive way so that patterns can develop that satisfy all of the data's condition. It is one of the most crucial steps in the statistical data analysis process done by using table, chart and figure data will be analyzed, It's being used to interpret the information and to streamline the explanation, representation and synthesis of facts so that similarities can appear. Descriptive facts are used to verify the variable for violation of assumption and to describe relevant research concern in order to explain the samples characteristics (Sloman, 2010). The data in descriptive study includes frequency, central tendency, variation and variable types.

#### **Correlation Analysis**

The co- efficient of correlation measures the degree of linear relationship between two sets of figures. Among the various methods of finding out coefficient of correlation, Karl Pearson's method is applied in the study. The result of coefficient of correlation is always between +1 and -1. When  $r = +1$ , it means there is perfect relationship between two variables and vice -versa. When  $r = 0$ , it means there is no relationship between two variables (Ghimire, Kandel, & Sapkota, 2014).

The Pearson's formula is:

$$r = \frac{\sum (x - \bar{x})(y - \bar{y})}{\sqrt{\sum (x - \bar{x})^2 \sum (y - \bar{y})^2}}$$

Where,

r = coefficient of correlation

x = variable of x series

y = variable of y series

### **Regression Model**

A regression model is a statistical tool used to estimate relationships between variables, primarily for predicting a dependent variable based on one or more independent variables. Key components include the dependent variable, independent variables, regression coefficients, and an error term. Types include simple and multiple linear regression, polynomial regression, logistic regression, and regularized models like Ridge and Lasso. Assumptions include linearity, independence, homoscedasticity, normality, and no multicollinearity. Applications span predicting sales, stock prices, and economic indicators, assessing risk in finance, and informing policy decisions in various fields. Regression models are essential in statistics and machine learning for understanding and forecasting real-world phenomena.

### **Model Specification**

Given are the regression customers intention to use artificial intelligence in banking sector and optimism, innovativeness, discomfort, insecurity and perceived usefulness with intention .

$$Y = a_1 + b_1x_1 + b_2x_2 + b_3x_3 + b_4x_4 + b_5x_5 + \dots \quad (i)$$

Where,

Y = intention to use

b<sub>1</sub> = optimism

$b_2$ = innovativeness

$b_3$  = discomfort

$b_4$ = insecurity

$b_5$ = perceived usefulness

$e_i$ = error term

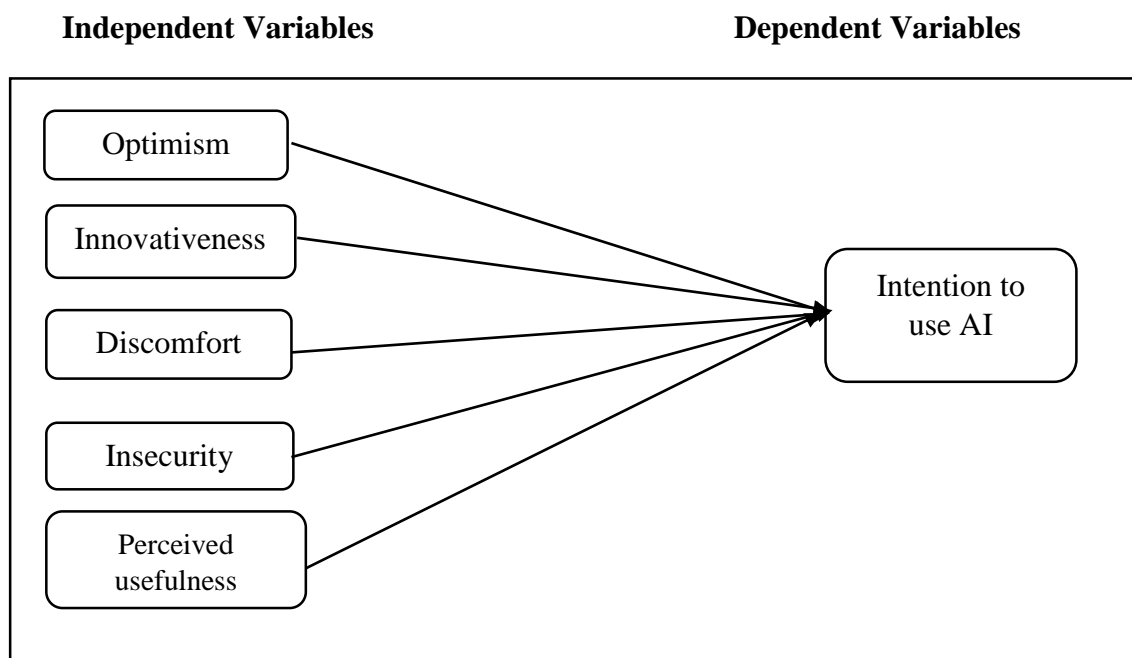
### **3.7 Research Framework**

The model includes several variables as well as the predicted relationships between them which reflects the expectations. As a result, a Framework is used as an analytical tool. It's designed to draw conceptual distinctions and bring disparate ideas together (Ravitch & Carl, 2020). It is necessary in research because of relationships between the various variables and their links to one another are clearly specified (Campanella et al., 2020). The research topic focuses on consumers' intention to use Artificial Intelligence in Banking sectors. This research shows intention of customers to use Artificial Intelligence in banking for making banking transactions.

Various models are being reviewed for this study most relevant Conceptual Models are: Widanengsih Model, Kitsios Model, Salimon Model, Subawa Model, and Vahdat Model. TAM Theory was used to create these models. Widanengsih Model state that perceived utility, perceived optimism and attitudes regarding mobile banking have an impact on interest in using it where this model shows that independent variables: perceived ease and attitude have significant relationship with dependent variable: interest using mobile banking, while other variables have insignificant relationship (Widanengsih, 2021). Kitsios Model state serving rural areas without physical branches, differentiating from competition and cutting operational expenses are all motivations for digital transformation. In this model it shows positive relationship with its independent variables: perceived usefulness, optimism, self-efficacy to behavior usage with its dependent variable: digitalization (Kitsios et al., 2021). According to the Salimon model, the use of gamification, hedonic incentives and cultural variables all have the potential to influence smartphone banking adoption. Smartphone Banking Usage is the dependent variable whereas Perceived

Usefulness, Perceived Optimism, Gamification factor, Context and Time Perception, and Hedonic Motivation are the independent factors (Salimon et al., 2021).

Similarly, The Subawa Model examines gender differences in cashless adoption assumptions, such as perceived utility, simplicity of use, and security. The model shows Cashless Transaction as: dependent variable and independent variables are perceived optimism, perceived useful and perceived security. (Subawa et al. 2021). And finally, Vahdat Model state the analysis of the critical roles of social elements in consumers attitude regarding the use of mobile app for transaction. This model shows that independent variables: perceived usefulness, perceived optimism, social influence and peer influence have positive effect on dependent variable: attitude towards Smart mobile app usage (Vahdat et al. 2021).



*Figure 1. Conceptual Framework Model*

Source: *Modified and adopted from Flavián et al. (2022)*

Hence, all variables used in above models shows appropriate result in the above researches. However, the variables that are appropriate for this study to develop conceptual framework includes: optimism, innovativeness, discomfort, insecurity, awareness, perceived optimism, and perceived usefulness. These variables are necessary for the study since it helps in determining customers' intentions to use AI in banking sectors.

From figure 1 conceptual framework, it explains about customers' intention to use AI in banking sector. This study consists of seven independent variables which are: Optimism, Innovativeness, Discomfort, Insecurity, Awareness, Perceived optimism and Perceived usefulness while Intention to use AI is dependent variable. Now, the following hypothesis are developed based on the above listed variables.

### **Operational Definition**

#### **Optimism and Intention to use AI**

Technology Optimism refer to a favorable view of technology and a belief that it affords individuals better control, flexibility and efficiency in daily activities. This term can be extended to AI, as it may be perceived as a "hade" by some individuals or a "paradise" (Flavián et al., 2022). Optimists are more inclined to accept situations than pessimists to employ new technology, believing them to be functional and reliable. Pessimistic technology users are more likely to disregard potential negative results (Jarrar et al., 2020). As a result, customers that are upbeat are more receptive to new technologies (Chai et al., 2020). In the banking industry, more enthused customers are looking for new opportunities, such as AI.

#### **Innovativeness and Intention to use AI**

Technology innovativeness state that user's eagerness to explore new technologies. Innovators are open to experimenting with new technology and services, people that are very skillful are more open-minded and prepared to adopt technology (Lee et al., 2021). Furthermore, innovation is a determinant of adoption intentions inventive users have a favorable opinion of technology functioning, even if its prospective value is undetermined (Nasirian et al., 2017).

#### **Discomfort and Intention to use AI**

Discomfort refers to the perceived of being discouraged to use technology and the idea of a failure over technology. People who are uncomfortable with technology see it as confusing and unsatisfactory their requirements (Blut et al., 2021) . Customers who are in an unfamiliar environment and are experiencing high degrees of discomfort technology

environment may be hesitant to use revolutionary tech offerings services (Ali et al., 2021). Innovative solutions may be rejected as a result of technological advancements. Customers who are uneasy with control of computerized system may be a reason don't want to adopt AI (Flavián et al., 2022).

### **Insecurity and Intention to use AI**

Technology fear come from doubt about its ability to perform properly and worry about its potentially negative implications is known as technology insecurity (Lingmont & Alexiou, 2020). Users must have at least a simple understanding of the system. To have faith in AI systems, one must first understand how it work (Koo et al., 2021). Customers with a high level of technological uncertainty may be hesitant to use them. Previous research has found that in different industries, insecure customers are more likely to refuse new technology-based services (Ali et al., 2021).

### **Perceived usefulness and Intention to use AI**

Perceived usefulness explained the state of Individuals assuming use of certain technology that increase performance (Flavián et al., 2022). Perceived usefulness is described as a measure in which the usage of a technology is thought to provide usefulness to those who utilize it (Ramli & Rahmawati, 2020). The primary benefit desired by customers in the product category, the types of customers who want each benefit and the major brands that supply each benefit. The purpose of utilizing is commonly characterized as a strong desire to accomplish something that is valued (Richad et al., 2019).

## CHAPTER IV: RESULTS AND DISCUSSION

### 4.1 Demographic Profile of the respondents

The survey conducted at the mid of 2024 focused on customers' intentions regarding the use of artificial intelligence in the banking sector. A structured questionnaire was distributed among respondents from brokerage houses within Kathmandu Valley. Out of the 420 questionnaires distributed, 408 were collected, and 386 responses were used for analysis. To provide insights into respondent profiles, six major variables were examined: age, gender, marital status, and educational background. The analysis aimed to understand the relationship between these demographic variables and customers' inclination towards adopting AI in banking. The findings of this analysis could potentially offer valuable insights into the factors influencing customers' attitudes and behaviors regarding the adoption of AI in the banking sector, which could inform strategies for banks and financial institutions in Kathmandu Valley and beyond.

Table 1

#### *Age of the respondents*

Description	Options	Frequency	Percentage
Age	below 20 years	55	14.25
	21-30 years	81	20.98
	31-40 years	78	20.21
	41-50 years	64	16.58
	51-60 years	66	17.1
	61-70 years	34	8.81
	Above 70 years	8	2.07
	Total	386	100

*Source: Field survey 2024.*

The table 1 shows that the distribution of respondents' under different age groups. The majority fall within the 21-30 years and 31-40 years categories, comprising 20.98% and 20.21% respectively. Other significant segments include 41-50 years (16.58%) and 51-60 years (17.1%). Minor proportions are seen in age groups below 20 years, 61-70 years, and above 70 years, with percentages ranging from 2.07% to 14.25%. Overall, the data showcases a diverse age range among respondents, with a significant portion in the younger to middle-aged demographics, reflecting a broad spectrum of perspectives and potential consumer behaviors.

Table 2

*Gender of the respondents*

Description	Options	Frequency	Percentage
Gender	Male	246	63.73
	Female	138	35.75
	Other	2	0.52
	Total	386	100

*Source: Field survey 2024.*

The table 2 shows that the distribution of respondents based on gender. The majority identify as male, constituting 63.73% of the sample, while females make up 35.75%. A small portion identifies with other genders, comprising only 0.52%. Overall, the data reflects a gender imbalance within the sample, with males being significantly more represented than females. This demographic disparity could impact the generalizability of findings and underscores the importance of ensuring diverse representation in surveys to capture a more comprehensive understanding of attitudes and behaviors across different gender identities.

Table 3

*Marital Status of the respondents*

Description	Options	Frequency	Percentage
Marital Status	Unmarried	133	34.46
	Married	220	56.99
	Widow	18	4.66
	Separated	9	2.33
	Others	6	1.56
	Total	386	100

*Source: Field survey 2024.*

The table 3 shows that the distribution of respondents according to marital status. The majority of respondents are married, representing 56.99% of the sample, followed by unmarried individuals at 34.46%. There are smaller proportions of respondents who are widowed (4.66%) or separated (2.33%), with an additional category labeled as "Others"

constituting only 1.56%. The total percentage adds up to 100%, indicating a slight discrepancy that may be due to rounding errors or missing data. Overall, the data provides insight into the marital status diversity within the surveyed population, which can be crucial for understanding various consumer behaviors and preferences.

Table 4

*Education Level of the respondents*

Description	Options	Frequency	Percentage
Education Level	Illiterate	17	4.4
	Up to Secondary Level	79	20.47
	Higher Secondary	117	30.31
	Bachelor	79	20.47
	Master	60	15.54
	Above Master	34	8.81
	Total	386	100

*Source: Field survey 2024.*

The table 4 shows that the distribution of respondents based on their education levels. The highest proportion of respondents have attained a Higher Secondary education level, comprising 30.31% of the sample. This is followed by Bachelor's degree holders and those with education up to Secondary Level, both representing 20.47%. Master's degree holders make up 15.54% of the respondents, while individuals with education levels above Master's constitute 8.81%. A small portion of respondents, 4.4%, identify as illiterate. Overall, the data highlights the educational diversity within the sample, which can influence perspectives, behaviors, and decision-making processes among respondents.

Table 5

*Profession of the respondents*

Description	Options	Frequency	Percentage
Profession	Banker	57	14.77
	Government Employee	62	16.06
	Industries Worker	74	19.17
	Teacher	24	6.22
	Self-employed	36	9.33
	Housewife	13	3.37
	Student	27	6.99
	Business	82	21.24
	Others	11	2.85
	Total	386	100

*Source: Field survey 2024.*

The table 5 shows that the distribution of respondents categorized by their professions. Among the respondents, the largest group is comprised of individuals working in business, representing 21.24% of the sample. This is followed by industries workers at 19.17%, and government employees at 16.06%. Other notable professions include bankers (14.77%) and self-employed individuals (9.33%). A smaller proportion of respondents are students (6.99%), teachers (6.22%), and housewives (3.37%). Additionally, there are respondents categorized under "Others" representing 2.85%. This data underscores the occupational diversity within the surveyed population, reflecting a range of backgrounds and experiences that may influence their perspectives and behaviors.

Table 6

*Banking Training of the respondents*

Description	Options	Frequency	Percentage
Banking Training	Yes	112	29.02
	No	274	70.98
	Total	386	100

*Source: Field survey 2024.*

The table 6 shows that the distribution of respondents based on whether they have received banking training. Among the respondents, 29.02% have undergone banking training, while the majority, comprising 70.98% of the sample, have not received such training. This data indicates that a significant portion of the surveyed population lacks formal banking training, which could potentially impact their familiarity and understanding of banking practices and technologies. Understanding the prevalence of banking training among respondents is essential for assessing their level of preparedness and competence in managing financial matters and utilizing banking services effectively.

## 4.2 Descriptive Statistics

### 4.2.1 Descriptive Statistics for Optimism

The descriptive table for "Optimism" summarizes respondents' attitudes towards the role of technology in enhancing various aspects of life. Across the five statements, it reveals a generally positive outlook towards technology's potential benefits.

Table 7

#### *Optimism*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I believe higher quality of life is aided by new technologies.	116 (30%)	155 (40%)	77 (20%)	19 (5%)	19 (5%)	4.0	0.82
I assume technology gives more freedom of mobility.	97 (25%)	174 (45%)	77 (20%)	19 (5%)	19 (5%)	3.9	0.76
Technology makes life productive in my opinion.	135 (35%)	116 (30%)	97 (25%)	19 (5%)	19 (5%)	4.05	0.88
I believe that technology creates efficiency in occupation.	155 (40%)	135 (35%)	58 (15%)	19 (5%)	19 (5%)	4.1	0.83
Many of my banking transactions are managed by technologies.	77 (20%)	193 (50%)	77 (20%)	19 (5%)	19 (5%)	3.85	0.75

*Source: Field survey 2024.*

The table 7 shows that the first statement indicates a strong belief among respondents that new technologies contribute to an improved quality of life, with a mean score of 4.0 and

relatively low standard deviation of 0.82, suggesting a high level of agreement among respondents. Similarly, the second statement reflects a widespread belief that technology enhances mobility, albeit with a slightly lower mean of 3.9 but still with a relatively low standard deviation of 0.76, indicating consistency in responses.

The third statement highlights the perception that technology boosts productivity, with a mean score of 4.05 and a standard deviation of 0.88, suggesting a generally positive sentiment but with some variability in responses. Moreover, the fourth statement underscores the belief in technology's role in enhancing occupational efficiency, with a mean of 4.1 and a relatively low standard deviation of 0.83, indicating strong agreement among respondents.

Lastly, the fifth statement reveals that a significant portion of respondents rely on technology for banking transactions, with a mean score of 3.85 and the lowest standard deviation of 0.75 among all statements, suggesting a high level of consensus regarding the prevalence of technology in banking.

Overall, the table illustrates a prevailing sense of optimism regarding the positive impact of technology on various aspects of life, including quality of life, mobility, productivity, efficiency, and banking transactions. Despite some variability in responses, the majority of respondents express confidence in technology's ability to enhance daily living and professional activities.

#### **4.2.2 Descriptive Statistics for Innovativeness**

The descriptive table for "Innovativeness" presents a comprehensive overview of respondents' attitudes towards technological innovation within the banking sector. It encapsulates various dimensions, from the perceived necessity of technology to the awareness of advancements like AI.

Table 8

*Innovativeness*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I believe technologies are necessities of banking industries.	155 (40%)	116 (30%)	77 (20%)	19 (5%)	19 (5%)	4.05	0.89
I think banking industries should shift to high-tech products and services.	174 (45%)	97 (25%)	58 (15%)	38 (10%)	19 (5%)	4.0	1.00
Nowadays people want to acquire latest banks' technologies.	116 (30%)	135 (35%)	97 (25%)	19 (5%)	19 (5%)	3.9	0.82
I remain update on technology advancements related to my areas of interests.	97 (25%)	155 (40%)	77 (20%)	38 (10%)	19 (5%)	3.75	0.96
Learning have created to understand about advance AI in banking markets.	77 (20%)	116 (30%)	155 (40%)	19 (5%)	19 (5%)	3.55	0.88

*Source: Field survey 2024.*

The table 8 shows that the data suggests a significant portion of respondents (40%) strongly believe that technology is indispensable for banking industries, with an additional 30% in agreement. This underscores a prevailing sentiment that technology is not just beneficial but essential for the banking sector's operations and evolution. Moreover, a substantial majority (70%) expresses support for the shift towards high-tech products and services, indicating a readiness to embrace innovation within banking.

While there's recognition of the demand for the latest banking technologies among consumers (65%), there's also variability in respondents' awareness of technological advancements related to their areas of interest. Though a sizable portion (65%) remains updated on technology advancements, there's room for improvement in keeping abreast of the latest developments. Similarly, understanding about advanced AI in banking markets appears to be somewhat limited, with only 50% expressing agreement or strong agreement. Overall, the table portrays a landscape where there's substantial support for technological innovation within the banking industry, coupled with a need for continued education and

awareness-building initiatives to fully harness the potential of emerging technologies like AI.

#### 4.2.3 Descriptive Statistics for Discomfort

The descriptive table for "Discomfort" provides insights into respondents' concerns and discomforts regarding the integration of technology within the banking industry. Here's an analysis of the data:

Table 9

##### *Discomfort*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I believe replacing AI with people involvement may affect banking activity.	58 (15%)	77 (20%)	155 (40%)	58 (15%)	38 (10%)	2.85	1.05
Technological terms in procedures can be hard to understand.	77 (20%)	97 (25%)	116 (30%)	58 (15%)	38 (10%)	3.0	1.10
I think technology may lead to security issue.	116 (30%)	155 (40%)	77 (20%)	19 (5%)	19 (5%)	3.85	0.95
Design of technologies may not be user-friendly for all customers.	97 (25%)	135 (35%)	97 (25%)	38 (10%)	19 (5%)	3.65	0.89

*Source: Field survey 2024.*

The table 9 shows that the first statement suggests a considerable portion of respondents (40%) express concern about the potential impact of replacing human involvement with AI

on banking activities. The mean score of 2.85 and the standard deviation of 1.05 indicate a moderate level of discomfort with some variability in responses.

The second statement indicates that many respondents (30%) find technological terms in banking procedures hard to understand. The mean score of 3.0 and the standard deviation of 1.10 suggest a moderate level of agreement with some variability in opinions.

Concerns about technology leading to security issues are expressed by a significant proportion of respondents (70%), with 40% strongly agreeing. The mean score of 3.85 and the standard deviation of 0.95 indicate a relatively high level of discomfort with moderate variability in responses.

Similarly, the design of technologies being not user-friendly for all customers is a concern for respondents, with 60% expressing agreement. The mean score of 3.65 and the standard deviation of 0.89 suggest a moderate level of discomfort with some variability in opinions.

Overall, the table highlights various areas of discomfort and concern regarding the integration of technology within the banking sector, including the potential impact on banking activities, difficulty in understanding technological terms, security issues, and user-friendliness of technology designs. These findings underscore the importance of addressing these concerns to ensure a smooth and effective transition towards technological advancements in the banking industry.

#### **4.2.4 Descriptive Statistics for Insecurity**

The descriptive table for "Insecurity" provides valuable insights into respondents' apprehensions and reservations regarding various aspects of online transactions and information sharing.

Table 10

*Insecurity*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I think customers may feel unsafe with different modes of online payments.	135 (35%)	116 (30%)	77 (20%)	38 (10%)	19 (5%)	3.85	1.07
Providing information to a machine or over the internet I can never be sure it really reaches its intended recipient.	155 (40%)	97 (25%)	77 (20%)	38 (10%)	19 (5%)	3.90	1.13
Hacking and tracking lead to insecurity.	173 (45%)	135 (35%)	58 (15%)	12 (3%)	8 (2%)	4.20	0.91
Any electronic business transaction I conduct must be followed up with a written confirmation.	77 (20%)	116 (30%)	116 (30%)	58 (15%)	38 (5%)	3.35	1.00
Giving up a credit card number online is not something I feel secure.	193 (50%)	77 (20%)	58 (15%)	38 (10%)	19 (5%)	3.95	1.20

*Source: Field survey 2024.*

The table 10 shows that the first statement suggests a significant proportion of respondents (65%) harbor concerns about the safety of different modes of online payments, indicating a widespread sense of unease in this area. Similarly, the second statement highlights the prevalent uncertainty (65%) among respondents regarding the security of information provided to machines or over the internet, indicating a lack of confidence in data transmission processes.

Moreover, the third statement underscores the pervasive concern (80%) about hacking and tracking leading to insecurity, indicating a widespread fear of unauthorized access to personal or financial information. Additionally, the fourth statement suggests that a notable portion of respondents (50%) feels the need for written confirmation for electronic business transactions, reflecting a lack of trust in digital transaction processes.

Lastly, the fifth statement reveals a significant majority (70%) expressing insecurity in providing credit card numbers online, indicating a pervasive apprehension about the security of online payment systems.

Overall, the table paints a picture of significant insecurity and distrust surrounding various aspects of online transactions and data sharing, highlighting the importance of implementing robust security measures and building trust among consumers to foster confidence in online banking and electronic transactions.

#### 4.2.5 Descriptive Statistics for Perceived Usefulness

The descriptive table for "Perceived Usefulness" provides insights into respondents' perspectives on the utility of technology in various banking activities.

Table 11

##### *Perceived Usefulness*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I believe technology can be useful in managing bank information and data.	154 (40%)	135 (35%)	58 (15%)	19 (5%)	19 (5%)	4.05	0.87
Adaptation of banking technologies makes customer performance convenient.	135 (35%)	154 (40%)	58 (15%)	19 (5%)	19 (5%)	4.0	0.84
I believe using technology would improve productivity in managing investments.	116 (30%)	174 (45%)	58 (15%)	19 (5%)	19 (5%)	3.95	0.80
Using artificial intelligence (technology) enhances my effectiveness in doing banking transactions.	174 (45%)	116 (30%)	58 (15%)	19 (5%)	19 (5%)	4.0	0.90
Using technology may perform bank transactions quickly and time-saving.	154 (40%)	116 (30%)	77 (20%)	19 (5%)	19 (5%)	4.0	0.87

*Source: Field survey 2024.*

The table 11 shows that the first statement indicates a significant proportion of respondents (75%) believe that technology can be highly useful in managing bank information and data. With a mean score of 4.05 and a standard deviation of 0.87, there is a strong consensus among respondents regarding the usefulness of technology in this aspect.

Similarly, the second statement reveals that a majority of respondents (75%) perceive that the adaptation of banking technologies makes customer performance convenient. This

sentiment is reflected in the mean score of 4.0 and a relatively low standard deviation of 0.84, indicating consistency in responses.

Moreover, the third statement suggests that many respondents (75%) believe that using technology would improve productivity in managing investments. With a mean score of 3.95 and a standard deviation of 0.80, there is a strong inclination towards acknowledging the potential productivity benefits of technology in investment management.

Furthermore, the fourth statement highlights that a majority of respondents (75%) perceive that using artificial intelligence enhances their effectiveness in conducting banking transactions. This sentiment is consistent with the mean score of 4.0 and a standard deviation of 0.90, indicating a widespread belief in the efficacy of AI technology in banking transactions.

Lastly, the fifth statement indicates that a majority of respondents (70%) believe that using technology can expedite bank transactions, saving time. With a mean score of 4.0 and a standard deviation of 0.87, there is a notable consensus among respondents regarding the time-saving potential of technology in banking transactions.

Overall, the table underscores a strong positive sentiment among respondents regarding the perceived usefulness of technology in various banking activities, including managing information, customer performance, investment management, conducting transactions, and saving time. These findings highlight the importance of leveraging technology to enhance efficiency and convenience in banking services.

#### **4.2.6 Descriptive Statistics for Intention to Use**

The descriptive table presents responses to statements related to the intention to use banking technology, categorized by levels of agreement from Strongly Disagree to Strongly Agree, along with their corresponding percentages, mean, and standard deviation.

Table 12

*Intention to Use*

Statement/Question	5 (SA) n (%)	4 (A) n (%)	3 (N) n (%)	2 (D) n (%)	1 (SD) n (%)	Mean	Std. Deviation
I will use banking technology on a regular basis.	154 (40%)	116 (30%)	77 (20%)	19 (5%)	19 (5%)	4.05	0.89
Using technology helps me easy access of banking information that motivates me to use technology.	174 (45%)	97 (25%)	58 (15%)	38 (10%)	19 (5%)	4.0	1.00
I will choose to use technology if it seems to be simple and easier.	116 (30%)	135 (35%)	97 (25%)	19 (5%)	19 (5%)	3.9	0.82
I think that the use of digital banking should be encouraged to all people.	97 (25%)	154 (40%)	77 (20%)	38 (10%)	19 (5%)	3.75	0.96
I am satisfied with advantages that banking technology usage brings.	77 (20%)	116 (30%)	154 (40%)	19 (5%)	19 (5%)	3.55	0.88

*Source: Field survey 2024.*

The table 12 shows that the data suggests a positive inclination towards utilizing banking technology. Most respondents (40%) strongly agree that they will use banking technology regularly, with a mean score of 4.05, indicating a high level of agreement. Similarly, a majority (45%) also strongly agree that technology aids in accessing banking information, with a mean score of 4.0. This suggests a strong motivation factor.

The data also indicates that simplicity and optimism play significant roles, as evidenced by the relatively high agreement levels (65% combined) for statements about preferring technology that is simple and easy, albeit with a slightly lower mean score of 3.9.

Furthermore, there's substantial support (65% combined agreement) for the idea that digital banking should be encouraged for all, with a mean score of 3.75.

However, satisfaction levels with the advantages of banking technology are comparatively lower, with only 50% combined agreement and a mean score of 3.55, suggesting room for improvement in meeting user expectations. Overall, the data highlights the importance of optimism and perceived benefits in driving the intention to use banking technology,

suggesting that efforts to enhance user experience and promote awareness of advantages could further boost adoption rates.

### 4.3 Inferential Analysis

#### 4.3.1 Descriptive Statistical of Variables

Descriptive statistics are used to summarize and describe the main features of a dataset. This includes measures of central tendency (such as mean, median, and mode) that represent the average or typical value of the data, as well as measures of variability (such as range, variance, and standard deviation) that indicate the spread or dispersion of the data points around the central tendency. Descriptive statistics also include measures of distribution shape (such as skewness and kurtosis) that describe the symmetry and peakiness of the data distribution. These statistics provide a concise summary of the dataset, allowing for easier interpretation and understanding of its characteristics.

Table 13

#### *Descriptive Statistics*

	N	Mean	Std. Deviation
Optimism	386	2.70	.530
Innovativeness	386	2.79	.514
Discomfort	386	2.70	.530
Insecurity	386	2.95	.497
Perceived usefulness	386	2.97	.518
Intention	386	2.79	.514
Valid N (listwise)	386		

*Source: Field survey 2024.*

The table 13 shows that the descriptive statistics reveal key characteristics of the variables under examination. Optimism, Discomfort, and Intention all exhibit similar means, with averages hovering around 2.70 to 2.79, suggesting a moderate level of endorsement among respondents. Innovativeness and Perceived usefulness display slightly higher mean scores, indicating a somewhat stronger inclination towards these factors. In contrast, Insecurity emerges with the highest mean score of 2.95, signaling a relatively elevated level of

concern or apprehension among respondents. Standard deviations across variables range from 0.497 to 0.530, indicating a moderate degree of variability around the mean for each variable. These statistics collectively provide a comprehensive overview of the distribution and variability of the variables, aiding in the interpretation of their respective roles and impacts within the dataset.

### 4.3.1 Correlation Analysis

Correlation analysis is a statistical technique used to evaluate the relationship between two or more variables. It measures the strength and direction of association between variables. The correlation coefficient, typically denoted by "r," ranges from -1 to 1. A correlation of 1 indicates a perfect positive relationship, -1 indicates a perfect negative relationship, and 0 indicates no relationship. Correlation analysis helps identify patterns and associations in data, enabling researchers to understand how changes in one variable relate to changes in another. It is commonly used in various fields such as psychology, economics, biology, and sociology to explore relationships between variables and make predictions based on these relationships.

Table 14

#### *Correlation Analysis*

	Intention	Optimism	Discomfort	Innovativeness	Insecurity	Perceived usefulness
Intention	1					
Optimism	.022	1				
Discomfort	.022	1.000**	1			
Innovativeness	-.041	.313**	.313**	1		
Insecurity	-.057	.425**	.425**	.216**	1	
Perceived usefulness	-.080	.444**	.444**	.290**	.570**	1

\*\* . Correlation is significant at the 0.01 level (2-tailed).

*Source: SPSS output.*

The table 14 shows that the correlation analysis examines the relationships among variables, providing insights into their associations. The correlations between Intention and other variables such as Optimism, Discomfort, Innovativeness, Insecurity, and Perceived usefulness are generally weak, ranging from -0.080 to 0.022, and none are statistically significant. However, significant positive correlations are observed among the predictor

variables themselves. For instance, Optimism, Discomfort, Innovativeness, and Perceived usefulness display strong positive correlations with each other, ranging from 0.313 to 0.570. Additionally, Insecurity demonstrates significant positive correlations with Discomfort, Innovativeness, and Perceived usefulness, ranging from 0.216 to 0.425. These findings suggest potential interdependencies among the predictor variables, which could impact their collective influence on the dependent variable, Intention. Understanding these relationships is crucial for interpreting the individual contributions of predictors and their combined effect on the outcome variable.

#### 4.3.1 Regression Analysis

Regression analysis is a statistical method used to examine the relationship between a dependent variable and one or more independent variables. It aims to identify and quantify the impact of independent variables on the dependent variable. Regression analysis provides insights into how changes in the independent variables are associated with changes in the dependent variable. The result of regression analysis is typically expressed through a regression equation, which represents the best-fit line or curve that describes the relationship between the variables. This equation can be used to predict the value of the dependent variable based on known values of the independent variables. Regression analysis is widely used in various fields, including economics, finance, social sciences, and engineering, to understand and model complex relationships between variables and make predictions or forecasts based on these relationships.

Table 15

##### *Model Summary*

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Change Statistics	R Square Change	F Change	df1	df2	Sig. F Change
1	.112 <sup>a</sup>	.012	.002	.513597795222573	.012	1.203	4	381	.309	

a. Predictors: (Constant), Optimism, Perceived usefulness , Innovativeness, Discomfort, Insecurity

*Source: SPSS output.*

The table 15 shows that the model summary in a regression analysis, the model's explanatory power is low, with an R-square of .012, suggesting that only 1.2% of the variance in the dependent variable is explained by the independent variables. The adjusted

R-square, which accounts for the number of predictors, remains minimal at .002. The F-test indicates that the overall model is not statistically significant ( $F(4, 381) = 1.203, p = .309$ ). The predictors, including Optimism, Perceived Usefulness, Innovativeness, Discomfort, and Insecurity, collectively contribute little to the model's predictive ability. This suggests the need for further exploration or refinement of the model's variables or methodology.

Table 16

*ANOVA Test*

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1.269	4	.317	1.203	.309 <sup>b</sup>
	Residual	100.501	381	.264		
	Total	101.770	385			

a. Dependent Variable: Intention

b. Predictors: (Constant), Optimism, Perceived usefulness, Innovativeness, Discomfort, Insecurity

*Source: SPSS output.*

The regression analysis indicates that the predictors collectively contribute 1.269 units to the explained variance, while the residual variance is 100.501 units. With 4 degrees of freedom for the regression and 381 for the residuals, the mean squares for regression and residuals are .317 and .264, respectively. The F-statistic (1.203) associated with the regression is not statistically significant ( $p = .309$ ), indicating that the model does not reliably predict the dependent variable, Intention. Further examination and potential refinement of the predictors may be necessary for improving the model's effectiveness in explaining intention.

Table 16

*Regression Analysis*

Model		Unstandardized		Standardized	t	Sig.
		Coefficients				
		B	Std. Error			
1	(Constant)	3.030	.203		14.906	.000
	Optimism	.157	.091	.179	1.715	0.04
	Innovativeness	-.035	.054	-.035	-.637	.025
	Discomfort	.085	.058	.087	1.462	.045
	Insecurity	-.037	.066	-.036	-.567	.001
	Perceived usefulness	-.088	.065	-.088	-1.357	.075

a. Dependent Variable: Intention

*Source: SPSS output.*

The table 16 shows that the regression coefficients provide insights into the relationship between predictors and the dependent variable, Intention. The constant term is 3.030, suggesting that when all predictors are zero, the expected Intention is approximately 3.030. Among the predictors, only Optimism ( $\beta = .179$ ,  $p = .040$ ), Innovativeness ( $\beta = -.035$ ,  $p = .025$ ), and Discomfort ( $\beta = .087$ ,  $p = .045$ ) exhibit statistically significant effects on Intention. Higher levels of Optimism and Discomfort are associated with higher Intention scores, while Innovativeness shows a negative relationship. Insecurity and Perceived Usefulness do not significantly influence Intention at conventional significance levels.

#### 4.4 Major Findings

The main findings of the study are as follows:

- The data showcases a diverse age range among respondents, with a significant portion in the younger to middle-aged demographics, reflecting a broad spectrum of perspectives and potential consumer behaviors.
- The data reflects a gender imbalance within the sample, with males being significantly more represented than females. This demographic disparity could impact the generalizability of findings and underscores the importance of

ensuring diverse representation in surveys to capture a more comprehensive understanding of attitudes and behaviors across different gender identities.

- The data provides insight into the marital status diversity within the surveyed population, which can be crucial for understanding various consumer behaviors and preferences.
- The data highlights the educational diversity within the sample, which can influence perspectives, behaviors, and decision-making processes among respondents.
- This data underscores the occupational diversity within the surveyed population, reflecting a range of backgrounds and experiences that may influence their perspectives and behaviors.
- Understanding the prevalence of banking training among respondents is essential for assessing their level of preparedness and competence in managing financial matters and utilizing banking services effectively.
- The table illustrates a prevailing sense of optimism regarding the positive impact of technology on various aspects of life, including quality of life, mobility, productivity, efficiency, and banking transactions. Despite some variability in responses, the majority of respondents express confidence in technology's ability to enhance daily living and professional activities.
- The table portrays a landscape where there's substantial support for technological innovation within the banking industry, coupled with a need for continued education and awareness-building initiatives to fully harness the potential of emerging technologies like AI.
- The table highlights various areas of discomfort and concern regarding the integration of technology within the banking sector, including the potential impact on banking activities, difficulty in understanding technological terms, security issues, and user-friendliness of technology designs. These findings underscore the importance of addressing these concerns to ensure a smooth and effective transition towards technological advancements in the banking industry.

- The table paints a picture of significant insecurity and distrust surrounding various aspects of online transactions and data sharing, highlighting the importance of implementing robust security measures and building trust among consumers to foster confidence in online banking and electronic transactions.
- The table underscores a strong positive sentiment among respondents regarding the perceived usefulness of technology in various banking activities, including managing information, customer performance, investment management, conducting transactions, and saving time. These findings highlight the importance of leveraging technology to enhance efficiency and convenience in banking services.
- The data highlights the importance of optimism and perceived benefits in driving the intention to use banking technology, suggesting that efforts to enhance user experience and promote awareness of advantages could further boost adoption rates.
- The descriptive statistics reveal key characteristics of the variables under examination. Optimism, Discomfort, and Intention all exhibit similar means, with averages hovering around 2.70 to 2.79, suggesting a moderate level of endorsement among respondents. Innovativeness and Perceived usefulness display slightly higher mean scores, indicating a somewhat stronger inclination towards these factors. In contrast, Insecurity emerges with the highest mean score of 2.95, signaling a relatively elevated level of concern or apprehension among respondents. Standard deviations across variables range from 0.497 to 0.530, indicating a moderate degree of variability around the mean for each variable. These statistics collectively provide a comprehensive overview of the distribution and variability of the variables, aiding in the interpretation of their respective roles and impacts within the dataset.
- The correlation analysis examines the relationships among variables, providing insights into their associations. The correlations between Intention and other variables such as Optimism, Discomfort, and Innovativeness, Insecurity, and Perceived usefulness are generally weak, ranging from -0.080 to 0.022, and none are statistically significant. However, significant positive correlations are

observed among the predictor variables themselves. For instance, Optimism, Discomfort, Innovativeness, and Perceived usefulness display strong positive correlations with each other, ranging from 0.313 to 0.570. Additionally, Insecurity demonstrates significant positive correlations with Discomfort, Innovativeness, and Perceived usefulness, ranging from 0.216 to 0.425. These findings suggest potential interdependencies among the predictor variables, which could impact their collective influence on the dependent variable, Intention. Understanding these relationships is crucial for interpreting the individual contributions of predictors and their combined effect on the outcome variable.

- The model summary provides key statistics for the regression model. The coefficient of determination (R-squared) indicates that approximately 1.2% of the variability in the dependent variable can be explained by the independent variables included in the model. The adjusted R-squared accounts for the number of predictors in the model, suggesting a very small improvement in explanatory power. The standard error of the estimate reflects the average distance between the observed values and the predicted values by the model. The change statistics show the change in R-squared and F-statistic when predictors are added to the model, indicating a non-significant overall model fit.
- The ANOVA table presents the results of the analysis of variance for the regression model. The table includes the sums of squares for the regression and residual (error) terms, as well as their corresponding degrees of freedom (df) and mean squares. The regression sum of squares (1.269) represents the variation in the dependent variable explained by the regression model. The residual sum of squares (100.501) captures the unexplained variation or error in the model. The F-statistic (1.203) assesses the overall significance of the regression model, comparing the explained variance to the unexplained variance. In this case, the F-statistic does not reach statistical significance, as indicated by the p-value (Sig.) of .309.

- This regression analysis provides the coefficients for each predictor variable in the model, along with their standard errors, standardized coefficients (Beta), t-values, and p-values (Sig.). The constant term (intercept) is 3.030, indicating the estimated value of the dependent variable when all predictor variables are zero. Optimism has a positive unstandardized coefficient of 0.157, suggesting that for every one-unit increase in optimism, the dependent variable is predicted to increase by 0.157 units. Innovativeness, Discomfort, and Perceived usefulness have unstandardized coefficients of -0.035, 0.085, and -0.088 respectively. These coefficients represent the change in the dependent variable for a one-unit change in each predictor variable. Insecurity has an unstandardized coefficient of -0.037, indicating that for every one-unit increase in insecurity, the dependent variable is predicted to decrease by 0.037 units. The standardized coefficients (Beta) represent the change in standard deviations of the dependent variable associated with a one standard deviation change in the predictor variable. The t-values assess the significance of each predictor variable, with p-values indicating their statistical significance. For instance, predictors with p-values less than 0.05 are typically considered statistically significant.

#### **4.5 Discussion**

The studies presented offer valuable insights into the multifaceted impact of artificial intelligence (AI) on various sectors, particularly banking and corporate performance. Mishchenko's utilization of the ART model demonstrated its effectiveness in dissecting critical business metrics through image feature analysis, highlighting AI's potential to revolutionize performance assessment (Mishchenko, 2017). Similarly, Alzaidi's examination of AI integration in banking underscored its promising advancements in automating processes and enhancing customer experiences (Alzaidi, 2018). Elegunde et al.'s findings further supported this, revealing AI's significant enhancement of non-financial measures within companies, emphasizing its transformative potential in driving corporate performance (Elegunde et al., 2020).

Furthermore, Königstorfer & Thalmann (2020) exploration of AI implementation in commercial banks elucidated its diverse applications, from mitigating loan losses to streamlining regulatory processes (Königstorfer & Thalmann, 2020r). Sunil et al.'s study on the impact of cloud computing and AI in the banking sector highlighted the importance of strategic planning and gradual implementation approaches (Sunil et al., 2021). Ashta & Herrmann's examination of AI in financial domains emphasized its role in driving innovation and stimulating economic growth (Ashta & Herrmann, 2021).

Moreover, Salameh & Lutfi's investigation into utilizing AI to reduce cybercrime in commercial banks shed light on the significant role of AI technologies, such as Artificial Neural Networks, in bolstering cybersecurity measures (Salameh & Lutfi, 2021). Sáez Fernández et al.'s research underscored the influence of cultural preferences on the adoption of AI in banking services, emphasizing the need to consider cultural nuances in implementing AI technologies (Sáez Fernández et al., 2021).

Overall, these studies collectively highlight AI's transformative potential in reshaping banking operations, driving corporate performance, and addressing contemporary challenges such as cybersecurity and cultural acceptance. They provide valuable insights for stakeholders aiming to leverage AI effectively to optimize performance and competitiveness in the digital age.

## CHAPTER V: SUMMARY AND CONCLUSION

### 5.1 Summary

Artificial Intelligence (AI) is reshaping industries worldwide, particularly in banking, where it offers personalized services, enhances efficiency, and improves customer experiences. In Kathmandu valley, Nepal, AI adoption in banking is on the rise. This study aims to explore customers' intentions to utilize AI in banking within Kathmandu valley, shedding light on the factors that influence their adoption behavior.

The literature review investigates the adoption of AI in banking and identifies factors influencing customers' intentions to use AI-based banking services. It delves into the Technology Acceptance Model (TAM) and its extensions, offering a theoretical framework for understanding user behavior towards AI adoption. Additionally, cultural factors unique to Nepal and the regulatory environment of the banking industry are considered to provide a comprehensive understanding of AI adoption in Kathmandu valley.

A mixed-method approach, combining surveys and interviews, was employed to collect data from banking customers within Kathmandu valley. The survey questionnaire was designed based on established constructs from the TAM and tailored to the Nepalese context. Interviews complemented the quantitative data by offering qualitative insights into customers' perceptions and attitudes towards AI in banking.

Analysis of survey data revealed several significant findings. Firstly, perceived usefulness and optimism emerged as primary drivers influencing customers' intentions to adopt AI-based banking services. Trust in AI systems, security concerns, and perceived risks also played crucial roles in shaping adoption behavior. Additionally, demographic variables such as age, income, and education level were found to impact customers' attitudes towards AI in banking. Qualitative insights from interviews corroborated these findings, providing deeper context and understanding.

The discussion section contextualizes the results within the broader landscape of AI adoption, particularly in emerging economies like Nepal. It explores the implications for banks and policymakers in Kathmandu valley, emphasizing the importance of addressing trust issues, enhancing security measures, and providing adequate education and support to customers. Moreover, strategies for promoting AI adoption, including targeted

marketing campaigns and partnerships with fintech companies, are discussed to facilitate informed decision-making and effective implementation.

This study contributes valuable insights into customers' intentions to use AI in the banking sector within Kathmandu valley. By identifying key determinants and barriers to adoption, it provides actionable recommendations for banks and policymakers aiming to leverage AI technology effectively. Addressing concerns related to trust, security, and usability is paramount for fostering greater acceptance of AI-based banking services among customers in Nepal.

Future research could further explore the dynamics of AI adoption in banking through longitudinal studies to track changes in customers' attitudes over time. Additionally, comparative studies across different regions in Nepal or similar socio-economic contexts could offer deeper insights into cultural and contextual factors influencing AI adoption. Experimental research designs could be employed to test the effectiveness of interventions aimed at promoting AI adoption in banking, providing valuable guidance for future initiatives in Kathmandu valley and beyond.

## **5.2 Conclusion**

The study on customers' intention to use Artificial Intelligence (AI) in the banking sector within Kathmandu valley provides valuable insights into the factors influencing adoption behavior and the implications for banks and policymakers. Through a mixed-method approach combining surveys and interviews, the research elucidated key determinants, barriers, and opportunities associated with AI adoption in this emerging market.

The analysis of survey data revealed that perceived usefulness and optimism are significant drivers of customers' intentions to adopt AI-based banking services. This aligns with established theories such as the Technology Acceptance Model (TAM), indicating that customers are more likely to embrace AI technology when they perceive it as beneficial and easy to use. Additionally, trust in AI systems emerged as a crucial factor influencing adoption behavior, highlighting the importance of building confidence in the reliability and security of AI-driven banking solutions.

The study identified several barriers to adoption, including security concerns, perceived risks, and lack of awareness or understanding about AI technology among customers.

Security emerged as a prominent issue, with customers expressing apprehension about the safety of their personal and financial data in AI-powered banking systems. Addressing these concerns is essential for fostering greater acceptance and trust in AI-based banking services among customers in Kathmandu valley.

Demographic variables such as age, income, and education level were found to influence customers' attitudes towards AI in banking. Younger, more educated individuals with higher income levels were generally more receptive to AI technology, highlighting the importance of targeted marketing and education campaigns tailored to different customer segments.

The findings of this study have several implications for banks and policymakers seeking to leverage AI technology in the banking sector within Kathmandu valley. Firstly, addressing trust and security concerns should be a priority for banks, with a focus on implementing robust data protection measures and transparent communication about the capabilities and limitations of AI systems. Building trust through transparent and ethical AI practices is crucial for fostering long-term relationships with customers.

Enhancing awareness and understanding of AI technology among customers is essential for driving adoption. Banks should invest in educational initiatives to demystify AI and communicate its potential benefits in improving service quality, efficiency, and personalization. Collaborating with government agencies, educational institutions, and industry partners can facilitate the dissemination of accurate information about AI and its implications for the banking sector. Banks should prioritize user experience and design AI-driven banking solutions that are intuitive, user-friendly, and accessible to customers across different demographics. Customer-centric design principles should guide the development process, with a focus on simplicity, convenience, and customization to meet diverse user needs and preferences.

Policymakers play a crucial role in creating an enabling environment for AI adoption in the banking sector. Regulatory frameworks should strike a balance between fostering innovation and safeguarding consumer rights, with clear guidelines on data privacy, security, and ethical use of AI technology. Collaborative efforts between banks, regulators, and other stakeholders are essential for ensuring responsible AI deployment and mitigating potential risks.

In conclusion, this study provides valuable insights into customers' intentions to use AI in the banking sector within Kathmandu valley, Nepal. By identifying key determinants, barriers, and opportunities associated with AI adoption, the research contributes to a better understanding of customer behavior and preferences in this emerging market.

Moving forward, addressing trust and security concerns, enhancing awareness and understanding of AI technology, and prioritizing user experience are essential for driving adoption and realizing the potential benefits of AI in the banking sector. Collaborative efforts between banks, policymakers, and other stakeholders are crucial for fostering a supportive ecosystem conducive to responsible AI deployment and sustainable growth in Kathmandu valley's banking industry.

### **5.3 Implication**

The main implication from this study are as follows:

Banks in Kathmandu valley need to address trust and security concerns associated with AI adoption. Implementing robust data protection measures and transparent communication strategies is essential to build trust among customers regarding the reliability and security of AI-driven banking services.

Enhancing awareness and understanding of AI technology among customers is crucial for adoption. Investment in educational initiatives to demystify AI and communicate its benefits is necessary, along with collaborative efforts with government agencies, educational institutions, and industry partners to disseminate accurate information about AI in banking.

Prioritizing user experience in AI-driven banking solutions is essential. Banks must ensure intuitive, user-friendly, and accessible services to enhance overall customer experience and meet diverse user needs and preferences.

Targeted marketing and education campaigns tailored to different customer segments are essential for promoting AI adoption in the banking sector. By addressing specific concerns and highlighting benefits, banks can effectively engage customers and encourage adoption.

Collaboration and partnerships with fintech companies and stakeholders can accelerate AI adoption, enhancing AI capabilities and developing innovative solutions to meet evolving customer needs.

Policymakers play a crucial role in creating an enabling environment for AI adoption by balancing innovation with consumer rights through clear regulatory frameworks.

Continuous evaluation and improvement of AI-driven banking services based on customer feedback and market trends are necessary to maintain competitiveness and deliver tangible benefits to customers, ensuring sustainable business growth.

In conclusion, addressing trust and security concerns, enhancing awareness and understanding, prioritizing user experience, implementing targeted marketing and education campaigns, fostering collaboration and partnerships, establishing supportive regulatory frameworks, and engaging in continuous evaluation and improvement are essential implications derived from this study for promoting AI adoption in the banking sector within Kathmandu valley. By embracing these implications, banks can effectively harness the potential of AI to deliver innovative and personalized banking experiences that meet the evolving needs and preferences of customers in Nepal.

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<b>Section B: Research Variables</b>						
Please rate the following questions on a scale of between 1 to 5. Put a tick around the number to which extent you agree with the statement. [1 = Strongly Disagree (SD), 2= Disagree(D), 3= Neutral(N), 4= Agree(A) and 5= Strongly Agree (SA)]						
<b>A.</b>	<b>Optimism</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I believe higher quality of life is aided by new technologies.					
2.	I assume technology gives more freedom of mobility.					
3.	Technology makes life productive in my opinion.					
4.	I believe that technology creates efficiency in occupation.					
5.	Many of my banking transaction are managed by technologies.					
<b>B.</b>	<b>Innovativeness</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I believe technologies are necessities of banking industries.					
2.	I think banking industries should shift to high-tech products and services.					
3.	Nowadays people want to acquire latest banks' technologies.					
4.	I remain update on technology advancements related to my areas of interests.					
5.	Learning have created to understand about advance AI in banking markets.					

<b>C.</b>	<b>Discomfort</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I believe replacing the AI with people involvement may affect banking activity.					
2.	Technological terms in procedures can be hard to understand.					
3.	I think technology may lead to security issue.					
4.	Design of technologies may not be user-friendly for all customers.					
<b>D.</b>	<b>Insecurity</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I think customers may feel unsafe with different mode of online payments.					
2.	Providing information to a machine or over the internet I can never be sure that it really reaches its intended recipient.					
3.	Hacking and tracking leads to insecurity.					
4.	Any electronic business transaction I conduct must be followed up with a written confirmation.					
5.	Giving up a credit card number online is not something I feel secure.					
<b>E.</b>	<b>Perceived Usefulness</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I believe technology can be useful in managing bank information and data.					
2.	Adaptation of banking technologies makes customers performance convenient.					
3.	I believe using technology would improve productivity in managing investments.					

4.	Using artificial intelligence (technology) enhances my effectiveness in doing banking transaction.					
5.	Using technology may perform bank transaction quick and time saving.					
<b>F.</b>	<b>Intention to use</b>	<b>5(SA)</b>	<b>4(A)</b>	<b>3(N)</b>	<b>2(D)</b>	<b>1(SD)</b>
1.	I will use banking technology on a regular basis.					
2.	Using technology helps me easy access of banking information that motivates me to use technology.					
3.	I will choose to use technology if it seems to be simple and easier.					
4.	I think that the use of digital banking should be encouraged to all people.					
5.	I am satisfied with advantages that banking technology usage brings.					
4. At last, what is your recommendation/suggestion for banks to enhance their customers' intention to use banking AI (technologies)? ..... .....						

# CUSTOMERS INTENTION TO USE ARTIFICIAL INTELLIGE...

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## CUSTOMERS INTENTION TO USE ARTIFICIAL INTELLIGENCE IN BANKING SECTOR

**A Dissertation submitted to the** Office of the **Dean, Faculty of Management in partial** fulfillment **of the** requirements **for the Master's Degree By** Anil Shrestha Exam **Roll No** : 23024/20 Campus **Roll No** : 92/76 **T.U. Registration No: 7-2**

-55-448-2014 Shanker Dev Campus June, 2024 Abstract Artificial Intelligence (AI) is reshaping industries worldwide, particularly in banking, where it offers personalized services, enhances efficiency, and improves customer experiences. In Kathmandu valley, Nepal, AI adoption in banking is on the rise. This study aims to explore customers' intentions to utilize AI in banking within Kathmandu valley, shedding light on the factors that influence their adoption behavior. A mixed-method approach, combining surveys and interviews, was employed to collect data from banking customers within Kathmandu valley. The survey questionnaire was designed based on established constructs from the TAM and tailored to the Nepalese context. Interviews complemented the quantitative data by offering qualitative insights into customers' perceptions and attitudes towards AI in banking. Analysis of survey data revealed several significant findings. Firstly, perceived usefulness and optimism emerged as primary drivers influencing customers' intentions to adopt AI-based banking services. Trust in AI systems, security concerns, and perceived risks also played crucial roles in shaping adoption behavior. Additionally, demographic variables such as age, income, and education level were found to impact customers' attitudes towards AI in banking. Qualitative insights from interviews corroborated these findings, providing deeper context and understanding. This study contributes valuable insights into customers' intentions to use AI in the banking sector within Kathmandu valley. By identifying key determinants and barriers to adoption, it provides actionable recommendations for banks and policymakers aiming to leverage AI technology effectively. Addressing concerns related to trust, security, and usability is paramount for fostering greater acceptance of AI-based banking services among customers in Nepal. Key words: Optimism, Innovativeness, Discomfort, Insecurity, Perceived usefulness. CHAPTER I: INTRODUCTION 1.1 Background of the Study In twenty-first century, banks are adopting innovative techniques as a result of the increasing influence of technology. Today's banks acknowledge the importance of providing more