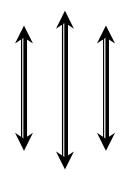
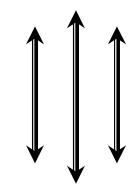
CONSUMER BEHAVIOR TOWARDS NAMASTE PREPAID MOBILE PHONE SERVICES

[A case study of Nepal Telecom within Biratnagar Municipality]



*By:*BIJENDRA KUMAR THAPA
T.U. Reg No. 7-2-3-1679-2001



A Thesis Submitted to:

Office of the Dean Faculty of Management Tribhuvan University

In partial fulfillment of the requirements of the degree of Masters of Business Studies (M.B.S.)
Biratnagar, Nepal

March, 2011



TRIBHUVAN UNIVERSITY POST GRADUATE CAMPUS

Biratnagar Morang, Nepal

Ref.No.:- Tel.No: 021-471327 021-471204

RECOMMENDATION

This is to certify that the thesis:

Submitted by: BLIENDRA KUMAR THAPA

Entitled

CONSUMER BEHAVIOR TOWARDS NAMASTE PREPAID MOBILE PHONE SERVICES

[A case study of Nepal Telecom within Biratnagar Municipality]

has been prepared as approved by this Department in the prescribed format of Faculty of Management. This thesis is forwarded for examination.

Supervisor	Head of Department
Signature:	Signature:
(Mr. Devraj Shrestha)	(Prof. Dr. Khagendra Acharya)
	Campus Chief
	Signature:
Date:	



TRIBHUVAN UNIVERSITY POST GRADUATE CAMPUS

Biratnagar Morang, Nepal

Tel.No: 021-471327 Ref.No.:- 021-471204

VIVA-VOCE SHEET

We have conducted the Viva-Voce Examination of the thesis presented by

BIJENDRA KUMAR THAPA

entitled

CONSUMER BEHAVIOR TOWARDS NAMASTE PREPAID MOBILE PHONE SERVICES

[A case study of Nepal Telecom within Biratnagar Municipality]

and found the thesis to be the original work of the student and written according to the prescribed format. We recommend the thesis to be accepted as partial fulfillment of the requirement for Master's Degree in Business Studies (M.B.S.)

Viva-Voice Committee

Chairperson, Research Committee:	
Member (Thesis Supervisor):	
(Mr. Devraj Shrestha)	
Member (External Expert):	
Date:	

ACKNOWLEDGMENT

The successful completion of this thesis on the topic of "Consumer Behavior

towards Namaste Prepaid Mobile Phone Services" would not have been

possible without the support, encouragement, cooperation and assistance

from many individuals who contributed in diverse ways to the conduct,

compilation and the quality of the thesis.

It is my great pleasure to complete this thesis under the research supervisor

Mr. Devraj Shrestha, Lecturer in management Post Graduate Campus,

Biratnagar .I would like to express my gratitude to the Head of Department

Prof. Dr. Khagendra Acharya and all other respected teachers of

management faculty, Post Graduate Campus, Biratnagar for their valuable

suggestions in my research work. I am equally grateful to campus Chief Dr.

Harihar Bhandari, P.G. Campus, Biratnagar.

I would like to express additional appreciation to respondent consumer, who

spent their time to help us and fill in the survey.

Last but not the least I want to thank my friends and relatives for their

encouragement, care and support.

Bijendra Kumar Thapa Researcher

Date:.....

TABLE OF CONTENT

RECOMMENDATION LETTER	
VIVA VOCE SHEET	
ACKNOWLEDGEMENT	
TABLE OF CONTENTS	
LIST OF TABLES	
LIST OF FIGURES	
LIST OF ABBREVIATION	
CHAPTER-I	
INTRODUCTION	
1.1.1 Background to the Study	1
1.1.2 A Short History of Nepal Telecom and	
Telecommunication in Nepal	2
1.1.3 Services and Products of Nepal Telecom	4
1.1.4 Business Strategy of Nepal Telecom	20
1.2 Statements of Problem	21
1.3 Objectives of the study	23
1.4 Research Hypothesis	23
1.5 Importance and Rational of the Study	24
1.6 Limitation of the study	24
1.7 Organization of the Study	25

CHAPTER-II LITERATURE REVIEW

2.1.1 Definition and Brief Historical Prospective	26
2.1.2 Players and Role of Mobile Telecommunication	31
2.2 Regulatory Bodies in Nepal's Telecommunication Industry	33
2.3 Market Share of Nepal Cellular Services	34
2.4 Defining Consumers and consumer Behavior	35
2.5 Consumer Buying Process	36
2.6 Types of Decision Process	40
2.7 Factors Affecting Decision Making Process	41
2.8 Function of Attitude	48
2.8.1 Brand Loyalty	49
CHAPTER-III	
RESEARCH METHODOLOGY	
3.1 Introduction	51
3.1.1 Research Design	51
3.2 Types of Data Collected	51
3.3 Population and Sampling	52
3.3.1 Sample Size	52
3.3.2 Sampling Technique	52
3.3.3 Sample Characteristics	53
3.4 Data Collection Procedure	53
3.4.1 Questionnaire Design	53
3.4.2 Structured Questionnaire	54
3.7 Data Analysis	54
3.8 Profile of Respondents	54

CHAPTER - IV

PRESENTATION AND ANALYSIS OF DATA

4.1	Presentation and Analysis of Respondents' Characteristics	56
4.2	Presentation, Analysis and discussion on	
	Consumer Behavior dimensions and testing of hypothesis	60
4.3	Presentation of Consumer Behavior analysis with	
	Marketing mix effect	71
4.4	SWOT Analysis	72
	CHAPTER-V	
\mathbf{N}	MAJOR FINDINGS, CONCLUSION AND RECOMMEND	OATION
5.1	Summary of Findings and Conclusion	75
5.2 Recommendation		77
BIBLIOGRAPHY		
API	PENDIXES	
API	PENDIX 'A'	
API	PENDIX 'B'	
API	PENDIX 'C'	
API	PENDIX 'D'	
API	PENDIX 'E'	

LIST OF TABLES

3.8.1	Profile of Respondents on the basis of age and Brand	55
3.8.2	Profile of Respondents' Profession	55
3.8.3	Profile of Respondents' Gender	55
4.1.1	Presentation and Analysis of Respondents'	
	Characteristics-Gender	56
4.1.2	Presentation and Analysis of Respondents'	
	Characteristics-Profession	57
4.1.3	Presentation and Analysis of Respondents'	
	Characteristics-Age	58
4.1.4	Presentation and Analysis of Respondents'	
	Characteristics-Education	59
4.2.1	Presentation and Analysis - Why the Consumers	
	are using Namaste Prepaid SIM Card of NTC	60
4.2.2	Analysis of the consumer on the basis of age,	
	who uses different products	62
4.2.2.1	Testing Hypothesis-1	63
4.2.2.2	Testing Hypothesis-2	64
4.2.3	Consumers' response who know about the	
	services and Use the services in Namaste Prepaid	65
4.2.3.1	Testing of Hypothesis-3	66
4.2.4	Response in Recent Price of Namaste Prepaid	67
4.2.5	Average Monthly Expenditure of Consumer	68
4.2.6	Presentation and Analysis of Call time on the	
	basis of Profession	69
4.3.1	Marketing Mix effect Analysis	71

LIST OF FIGURES

4.1.1	Presentation and Analysis of Respondents'	
	Characteristics-Gender	57
4.1.2	Presentation and Analysis of Respondents'	
	Characteristics-Profession	58
4.1.3	Presentation and Analysis of Respondents'	
	Characteristics-Age	58
4.1.4	Presentation and Analysis of Respondents'	
	Characteristics-Education	59
4.2.1	Presentation and Analysis -Why the Consumers	
	are using Namaste Prepaid SIM Card of NTC	61
4.2.2	Analysis of the consumer on the basis of age,	
	who uses different products	63
4.2.3	Consumers' response who know about the	
	services and Use the services in Namaste Prepaid	66
4.2.5	Average Monthly Expenditure of Consumer	69
4.2.6	Presentation and Analysis of Call time on the	
	basis of Profession	70
4.3.1	Marketing Mix effect Analysis	72

LIST OF ABBREVIATIONS

CB Crossbar Exchange

CDMA Code Division Multiple Access

DSL Digital Subscriber Line

EVDO Evolution to Packet Data Optimized

GSM Global System for Mobile Communication

ISDN Integrated Services Digital Network

IVR Interactive Voice Response

NT Nepal Telecom

NT Nepal Telecom

NTA Nepal Telecommunication Authority

NTC Nepal Telecom

PIN Personal Identification Number

PSTN Public Switched Telephone Network

PSTN Public Switched Telephone Network

PUK PIN Unlock Key

SIM Subscribers' Identity Module

SNPL Spice Nepal Private Limited

UAE United Arab Emirates

UK United Kingdom

USB Universal Serial bus

UTL United Telecom Limited

VSAT Very Small Aperture Technology

NDCL Nepal Doorsanchar Company Limited