

1 A Statistical Evaluation of Factors That Attract Customers to 2 Banks in Lagos, Nigeria

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6

7 **Abstract**

8 Economists consider the banking system the heart of a country's economy because it pumps
9 the money through the economy thus driving production, exchange and its growth.
10 Competition in banking industry has become acute since the late 1980s liberalisation of the
11 sector; it was intensified after 2005 consolidation, the keenest aspect of the competition is the
12 competition for deposits. Nigerian banks have deployed an array of tools to position
13 themselves for this battle for deposits, ranging from glitzy branding and marketing campaigns
14 to the deployment of smart marketing staff. These banks also attract customers with the
15 deployment of e-banking solutions and the construction of an ever-increasing number of
16 branches. This work set out to find out the factors that affect the decision by individuals to
17 open bank accounts in a particular bank, with a view to using statistical tools to evaluate the
18 relative importance of each factor that attracts customers to a particular bank, determine the
19 strongest factor, and also depict some types of products/services banks should include in their
20 array. The main analysis was done with the use (aid) of SPSS's version of full profile conjoint
21 analysis, where the utilities of the profile cards were analysed. However it was deduced that
22 security of funds was the most considered factor, followed by customer relations, but the least
23 considered was interest rates. A small descriptive analysis was done, and the result confirms
24 what we deduced from conjoint analysis. Banks are advised to include savings plus into their
25 array, employ smart staff and train them to be efficient and friendly, provide Automated Teller
26 Machine ATM in strategic locations, and ensure branding right product for the right set of
27 people or organisations.

28

29 **Index terms**— deployment, liberalisation, intensified.

30 **1 Introduction**

31 The First Bank Of Nigeria plc was established in 1894, known as Standard bank , then Union Bank of Nigeria
32 Plc also known as Barclays bank, WEMA bank also started as Agbomagbe, so many banks came afterwards.
33 Banking was done manually before the use of computer.

34 Up till 1980's, banks were practising what you can call ARMCHAIR BANKING, because then bankers do not
35 do marketing, they do not bother about treating customers right or acting fast, rather they use tally numbers
36 etc, and the time spent by customers in the bank was much, but by 1990 banks started using computer fully
37 which further strengthened the banks by reducing the average waiting time of customer, thereby drawing more
38 customer to the banks. Increase in branch Introduction of great banking software that enabled the banks official
39 serve their customers better. Almost all banks are now fashioning out good products that are Customer Friendly.

40 The study sought the investigation of major factors that attracts customers to a particular bank, which of the
41 factors is the most considered, and also what banks should include or remove in their array of products/services.

5 ANALYSIS OF DATA AND RESULT

42 Clarkson et al. (1990) study suggests that the characteristics and financial service requirements of consumers
43 vary with age, and that these differences could be used in developing marketing strategies for such services. A
44 paper of Boyd et al. (1994) reveals that reputation, interest charged on loans, and interest on savings accounts
45 are viewed as having more importance than other criteria such as friendliness of employees, modern facilities,
46 and drive-in-service. Stafford (1996) stated that demographics continue to be one of the most popular and well-
47 accepted bases for segmenting markets and customers. Even if others types of segmentation variables are used
48 a marketer must know and understand demographics to assess the size, reach and efficiency of the market. The
49 general conclusion of this study is that there is a significant relationship between demographics characteristics
50 and the service quality perception.

51 Banking services are characteristically different from physical products and as such the focus of differentiating
52 customers based on these should be multi-faceted, various studies Zeithamal and Bitner ,(1996); Lovelock (1996);
53 Legg and Baker, (1996) found banking services being closely related to intangible like Trust, Commitment,
54 Transparency, Inseprability, Heterogeniety. Effective positioning reflects how customers perceive the products,
55 factors that make the customer satisfied and whether customers behave differently with different factors while
56 choosing a bank.

57 Customer Satisfaction has a close relationship to customer retention, in this regards, studies on customer
58 segmentation and bank selection criteria along with customer satisfaction were done Snow et al (1996) and
59 Furrer et al (2000). Their studies conclude that there were clear differences in the services expectation for retail
60 banking. Keeton (2001) found that some customers willingly pay high service charge since they are receiving
61 e-banking services at the next footstep, however some people still believe in personalised attention instead of
62 technological investment which may be bring along increase in cost. Authors such as Luce and Tukey (1964) and
63 Krantz, et al (1991) explored the behavioural axioms that would enable a decomposition of an overall judgment
64 using Conjoint Analysis. In a seminal paper (Green and Rao (1971)), they drew upon this conjoint measurement
65 theory, adapted it to the solution of marketing and product-development problems, considered carefully the
66 practical measurement issues, and opened a floodgate of research opportunities and applications.

67 Conjoint Analysis is a tool that allows a subset of the possible combination of product features to be used
68 to determine the relative importance of each feature in purchasing decision, it is based on the fact that the
69 relative values of attributes considered jointly can be better measured than when considered in isolation. It is a
70 technique for measuring consumer preference for products or services, taking attributes of the products/services
71 into consideration. The remaining parts of the paper are as follows: Section 2 presents the methodology. Section
72 3 involves the analysis of data and results. Simulation results are presented in section 4 and finally, section 5
73 concludes the study.

74 2 II.

75 3 Methodology

76 In this work, six factors that determine the choice of a bank were considered at different levels. These are location,
77 customer relations, innovations, interest rate, security and product type. The levels for each of the factors are
78 as given below: The questionnaire was constructed with the help of some friends and colleagues who are well
79 versed in banking, the factors and levels were derived by the use of an interview sessions with some top bankers,
80 some bank customers and some that does not have any account at all. A set of profile cards were distributed
81 alongside the questionnaire to allow customers choose the their preference of some combination of factors at
82 different levels combined at random, this was generated with the use of computer (SPSS) and all the 25 profile
83 cards were orthogonal., as against the whole ($3*3*3*3*4*2=648$) possible profile cards. The respondents were
84 charged with the responsibility of ranking all the 25 profile cards with the least number 1, going to the most
85 preferred profile, up to 25 which goes to the least preferred profile card.

86 The questionnaires were administered randomly at both the mainland and Lagos Island branches of all banks.
87 Only 200 questionnaires were completely and correctly filled, along side with the ranking of profile cards. The
88 method of analysis was Full profile Conjoint Analysis, with the aid of Statistical Package for Social Sciences
89 (SPSS17).

90 4 III.

91 5 Analysis Of Data And Result

92 From the utilities part-worth's given below, it is evident that out of the location levels the most preferred was
93 the proximity because it has a higher utility value (1.167), next to it is nationwide spread of the bank branches
94 (0.068) , and the least considered was localised coverage of the branches (-1.235). A higher utility value connotes
95 a higher preference. For the Customer relations levels, the most considered level was for the staff of the bank to
96 be very efficient as well as being friendly with utility part worth 2.284, followed by customers being attended to
97 promptly even if the staff frowns with utility part worth -0.271 , the least considered level was for any complain
98 from customers to be handled rightly and on time, with utility part worth -2.067. For Innovation desirability
99 level, Availability of the Automated Teller Machine (ATM), was the most preferred, with utility part worth 1.150
100 followed by the access to internet banking services, with utility part worth 0.080, the least preferred was birthday

101 and festive wishes to customers on phone, with utility part worth -1.230. For the pricing/interest rates, customers
102 chose the high interest rate on fixed deposit with utility part worth 0.564, to be more useful than that of loan
103 /credit facility -0.135 with a lower rate, the least considered was the bank charge on all other service(s) rendered,
104 with utility part worth -0.435. Again, for desirability within the product type levels, the most preferred was the
105 savings plus with utility 0.865, followed by target savings, with utility part worth -0.209 next was salary advance,
106 -0.244 and the least considered was other types with utility part worth -0.412. Lastly, for Security, obviously,
107 most bank customers went for a more secured bank, with utility -10.319, rather than a fairly secured with utility
108 -20.619, though all the banks have an average level of security because of the existence of Nigerian Deposit and
109 Insurance Corporation, which is a body that ensures that a certain amount of money is paid back to depositors
110 in case of distress. The relative importance of each factor was derived with the use of SPSS Conjoint analysis. It
111 was observed that Security of funds was the most important factor, followed by customer relations, then product
112 type, closely followed by location of the bank branch(es), the fifth factor preferred was innovation of the bank
113 and the least preferred factor was the interest rates.

114 **6 LOCATION**

115 IV.

116 **7 Simulation Results**

117 The real significance of conjoint analysis is its ability to predict preference for profiles (hypothetical products) for
118 profile cards that were not included in the main ranking, that is, it was not part of the first 25 profile cards. The
119 numbering of the simulation products was differentiated by the use of numbers that were not serial to the main
120 25 profile cards. The maximum utility model was used to determine the probability of the number of respondents
121 who are predicted to choose the profile divided by the total number of respondents. Bradley-Terry-Luce model
122 is calculated as the ratio of a profile's utility to that of all simulated profiles, and then averaged across all
123 respondents. The Logit model is very close to Bradley-Terry-Luce model, but it uses the natural logarithm of
124 the utilities in place of the utility values.

125 V.

126 **8 Conclusion**

127 The competition for deposits in Nigerian banks is very keen. All Nigerian banks have deployed an array of tools
128 to position themselves for this battle for deposits, but before deposits can come, customers have to open account
129 or at least maintain the account. Banks are expected to study customer's preference on factors that can attract
130 them to their bank, in order to Figure ??: The Importance Summary Conjoint analysis gave us an insight into
131 customers' preference on factors that attract them to banks. Security of funds was the most important factor,
132 followed by customer relations; both product type and location were also given a high consideration by customers.
133 On the relative importance of all factors, security was placed to be the most important, interest rates was rated
134 as the least, but this does not mean that ^{1 2 3}

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FACTORS	LEVELS
LOCATION	PROXIMITY NATIONWIDE SPREAD LOCALISED COVERAGE PROMPT SERVICE
CUSTOMER RELATIONS	FRIENDLINESS+EFFICIENT STAFF COMPLAINT HANDLING
INNOVATION	ATM INTERNET BANKING FESTIVE/BIRTHDAY WISHES
PRICING	FIXED DEPOSIT LOAN/CREDIT FACILITY OTHERS
PRODUCT TYPE	SAVINGS PLUS
SECURITY	TARGET SAVINGS SALARY ADVANCE OTHERS VERY SECURED FAIRLY SECURED

Figure 1: Table 1 :

2

A Statistical Evaluation Of Factors That Attract Customers To Banks In Lagos, Nigeria
Utilities

		Utility Estimate	Std. Error	
LOCATION	PROXIMITY	1.167	.290	
	NATIONWIDE SPREAD	.068	.290	
	LOCALIISED COVERAGE	-1.235	.346	
	CUSTOMER.RELATIONSHIP	-.217	.290	March
INNOVATION	PROMPT SERVICE			
	FRIENDLINESS+EFFICIENT STAFF	2.284	.290	
	COMPLAINT HANDLING	-2.067	.346	
	ATM	1.150	.290	
	INTERNET BANKING	.080	.290	
PRICING	FESTIVE/BIRTHDAY WISHES	-1.230	.346	
	FIXED DEPOSIT	.564	.290	
	LOAN/CREDIT FACILITY	-.135	.290	
PRODUCT.TYPE	OTHERS	-.430	.346	
	SAVINGS PLUS	.865	.318	
	TARGET SAVINGS	-.209	.394	
	SALARY ADVANCE	-.244	.394	
SECURITY	OTHERS	-.412	.394	
	VERY SECURED	-10.309	.424	
	FAIRLY SECURED	-20.619	.848	
(Constant)		26.268	.647	

[Note: (Utility part worth of all levels of factors)]

Figure 2: Table 2 :

3

12.959

Figure 3: Table 3 :

4

March

Figure 4: Table 4 :

5

Card	Number	ID	Maximum Utility a	Bradley-Terry-Luce	Logit
1		50	55.3%	52.3%	56.8%
2		51	44.8%	47.7%	43.2%
Card	Number	ID	Score		
1		50	21.309		
2		51	19.875		

Figure 5: Table 5 :

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Figure 6: Table 6 :

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