Witit Pisitporn 2006: The Study of Behavior and Customer Satisfaction in Marketing Strategies of

The Ubon Ratchathani Community Economic Co-operative Center. Master of Arts (Cooperative

Economics), Major Field: Cooperative Economics, Department of Cooperative. Thesis Advisor:

Mr. Narong Koojaroenprasit, D.B.A. 98 pages.

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The objectives of this research were as follows; 1) to study customer satisfaction level, 2) to study

factors related to customer satisfaction, and 3) to study customer's buying behavior in Ubon Ratchathani

Community Economic Co-operative Center.

The number of customer questionnaires used in the study was 410. The Cronbach's Alpha

coefficient of customer satisfaction attitude was 0.87. Frequency, percentage, mean and standard deviation

were used to answer the first and third objectives, and chi - square was used to test factors related to customer

satisfaction.

The study found that most customers were female and aged between 20 to 24 years old. Most

customers were married and their education was bachelor's degree. Their occupations were government

service officer. Their incomes were less than 10,000 baht per month. Customer behavior was mostly buying

clothes. They purchased more than about 10 times per year. The clothes expenses each time were 500-1,000

baht. The period of time for their shopping was during 4.31 p.m. to 8.00 p.m. and took 31 - 60 minutes each

time. They usually bought them at the department store/mall. The customers satisfaction level in the Ubon

Ratchathani Community Economic Co-operative Center was high for product, price and place. For promotion,

the customers satisfaction level was low.

The study found that sex and age related to product satisfaction. Sex, age, status, career and income

per month related to price satisfaction. Sex, education, career and income per month related to place

satisfaction. Finally, sex, age, career and income per month related to promotion satisfaction.

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