TALLINN UNIVERSITY OF TECHNOLOGY

School of Business and Governance Department of Business Administration

Mohammad Jubain Syeed

PRODUCT QUALITY IMPROVES CUSTOMER SATISFACTION IN READYMADE GARMENTS OF BANGLADESH

Bachelor's thesis

Programme International Business Administration, Specialisation Marketing

Supervisor: Kristo Krumm, MBA

Tallinn 2023

I hereby declare that I have compiled the thesis independently and all works, important standpoints and data by other authors have been properly referenced and the same paper has not been previously presented for grading. The document length is 8852 words from the introduction to the end of conclusion.

Mohammad Jubain Syeed (signature, date) Student code: 177660TVTB Student e-mail address: mosyee@ttu.ee

Supervisor: Kristo Krumm, MBA The paper conforms to requirements in force

.....

(signature, date)

Chairman of the Defence Committee:

Permitted to the defence

.....

(name, signature, date)

TABLE OF CONTENTS

ABSTRACT	4
INTRODUCTION	5
1. THEORETICAL BACKGROUND	8
1.1. Theories and models related to product quality	8
1.2. Theories and models related to customer satisfaction	13
1.3. Impact of product quality on customer satisfaction	15
2. RESEARCH METHODOLOGY	17
2.1. Overview about Methodology	17
2.2. Overview of data collection and Analysis	
3. Results	25
3.1. Findings	25
3.2. Discussion of the findings	
3.3. Recommendations and future study	30
CONCLUSION	33
LIST OF REFERENCES	35
APPENDICES	41
Appendix 1. Survey questionnaire	41
Questionnaire answers transcripts	43
Appendix 2. Non-exclusive licence	204

ABSTRACT

The primary purpose of this research paper is to investigate the way product quality enhances customer satisfaction in the Ready-Made Garments (RMG) industry of Bangladesh and generate insights that may be used to improve customer satisfaction in the specified industry. The objective is also to get a greater understanding of the relationship between product quality and customer satisfaction in the practical aspects between product quality and customer satisfaction in the RMG industry of Bangladesh.

The theoretical framework consists of the theories and models related to product quality, perceived product quality and customer satisfaction. It also includes a relationship between product quality and customer satisfaction as per past literature. Although there is numerous past literature related to these topics, choosing the relevant literature was challenging.

The research is based on a quantitative research method. As the RMG industry has two types of firms, domestic and export-oriented, this quantitative research was made to clearly understand the perspectives of international customers and domestic customers. The quantitative part consisted of two sets of questionnaire surveys. One of the surveys was conducted on 40 export-oriented companies as s sample which reflects the perspectives of international customers. Another survey was conducted on 40 domestic customers as a sample to reflect their perspectives.

The results indicate there is a positive impact of product quality on customer satisfaction in the RMG industry of Bangladesh, customers consider the performance and reliability of the products to be high, whereas perceived quality to be low. Therefore, to boost customer satisfaction in the market, the dissertation also included recommendations on strategies to enhance perceived quality and gain greater customer satisfaction.

Keywords: Product Quality, Customer Satisfaction, Clothing Market, Industry, Price, Perceived Quality, Bangladesh.

INTRODUCTION

The annual earnings in the billions of dollars, the textile and garment business is one of the oldest and largest industries on the planet. Due to the multiple operations that are associated with it, including the production of apparel, yarns and textiles, logistics, and retailing, ready made garment (RMG) is a sophisticated and multifaceted business (Dima, 2015). The RMG industry has a customer-driven value chain. It is a labour-intensive market that includes several significant merchants that choose the products to be sold in a particular market. This is because these merchants engage customers either directly or indirectly (Megersa, 2019).

Simply understood, being customer-driven or customer-oriented refers to a firm's emphasis on its customers. The communication of information to customers, the identification of their needs, the fulfilment of those needs, the provision of value to customers, the achievement and management of customer satisfaction, and the creation and maintenance of mutually favourable long-term relationships are all examples of customer orientation (Singh & Abraham, 2012). Therefore, for customer-oriented firms like those in the apparel sector, customer satisfaction is of the utmost importance. The gap between consumer expectations and the actual value of the offered good, process, or service is known as customer satisfaction (Kotler et al., 2003).

To achieve and maintain consumer satisfaction in the apparel sector, the product quality of the clothes is essential. The concept of quality is broad and complicated. Product quality is the ability of a product to meet or surpass consumer expectations (Waters & Waters, 2008). Each sector and corporation have its standards for product quality since the idea is tied to what customers anticipate. Additionally, greater product quality is not necessarily correlated with greater consumer pleasure (Stauss et al., 2007).

For centuries, Bangladesh has served as a hub for the production and trading of textiles and clothing. The ready-made garment (RMG) sector has been Bangladesh's largest source of foreign revenue for the past 25 years (Das et al., 2018). RMG exports in 2019-20 make up 84% of total exports from Bangladesh, compared to just 3.89% in the years 1983–1984. With exports worth

more than \$27.9 billion in the 2019–20 fiscal year, the garment industry in Bangladesh is currently the source of most of the nation's export revenue. Bangladesh is the second-largest exporter of apparel worldwide. Bangladesh only supplies 6.26 per cent of the global market, thus there is a lot of unrealized potential in the RMG sector there. 4 million workers are employed by 4000 industrial units in Bangladesh's garment industry. An estimated 16% of the nation's GDP is made up of ready-to-wear goods (Swazan & Das, 2022). The RMG industry of Bangladesh consists of majorly two types of companies. There are approximately 5000 RMG companies, out of which around 3600 are export-oriented. These companies operate in B2B global apparel market. Other companies fulfil the domestic demand of the country for apparel.

Despite Bangladesh's impressive achievements in the RMG sector, the industry is projected to face significant hurdles soon due to changes in the global garment market as well as a few internal issues. First off, in the past eight years, consumer behaviour has changed significantly in the EU and North America, two countries from which Bangladesh's RMG is mostly exported. Consumers are spending more money on electronic devices than on new apparel. Secondly, due to the COVID-19 pandemic, the United States and other developed nations with significant consumer economies were ready for a recession. American apparel merchants, the largest importer of Bangladeshi RMG, were hesitant to build up large inventories (Mohammad, 2020). During the pandemic, the lockdown and the initial phase of post-pandemic times, there was a significant fall in the demand for RMG worldwide (Islam et al., 2020). Just when the post-pandemic economic conditions were starting to recover, people went on spending sprees with their savings and government assistance as they started to come out of lockdown. This resulted in a decrease in the availability of everything and businesses raised their prices. The situation is worsened due to the Russia-Ukraine war. Many people are witnessing the highest degree of inflation they have ever experienced in their lifetimes. The cost of everything has increased, including accommodation, food, power, building materials, and air travel (Khatun, 2022). This is causing a further shortage in demand for RMG products worldwide. Furthermore, the industry still faces tremendous competition from China. These conditions have the potential to significantly destabilize both the RMG industry and the Bangladesh-dependent global garment supply chain (Mohammad, 2020). Therefore, a rise in costs, a fall in demand and heavy competition are threatening the firms in the RMG industry. Mostly known for their lower prices, RMG firms of Bangladesh must understand whether they can improve the product quality and strive in the dynamic domestic and international markets. However, there is not sufficient research related to the impact of product quality on customer

satisfaction related to the RMG industry of Bangladesh which the policymakers and academics may use to understand and take appropriate decisions. This research aims to solve this problem.

This paper aims to find out how product quality enhances customer satisfaction in the ready-made garment industry based on the Bangladesh example or similar. This dissertation goal is to achieve this by answering the following questions:

- 1. What are the theoretical aspects between product quality and customer satisfaction?
- 2. What are the practical aspects between product quality and customer satisfaction in the garments industry of Bangladesh?
- 3. In which way product quality can be utilized to enhance customer satisfaction?

The dissertation is designed to achieve the goal by:

- Investigating the theoretical aspects of product quality, customer satisfaction and their established relationship
- Investigating the current trends in the elements between product quality and customer satisfaction in the garments industry of Bangladesh.
- Recommending ways to improve customer satisfaction through product quality.

The first section of the research is dedicated to the theoretical background of the report which investigates the relationship between product quality and customer satisfaction. The section provides an analysis of product quality, perceived quality, customer satisfaction and their relationships, as per past literature.

In the second section, the methodology of the research is discussed. It clarifies and states the research approach and method. The section also includes the features of the questionnaire survey, the population, and the sample for the research. Although questionnaires are provided in the appendices of the report, this section includes how the survey was conducted and how the responses were processed.

In the third section, the results of the questionnaire survey are presented and analysed and the findings are discussed. Discussions and findings are provided in their sub-sections of the report. This section concludes by illustrating the recommendations and scopes for further study.

1. THEORETICAL BACKGROUND

This section covers the various aspects of the independent variable of the study, product quality, and the dependent variable of the study, customer satisfaction. Furthermore, the section investigates the relationship between these two variables as well.

1.1. Theories and models related to product quality

Definition of product quality

The independent variable for this study, which examines how changes in this variable affect customer satisfaction, may be thought of as product quality. Product quality refers to how well a brand's goods meet consumers' expectations (Smith & Wright, 2004). It is often believed that raising product quality should increase sales and consumer happiness as product quality may be assessed by using consumers' subjective assessments of high-quality products and their evaluations of the benefits of the whole product (Van et al., 2022). As a result, the quality is considered satisfactory if the customer is happy with the products. Product quality refers to a product's characteristics and attributes, including its capacity to satisfy customers' requirements (Hanaysha et al., 2016).

Giving value to the customers is one of the most crucial aspects of doing company, and this value can come in the form of both physical and intangible goods, such as packaging, brand recognition, service qualities, and performance standards, in addition to tangible goods. Thus, a product's quality, which has a substantial influence on the service performance of the product, is connected to customer happiness and value (Kotler & Armstrong, 2012). However, since academics and practitioners have given the concept of "quality" so much attention, (Rust et al., 2002) claim that it is difficult to define what it means. Additionally, (Zeithaml, 1988) definition of product quality, claims that it is dependent on either extrinsic cues—the exterior quality of a product—or intrinsic cues—the internal quality of a product. As per (Qasem et al., 2016), customers' perceptions of extrinsic signals like warranty, brand, country of origin, or price are dependent on the exterior

quality. As per (Jahanshahi et al., 2011), the dimensions of product quality are the entirety of the product's features that have the potential or capacity to meet consumers' expectations.

Garvin's eight dimensions

According to (Garvin, 1984) "Quality is not a single recognizable characteristic; rather it is multifaceted and appears in many different forms." Performance, Features, Conformance, Reliability, Durability, Serviceability, Aesthetics, and Customer-perceived Quality are the eight criteria offered by (Garvin, 1987) as the most complete description of product quality.

Eight Product Quality Dimensions can be summarized as follows:

1) Performance refers to a product's basic operating characteristics. Performance refers to a product's ability to fulfil a predetermined goal, and it may be argued that more performance equals higher quality (Wurjaningrum & Febriana, 2010). High-performance products have better economic and marketing success as well as higher consumer satisfaction (Carbonell et al., 2009). Performance refers to a product's ability to have functional attributes while also meeting performance requirements (Garvin, 1987).

2) Extra characteristics that make a product more desirable to the consumer are known as features. These are the performance characteristics that aren't as important. A feature is an additional component of a product that is complementary to the principal functions and becomes significant after the product's core performance has been achieved (Noorikandeh & Sadeghi, 2014).

3) Product reliability refers to the likelihood that a product will not fail after a specified period has passed after it was first utilized. Companies place a larger focus on creating long-term relationships with consumers and suppliers to thrive in a fiercely competitive business market (Liu et al., 2008).

4) The degree to which a product or service complies with a set of requirements is referred to as conformance. The quality of conformance of a product or service after it has been manufactured or given typically meets the specifications stated during the design stage. This stage is also concerned with quality control, which begins with the raw material and continues until the finished product is delivered. Defect detection, defect underlying cause inquiry, and defect avoidance are all included in this definition (Garvin, 1987)

5) The functioning life of a product is measured by its durability. This measurement relates to a product's ability to withstand strain or blows without breaking down. (Garvin, 1987) described durability is the amount of time a product may be utilized before it must be replaced or ceases working.

6) Serviceability refers to how quickly, easily, and inexpensively a product can be repaired if it breaks down. Serving capability is another name for this dimension. It is an ethereal dimension that cannot be assessed using quantitative measurements. It relates to the quickness with which a product is received and, if required, repaired. Serving, the physical product, is viewed by most researchers as an extra service. Technical assistance, design, training, financial services, employee learning, support, information services, and after-sale services are among the services provided. It also covers intangible services such as advice and evaluation (Persson, 2010).

7) Aesthetics relates to the appearance, feeling, and other such attributes of a product. It is a question of personal choice and personal judgment. The Aesthetic dimension is a subjective dimension that encompasses a product's look, sensation, effect, and so on. Aesthetic assessment is influenced by personal preferences and interests (Arnheiter & Harren, 2006). This dimension includes the look of a product or store, the appeal of service providers, the ideal space for serving, and the appeal of product design.

8) Consumer-perceived quality is the quality that the customer associates with a product, with the condition that perspective may not always be actuality. Perception is the procedure via which a person selects, organizes, and interprets information to construct a meaningful representation of the world. Purchasers select information, goods, ads, and messages based on their behaviours and preferences. The relationship between a consumer's perception and subjective appraisal of a product's quality is known as perceived quality (Hansen, 2005). This quality factor is based on an individual's subjective appraisal of an image, brand, or commercial (Sebastianelli & Tamimi, 2002).

Understanding perceived quality

Assessment of quality is a subjective process. At various phases of the purchasing process, consumers evaluate the quality of the clothing, which is impacted by several variables, many of which are subjective (Connor-Crabb & Rigby, 2019). The concept of perceived quality starts at the time of purchase and continues actively throughout the eating stage. Consumers' assessments

of quality change over time; during the pre-purchase stage, various preconceptions about the item have an impact; and during the post-purchase, consumption stage, the evaluation is based on the experience of using the item after learning more about it and the importance of its features.

Expectations and quality cues are two components of the appraisal process. The numerous elements that affect expectations for product quality are referred to as "quality cues." Examples include the item itself, its cost, where it may be purchased, and the promotion strategies. "Quality experience" refers to the evaluation of garment quality at each stage of usage based on the individual consumer's experience (Aakko & Niinimäki, 2021). The judgment of garment quality is significantly influenced by the level of fashion participation. Researchers contend that clients who are actively engaged in fashion spend more time and effort learning about the sector and, as a result, are more equipped to judge the quality of clothing than those who are not (Gitimu et al., 2013).

Demographic traits may also have an impact on how quality is assessed. When purchasing, cultural and regional differences may have an influence on how clothing attributes are evaluated by the customers (Park et al., 2010).

In addition to the material level, clothing has a "behavioural dimension" that pertains to attributes like durability, comfort, and beauty (De-Klerk & Lubbe, 2008). When making a purchase, the consumer may consider what kinds of emotions and interior sensations the apparel can elicit. This implies a connection between the physical characteristics of the clothing and its behavioural characteristics, the material properties of the product influence behavioural characteristics. The sensory, emotive, and cognitive components of an aesthetic experience can be divided into this level. The fabric's colour and texture enhance the perceptions of sight and touch, which are related to the sensory dimension. The emotional quality of the item reflects the inspiration and emotional fulfilment it offers. The clothing's ability to convey information and help the wearer integrate into the current cultural and social environment is described in the cognitive dimension (Aakko & Niinimäki, 2021).

Consumers use a wide range of indicators to evaluate the quality of clothing, such as the utilization of informative indicators by consumers to assess the quality of clothing, including intrinsic (material and craftsmanship), extrinsic (branding and price), appearance (fashion and fitting), and performance (endurance and wrinkle resistance) (Aakko & Niinimäki, 2021). According to a study,

consumers used extrinsic indications in 67% of cases, performance indicators in 80% of cases, and appearance indicators in 100% of cases (Rayman et al., 2011).

The quality of clothing determines its durability and functionality, which affects how long it lasts. Common sustainable clothing techniques include increasing the number of times clothing is worn and extending its lifespan. The lifespan of clothes may be increased by wearing better-quality clothing. This approach may reduce the amount of clothing produced, distributed, and sold, reducing the impact of textile production on the environment (Connor-Crabb & Rigby, 2019). Calculating the lifespan of clothing may be done in several ways, including years, usage, washing cycles, and customers. These methods highlight numerous important aspects of clothing longevity (Klepp et al., 2020). Customers must evaluate if it is more cost-effective to mend a broken product or buy a new one when one breaks (Garvin, 1987).

Lack of technical quality was the most frequent reason for discarding clothing, with holes or tears in the garment being the most common culprits. Other common causes were stains, a worn appearance, colour fading, a lack of elasticity, a change in shape, and pilling (Laitala et al., 2015). (Collett et al., 2013) asserted that garments bought from so-called "fast fashion" companies quickly become unsuitable for one of three reasons: poor quality, shifting fashion trends, or the intention to utilize them for a single occasion. Furthermore, it was indicated that using items with such defects would communicate a lack of self-care to others and would reflect undesirable personality traits. They argued that poor technical quality, not shifting fashion trends, was to blame for the short lifespan of clothing.

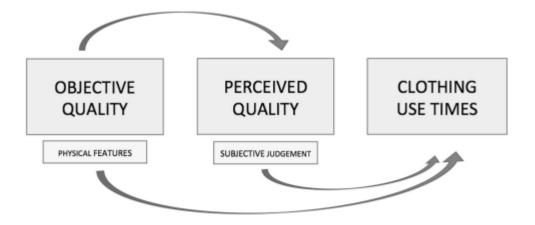


Figure 1: Relationship between quality and use time in the ready-made garments industry Source: Aakko & Niinimäki, (2021).

The link between the two factors is the product's perceived quality. The objective quality of the product affects the product's perceived quality, and these two factors together determine how satisfied customers are. Customer satisfaction encourages customer loyalty and motivates people to consider making another purchase or extending their current one. Use time is a key predictor of consumer satisfaction, so it follows that clothing with a higher use time reflects higher consumer satisfaction (Aakko & Niinimäki, 2021).

1.2. Theories and models related to customer satisfaction

Definition of customer satisfaction

The dependent variable in this article is customer satisfaction because it will be examined how changes in customer satisfaction because of product quality.

Scholars, decision-makers, and marketing experts have studied consumer satisfaction extensively during the past few decades. When a certain quality of a product is acquired and employed, satisfaction is defined as a brief emotional response of varying intensity with a predetermined time of determination and finite duration (Blasco et al., 2014). Customer satisfaction has long been recognized as one of the most crucial elements and major marketing objectives. Customer satisfaction has a positive relationship with repeat purchases and customer loyalty (Linge et al., 2022).

Consumer satisfaction is a measure of a company's ability to meet or exceed customers' expectations with its goods and services. Because of this, customer satisfaction indicators show how well a business can supply clients with goods and services. Businesses must raise their levels of customer satisfaction since consumer pleasure has such a big impact on corporate performance (Fornell et al., 2006). At the microeconomic level, higher market share and profitability are correlated with customer happiness (Bhattacharya et al., 2020). According to studies, higher returns on investments, efficiency, value proposition, shareholder equity, and stock market performance are all related to customer pleasure (Fornell et al., 2006). Moreover, achieving and sustaining high levels of customer satisfaction strengthens customer loyalty and defends against expanding competition (Linge et al., 2022).

The disconfirmation of expectations model

According to the Disconfirmation Model, the relationship between an item or service's performance and the consumer's level of anticipation affects customer satisfaction. It contends that customers will be happier if the perceived performance matches or exceeds their expectations. Positive disconfirmation is the term used for this. A decrease in satisfaction brought on by a perceived performance that doesn't meet the customer's expectations is referred to as "negative disconfirmation" (Zhang et al., 2021). As a result, the discrepancy between expectations and performance affects satisfaction. The Disconfirmation Model suggests that expectations and contentment have a negative relationship, with expectations rising as satisfaction declines. These standards are used as a benchmark for performance evaluation.

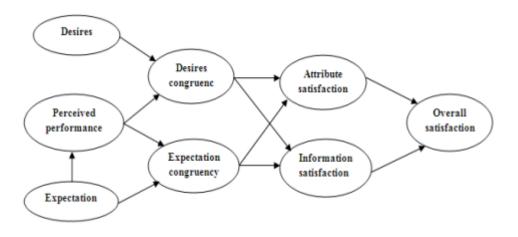


Figure 2: Expectancy Disconfirmation Model Source: (Elkhani & Bakri, 2012).

The EDT model states that there are additional requirements that must be fulfilled in addition to customer expectations for goods or services (Elkhani & Bakri, 2012).

1.3. Impact of product quality on customer satisfaction

A product's quality is determined by how closely it adheres to its requirements (Sitanggang et al., 2019). Customer happiness, employee satisfaction, and profitability may all be impacted by a product or service's dependability in terms of quality. The calibre of the goods provided has a significant impact on customer satisfaction. Customer happiness increases when the calibre of the provided goods and services rises. A higher level of customer satisfaction might generate revenue for the business. Customers that are happy with the service are more likely to use the firm once more.

Customer discontent happens when the output does not meet expectations whereas customer satisfaction is an after-sales review in which other possibilities are at least comparable to or surpass consumer expectations (Al-msallam, 2014). As a result, customer satisfaction may be defined as the behaviour a customer exhibits in reaction to a performance or actual outcome that differs from what was anticipated.

(Wu, 2013) asserts that an organization should prioritize customer satisfaction to build customer loyalty because it influences customers' potential behaviour and intentions positively. As a result, satisfied customers are more likely to make repeat purchases and, more importantly, to recommend their favourite products and services to their friends and family. Loyalty is a definite commitment to continue making future purchases of or subscriptions to a certain commodity or service, regardless of the circumstance or marketing tactics that may affect behaviour. Because the standards for determining whether something is of high quality are subjective, each person will give it a different grade. Its quality may be demonstrated by contrasting it with the calibre of comparable products from other manufacturers and judging them according to how simple they are to maintain (Budiman, 2021). Thus, when things are of great quality, consumers are drawn in, held in, and turned into devoted customers.



Figure 3: Impact of product quality on customer satisfaction

Source: (Ling & Mansori, 2018).

According to (Ling & Mansori, 2018) a customer can only make a second purchase of a good or service if and only if it lived up to their expectations. In other words, there must be some correlation between how well the product or service performed and what the customer had hoped it would accomplish. From the model, customer loyalty is a result of customer satisfaction, and that customer satisfaction is a result of company product quality. Product quality may be attained by having an adequate mix of Garvin's eight-dimensional model components.

2. RESEARCH METHODOLOGY

This chapter's purpose is to demonstrate the collection of systematic methods that were employed in this study. This indicates a description of the research process, such as the research philosophy, research approach, type of research and method, questionnaire formulation method, sampling method and size, and analysis method for the findings. It also indicates the reliability of the research.

2.1. Overview about Methodology

This research study was carried out using critical realism (CR). It is a philosophical foundation for social science that is beneficial. Critical realists, like many other academics, start with a specific problem or topic that has been influenced by theory. This scientific philosophy was chosen since the goal of the study was to determine the condition of the stated variables in the real world rather than their theoretical positions. This is since current theories may not correctly represent reality, and some hypotheses may be more precise than others. As a result of this attitude, the report was able to accept the use of existing theory as an initial point for empirical inquiry, avoid making any commitments to specific theories' substance, and acknowledge the conditional character of all its findings. The initial theory allows for a more in-depth investigation that can support, explain, or refute the theory, allowing for the development of a new and more precise interpretation of reality. With scepticism, it reaches knowledge. Natural world perceptions and interpretations, according to critical realism, can be perplexing and seldom mirror reality.

The target of this research is to better explain customer satisfaction in the RMG industry, particularly in Bangladesh, and the firms' product quality influence upon such satisfaction, it includes an inductive research element that will address the study's preliminary questions. The inductive technique's main purpose is to free research findings from the limits imposed by structured methodologies, enabling them to emerge from the raw data's frequent, dominant, or notable patterns. An inductive approach is used in many types of quantitative data analysis, including grounded theory. It follows a well-established pattern in quantitative data analysis, as

described by others. By producing summary themes or categories from raw data, inductive approaches aid in the understanding of meaning in complex data ("data reduction"). These approaches are used in most quantitative data research.

Furthermore, in this study, data were collected and assessed; outcomes were produced, and conclusions were made using quantitative approaches. This raises the quality of the analysis by ensuring accuracy, purity, transparency, usefulness, and uniformity. This type of research yields a more precise and comprehensive representation of the subject under investigation.

2.2. Overview of data collection and Analysis

Questionnaire description

A questionnaire survey was conducted to collect the primary data for the research. Surveys were conducted utilizing email and online social media platforms with strict supervision. The survey was conducted over three months, from September to November of the year 2022. The report's Appendices section contains the questionnaires that were used and the responses to most of the questionnaires.

To understand the impact of product quality on the satisfaction of both international and domestic customers, two sets of questionnaires were prepared, and surveys were conducted. The questionnaires were designed based on Garvin's eight-dimensional model and other customer satisfaction theories. They were designed to answer the initial questions of the research.

The questionnaire for the firms had two sections; section A asked the respondent about his/her designation within the organization, their product offerings, how often repeat purchases take place and whether it is increasing, and section B asked the respondents to rate the qualities of the products that satisfy their customers, which was designed using the chosen Garvin's model.

The questionnaire for domestic customers also had two sections; section A asked the respondents' demographical and social features, and section B asked the respondents to rate the qualities of the products that satisfy them, which was also designed using the chosen Garvin's model. Section B of both sets of questionnaires used the six-point Likert scale (Likert, 1932).

Sample description

By analyzing a sample from a group, the survey seeks to conclude that population. The demographic of this study consists of Bangladeshi domestic consumers of apparel items and foreign corporations that source apparel from Bangladesh. Therefore, two sets of questionnaires were prepared for the research, one for domestic customers and another for export-oriented firms that could indicate the perspectives of foreign corporations who source apparel from Bangladesh. The two sets of samples for the research:

- The First set of questionnaire surveys was collected by conducting 40 responses from the senior officials that are in key roles in some of the export-oriented RMG companies in Bangladesh. The confidence level for the sample was 95%. However, the margin of error was 15%, due to the fact surveying more than 40 participants could not possible for the lack of time and circumstances. Non-probabilistic sampling, more specifically convenience sampling method, was used as the sampling method.
- 2. Furthermore, 40 customers were selected for a questionnaire survey. The sample size was selected based on the consideration that there are approximately 166 000 000 customers for RMG in Bangladesh. The confidence level for the sample was 95%. However, the margin of error was also 15%. The sampling was done using non-probabilistic sampling, more specifically convenience sampling method.

The sample sizes were relatively smaller since the investigated market was beyond the boundaries of the researcher's current residence which made it more inconvenient. Furthermore, there was a lack of finance and time which acted as barriers to surveying a larger sample.

The primary data were also properly checked. Participants were given accurate information about their participation in the survey and in the survey itself. Throughout the survey, they were assisted. The participant's personal information, as well as any other information they consider private, was kept private.

Sample set 1

The followings are the description of the sample of respondents from among the export-oriented firms who participated in the survey, according to the responses from section A of the questionnaire which was designed for them:

CEO Marketing		ing Pro	duction	HR Executive	Finance	(Other	
	Execut	ive Ex	ecutive		Executiv	e		
7	19	4	:	5	3		2	
2. V	What are the trousers	e products	that you are of Denims	offering to you Jackets	r customers Sweaters	?	ea Others	
						r		
33	25	35	21	27	28	18	17	
			tomers repea		28	10	17	
					Within	Within	Never	
3. H	Iow often d	lo your cus	tomers repea	at purchase?				
3. H Within	Iow often c	lo your cus Within	tomers repea	at purchase? Within	Within	Within		
3. H Within 2weeks-	Iow often d Within 1-3 month	lo your cus Within 3-6	tomers repea Within 6 months-	at purchase? Within	Within	Within		
3. H Within 2weeks- 1month 2	Iow often c Within 1-3 month s 4	lo your cus Within 3-6 Months 11	tomers repea Within 6 months- 1 years	Within 1-3 years 7	Within 3-5years	Within 5 years	Never	
3. F Within 2weeks- 1month 2	Iow often c Within 1-3 month s 4	lo your cus Within 3-6 Months 11	tomers repea Within 6 months- 1 years 13	Within 1-3 years 7	Within 3-5years 2	Within 5 years	Never	

 Table 1: Responses from section A of the questionnaire that was designed for export-oriented firms

 Source: author

The presented chart summarizes the responses from the Section A of the questionnaire that was designed for the RMG companies' officials.

The first question was asked to understand the position of the respondents within their respective organizations. It was found that most of the respondents were marketing executives and Chief Executive Officers (CEO) who understand customer behaviour more adequately.

The second question was about the types of products that the respondents' companies offer to their foreign customers. All the companies offer a combination of products, such as shirts, trousers, T-shirts, denim, jackets, sweaters, sportswear and so on. If ranked, then the most exported products are shirts and T-shirts, followed by sweaters and jackets, then trousers and denim, and other various products, respectively.

The third question was about whether often customers repeat purchases from the respondents' companies. It was found that 24 companies out of the sample had a repeat purchase within 3 months to 1 year. 7 companies also had repeat purchases within 1-3 years. Only 4 companies were able to achieve repeat purchases within 1-3 months. Furthermore, only two companies out of the whole sample were able to achieve the fastest repeat purchase, that is, within a month. Also, a few companies had a repeat purchase within 3-5 years.

The last question within this section was about whether the repeat purchase was increasing. Upon such a question, it was found that most of the companies, more specifically 27 out of the sample, were witnessing an increase in their customers' repeat purchases. 5 of the companies were witnessing no change in their repeat purchases, whereas 8 of the companies indicated that their repeat purchases were decreasing.

Sample Set 2

This section of the questionnaire was aimed to study the domestic customers' demographical features, level of shopping and satisfaction level with RMG goods from Bangladesh.

1. Ger	ıder								
Male = 17 (42.25%)					Female = 23 (57.75%)				
2. Age	;								
11-20	2	31-30 31-40 41-50 51-60		51-60	Above 60				
7	12		9		7		3	2	
3. Edu	cation	n Level							
Primary	rimary Secondary		Gradua	te	Postgraduate		Doctorate	Other	
School	Sc	hool							
6	7		11		7		3	6	
4. Pro	4. Profession or occupation Student Homemaker Businessperson Service-holder Others								
7		8		5	ssperson	14		Others 6	
5. Pers		monthly in 11000-20	-	angladesl	n Taka/BDT) 35000		000-60000	Above 60000	
5		11		10		7		7	
6. Level as a shopper									
Loyal Impulse			Discou	nt Need-ba		ed-based	Wandering		
8 8			11		9		4		
7. Are	you s	satisfied wi	th the RN	/IG produ	acts in Bang	lades	sh?		
Extremel	mel Very Som		Somew	vhat	Somewhat		Very	Extremely	
у	Diss	issatisfied Dissatis		isfied	Satisfied		Satisfied	Satisfied	
Dissatisfi ed									
0	0 1		5		14		11	9	

 Table 2: Responses from section A of the questionnaire for the domestic customers of Bangladesh

 Source: author

The above chart presents the responses to section A of the questionnaire that were acquired from the questionnaire survey targeted at the customers.

The first question was about the gender of the respondents. It was found that among the respondents, 42.25% were male and 57.75% were female. This shows that the gender disparity was not much among the respondents.

The second question was about the age of the respondents. The questionnaire provided several ranges of ages to be selected from. From the responses, it can be witnessed that the majority of the respondents were early adults of age 21-30 years old. The next major group of respondents based on age range are those from 31-40 years. The number of respondents from the age ranges 11-20 and 41-50 were the same. However, the respondents from the age range 51-60 and above 60 were lower than others with the respondents from above 60 being the least.

The third question was about the educational level of the respondents. It was discovered that the majority of the respondents, or more specifically 11 out of 40, were graduates. The number of respondents having a post-graduation or secondary school level education was the same, which is 7 out of 40 each. 6 respondents had a primary-level education. There were only 3 respondents with a doctorate, whereas 6 out of 40 respondents had some other form of educational degree.

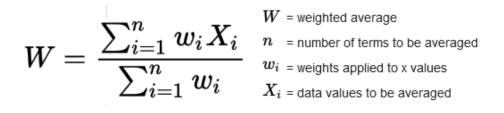
The fourth question was about the profession of the respondents. The respondents were provided with a range of professions to indicate their current occupation. It was found that most of the respondents were service holders, more specifically saying 14 out of 40 respondents. It was also found that homemakers and students were also contributing a large portion of responses, 8 and 7 out of the 40 respondents respectively. While 6 of the respondents were employed in various other professions, only 5 out of the 40 respondents were businesspeople.

The fifth question was about the personal monthly income of the respondents. The respondents were provided with a range of income in Bangladesh Taka (BDT) to indicate their typical monthly income. It was found that the majority of the respondents had an income between 11 000-35 000 BDT, more specifically 21 out of the 40 respondents. The next major group of respondents had an

income of 36 000-60 000 BDT and more, 14 out of the 40 respondents. The lowest earner group with an income of 5000-10 000 BDT consisted of 5 out of the 40 respondents.

Analysis method

The analytical part of the dissertation used pattern analysis to study the responses. By identifying systematic regularity in the data and classifying it, pattern analysis allowed the research investigation to move further, leading to conclusions and suggestions. Furthermore, section B of both questionnaires were analysed using the weighted average method. The number of responses for each of the 'qualities' was multiplied by the weights as per the Likert scale and then the results were summed together to be divided by the total summation of weights. This allowed ranking the qualities of RMG products that the customers consider significant. The following formula was utilized to analyse this section.



Source: (Google, 2022)

The weighted average method is better than any other method for this thesis to calculate data sets and it is more accurate to find the weighted average. This formula allows for finding both firm's and the customer's data set's average.

3. Results

This part reflects about results and findings from the survey for both export-oriented firms and customers as an example both locally and internationally. Analysing the findings and creating the outcome.

3.1. Findings

Results from the questionnaire for the export-oriented firms

Analysing the responses from section B of sample 1

This part of the questionnaire aimed to study the elements of product quality that the exportoriented firms consider are satisfying the customers currently. This part was designed based on Garvin's eight-dimensional model.

5. Rate the following qualities of the products that satisfy your customers:								
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel	Averag	
	у	Dissatisfi	t	Satisfied	Satisfied	у	e Score	
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied		
	ed	2	ed			6		
	1		3					
Performan	0	0	4x3=12	6x4=24	17x5=85	13x6=78	9.5	
ce								
Features	0	4x2=8	9x3=27	5x4=20	13x5=65	9x6=54	8.3	
Reliability	0	0	4x3=12	9x4=36	15x5=75	12x6=72	9.3	
Conforma	1x1=1	2x2=4	8x3=24	12x4=48	10x5=50	7x6=42	8	
nce								
Durability	0	2x2=4	8x3=24	10x4=40	11x5=55	9x6=54	8.4	
Serviceabil	0	2x2=4	6x3=18	13x4=52	10x5=50	9x6=54	8.5	
ity								
Aesthetics	2x1=2	3x2=6	9x3=27	10x4=40	9x5=45	7x6=42	7.7	
Perceived	2x1=2	3x2=6	8x3=24	11x4=44	8x5=40	8x6=48	7.8	
quality								

Table 3: Responses from section B of the questionnaire for export-oriented firms Source: author

The above-presented chart is illustrated to show the responses of section B from the questionnaires designed for the firms. The responses were analysed using the weighted average method. After carrying out the calculations, the ranking might be as follows, Performance, Reliability, Serviceability, Durability, Features, Conformance, Perceived quality, and Aesthetics. While performance and reliability are the most significant qualities of RMG products that foreign buyers consider, perceived quality and aesthetics are the least significant qualities.

Results from questionnaires for domestic customers

Analysing the responses from Section B of Sample 2

The sixth question was designed to understand the type of customer the respondents were. This question provided 5 types of customers for the respondents to select from. The 5 types of customers are as follows: Loyal and loyal customers, although being a small fraction of the customer base, account for a sizable share of sales; Impulse customers who buy things on the spur of the moment without having their eyes set on a certain item; Discount customers who often shop but largely rely on a reasonable or lower price to make purchases; Need-based customers who are motivated by a need to purchase a certain item; Wandering customers that are unsure about what they want to buy and are more experimental. From the survey, it was found that the majority of the respondents were discount shoppers, 11 out of the 40. It was also found that the disparity between the types of customers was not much significant. If ranked, the need-based shoppers were 9 out of 40, impulse shoppers were 8 out of 40, loyal shoppers were 8 out of the 40 respondents.

The last question was about the overall satisfaction that the customer gets from RMG products. The responses were analysed using a Likert scale, upon which it was found that most of the respondents were satisfied with domestic RMG products. The majority of the respondents were somewhat satisfied with the products, 14 out of 40 respondents, whereas 20 respondents were either very satisfied or extremely satisfied with the products. Only 5 respondents were somewhat dissatisfied with the products and only one out of the 40 respondents was very dissatisfied.

Analysing the responses from Section B of Sample 2

This section of the questionnaire was aimed to study the extent to which each element of Garvin's eight-dimensional model the domestic customer of Bangladesh thinks is satisfying.

1. Rate the following qualities of the products that satisfy you:								
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel	Averag	
	у	Dissatisfi	Dissatisfie	at	Satisfied	у	e Score	
	Dissatisfi	ed	d	Satisfied	5	Satisfied		
	ed	2	3	4		6		
	1							
Performance	0	0	2x3=6	7x4=28	17x5=85	14x6=84	9.7	
Features	0	3x2=9	4x3=12	6x4=24	16x5=80	11x6=66	9.1	
Reliability	0	0	2x3=6	9x4=36	16x5=80	13x6=78	9.5	
Conformanc	1x1=1	3x2=6	9x3=27	10x4=40	9x5=45	8x6=48	8	
e								
Durability	0	1x2=2	8x3=24	13x4=52	10x5=50	7x6=42	8.1	
Serviceabilit	0	4x2=8	8x3=24	10x4=40	10x5=50	8x6=48	8.1	
У								
Aesthetics	1x1=1	3x2=6	12x3=36	11x4=44	8x5=40	5x6=30	7.5	
Perceived	3x1=3	5x2=10	9x3=27	13x4=52	6x5=30	4x6=24	7	
quality								

Table 4: Responses from the section B of the questionnaire for domestic customers

Source: author

The responses were analysed using the weighted average method. After carrying out the calculations, the ranking might be as follows, Performance, Reliability, Features, Durability, Serviceability, Conformance, Aesthetics, and Perceived quality. While performance, reliability and features are the most significant qualities of RMG products that domestic buyers consider, perceived quality is the least significant of all the eight qualities.

3.2. Discussion of the findings

From the questionnaire survey on the export-oriented firms' senior officials, it was found that product qualities do have a positive impact on customer satisfaction.

As per analysis and findings from section A of the questionnaire it can be understood that customer satisfaction is high for most of the export-oriented RMG companies of Bangladesh. This is because a majority of the companies suggested that they usually have a repeat purchase within 3 months to 1 year. I can conclude this as repeat purchase is an indicator of customer satisfaction. Furthermore, even though there are several competitors in the international clothing industry, export-oriented companies are gaining repeat purchases. The majority of the companies are also witnessing a rise in the rate of their repeat purchases. Although Bangladesh's RMG industry's greatest assets are its affordable labour and competitive prices (Akter et al., 2022), the quality is also satisfactory in general. This is indicated by the findings of the research as well. The RMG sector of Bangladesh only offers a small range of products worldwide and still, repeat purchases are increasing.

The analytical part of this dissertation also indicated that foreign customers from the international B2B markets consider the performance and reliability of the RMG products to be the most significant among other qualities, and that perceived quality and aesthetics are the least significant qualities of such products.

From the questionnaire survey that was conducted on the domestic customers of Bangladesh, it was also found that the quality of the RMG products had a positive impact on customer satisfaction.

The analytical part revealed that most of the respondents were satisfied with the quality of the products, 34 out of the 40 respondents more specifically. The response had low gender disparity, which suggests that the majority of the male and female respondents agree with this. Furthermore, most of the respondents had some form of educational background above primary level, with the majority being a graduate, which suggests that most of the responses were well thought out. Most of the respondents were employed in some form, with the majority being service holders. The survey analysis also indicated that most of the respondents had a monthly earning of 11 000 - 35 000 BDT. Many respondents were earning 36 000 to above 60 000 BDT. These suggest that they can have the sufficient purchasing power to demand and purchase domestic and even foreign RMG products. Furthermore, the analysis also indicated that most of the respondents were discount

shoppers, but the amount of loyal and need-based customers was also high. This suggests that most of the respondents were cautious shoppers who are driven by necessity and value.

Upon analysing the second part of the survey on customers' questionnaires, it was found that Performance, reliability, and features are the top qualities of the RMG products from the customers' perspectives, while perceived quality is the lowest quality for such products.

When both questionnaire responses are studied together, some similarities and differences can be understood. Both the foreign customers of international B2B markets and domestic customers of Bangladesh indicate that there is a positive impact of product quality on customer satisfaction. When it comes to the RMG products of Bangladesh, both types of customers agree that the products had great performance and reliability. However, they also agree that perceived quality is the least significant quality of RMG products of Bangladesh. Among the differences, domestic customers considered that other qualities of the RMG products in Bangladesh were higher than that suggested by the international customers.

3.3. Recommendations and future study

Upon the discovery from the analytical part of this dissertation, it can be indicated that to attract and satisfy more customers, become more competitive globally and sustainably grow in the international and domestic markets, RMG companies of Bangladesh should focus on improving the qualities of the product.

It was found that the least significant quality of RMG products in Bangladesh was perceived quality. Improving the perceived quality will require many of the other qualities to be enriched as well. To do so, firstly perceived quality should be understood from the theoretical and practical aspects. Secondly, the development and implementation of strategies should be done to enhance the perceived quality of RMG products.

Enhancing perceived quality

The quality of the product must be raised to utilize it to raise consumer satisfaction. Companies must raise the product's objective quality to achieve this, which will raise the product's subjective quality as a result. Undertaking the following strategies may increase the product's objective quality of the RMG products:

- i. When creating the newest style of a product, keep in mind that potential buyers are likely to be knowledgeable about the market and industry and that they have the right indicators for assessing the quality of the product. The companies should not forget to consider the clients' sociocultural, regional, psychographic, demographic, and behavioural characteristics. These factors will allow the company to see the garment design, client demand, and product quality from a balanced viewpoint (Garvin, 1987).
- Enhance the product's behavioural component, which is based on its functional and aesthetically pleasing attributes, such as robustness, compatibility, and beauty. The level of technology in the textile industry will determine how things like material and stitch durability, colour stability, shrinkage, and other qualities are affected. Therefore, making investments to improve these technologies may result in the improvement of such features. This can be accomplished through funding research and development to create novel and competitive technologies or by funding the purchase of better-than-

market technology. Businesses may be able to achieve these advantages by hiring better suppliers and enhancing their supply chains (Connor-Crabb & Rigby, 2019).

- iii. The objective quality of a product is also recognized to be significantly influenced by branding and price. The brand value may be increased by implementing sustainable practices, disclosing those efforts every year, and implementing excellent CRM programs, marketing campaigns, and so on. However, pricing must be done so that it gives the client the most value while allowing the firm to turn a profit (Garvin, 1987).
- iv. A major strategic value for RMG organizations is the adoption of an efficient innovation strategy. The phrase "innovation strategy" refers to a strategy designed to promote improvements in technology or services, generally by sponsoring R&D efforts. Innovation is the effective creation, improvement, and application of new ideas into an organization through new products, systems, and practices, or the upgrading of current product lines, systems, and practices, to generate profitability, competitive edge, gain shareholder value, and support economic growth (Katz, 2007). Additionally, the business has to foster a culture of innovation inside itself. The innovation culture of a business may be defined as the set of shared inventive behaviours, viewpoints, and personas that all of its workers possess. This culture calls for the presence of creative managers and leaders, creative teams, and creative individuals, as well as a work environment that encourages creativity and many, straightforward links with the external world (Davies & Buisine, 2018).
- v. Businesses in the RMG sector should have an adaptable culture at their heart. When the context warrants it, organizations with adaptable cultures encourage their staff to undertake cultural changes. Adaptive cultures support the capacity for continual innovation and encourage the creation of new goods and services by establishing new values and beliefs. Cultures build in the formation stage to enhance the adaptability of the culture, which then facilitates the outcomes of product or service innovation. Cultures capture and incorporate changes through forces between organizational demands and environmental factors toward constant development (Sydow et al., 2009). Given the importance of reaction skills, organizations should adapt their organizational

structures and become flexible to take advantage of opportunities. The companies must utilize resources with multiple applications and cross-trained workers, and structural development must encourage a change in the prevailing culture. Organizations should include transformative characteristics into the fundamental core of their natural organizational structures, which necessitates innovative and transformational leadership. When routines change often, it is necessary to develop efficient procedures as well as successful company vision and management synchronization (Mas-Verdú et al., 2015).

Introduce sustainable business practices to increase consumer value. Common sustainability tactics include lengthening clothing's lifespan and maximizing its number of wears. Because of this, it is essential to build a product's physical durability, which includes its materials, components, and workmanship, as consistently as is practical. Focusing on improved garment quality allows for other uses and prolonged usage through renting, subletting, repairing, and resale choices in addition to increasing their durability and allowing for longer use periods (Ellen MacArthur Foundation, 2017).

Future study:

While I was doing this research paper I find out there are a few things which can make this research more efficient and accurate. The time frame of this research was not long so perhaps instead of 3-4 months if I could use a few months more it can lead this research to better results. My data collection was quantitative so perhaps I could use more people in the survey then the results may come more accurate. My full research took part in Bangladesh so this was one of my limitations if I could use more location and culture then it could lead to better results. I found there was not much theory so I had to use old ones perhaps in the future more theories will come into this topic so it would be easier to use theory and evidence.

CONCLUSION

The rivalry in the customer-oriented market is escalating quickly as the corporate world experiences rapid and extreme changes because of several external and internal phenomena and concerns, such as globalization, digitization, sustainability issues, and so on. This is also abundantly evident in Bangladesh's enormous ready-made clothing market. Customer satisfaction has turned into a top priority for every firm competing in the RMG industry to make sure that enterprises survive and expand sustainably in this sector. Therefore, organizations need to recognize and use the elements that raise consumer happiness. The quality of the product is one such element.

This paper aims to find out how product quality enhances customer satisfaction in the ready-made garment industry based on Bangladesh example or similar by answering the following questions:

- 1. What are the theoretical aspects between product quality and customer satisfaction?
- 2. What are the practical aspects between product quality and customer satisfaction in the garments industry of Bangladesh?
- 3. In which way product quality can be utilized to enhance customer satisfaction?

To answer the first question upon studying to understand the theoretical aspects between product quality and customer satisfaction, it was found that product quality is known to have a positive impact on customer satisfaction. This is also evident in the RMG sector of Bangladesh which was solidified by the analysis of the research survey's findings.

To answer the second research question through survey and analysis of survey findings, it was found that the RMG market of Bangladesh consists of mainly two types of customers, foreign B2B market customers and domestic customers. From the questionnaire survey that was conducted on the domestic customers of Bangladesh, it was also found that the quality of the RMG products had a positive impact on customer satisfaction. Upon analysing the second part of the survey on customers' questionnaires, it was found that Performance, reliability, and features are the top qualities of the RMG products from the customers' perspectives, while perceived quality is the lowest quality for such products.

To answer the third question of the research, perceived quality was singled out of all the other quality indicators to be improved to enhance customer satisfaction for RMG products in Bangladesh. This is because it had the lowest score compared to other quality indicators, as per the survey findings. A product's perceived quality is both an objective and a subjective concept. Customer satisfaction rises when objective quality, which is based on physical characteristics, is improved, and subjective quality, which is based on customer expectations, experiences, and quality signals that they use to judge quality during usage and subsequently, is made easier. When these two factors are effectively and sustainably conditioned, they result in increased perceived value, which in turn results in customer pleasure and all its advantages. These advantages might include recurring business, consumer loyalty, extended usage periods, and more.

Therefore, to answer the third question of the research it was suggested that enhancing the perceived quality would result in higher customer satisfaction, which would enable the RMG companies to grow sustainably in the dynamic and competitive local and global RMG market. To do so, a business may invest more in technologies to increase the behavioural components, consider the preferences and features of the customers more keenly when producing new items, enhance their brand value, adopt innovation strategies at the core of the organizational operation, adopt and nurture adaptive cultures, and practice sustainability for dedicatedly.

Currently, the world is suffering from issues like the covid-19, Russia Ukraine war and so on, and it affected the global economy. people's lifestyles have changed because of this economic issue and scarcity start to move down. Customers review all the details before purchasing and trying to find the best quality product. Bangladeshi readymade garments exporters need to react to this situation and take the necessary step to make the customer happy with the product and its quality.

LIST OF REFERENCES

- Dima, A. (2015). The evolution of the textile and clothing industry Romania: from Lohn to Loss. The Revista Economica Journal. 67. 176 - 187. <u>https://www.researchgate.net/publication/285590261_THE_EVOLUTION_OF_THE_T_EXTILE_AND_CLOTHING_INDUSTRY_-_ROMANIA_FROM_LOHN_TO_LOSS</u>
- Megersa, K. (2019). Structure of the global Ready-Made Garment sector. K4D Helpdesk Report. Brighton, UK: Institute of Development Studies. Available at: <u>https://assets.publishing.service.gov.uk/media/5d9b52bded915d354c1af0fe/641_RMG_Business_Models.pdf</u>
- Singh, R., & Abraham, K. (2012). A new conceptualization of salesperson's customer orientation: Propositions and implications. Marketing Intelligence & Planning. 30. 69-82. 10.1108/02634501211193921.
- https://www.researchgate.net/publication/235318949_A_new_conceptualization_of_salesperson' s_customer_orientation_Propositions_and_implications
- Waters, D., & Waters, C. D. J. (2008). Quantitative methods for business. Pearson Education. https://books.google.ee/books?id=jrmTS4zwd4kC&lpg=PR17&ots=l3rbq4UN5o&dq=Waters% 2C%20D.%2C%20%26%20Waters%2C%20C.%20D.%20J.%20(2008).%20Quantitativ e%20methods%20for%20business.%20Pearson%20Education.&lr&pg=PR17#v=onepa ge&q&f=false
- Kotler, P., Ang, S. H., Leong, S. M. & Tan, C. T. (2003). Marketing Management: An Asian Perspective <u>https://ink.library.smu.edu.sg/lkcsb_research/140/</u>

Stauss, B., Gouthier, M. & Seidel, W. (2007). Satisfaction Measurement within the Customer Relationship Life Cycle. In: Spath, D., Fähnrich, KP. (eds) Advances in Services Innovations. Springer, Berlin, Heidelberg. <u>https://doi.org/10.1007/978-3-540-29860-1_11</u>

- Swazan, I. S., & Das, D. (2022). Bangladesh's Emergence as a Ready-Made Garment Export Leader: An Examination of the Competitive Advantages of the Garment Industry. *JGBC*17, 162–174. <u>https://doi.org/10.1007/s42943-022-00049-9</u>
- Das, T., Barua, U. & Ansary, M. A. (2018). Factors affecting vulnerability of ready-made garment factory buildings in Bangladesh: An assessment under vertical and earthquake loads. *International Journal of Disaster Risk Science*,9, 207–223. <u>https://link.springer.com/article/10.1007/s13753-018-0177-6</u>
- Mohammad, H. U. (2020). Bangladesh RMG sector: Cultivating competitive advantage through a holistic sustainability approach. TextileToday. [Online]. Available at: <u>https://www.textiletoday.com.bd/bangladesh-rmg-sector-cultivating-competitive-advantage-through-a-holistic-sustainability-approach/</u>

- Islam, R. M., Rahman, S. Md, S. H. Md, A. H. & Nargis, N. (2020). Impact of COVID-19 Pandemic on Readymade Garments (RMG) Industry of Bangladesh Cite this Article. INTERNATIONAL JOURNAL OF MANAGEMENT. 11. 1125-1132. 10.34218/IJM.11.7.2020.100.
- https://www.researchgate.net/publication/344271343_Impact_of_COVID-<u>19_Pandemic_on_Readymade_Garments_RMG_Industry_of_Bangladesh_Cite_this_Ar_ticle</u>

Khatun, F. (2022). What the Russia-Ukraine war means for Bangladesh's economy. The Daily Star. Available at: <u>https://www.thedailystar.net/opinion/macro-mirror/news/what-the-ukraine-war-means-our-economy-2986941</u>

Smith, R. E., & Wright, W. F. (2004). Determinants of Customer Loyalty and Financial Performance. Journal of Management Accounting Research, 16, 183-205. <u>https://www.proquest.com/scholarly-journals/determinants-customer-loyalty-financial/docview/210238176/se-2</u>

- Hanaysha., Jalal, R. M. Ghani, A. & Hasmini, N. (2016). The impact of product quality on relationship quality: empirical evidence from automotive industry. International Journal of Organizational and Business Excellence (IJOBE). 1. 40-53. <u>https://repo.uum.edu.my/id/eprint/20559</u>
- Van, T., Anh, N. T. N. & Binh, N.T. X. (2022). Impact Of Brand Equity On Consumer Purchase Decision: A Case Study Of Mobile Retailer In Hochiminh City, Vietnam. *Journal of Eastern European and Central Asian Research (JEECAR)*, 9(2), 229-239. <u>https://doi.org/10.15549/jeecar.v9i2.762</u>

Rust, T. R., Moorman, C. & Dickson, P.R. (2002). Getting return on quality: Revenue expansion, cost reduction, or both? Journal of Marketing 66 (4), 7–24. https://journals.sagepub.com/doi/abs/10.1509/jmkg.66.4.7.18515

- Zeithaml, V. A. (1988). Customer perception of price, quantity, and value: A mean and model and synthesis of evidence. Journal of Marketing, 52, 2-22 <u>https://doi.org/10.2307/1251446</u>
- Kotler, P., & Armstrong, G. (2012). Principle of Marketing.14th Edition. New Jersey. Published by Prentice Hall
- Jahanshahi, A. A., Gashti M. A. H. Mirdamadi S. A. Nawaser, K. & Khaksar, S. M. S. (2011). Study of the effects of customer service and product quality on customer satisfaction and loyalty. International Journal of Humanities and Social Science. 1. <u>https://www.ijhssnet.com/journals/Vol. 1 No. 7 [Special Issue June 2011]/33.pdf</u>

Qasem, A., Baharun, R. & Yassin, A. (2016). The Role of Extrinsic Product Cues in Consumers' Preferences and Purchase Intentions: Mediating and Moderating Effects. Tem Journal. 5. 85-96. 10.18421/TEM51-14.

https://www.researchgate.net/publication/296699423_The_Role_of_Extrinsic_Product_Cues_in Consumers' Preferences and Purchase Intentions Mediating and Moderating Effects Likert, R. (1932). A Technique for the Measurement of Attitudes. *Archives of Psychology*, 140, 1–55.

Sebastianelli, R., & Tamimi, N. (2002). How product quality dimensions relate to defining quality. <u>https://www.researchgate.net/publication/235303325_How_product_quality_dimensions_relate_</u> to_defining_quality

Carbonell, P., Ana, I. R. E. & Pujari, D. (2009). Customer Involvement in New Service Development: An Examination of Antecedents and Outcomes*. Journal of Product Innovation Management. 26. 536 - 550. 10.1111/j.1540-5885.2009.00679. x.https://onlinelibrary.wiley.com/doi/abs/10.1111/j.1540-5885.2009.00679.x

Garvin, D. A. (1987). Competing on the eight dimensions of quality. Harvard Business Review, November–December: 101-109. <u>https://hbr.org/1987/11/competing-on-the-eight-dimensions-of-quality</u>

Garvin, D. A. (1984). "What Does Product Quality Really Mean?" Sloan Management Review 26.1.: 25-43. <u>https://sloanreview.mit.edu/article/what-does-product-quality-really-mean/</u>

Wurjaningrum & Febriana, (2010) "Design of batik product quality improvement by applying QFD model". International Academy of Business and Economics, 10(2). https://eu.vlex.com/vid/design-of-batik-product-844534486

Noorikandeh, M., & Sadeghi, T. (2014). Ranking Effective Quality Dimensions on Buyer's Behavior of Ethylene Nano-Absorbent Device (Case study: Middle East Bio-Researchers Co.) J. Appl. Environ. Biol. Sci., 4(7)55-62. <u>https://www.textroad.com/pdf/JAEBS/J.%20Appl.%20Environ.%20Biol.%20Sci.%204(</u>7)55-62%202014.pdf

Liu, Y., Tao, L. Li, Y. & El-Ansary, A. I. (2008). "The impact of a distributor's trust in a supplier and use of control mechanisms on relational value creation in marketing channels".Journal of Business & Industrial Marketing. 23,pp. 12-22. <u>https://www.deepdyve.com/lp/emerald-</u> <u>publishing/the-impact-of-a-distributor-s-trust-in-a-supplier-and-use-of-control-B070STarj7</u>

Persson, N. (2010). "An exploratory investigation of the elements of B2B brand image and its relationship to price premium". Industrial Marketing Management, 39, pp.1269–1277. https://www.sciencedirect.com/science/article/pii/S0019850110000350?casa_token=eLkBqV5nJ 50AAAAA:DyXiijWW77zV00mIeq-yLEKNSOIAYjWyoD3Bqskz-mFNtc_DOGNMaTeVGc_Yn8vhc-OD-BKsLl8

Arnheiter, E. D., & Harren, H. (2006). "Quality management in a modular world", journal of The TQM Magazine, 18 (1), pp. 87-96. https://www.researchgate.net/publication/241493658 Quality management in a modular worl d

Google. (n.d.). Google search. Retrieved December 15, 2022, from https://www.google.com/search?q=Weighted%2BMean%2BFormula Hansen, J. E. (2005). A slippery slope: How much global warming constitutes "dangerous anthropogenic interference"? An editorial essay. Climatic Change, 68, 269-279, doi:10.1007/s10584-005-4135-0. https://link.springer.com/article/10.1007/s10584-005-4135-0

Connor-Crabb, A., & Rigby, E. D. (2019). "Garment quality and sustainability: a user-based approach", Fashion Practice, Vol. 11 No. 3, pp. 346-374, doi: 10.1080/17569370.2019.1662223. https://www.tandfonline.com/doi/abs/10.1080/17569370.2019.1662223

Gitimu, P. N., Workman, J. & Robinson, J. R. (2013). "Garment quality evaluation: influence of fashion leadership, fashion involvement, and gender", International Journal of Fashion Design, Technology and Education, Vol. 6 No. 3, pp. 173-180, doi: 10.1080/17543266.2013.815809. https://www.tandfonline.com/doi/abs/10.1080/17543266.2013.815809

Aakko, M., & Niinimäki, K (2021). Quality matters: reviewing the connections between perceived quality and clothing use time. https://www.emerald.com/insight/content/doi/10.1108/JFMM-09-2020-0192/full/html

Park, J. B., Ryu, J. Y. & Sang, J. (2010). "Comparison of Chinese and Indian consumers' evaluative criteria when selecting denim jeans", Journal of Fashion Marketing and Management, Vol. 14 No. 1, pp. 180-194. https://www.ingentaconnect.com/content/mcb/284/2010/00000014/00000001/art00010

De-Klerk, H. M., & Lubbe, S. (2008). "Female consumers' evaluation of apparel quality: exploring the importance of aesthetics", Journal of Fashion Marketing and Management, Vol. 12 No. 1, pp. 36-50, doi: 10.1108/13612020810857934. https://www.emerald.com/insight/content/doi/10.1108/13612020810857934/full/html

Aakko, M., & Niinimäki, K. (2021). Quality matters: reviewing the connections between perceived quality and clothing use time. Journal of fashion marketing and management, 26(1), 107-125. https://www.emerald.com/insight/content/doi/10.1108/JFMM-09-2020-0192/full/html

Elkhani, N., & Bakri, A. (2012) REVIEW ON "EXPECTANCY DISCONFIRMATION THEORY" (EDT) MODEL IN B2C E-COMMERCE. https://core.ac.uk/download/pdf/15172566.pdf

Rayman, D., Burns, D. J. & Nelson, C. N. (2011). "Apparel product quality: its nature and measurement", Journal of Global Fashion Marketing, Vol. 2 No. 2, pp. 66-75, doi: 10.1080/ 20932685.2011.10593084.

https://www.tandfonline.com/doi/abs/10.1080/20932685.2011.10593084

Klepp, I. G., Laitala, K. & Wiedemann, S. (2020). "Clothing lifespans: what should be measured and how", Sustainability, Vol. 12, doi: 10.3390/su12156219. https://www.mdpi.com/2071-1050/12/15/6219

Laitala, K., Boks, C. & Klepp, I. G. (2015). "Making clothing last: a design approach for reducing the environmental impacts", International Journal of Design, Vol. 9 No. 2, pp. 93-107. https://www.researchgate.net/publication/281439480_Making_Clothing_Last_A_Design_Appro ach_for_Reducing_the_Environmental_Impacts

Collett, M., Cluver, B. & Chen, H.-L. (2013). "Consumer perceptions the limited lifespan of fast fashion apparel", Research Journal of Textile and Apparel, Vol. 17 No. 2, pp. 61-68. https://www.emerald.com/insight/content/doi/10.1108/RJTA-17-02-2013-B009/full/html

Blasco, M., Moliner-Velázquez, B. & Gil-Saura, I. (2014). Effect of customer heterogeneity on the relationship satisfaction–loyalty. Revista Española de Investigación en Marketing ESIC. 18. 10.1016/j.reimke.2014.06.002.

https://www.sciencedirect.com/science/article/pii/S1138144214000035

Linge, A., Singh, S. Singh, M. & Kakde, B. (2022). Factors Affecting Repeat Purchase Intention in Online Shopping in Vidarbha. 20. 125-138. <u>www.researchgate.net/profile/Baldeo-Kakde-</u> 2/publication/359900518 Factors Affecting Repeat Purchase Intention in Online Shopping i <u>n_Vidarbha/links/6255aa85cf60536e2357d969/Factors-Affecting-Repeat-Purchase-Intention-in-</u> <u>Online-Shopping-in-Vidarbha.pdf</u>

Bhattacharya, A., Morgan, M. A. & Rego, L. L. (2020). Customer Satisfaction and Firm Profits in Monopolies: A Study of Utilities. Journal of Marketing Research. 58. 10.1177/0022243720962405. <u>https://journals.sagepub.com/doi/10.1177/0022243720962405</u>

Zhang, J., Chen, W. Petrovsky, N. & Walker, R. M. (2021). The Expectancy-Disconfirmation Model and Citizen Satisfaction with Public Services: A Meta-analysis and an Agenda for Best Practice. Public Administration Review. 82. 10.1111/puar.13368. https://onlinelibrary.wiley.com/doi/full/10.1111/puar.13368

Fornell, C., Mithas, S. Morgenson, F. V. & Krishnan, M. S. (2006). Customer satisfaction and stock prices: high returns, low risk. Journal of Marketing, Vol. 70 No. 1, pp. 3-14. https://papers.ssrn.com/sol3/papers.cfm?abstract_id=891590

Sitanggang, M. J., Sinulingga, S. & Fachruddin, K. A. (2019). Analysis Of the Effect of Product Quality on Customer Satisfaction and Customer Loyalty Of Indihome ATPT Telkom Regional 1 Sumatera, Medan, North Sumatra, Indonesia. American International Journal of Business Management (AIJBM) ISSN- 2379-106X, www.aijbm.com Volume 2, Issue 3 (March - 2019), PP 26-37. <u>https://www.aijbm.com/wp-content/uploads/2019/03/C232637.pdf</u>

Al-msallam, S. (2014). The Effects of Customer Expectation and Perceived Service Quality on Customer Satisfaction. International Journal of Business and Management Invention. 3. 79-48. https://www.ijbmi.org/papers/Vol(3)8/I038079084.pdf

Wu, H. (2013). An empirical study of the effects of service quality, perceived value, corporate image, and customer satisfaction on behavioral intentions in the Taiwan quick service restaurant industry. Journal of Quality Assurance in Hospitality & Tourism, 14(4), 364-390. https://doi.org/10.1080/1528008X.2013.802581

Budiman, S. (2021). Effect of Service Quality and Loyalty on Customer Satisfaction. JURNAL MANAJEMEN BISNIS. 8. 158-168. 10.33096/jmb. v8i1.723. https://www.researchgate.net/publication/357367971_Effect_of_Service_Quality_and_Loyalty_on_Customer_Satisfaction Ling, C. H., & Mansori, S. (2018). The Effects of Product Quality on Customer Satisfaction and Loyalty: Evidence from Malaysian Engineering Industry. International Journal of Industrial Marketing.

https://www.researchgate.net/publication/329208287_The_Effects_of_Product_Quality_on_Cust omer_Satisfaction_and_Loyalty_Evidence_from_Malaysian_Engineering_Industry

Akter, M. M. K., Haq, U. N. Islam, M. M. & Uddin, M. A. (2022), 'Textile-apparel manufacturing and material waste management in the circular economy: A conceptual model to achieve sustainable development goal (SDG) 12 for Bangladesh', *Cleaner Environmental Systems*, vol. 4, 100070. <u>https://www.sciencedirect.com/science/article/pii/S2666789422000010</u>

Katz, B. (2007). The Integration of Project Management Processes with a Methodology to Manage a Radical Innovation Project, Master's Thesis, Stellenbosch University. <u>https://core.ac.uk/download/pdf/37320873.pdf</u>

Sydow, G., Schreyögg, G. & Koch, J. (2009). Organizational path dependence: Opening the black box. Academy of Management Review, 34(4), p. 689-709 <u>https://www.researchgate.net/publication/228807334_Organizational_Path_Dependence_Opening_the_Black_Box</u>

Davies, M., & Buisine, S. (2018). Innovation Culture in Organizations. In book: Science, Technology, and Innovation Culture (pp.101-115) https://www.researchgate.net/publication/328263879 Innovation_Culture_in_Organizations

Mas-Verdú, F., Ribeiro-Soriano, D. & Roig-Tierno, N. (2015). Firm survival: The role of incubators and business characteristics. Journal of Business Research. 68. 10.1016/j.jbusres.2014.11.030. https://www.sciencedirect.com/science/article/abs/pii/S0148296314003841

Ellen MacArthur Foundation (2017). "A new textiles economy: redesigning fashion's future", available at: <u>https://www.ellenmacarthurfoundation.org/publications/a-new-textiles-</u> economyredesigning-fashions-future

APPENDICES

Appendix 1. Survey questionnaire

Questionnaire for export-oriented firms

Section A:

- 1. Please state your designation within your organization.
- 2. What are the products that you are offering to your customers?
- 3. How often do your customers repeat purchase?
- 4. Are the repeat purchases increasing?

Section B:

Rate the following qualities of the products that satisfy your customers:

Qualities	Extremely	Very	Somewhat	Somewhat	Very	Extremely
	Dissatisfied	Dissatisfied	Dissatisfied	Satisfied	Satisfied	Satisfied
Performance						
Features						
Reliability						
Conformance						
Durability						
Serviceability						
Aesthetics						
Perceived						
quality						

Questionnaire for customers

- 1. Please state the followings:
 - Gender
 - Age
 - Education level
 - Profession or occupation
 - Personal monthly income
 - Level as a shopper.
 - Are you satisfied with the RMG products of Bangladesh?
- 2. Rate the following qualities of an apparel product that satisfy you:

Qualities	Extremely	Very	Somewhat	Somewhat	Very	Extremely
	Dissatisfied	Dissatisfied	Dissatisfied	Satisfied	Satisfied	Satisfied
Performance						
Features						
Reliability						
Conformance						
Durability						
Serviceability						
Aesthetics						
Perceived						
quality						

Questionnaire answers transcripts

Responses from the export-oriented RMG firms (Questionnaire set 1, Sample set 1) Sample size: 40

Response 1:

Section A:

Γ

Please st	ate your de	signati	on wi	thin your	or	ganization.					
CEO	Market	ing	Prod	uction	Н	R Executive	Fina	nce		Oth	er
	Executi	-	Exec	utive			Exe	cutive			
✓											
What are the products that you are offering to your customers?											
Shirts	trousers	T Shi	rts	Denims		jackets	Sweat	ters	sportsw	ear	Others
✓	\checkmark	~					~				\checkmark
	en do your				has						
Within	Within	Withi	n	Within		Within	Within	n	Within		Never
2weeks-	1-3	3-6		6		1-3 years	3-5ye	ars	5 years		
1month	month	Mont	hs	months-							
	s			1 years							
√											
	I	<u> </u>		<u> </u>		l	<u> </u>		<u> </u>		
Are the	repeat purcl	nases ir	ncreas	sing?							
Yes				No				Uncl	hanged		
\checkmark											

Section B: R	Rate the follo	wing qualition	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features				\checkmark		
Reliability					✓	
Conforma				✓		
nce						
Durability					~	
Serviceabil				✓		
ity						
Aesthetics			~			
Perceived				✓		
quality						

Response 2:

Market Executi	0	duction				
Executi			HR Executive	Finance	O	ther
	ve Exe	cutive		Executiv	e	
\checkmark						
he produc	ets that you	are offering	g to your custor	mers?		
ousers	T Shirts	Denims	jackets	Sweaters	sportswear	· Others
\checkmark	\checkmark			\checkmark		~
Within	Within	Within	Within	Within	Within	Never
1-3	3-6	6	1-3 years	3-5years	5 years	
month	Months	months-				
S		1 years				
✓						
beat purch	nases increa	using?				
		No		TT	changed	
	ousers do your Within 1-3 month s ✓	ousersT Shirts \checkmark \checkmark \checkmark \checkmark do your customers rWithinWithin1-33-6monthMonthss \checkmark	ousers T Shirts Denims ✓ ✓ ✓ ✓ do your customers repeat purch Within Within 1-3 3-6 month Months s 1 years	ousersT ShirtsDenimsjackets \checkmark \checkmark \checkmark \checkmark \checkmark do your customers repeat purchase?WithinWithinWithin1-33-661-3 yearsmonthMonthsmonths-s1years \checkmark \checkmark \checkmark	✓ ✓ ✓ ✓ ✓ ✓ do your customers repeat purchase? ✓ Within Within Within 1-3 3-6 6 1-3 years month Months months-	ousersT ShirtsDenimsjacketsSweaterssportswear \checkmark \checkmark \checkmark \checkmark \checkmark \checkmark \checkmark do your customers repeat purchase?WithinWithinWithinWithinWithin1-33-661-3 years3-5 years5 yearsmonthMonthsmonths-1 years11 \checkmark 111111 \checkmark 11111 \checkmark

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						 ✓
ce						
Features				\checkmark		
Reliability						✓
Conforma				✓		
nce						
Durability					~	
Serviceabil				~		
ity						
Aesthetics				~		
Perceived				~		
quality						

Response 3:

			-	_			
CEO	Market	ing Pro	duction	HR Executive	Finance	0	ther
	Execut	ive Exe	ecutive		Executive	e	
	✓						
What are	the produc	cts that you	are offering	g to your custor	ners?		
Shirts	trousers	T Shirts	Denims	jackets	Sweaters	sportswear	r Others
		✓				✓	~
How ofte	n do your	customers 1	repeat purch	ase?			
	n do your Within	customers 1	repeat purch	ase?	Within	Within	Never
Within	-						Never
Within	Within	Within	Within	Within	Within 3-5years	Within 5 years	Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features				✓		
Reliability					~	
Conforma			\checkmark			
nce						
Durability					\checkmark	
Serviceabil					\checkmark	
ity						
Aesthetics			✓			
Perceived			✓			
quality						

Response 4:

Section A:

г

GEO		· Ъ	1				
CEO	Market	0		HR Executive	Finance		ther
	Execut	ive Ex	ecutive		Executiv	ve	
			✓				
What are	e the produc	ets that you	are offering	g to your custor	mers?		
Shirts	trousers	T Shirts	Denims	jackets	Sweaters	sportswea	r Others
	\checkmark		✓		~	✓	
How ofte	en do your	customers	repeat purch	ase?			
	-				Within	Within	Never
How ofto Within 2weeks-	Within	customers Within 3-6	repeat purch Within 6	Within	Within 3-5years	Within 5 years	Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6		Within 3-5years	Within 5 years	Never
Within	Within	Within	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month	Within 3-6 Months	Within 6 months- 1 years ✓	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years ✓	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						✓
ce						
Features					✓	
Reliability					✓	
Conforma					\checkmark	
nce						
Durability					\checkmark	
Serviceabil				\checkmark		
ity						
Aesthetics			√			
Perceived				✓		
quality						

Response 5:

CEO	Market	ing Pro	oduction	HR Executive	Finance	C	Other
	Execut	ive Ex	ecutive		Executiv	ve	
					✓		
		·		g to your custor		1 .	
	rousers	T Shirts	Denims	jackets	Sweaters	sportswea	ar Others
\checkmark			\checkmark	\checkmark		\checkmark	
How often							
Within	n do your Within	customers Within	repeat purch	within	Within	Within	Never
					Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within 1-3 years			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within 1-3 years			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within 1-3 years	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					~	
ce						
Features				~		
Reliability			~			
Conforma		~				
nce						
Durability				~		
Serviceabil			~			
ity						
Aesthetics			✓			
Perceived		✓				
quality						

Response 6:

Please st	ate your de	signation	within your	organization.					
CEO	Market	ing Pr	oduction	HR Executive	Finar	ice		Oth	er
	Execut	ive Ex	cecutive		Exec	utive			
	✓								
		-		ng to your custo					
Shirts	trousers	T Shirts	Denims	5	Sweate	ers	sportswe	ear	Others
	\checkmark		\checkmark	\checkmark	~		✓		
How offe	Within	Within	repeat purc Within	hase?	Within		Within		Never
2weeks-	1-3	3-6	6	1-3 years	3-5yea	rs	5 years		
1month	month	Months	months-						
	S		1 years						
		 ✓ 							
Are the 1	repeat purcl	hases incre	easing?						
Yes			No			Unc	hanged		
✓									
							hangeu		

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features					~	
Reliability					~	
Conforma				✓		
nce						
Durability					✓	
Serviceabil				\checkmark		
ity						
Aesthetics				✓		
Perceived						~
quality						

Response 7:

		signation v	vithin your o	organization.			
CEO	Market	ing Pro	duction	HR Executive	Finance	C	Other
	Execut	ive Exe	ecutive		Executiv	e	
	✓						
		-		g to your custor			
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	ar Others
		✓		\checkmark	\checkmark	✓	
How offe	en do vour	customers	repeat purch	ase?			
	en do your Within	customers : Within	repeat purch	wase?	Within	Within	Never
Within	•				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualiti	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					~	
ce						
Features				\checkmark		
Reliability					~	
Conforma				√		
nce						
Durability				√		
Serviceabil				\checkmark		
ity						
Aesthetics			✓			
Perceived				✓		
quality						

Response 8:

Section A:

г

CEO	Market	ing Pro	duction	HR Executive	Finance	C	ther
	Execut	ive Exe	ecutive		Executiv	e	
✓							
		-		g to your custor		1	
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
		\checkmark		\checkmark	\checkmark		
How ofte	en do vour	customers	repeat purch	ase?			
	en do your Within	customers : Within	repeat purch Within	ase? Within	Within	Within	Never
Within	·				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features			✓			
Reliability					\checkmark	
Conforma					✓	
nce						
Durability					\checkmark	
Serviceabil			\checkmark			
ity						
Aesthetics				✓		
Perceived			✓			
quality						

Response 9:

CEO	Market	ing Pro	oduction	HR Executive	Finance	C	Other
020	Execut	0	ecutive		Executiv		
					✓		
	the produc			g to your custor	ners?		
Shirts 1	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	ar Others
~	\checkmark	~			~		✓
How ofte	n da vour	austomora	ropoot purch	20202			
How ofte Within	n do your	customers Within	repeat purch	within	Within	Within	Never
	-				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within 1-3 years			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within 1-3 years	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	У
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan			✓			
ce						
Features		✓				
Reliability				~		
Conforma			✓			
nce						
Durability			√			
Serviceabil				\checkmark		
ity						
Aesthetics			√			
Perceived		✓				
quality						

Response 10:

		signation v	vithin your o	organization.			
CEO	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Execut	ive Ex	ecutive		Executiv	e	
	✓						
	the produc			g to your custor	mers?		
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
~	\checkmark	~		√	✓		~
How ofte	n do vour	customers	reneat nurch	ase?			
	n do your Within	customers Within	repeat purch	ase?	Within	Within	Never
How ofte Within 2weeks-	-				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						 ✓
ce						
Features						✓
Reliability				✓		
Conforma				~		
nce						
Durability					~	
Serviceabil					~	
ity						
Aesthetics				~		
Perceived				~		
quality						

Response 11:

			,	organization.			
CEO	Market	ing Pro	duction	HR Executive	Finance	0	ther
	Execut	ive Exe	ecutive		Executive	•	
	~						
	the produc			g to your custor			
Shirts 1	trousers	T Shirts	Denims	Jackets	Sweaters	sportswear	r Others
~			✓	✓		~	
How ofte	n do vour	customers	repeat purch	ase?			
	n do your	customers Within	repeat purch	ase? Within	Within	Within	Never
Within	-			Within			Never
Within	Within	Within	Within		Within 3-5years	Within 5 years	Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years ✓	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years ✓	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features						✓
Reliability						✓
Conforma				✓		
nce						
Durability					✓	
Serviceabil			✓			
ity						
Aesthetics				✓		
Perceived						~
quality						

Response 12:

	ite your de	signation v	vithin your o	organization.			
CEO	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Execut	ive Ex	ecutive		Executiv	e	
	✓						
	the produc	-		g to your custor	ners?		
Shirts t	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
~			✓	✓		✓	
How offer	n do your	customers	repeat purch	nase?			
Within	Within	Within	Within	Within	Within	Within	Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within 1-3 years	Within 3-5years	Within 5 years	Never
							Never
2weeks-	1-3	3-6	6				Never
2weeks-	1-3 month	3-6	6 months-				Never
2weeks- 1month	1-3 month s	3-6	6 months- 1 years		3-5years		Never
2weeks- 1month	1-3 month s	3-6 Months	6 months- 1 years		3-5years ✓		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features			\checkmark			
Reliability			\checkmark			
Conforma			~			
nce						
Durability				✓		
Serviceabil		~				
ity						
Aesthetics		✓				
Perceived		✓				
quality						

Response 13:

CEO	Market	ing Pro	oduction	HR Executive	Finance	(Other
	Execut		ecutive		Executiv	e	
				\checkmark			
What are	the produce	ets that you		g to your custor	mers?		
Shirts t	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	ar Others
\checkmark		1					1
	1					✓	~
	n do your Within		repeat purch	nase? Within	Within	Within	Never
		customers			Within 3-5years		
Within	Within	customers Within	Within	Within		Within	
Within 2weeks-	Within 1-3	customers Within 3-6	Within 6	Within		Within	
Within 2weeks-	Within 1-3 month	customers Within 3-6	Within 6 months-	Within		Within	
Within 2weeks-	Within 1-3 month	customers Within 3-6	Within 6 months-	Within 1-3 years		Within	
Within 2weeks- 1month	Within 1-3 month s	customers Within 3-6	Within 6 months- 1 years	Within 1-3 years		Within	

Section B: R	Section B: Rate the following qualities of the products that satisfy your customers:									
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel				
	У	Dissatisfi	t	Satisfied	Satisfied	у				
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied				
	ed	2	ed			6				
	1		3							
Performan					✓					
ce										
Features						✓				
Reliability						✓				
Conforma					✓					
nce										
Durability					✓					
Serviceabil			✓							
ity										
Aesthetics			√							
Perceived					~					
quality										

Response 14:

CEO	Market	ing Pro	oduction	HR Executive	Finance	;	Other
	Execut	C	ecutive		Executi	ve	
			✓				
	-	·		g to your custor			
Shirts 1	trousers	T Shirts	Denims	Jackets	Sweaters	sportswo	ear Others
\checkmark	\checkmark	 ✓ 	✓	\checkmark	~		
How offe	n do vour	customers	reneat nurch	ase?			
How ofte	n do your	customers Within	repeat purch	ase? Within	Within	Within	Never
					Within 3-5years	Within 5 years	
Within	Within	Within	Within	Within			
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years ✓	Within			
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years ✓	Within	3-5years		

Section B: R	Section B: Rate the following qualities of the products that satisfy your customers:									
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel				
	У	Dissatisfi	t	Satisfied	Satisfied	у				
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied				
	ed	2	ed			6				
	1		3							
Performan						✓				
ce										
Features					✓					
Reliability				~						
Conforma					✓					
nce										
Durability						~				
Serviceabil				~						
ity										
Aesthetics				~						
Perceived				~						
quality										

Response 15:

	ate your de	signation w	vithin your o	organization.			
CEO	Market	ing Pro	duction	HR Executive	Finance	Ot	her
	Executi	ive Exe	cutive		Executiv	e	
	✓						
What are	the produc	cts that you	are offering	g to your custor	mers?		
Shirts 1	trousers	T Shirts	Denims	Jackets	Sweaters	sportswear	• Others
~		\checkmark				\checkmark	~
	n do vour	customers 1	eneat nurch	ase?			
	within	customers 1 Within	epeat purch	within	Within	Within	Never
Within	-				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Section B: Rate the following qualities of the products that satisfy your customers:								
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel			
	у	Dissatisfi	t	Satisfied	Satisfied	у			
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied			
	ed	2	ed			6			
	1		3						
Performan						~			
ce									
Features			~						
Reliability						✓			
Conforma						✓			
nce									
Durability						✓			
Serviceabil				✓					
ity									
Aesthetics					✓				
Perceived					✓				
quality									

Response 16:

	ite your de	signation v	vithin your	organization.			
CEO	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Executi	ive Ex	ecutive		Executive	e	
	~						
	-			g to your custor		T	
	trousers	T Shirts	Denims	Jackets	Sweaters	sportswear	c Others
~		\checkmark		\checkmark	✓	✓	
How offer	n do your	customers	repeat purch	hase?			
Within	Within	Within	Within	Within	Within	Within	Never
	Within 1-3	Within 3-6	Within 6	Within 1-3 years	Within 3-5years	Within 5 years	Never
							Never
2weeks-	1-3	3-6	6				Never
Within 2weeks- 1month	1-3 month	3-6	6 months-				Never
2weeks-	1-3 month	3-6	6 months- 1 years				Never
2weeks- 1month	1-3 month s	3-6	6 months- 1 years ✓				Never
2weeks- 1month	1-3 month s	3-6 Months	6 months- 1 years ✓		3-5years		Never

Section B: R	Late the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features						✓
Reliability						~
Conforma				\checkmark		
nce						
Durability						✓
Serviceabil						✓
ity						
Aesthetics					~	
Perceived					~	
quality						

Response 17:

CEO	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Executi	ive Ex	ecutive		Executive	e	
✓							
	-	·		g to your custor			
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
\checkmark	\checkmark	~		~	✓		~
Within	Within	Within	repeat purch	Within	Within	Within	Never
2weeks-	1-3	3-6	6	1-3 years	3-5years	5 years	
Zweeks-		Months	months-				
1month	month	womins					
	month s	Wontins	1 years				
			1 years				
1month			1 years				
1month ✓	S	hases incre					

Section B: R	Rate the follo	wing qualiti	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features						~
Reliability						~
Conforma				\checkmark		
nce						
Durability						~
Serviceabil			✓			
ity						
Aesthetics				~		
Perceived						~
quality						

Response 18:

CEO	Market	ing Pro	oduction	HR Executive	Finance	(Other
	Execut	ive Ex	ecutive		Executiv	e	
							\checkmark
What are	the produc	cts that you	ı are offering	g to your custor	mers?		
Shirts t	trousers	T Shirts	Denims	Jackets	Sweaters	sportswe	ar Others
(,		1	,	
✓ How ofte	n do vour	customers	repeat purch	✓	~	✓	
	n do your Within	v customers Within	repeat purch	within	Within	Within	Never
How often	•		repeat purch				Never
How ofter Within	Within	Within	repeat purch	Within	Within	Within	Never
How ofter Within 2weeks-	Within 1-3	Within 3-6	repeat purch Within 6	Within	Within	Within	Never
How ofter Within 2weeks-	Within 1-3 month	Within 3-6	repeat purch Within 6 months-	Within	Within	Within	Never
How ofter Within 2weeks-	Within 1-3 month	Within 3-6	repeat purch Within 6 months- 1 years	Within	Within	Within	Never
How ofter Within 2weeks- 1month	Within 1-3 month s	Within 3-6	repeat purch Within 6 months- 1 years	Within	Within	Within	Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	У
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features					~	
Reliability					~	
Conforma				\checkmark		
nce						
Durability			~			
Serviceabil			~			
ity						
Aesthetics				✓		
Perceived				\checkmark		
quality						

Response 19:

CEO	Market	ing Pro	duction	HR Executive	Finance	0	ther
	Execut	ive Exe	ecutive		Executive	2	
				\checkmark			
				g to your custor		1	
Shirts t	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
~	\checkmark	✓			\checkmark	✓	
	n uo your			IASP /			
Within	Within	Within	repeat purch	Within	Within	Within	Never
Within 2weeks-	Within 1-3				Within 3-5years	Within 5 years	Never
		Within	Within	Within			Never
2weeks-	1-3	Within 3-6	Within 6	Within			Never
2weeks-	1-3 month	Within 3-6	Within 6 months-	Within			Never
2weeks- 1month	1-3 month s	Within 3-6	Within 6 months- 1 years	Within	3-5years		Never
2weeks- 1month	1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years ✓		Never

Section B: R	Rate the follo	wing qualition	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan			✓			
ce						
Features		~				
Reliability				✓		
Conforma			~			
nce						
Durability				\checkmark		
Serviceabil				\checkmark		
ity						
Aesthetics		✓				
Perceived	✓					
quality						

Response 20:

Section A:

г

	ate your de	esignation v	vithin your o	organization.					
CEO	Market	ing Pro	duction	HR Executive	Finar	nce	(Othe	er
	Executi	ive Exe	ecutive		Exec	utive	;		
	✓								
		-		g to your custor					
Shirts	trousers	T Shirts	Denims	Jackets	Sweate	ers	sportswe	ar	Others
~		~		✓	✓				
11 0	1		(1	2	1				
	en do your Within	customers : Within	repeat purch	nase? Within	Within		Within		Never
Within	Within				Within 3-5yea		Within 5 years		Never
Within	Within	Within	Within	Within					Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within					Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within					Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within					Never
Within 2weeks- 1month	Within 1-3 month	Within 3-6 Months	Within 6 months- 1 years	Within					Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within		rs			Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features			√			
Reliability					~	
Conforma			\checkmark			
nce						
Durability						~
Serviceabil				✓		
ity						
Aesthetics				~		
Perceived					~	
quality						

Response 21:

CEO	Market	ing Pro	oduction	HR Executive	Finance	С	ther
	Executi	ive Ex	ecutive		Executive	e	
	✓						
What are	the produc	ets that you	are offering	g to your custor	mers?		
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
✓		✓		✓		✓	✓
How offer	n do vour	customers	repeat purch	ase?			
	n do your Within	customers Within	repeat purch	uase? Within	Within	Within	Never
How ofter Within 2weeks-	·		1 1		Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month s	Within 3-6	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features					√	
Reliability				~		
Conforma					✓	
nce						
Durability						✓
Serviceabil				~		
ity						
Aesthetics					✓	
Perceived						~
quality						

Response 22:

Please s	tate your de	signation	within your o	organization.			
CEO	Market	ing Pro	oduction	HR Executive	Finance	Ot	her
	Executi	ive Ex	ecutive		Executive	•	
	✓						
	e the produc	·		g to your custor	ners?		
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	sportswear	• Others
✓		✓			\checkmark	~	~
How oft Within	ten do your		repeat purch	within			
** 1011111	vv Itililli	Within	Within	within	Within	Within	Never
		Within 3-6	Within 6				Never
	- 1-3			1-3 years	Within 3-5years	Within 5 years	Never
2weeks-	- 1-3	3-6	6				Never
2weeks-	- 1-3 month	3-6	6 months-				Never
2weeks- 1month	- 1-3 month	3-6 Months	6 months- 1 years	1-3 years			Never
2weeks- 1month	- 1-3 month s	3-6 Months	6 months- 1 years	1-3 years	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						 ✓
ce						
Features						~
Reliability					✓	
Conforma					\checkmark	
nce						
Durability					✓	
Serviceabil				✓		
ity						
Aesthetics				✓		
Perceived					~	
quality						

Response 23:

CEO	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Execut	ive Ex	ecutive		Executive	e	
	✓						
What are	the produc	ets that you	1 are offering	g to your custor	mers?		
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswear	r Others
✓		~		√	✓		
Within	Within	Within	repeat purch	Within	Within	Within	Never
2weeks-	1-3	3-6	6	1-3 years	3-5years	5 years	
1month	month	Months	months-				
	s		1 years				
	-			✓			
				•			
Are the re		hases incre	asing?				

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features			√			
Reliability					~	
Conforma				✓		
nce						
Durability					~	
Serviceabil		✓				
ity						
Aesthetics			√			
Perceived			√			
quality						

Response 24:

	Market	ing Pro	oduction	HR Executive	Finance	0	ther
	Execut	ive Ex	ecutive		Executive	e	
			✓				
	-	·		g to your custor			
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswear	r Others
~		 ✓ 		\checkmark	✓	~	
Within	Within	Within	repeat purch	Within	Within	Within	Never
2weeks-	1-3	3-6	6	1-3 years	3-5years	5 years	
	month	Months	months-				
1month			1 years				
1 month	S						
1month	S		✓				
1month	S		✓				
		hases incre					

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						 ✓
ce						
Features					✓	
Reliability					~	
Conforma						✓
nce						
Durability						~
Serviceabil				✓		
ity						
Aesthetics					~	
Perceived						~
quality						

Response 25:

CEO	Market	ing Pr	oduction	HR Executive	Finance	(Other
	Execut	ive Ex	ecutive		Executiv	ve	
							\checkmark
What are	the produ	cts that yo	are offering	g to your custor	mers?		
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswe	ar Others
✓		\checkmark	✓	1			
How often	n da yayın	austamars					
How ofter Within	n do your Within	customers Within	repeat purch	nase? Within	Within	Within	Never
	·		repeat purch		Within 3-5years	Within 5 years	Never
Within	Within	Within	repeat purch	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	repeat purch Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	repeat purch Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	repeat purch Within 6 months-	Within 1-3 years			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	repeat purch Within 6 months- 1 years	Within 1-3 years			Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					~	
ce						
Features			✓			
Reliability					\checkmark	
Conforma				\checkmark		
nce						
Durability						~
Serviceabil				\checkmark		
ity						
Aesthetics			√			
Perceived				\checkmark		
quality						

Response 26:

Image: Market of the second	CEO	Market	ing Pro	duction	HR Executive	Finance	0	ther
What are the products that you are offering to your customers? Shirts trousers T Shirts Denims Jackets Sweaters sportswear O ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ ✓ How often do your customers repeat purchase? Within Within Within Within Within N 2weeks- 1-3 3-6 6 1-3 years 3-5years 5 years N 1month Months months- 1 years Imonth Imonth<		Execut	ive Exe	ecutive		Executive	e	
ShirtstrousersT ShirtsDenimsJacketsSweaterssportswearC \checkmark How often do your customers repeat purchase?WithinWithinWithinWithinWithinWithin2weeks-1-33-661-3 years3-5 years5 years1monthmonthMonthsmonths-1 years11 \checkmark \checkmark \checkmark \checkmark \checkmark \checkmark \checkmark				✓				
Image: Constraint of the second se		-			- •			
Within Within Within Within Within Within Within N 2weeks- 1-3 3-6 6 1-3 years 3-5years 5 years 1month months months- 1 years 1 1 1		trousers	T Shirts		Jackets		-	r Others
WithinWithinWithinWithinWithinWithinN2weeks- $1-3$ $3-6$ 6 $1-3$ years $3-5$ years 5 years 1 1monthmonthMonthsmonths- 1 years 1 1 years 1	\checkmark		\checkmark	~	✓	\checkmark	~	
ImonthMonthsmonths- 1 yearsImonthImonth s \checkmark Imonths- 1 yearsImonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths- Imonths	$\Pi \cap W \cap H$	and a trail	anatamaana	nom oot muunol				
s 1 years		·				Within	Within	Never
	Within	Within	Within	Within	Within			Never
	Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
	Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
	Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Are the repeat purchases increasing?	Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Yes No Unchanged	Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features						✓
Reliability						✓
Conforma						✓
nce						
Durability				✓		
Serviceabil					~	
ity						
Aesthetics						~
Perceived				✓		
quality						

Response 27:

CEO	Market	ing Pro	oduction	HR Executive	Financ	ce	Oth	ler
	Execut	ive Ex	ecutive		Execu	tive		
					✓			
	the product	cts that you	are offering	to your custon	ners? Sweater	a aport		Others
Snirts ✓	trousers	T Shirts			Sweater ✓	s sports	swear	Others
•		•	•	•	•			
			. 1	0				
	n do your Within	customers Within	repeat purch Within	ase? Within	Within	Withi	in	Never
Within	-				Within 3-5year			Never
Within 2weeks-	Within	Within	Within	Within				Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within				Never
Within	Within 1-3 month	Within 3-6	Within 6 months-	Within			ars	Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within		s 5 yea	ars	Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5year	s 5 yea	ârs	Never

Section B: R	Rate the follo	wing qualition	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan			~			
ce						
Features		~				
Reliability			~			
Conforma	~					
nce						
Durability		~				
Serviceabil					~	
ity						
Aesthetics	~					
Perceived	✓					
quality						

Response 28:

CEO	Market	ing Pro	oduction	HR Executive	Finance	C	Other
	Executi	ive Ex	ecutive		Executiv	e	
✓							
What are	the produc	ets that you	are offering	g to your custor	mers?		
Shirts t	trousers	T Shirts	Denims	Jackets	Sweaters	sportswea	ar Others
✓	✓	✓			✓		✓
How often	n do your	customers	repeat purch	nase?			
	n do your Within	customers	repeat purch	ase?	Within	Within	Never
Within	-			Within			Never
Within	Within	Within	Within		Within 3-5years	Within 5 years	Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features					✓	
Reliability						~
Conforma					~	
nce						
Durability						~
Serviceabil						~
ity						
Aesthetics					~	
Perceived						~
quality						

Response 29:

Section A:

г

Please st	tate your de	signation	within your	organization.				
CEO	Market	ing Pı	oduction	HR Executive	Financ	Finance Of		
	Execut	ive Ex	xecutive		Execut	ive		
	✓							
	e the produ			ig to your custor	mers?			
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	s sportswe	ar Others	
✓	\checkmark	~	✓		~	✓		
How oft Within	en do your	customers Within	s repeat purc	hase?	Within	Within	Never	
2weeks-		3-6	6	1-3 years	3-5years			
1month	month s	Months	months- 1 years	•	5 Sycurs	, sycars		
				✓				
Are the	repeat purcl	nases incr	easing?		1		1	
Yes			No		U	Unchanged		
			✓					

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan			~			
ce						
Features		~				
Reliability			✓			
Conforma			✓			
nce						
Durability			✓			
Serviceabil					\checkmark	
ity						
Aesthetics		✓				
Perceived			✓			
quality						

Response 30:

Section A:

г

CEO	Market	ing Pro	duction	HR Executive	Finance	С	Other	
	Executi	ive Exe	ecutive		Executiv	e		
\checkmark								
What are	the produc	-		g to your custor	ners?			
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others	
✓	\checkmark	~					✓	
How often	1 do vour	customers 1	reneat nurch	nase?				
	n do your Within	customers i Within	repeat purch	within	Within	Within	Never	
Within	•		1 1		Within 3-5years	Within 5 years	Never	
Within	Within	Within	Within	Within			Never	
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never	
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never	
Within 2weeks-	Within 1-3 month s	Within 3-6	Within 6 months-	Within			Never	
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never	

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features					~	
Reliability						~
Conforma						~
nce						
Durability				✓		
Serviceabil						~
ity						
Aesthetics						~
Perceived						~
quality						

Response 31:

CEO	Market	ing Pro	duction	HR Executive	Finance	nance Oth		
	Executiv		ecutive		Executive			
				\checkmark				
	the produc	cts that you	are offering	g to your custor	ners? Sweaters	sportswea	r Others	
Sillits	liouseis			Jackets	Sweaters	sportswea		
		I						
How ofte	n do your Within	customers Within	repeat purch	ase? Within	Within	Within	Never	
	-				Within 3-5years	Within 5 years	Never	
Within	Within	Within	Within	Within			Never	
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never	
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never	
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months- 1 years	Within			Never	
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never	
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never	

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan						~
ce						
Features						✓
Reliability						✓
Conforma					\checkmark	
nce						
Durability				√		
Serviceabil						~
ity						
Aesthetics						✓
Perceived				✓		
quality						

Response 32:

Marketi Executi ✓ e produc	ve Exe	ecutive are offering	HR Executive	Finance Executive mers?		her
✓ e produc	cts that you	are offering	g to your custo		2	
e produc	•		g to your custo	mers?		
-	•		g to your custo	mers?		
ousers	T Shirts		T 1 .	G		0.1
		Denims	Jackets	Sweaters	sportswear	Others
	\checkmark	✓	\checkmark	✓		
do your do Within	Within	Within	Within	Within	Within	Never
1-3	3-6	6	1-3 years	3-5years	5 years	
month	Months	months-				
s		1 years				
		✓				
eat purch	nases increa	sing?				
		No		Unc	changed	
1	Within 1-3 nonth	Within Within 1-3 3-6 month Months s	Within Within Within 1-3 3-6 6 month Months months- s 1 years v	1-3 3-6 6 1-3 years month Months months- s 1 years i ✓	WithinWithinWithinWithin $1-3$ $3-6$ 6 $1-3$ years $3-5$ yearsnonthMonthsmonths- 1 years 4 s 1 years 4 4 eat purchases increasing?	Within Within Within Within Within 1-3 3-6 6 1-3 years 3-5 years 5 years nonth Months months- 1 years 1 1 s 1 years ✓ 1 1 1 eat purchases increasing? 1 1 1 1 1

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features					~	
Reliability						~
Conforma						~
nce						
Durability				✓		
Serviceabil					~	
ity						
Aesthetics					~	
Perceived					~	
quality						

Response 33:

Please s	tate your de	esignation	within your	organization.			
CEO	Market	ing P	roduction	HR Executive	Finance	Finance (
	Execut	ive E	xecutive		Executiv	ve	
	~						
	e the produc	·		ng to your custor			
Shirts	trousers	T Shirts	Denims	Jackets	Sweaters	sportswe	ar Others
\checkmark	✓	✓	~	~			~
How of Within	ten do your	customer Within	s repeat purc	hase?	Within	Within	Never
2weeks-	- 1-3	3-6	6	1-3 years	3-5years	5 years	
1 month	month	Months	months-				
	S		1 years				
		✓					
		1		1			
Are the	repeat purcl	hases incr	reasing?				
Are the Yes	repeat purcl	hases incr	reasing?		Un	changed	<u> </u>

Section B: R	Rate the follo	wing qualition	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features					~	
Reliability					~	
Conforma					~	
nce						
Durability			~			
Serviceabil					~	
ity						
Aesthetics					~	
Perceived				\checkmark		
quality						

Response 34:

Please sta	te your de	signation	within your	organization.				
CEO	Market	ing Pi	oduction	HR Executive	Finan	ce	Oth	ner
	Execut	ive E	xecutive		Execu	utive		
	✓							
	-	-		ng to your custo	_			
	rousers	T Shirts			Sweate	rs sportsv	vear	Others
~		~	✓	\checkmark				
How ofter Within	n do your Within	customers Within	s repeat purc	within	Within	Within	L	Never
2weeks-	1-3	3-6	6	1-3 years	3-5year	rs 5 year	s	
1month	month	Months	months	-				
	s		1 years					
		 ✓ 						
Are the re	peat purcl	nases incr	easing?					
Yes			No			Unchanged		
✓						_		

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features						~
Reliability						✓
Conforma					✓	
nce						
Durability				✓		
Serviceabil					\checkmark	
ity						
Aesthetics						✓
Perceived			✓			
quality						

Response 35:

CEO	Market	ing Pro	oduction	HR Executive	Finance	(Other
	Execut	ive Ex	ecutive		Executiv	e	
				\checkmark			
	-	·		g to your custor			
	rousers	T Shirts	Denims	Jackets	Sweaters	sportswe	
\checkmark	\checkmark	\checkmark	✓	~	✓		\checkmark
How ofte	n do vour	customers	repeat purch	2222			I
	n do your Within	customers Within	repeat purch	uase?	Within	Within	Never
How ofter Within 2weeks-					Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					~	
ce						
Features			√			
Reliability					~	
Conforma				✓		
nce						
Durability				✓		
Serviceabil						✓
ity						
Aesthetics					~	
Perceived			√			
quality						

Response 36:

Section A:

г

CEO	Market	ing Pro	duction	HR Executive	Financ	e	Other
	Execut	ive Exe	ecutive		Execut	ive	
	✓						
		-		g to your custor			
	trousers	T Shirts	Denims	Jackets	Sweaters	sportsw	ear Others
~		\checkmark	~	\checkmark	✓		
How ofte	en do vour	customers	repeat purch	nase?	1		I
	en do your Within	customers : Within	repeat purch	ase? Within	Within	Within	Never
How ofte Within 2weeks-	-				Within 3-5years		
Within	Within	Within	Within	Within			
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months ✓	Within 6 months- 1 years	Within	3-5years		

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features					~	
Reliability				✓		
Conforma			~			
nce						
Durability			~			
Serviceabil						√
ity						
Aesthetics						✓
Perceived			✓			
quality						

Response 37:

CEO	Market	ing Pro	duction	HR Executive	Finance	C	Other
	Executi	ive Exe	ecutive		Executiv	/e	
✓							
	the produc	cts that you	are offering	to your custor	ners? Sweaters	aportawa	ar Others
Shirts	trousers	1 Shirts		Jackets	Sweaters	sportswea	ir Others
	n do your Within	customers r	repeat purch	ase? Within	Within	Within	Never
Within	•				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month s	Within 3-6	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					~	
ce						
Features					~	
Reliability					~	
Conforma						✓
nce						
Durability			~			
Serviceabil						✓
ity						
Aesthetics						✓
Perceived						~
quality						

Response 38:

CEO	Market	ing Pro	duction	HR Executive	Finance	<u> </u>	other
CLU	Executi	0	ecutive	Int Excounte	Executiv		
\checkmark							
		cts that you	are offering	g to your custor		anontorros	n Others
Shirts	trousers	1 Shirts		Jackets	Sweaters	sportswea	r Others
v		v	·	v	•		
	en do your	customers : Within	repeat purch Within	within	Within	Within	Never
Within					Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Nev

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	у	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan					✓	
ce						
Features					~	
Reliability				~		
Conforma						✓
nce						
Durability				~		
Serviceabil						✓
ity						
Aesthetics						~
Perceived			✓			
quality						

Response 39:

CEO	Market	ing Pro	duction	HR Executive	Finance	С	ther
	Executi	ive Exe	ecutive		Executive	e	
				\checkmark			
	-			g to your custor			
Shirts t	rousers	T Shirts	Denims	Jackets	Sweaters	sportswea	r Others
\checkmark	\checkmark	~	\checkmark		\checkmark		~
How offer	a da waw	austomora	an act nural				
	n do your Within	customers r	repeat purch	within	Within	Within	Never
How ofter Within 2weeks-					Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never

Section B: R	Rate the follo	wing qualition	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features			~			
Reliability				~		
Conforma			✓			
nce						
Durability			~			
Serviceabil						✓
ity						
Aesthetics					~	
Perceived					~	
quality						

Response 40:

Section A:

г

			inini your (organization.			
CEO	Market	ing Pro	duction	HR Executive	Finance	0	ther
	Execut	ive Exe	ecutive		Executive	e	
	~						
		-	are offering	g to your custor			
	trousers	T Shirts		Jackets	Sweaters	sportswea	
\checkmark		\checkmark	~	~	\checkmark		\checkmark
	1		. 1	0			
	n do your	customers i Within	repeat purch	within	Within	Within	Never
Within	•				Within 3-5years	Within 5 years	Never
Within	Within	Within	Within	Within			Never
Within 2weeks-	Within 1-3	Within 3-6	Within 6	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6	Within 6 months-	Within			Never
Within 2weeks-	Within 1-3 month	Within 3-6 Months	Within 6 months-	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within			Never
Within 2weeks- 1month	Within 1-3 month s	Within 3-6 Months	Within 6 months- 1 years	Within	3-5years		Never

Section B: R	Rate the follo	wing qualities	es of the pro	ducts that sat	isfy your cus	tomers:
Qualities	Extremel	Very	Somewha	Somewhat	Very	Extremel
	У	Dissatisfi	t	Satisfied	Satisfied	у
	Dissatisfi	ed	Dissatisfi	4	5	Satisfied
	ed	2	ed			6
	1		3			
Performan				✓		
ce						
Features			✓			
Reliability				~		
Conforma		~				
nce						
Durability				✓		
Serviceabil					✓	
ity						
Aesthetics	✓					
Perceived	✓					
quality						

Responses from the domestic customers (Questionnaire set 2, Sample set 2) Sample size: 40

Response 1:

Gender								
Male					Female			
Age								
11-20	2	1-30	3	1-40	41-50		51-60	Above 60
		Γ.	Ĭ					
Education	Level							
Primary	Se	condary	Gradu	ate	Postgradu	ate	Doctorate	Other
School	Sc	hool						
				V				
Student		Homemak	ter	Busine	ssperson	Serv	vice-holder	Others
Personal m	onthly	y income (E	Banglad	esh Taka/H	BDT)	-		
5000-1000	-	11000-200		21000-		3600	00-60000	Above 60000
Level as a s	shopp	er				1		
Loyal		Impulse		Discou	nt	Nee	d-based	Wandering
					V			
Are you sa	tisfied	l with the R	MG pr	oducts of H	Bangladesh	?		

Extremel	Very	Somewhat	Somewhat	Very	Extremely
у	Dissatisfied	Dissatisfied	Satisfied	Satisfied	Satisfied
Dissatisfi					
ed					
				V	

Section B: Rate the following qualities of the products that satisfy you:								
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel		
	у	Dissatisfi	Dissatisfie	at	Satisfied	у		
	Dissatisfi	ed	d	Satisfied	5	Satisfied		
	ed	2	3	4		6		
	1							
Performance						V		
Features					Ø			
Reliability					Ø			
Conformanc				Ø				
e								
Durability					V			
Serviceabilit				V				
У								
Aesthetics				V				
Perceived				V				
quality								

Response 2:

Section A										
Gender										
Male						Fe	male			
Age										
11-20	2	1-30		31-	40		41-50		51-60	Above 60
						V				
Education	Level									
Primary	Se	condary	Gra	iduat	e	Pos	tgradua	te	Doctorate	Other
School	Sc	hool								
					V					
Profession	or occ	cupation				•				- ·
Student		Homemak	ter		Busine	ssper	son	Se	rvice-holder	Others
							\checkmark			
Personal m	onthly	y income (H	Bangl	lades	h Taka/E	BDT)				
5000-1000	0	11000-200	000		21000-	3500	00	36	000-60000	Above 60000
									\checkmark	
Level as a	shopp	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
	V									
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?			
Extremel	Very	7	So	mew	hat	Sor	newhat		Very	Extremely
у	Diss	atisfied	Di	ssati	sfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi										
ed										
	1								\checkmark	

Section B: Ra	1		-	1		T
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	У	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						Ø
Features					V	
Reliability						
Conformanc				Ø		
e						
Durability					V	
Serviceabilit				Ø		
у						
Aesthetics			V			
Perceived				Ø		
quality						

Response 3:

Section A									
Gender									
Male					Fe	male			
Age									
11-20	2	1-30	31	-40	41-50			51-60	Above 60
					\checkmark				
Education	Level								
Primary	Se	condary	Gradua	te	Pos	tgradua	te	Doctorate	Other
School	nool School								
Profession Student	or occ	cupation Homemak	er	Busine	sspei	son	Sei	vice-holder	Others
			$\overline{\mathbf{A}}$						
Personal m	onthly	y income (E							
5000-1000	0	11000-200	000	21000-	3500	00	360	000-60000	Above 60000
						\square			
Level as a	shopp	er							
Loyal		Impulse		Discou	nt		Ne	ed-based	Wandering
								V	
Are you sa	tisfied	l with the R	MG pro	ducts of E	Bang	adesh?			
Extremel	Very	1	Some	what	Sor	newhat		Very	Extremely
У	Diss	atisfied	Dissat	isfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi									
ed									
							\checkmark		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features				V		
Reliability				\checkmark		
Conformanc				V		
e						
Durability					Ø	
Serviceabilit			V			
У						
Aesthetics						
Perceived				V		
quality						

Response 4:

Section A								
Gender								
Male					Femal	e		
Age								
11-20	2	1-30	31-	40	41	-50	51-60	Above 60
V								
Education	Level							
Primary	Se	condary	Graduat	te	Postgra	duate	Doctorate	Other
School	Sc	hool						
V								
Profession	or occ	-		D .				
Student		Homemak	ter	Busine	ssperson	Se	ervice-holder	Others
\checkmark								
Personal m	onthly	y income (E	Banglades	sh Taka/E	BDT)			
5000-1000	0	11000-200	000	21000-	35000	30	6000-60000	Above 60000
V								
Level as a	shopp	er		1				
Loyal		Impulse		Discou	nt	N	eed-based	Wandering
		Ø						
			MG prod	lucts of E	Banglade	sh?		1
Are you sa	tisfied	l with the R	mo proc		-		1	
Are you sa Extremel	tisfied Very		Somev	vhat	Somew	hat	Very	Extremely
	Very				Somew Satisfie		Very Satisfied	Extremely Satisfied
Extremel	Very	7	Somew					-
Extremel y	Very	7	Somew					-

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				V		
Features				V		
Reliability			M			
Conformanc			M			
e						
Durability				V		
Serviceabilit			V			
У						
Aesthetics		Ø				
Perceived		Ø				
quality						

Response 5:

Gender											
Male						Fe	male				
Age											
11-20	2	1-30		31-	40		41-50		51-60		Above 60
							V				
Education	Level										
Primary	Se	condary	Gra	duat	e	Pos	tgradua	ite	Doctor	rate	Other
School											
								\checkmark			
Profession Student	or occ	cupation Homemak	ter		Busine	ssper	son	Ser	vice-hold	er	Others
							\checkmark				
Personal m 5000-1000		y income (E		ades	h Taka/E 21000-			360	000-60000)	Above 60000
							\checkmark				
Level as a	shopp	er									
Loyal		Impulse			Discou	nt		Ne	ed-based		Wandering
	Ø										
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?				
Extremel	Very	7	So	mew	hat	Sor	newhat		Very		Extremely
y Dissatisfi ed	Dissatisfied Dissatisfied			sfied	Sati	isfied		Satisfied		Satisfied	

Section B: Rate the following qualities of the products that satisfy you:												
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel						
	у	Dissatisfi	Dissatisfie	at	Satisfied	у						
	Dissatisfi	ed	d	Satisfied	5	Satisfied						
	ed	2	3	4		6						
	1											
Performance						Ø						
Features					Ø							
Reliability						V						
Conformanc						Ø						
e												
Durability						Ø						
Serviceabilit				Ø								
У												
Aesthetics				Ø								
Perceived						V						
quality												

Response 6:

Section A									
Gender									
Male					Fe	male			
Age					•				
11-20	2	1-30	31	-40		41-50		51-60	Above 60
$\mathbf{\overline{A}}$									
Education	Level								
Primary	Se	condary	Gradua	ite	Pos	tgradua	te	Doctorate	Other
School	Sc	hool							
Ŋ									
Profession	or occ	-							
Student		Homemak	ter	Busine	ssper	son	Se	rvice-holder	Others
Personal m	onthl	y income (E	Banglade	sh Taka/H	BDT)				
5000-1000	0	11000-200	000	21000-	3500	0	36	000-60000	Above 60000
Ø									
Level as a	shopp	er							
Loyal		Impulse		Discou	nt		Ne	ed-based	Wandering
Are you sa	tisfied	l with the R	MG pro	ducts of E	Bangl	adesh?			
Extremel	Very	7	Some	what	Sor	newhat		Very	Extremely
у	Diss	atisfied	Dissat	isfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi									
ed									
	1							V	

Section B: Ra	1		1		1	1
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	У	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						V
Features					Ø	
Reliability					Ø	
Conformanc				V		
e						
Durability						V
Serviceabilit				V		
у						
Aesthetics				V		
Perceived					V	
quality						

Response 7:

Section A Gender Male Female Age 11-20 21-30 31-40 41-50 51-60 Above 60 \checkmark **Education Level** Primary Secondary Graduate Postgraduate Other Doctorate School School \checkmark Profession or occupation Service-holder Student Homemaker Businessperson Others \mathbf{V} Personal monthly income (Bangladesh Taka/BDT) 5000-10000 11000-20000 21000-35000 36000-60000 Above 60000 \checkmark Level as a shopper Impulse Loyal Discount Need-based Wandering $\mathbf{\nabla}$ Are you satisfied with the RMG products of Bangladesh? Extremel Very Somewhat Somewhat Very Extremely Dissatisfied Dissatisfied Satisfied Satisfied Satisfied y Dissatisfi ed \checkmark

Section B: Rate the following qualities of the products that satisfy you:												
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel						
	у	Dissatisfi	Dissatisfie	at	Satisfied	у						
	Dissatisfi	ed	d	Satisfied	5	Satisfied						
	ed	2	3	4		6						
	1											
Performance						Ø						
Features						Ø						
Reliability					Ø							
Conformanc					V							
e												
Durability						Ø						
Serviceabilit					Ø							
У												
Aesthetics					Ø							
Perceived						Ø						
quality												

Response 8:

Section A									
Gender									
Male					F	emale			
Age									
11-20	2	1-30	3	31-40		41-50		51-60	Above 60
						V			
Education	Level								
Primary	Se	condary	Gradu	uate	Po	ostgradua	ite	Doctorate	Other
School	Sc	hool							
								V	
Profession Student	or occ	cupation Homemak	- Pr	Bus	sinesspe	Preon	Ser	vice-holder	Others
Student		TIOMEMIAN		Du	smesspe	15011	501		Others
Personal m	onthl	y income (H	Banglad	desh Tal	ka/BD1])			
5000-1000	0	11000-200	000	210	00-350	00	360	000-60000	Above 60000
Level as a	shopp	er							
Loyal		Impulse		Dis	count		Nee	ed-based	Wandering
			V						
Are you sa	tisfied	l with the R	MG pr	oducts	of Bang	gladesh?	1		
Extremel	Very	I	Som	ewhat	So	mewhat		Very	Extremely
У	Diss	atisfied	Diss	atisfied	Sa	tisfied		Satisfied	Satisfied
Dissatisfi									
ed									
	4	\checkmark							

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:						
Qualities											
	у	Dissatisfi	Dissatisfie	at	Satisfied	у					
	Dissatisfi	ed	d	Satisfied	5	Satisfied					
	ed	2	3	4		6					
	1										
Performance											
Features		V									
Reliability			V								
Conformanc		Ø									
e											
Durability											
Serviceabilit											
у											
Aesthetics											
Perceived											
quality											

Response 9:

Section A										
Gender										
Male						Fe	male			
Age										
11-20	2	1-30		31-	40		41-50		51-60	Above 60
						V				
Education	Level									
Primary	Se	condary	Gra	duat	e	Pos	tgradua	te	Doctorate	Other
School	Sc	hool								
					V					
Profession	or occ	-			D .					
Student		Homemal	ker		Busine	ssper	son	Ser	vice-holder	Others
Personal m	onthl	y income (H	Bangla	ades	h Taka/E	BDT)				
5000-1000	0	11000-20	000		21000-	3500	0	360	000-60000	Above 60000
			V							
Level as a	shopp	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
							V			
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?			
Extremel	Very	7	So	mew	hat	Sor	newhat		Very	Extremely
У	Diss	atisfied	Dis	ssati	sfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi										
ed										
	1					1		\checkmark		1

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features			V			
Reliability				V		
Conformanc				V		
e						
Durability				V		
Serviceabilit			Ø			
У						
Aesthetics				V		
Perceived				V		
quality						

Response 10:

Gender								
Male					Female			
Age								
11-20	2	1-30	3	1-40	41-50)	51-60	Above 60
		\checkmark						
Education	Level							
Primary	Se	condary	Gradu	late	Postgradu	ate	Doctorate	Other
School	Sc	hool						
Profession Student	or occ	cupation Homemak	ker	Busine	ssperson	Se	rvice-holder	Others
V								
Personal m	nonthly	y income (H	Banglad	esh Taka/E	BDT)			
5000-1000	0	11000-20	000	21000-	35000	36	000-60000	Above 60000
Level as a	shopp	er						
Loyal		Impulse		Discou	nt	Ne	ed-based	Wandering
Are you sa	tisfied	l with the R	MG pro	oducts of E	angladesh?)		
Extremel	Very	7	Some	ewhat	Somewhat	t	Very	Extremely
у	Diss	atisfied	Dissa	atisfied	Satisfied		Satisfied	Satisfied
Dissatisfi								
ed								
							1	1

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						Ø
Features					Ø	
Reliability				V		
Conformanc			Ø			
e						
Durability				V		
Serviceabilit			V			
У						
Aesthetics						
Perceived			V			
quality						

Response 11:

Gender									
Male					Femal	e			
Age									
11-20	2	1-30	31-	40	41	-50	51	-60	Above 60
									Ø
Education	Level								
Primary	Se	condary	Graduat	te	Postgra	duate	Ι	Doctorate	Other
School	Sc	hool							
							<u> </u>		I
Profession	or occ	cupation							
Student		Homemak	ter	Busine	ssperson	S	ervice	-holder	Others
			\checkmark						
Personal m	onthly	y income (E	Banglades	sh Taka/E	BDT)				
5000-1000	0	11000-200	000	21000-	35000	3	6000-0	50000	Above 60000
					V				
Level as a	shopp	er							
Loyal		Impulse		Discou	nt	N	leed-b	ased	Wandering
					V				
Are you sa	tisfied	l with the R	MG prod	lucts of E	Banglade	sh?			
Extremel	Very	7	Somew	vhat	Somew	hat	Ver	у	Extremely
у	Diss	atisfied	Dissati	sfied	Satisfie	ed	Sati	sfied	Satisfied
Dissatisfi									
ed									
						\checkmark	1		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						
Features				V		
Reliability				V		
Conformanc			Ø			
e						
Durability				V		
Serviceabilit			Ø			
У						
Aesthetics						
Perceived			V			
quality						

Response 12:

Gender												
Male						Female						
Age												
11-20	2	1-30		31-	40		41-50		51-60		Above 60	
			<u> </u>			\checkmark						
Education	Level											
Primary	Se	condary	Gra	duat	e	Pos	tgradua	te		Doctorate	Other	
School	Sc	school										
							\checkmark					
Profession	or occ	-						I				
Student	Student Homemake			Businessperson			Service-holder			Others		
										\checkmark		
Personal m	onthly	y income (E	Bangl	ades	h Taka/E	BDT)	I					
5000-1000	0	11000-200	000		21000-	3500	0	36	000	0-60000	Above 60000	
Level as a	shopp	er						L			- ·	
Loyal		Impulse			Discou	nt		Ne	ed	-based	Wandering	
			V									
Are you sa	tisfied	with the R	MG	prod	ucts of E	Bangl	adesh?	1			1	
Extremel	Very	7	So	mew	hat	Sor	newhat		V	ery	Extremely	
у	Diss	atisfied	Di	Dissatisfied		Sat	isfied			atisfied	Satisfied	
Dissatisfi												
ed												
			1		\checkmark							

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				Ø		
Features			V			
Reliability				Ø		
Conformanc		Ø				
e						
Durability			V			
Serviceabilit		Ø				
У						
Aesthetics		Ø				
Perceived						
quality						

Response 13:

Gender											
Male						Female					
Age											
11-20	2	1-30		31-	40		41-50		51-60		Above 60
										\checkmark	
Education	Level										
Primary	e	Pos	tgradua	ite	Doctorat	e	Other				
School	Sc	School									
Profession	or oc	cupation									
Student	ent Homemaker Busin					ssper	son	Se	rvice-holder		Others
											Ø
Personal m	onthl	y income (E	Bangl	ades	h Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	3500	0	36	000-60000		Above 60000
									V		
Level as a s	shopp	ber									
Loyal		Impulse			Discou	nt		Ne	ed-based		Wandering
									V		
					<u> </u>						
Are you sa	tisfied	d with the R	MG j	prod	ucts of E	Bangl	adesh?				
Extremel	Ver	у	So	omewhat		Sor	newhat		Very]	Extremely
у	Diss	satisfied	Dis	ssati	tisfied S		isfied		Satisfied	5	Satisfied
Dissatisfi											
ed											
										V	

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					Ø	
Reliability					V	
Conformanc				V		
e						
Durability						V
Serviceabilit						V
У						
Aesthetics						V
Perceived					Ø	
quality						

Response 14:

Gender											
					T						
Male					Female						
Age											
11-20	2	1-30	3	1-40		41-50		51-60	Above 60		
\checkmark											
Education	Level										
Primary	Se	condary	Gradu	ıate	Post	gradua	te	Doctorate	Other		
School	ol School										
V											
Profession	or occ	cupation Homemak	er	Busine	sspers	son	Sei	vice-holder	Others		
					spen	jon					
Personal m 5000-1000		y income (E		lesh Taka/E	-)	360	000-60000	Above 60000		
\checkmark											
Level as a	shopp	er									
Loyal		Impulse		Discou	nt		Ne	ed-based	Wandering		
			\checkmark								
Are you sa	tisfied	with the R	MG pr	oducts of E	Bangla	udesh?					
Extremel	Very	7	Some	ewhat	Som	ewhat		Very	Extremely		
у	Diss	atisfied	Dissatisfied		Sati	Satisfied		Satisfied	Satisfied		
Dissatisfi											
ed											
				\checkmark							

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				Ø		
Features		Ø				
Reliability				Ø		
Conformanc		Ø				
e						
Durability			V			
Serviceabilit		Ø				
У						
Aesthetics		Ø				
Perceived						
quality						

Response 15:

Gender										
Sender										
Male						Fe	male			
Age										
11-20	2	1-30		31-	40	41-50			51-60	Above 60
		\checkmark								
Education	Level									
Primary	Se	condary	Grac	duat	e	Pos	tgradua	ite	Doctorate	Other
School	ol School									
Profession Student	or occ	cupation Homemak	ter		Busine	ssper	son	Se	rvice-holder	Others
Personal m 5000-1000	-	y income (E		ades	h Taka/E 21000-			36	000-60000	Above 60000
					V					
Level as a	shopp	er			I			<u> </u>		
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
										V
Are you sa	tisfied	l with the R	MG p	orod	ucts of E	Bangl	adesh?			
Extremel	Very	Very Somewha		hat	Sor	newhat		Very	Extremely	
y Dissatisfi	Diss	Dissatisfied Dissatisfied		sfied	Sati	isfied		Satisfied	Satisfied	
ed										
								\mathbf{N}		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					Ø	
Reliability			Ø			
Conformanc			Ø			
e						
Durability				V		
Serviceabilit			V			
У						
Aesthetics			V			
Perceived			V			
quality						

Response 16:

Gender									
Male						Female			
Age									
11-20	2	1-30		31-	40	41-5	0	51-60	Above 60
Education	Level								
Primary	Se	condary	Gra	duat	e	Postgrad	uate	Doctorate	Other
School		chool							
							V		
Profession Student	or occ	cupation Homema	ker		Busine	ssperson	Se	ervice-holder	Others
Personal m 5000-1000		y income () 11000-20		ades	h Taka/E 21000-	-	36	5000-60000	Above 60000
Level as a	shopp	er							
Loyal		Impulse			Discou	nt	N	eed-based	Wandering
								V	
Are you sa	tisfied	l with the F	RMG	prod	ucts of E	Bangladesh	?		
Extremel	remel Very Somew		mew	vhat	Somewha	at	Very	Extremely	
у	Dissatisfied Dissatis		sfied	Satisfied		Satisfied	Satisfied		
Dissatisfi									
ed									
	1								<u> </u>

Section B: Ra	1	1	1	1	1	E4
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	У	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						V
Features						V
Reliability						V
Conformanc						V
e						
Durability					Ø	
Serviceabilit					Ø	
у						
Aesthetics					Ø	
Perceived						V
quality						

Response 17:

Gender											
Male						Fe	male				
Age						I					
11-20	2	1-30		31-	40	41-50 51-60				51-60	Above 60
				5	Z						
Education	Level										
Primary Secondary Graduate Postgraduate Doctorate										Other	
School	Sc	School									
Profession	or occ	-			Develop			C -		1	041
Student		Homemak	er		Businessperson Se			rvice	-holder	Others	
						Ŀ					
Personal m	onthly	y income (E	Bangl	lades	h Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	-35000 36000-60000			Above 60000		
Level as a	shopp	er			1			1			
Loyal		Impulse			Discou	nt		Ne	eed-b	ased	Wandering
						[Z				
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangla	adesh?	1			
Extremel	el Very Somewhat		hat	Son	newhat		Ver	у	Extremely		
У	Diss	atisfied	Dissatisfied		Sati	sfied			sfied	Satisfied	
Dissatisfi											
ed											
										\checkmark	

Section B: Ra	Section B: Rate the following qualities of the products that satisfy you:										
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel					
	у	Dissatisfi	Dissatisfie	at	Satisfied	у					
	Dissatisfi	ed	d	Satisfied	5	Satisfied					
	ed	2	3	4		6					
	1										
Performance						V					
Features					Ø						
Reliability						Ø					
Conformanc					V						
e											
Durability					V						
Serviceabilit					Ø						
У											
Aesthetics					Ø						
Perceived				Ø							
quality											

Response 18:

Gender								
Male					Female			
Age								
11-20	2	1-30	31	-40	41-50		51-60	Above 60
							Ø	
Education	Level							
Primary	Se	condary	Gradua	te	Postgradua	ite	Doctorate	Other
School	Sc	hool						
						\checkmark		
Profession	or occ	cupation Homemak	7er	Busine	ssperson	Se	rvice-holder	Others
Student				Businessperson Se				Others
Personal m 5000-1000	-	y income (E 11000-200		sh Taka/E 21000-		36	000-60000	Above 60000
Level as a	shopp	er						
Loyal		Impulse		Discou	nt	Ne	ed-based	Wandering
	\checkmark							
Are you sa	tisfied	with the R	MG prod	ducts of E	Bangladesh?			
Extremel	Very	r	Some	what	Somewhat		Very	Extremely
у	Diss	atisfied	Dissat	isfied	Satisfied		Satisfied	Satisfied
Dissatisfi								
			1		1			
ed								

Section B: Ra	1		1	1	1	D 1
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	У	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						V
Features						V
Reliability						V
Conformanc						V
e						
Durability					V	
Serviceabilit				Ø		
У						
Aesthetics				Ø		
Perceived					Ø	
quality						

Response 19:

Gender												
Male						Fe	male					
Age												
11-20	2	1-30		31-	40		41-50			51-60	Above	60
		\checkmark										
Education	Level											
Primary	Se	condary	Grad	duat	e	Pos	tgradua	ite]	Doctorate	Other	
School	Sc	School										
Profession	or occ	-										
Student		Homemak	er		Businessperson			Service-holder			Others	
Personal m	onthly	y income (E	Bangla	ades	h Taka/E	BDT)						
5000-1000	0	11000-200	000		21000-	3500	0	36	000-	60000	Above 6	50000
							\checkmark					
Level as a	shopp	er									I	
Loyal		Impulse			Discou	nt		Ne	eed-b	ased	Wanderi	ing
												V
Are you sa	tisfied	with the R	MG p	prod	ucts of E	Bangl	adesh?	1			I	
Extremel	Very	7	So	mew	hat	Sor	newhat		Ver	у	Extremely	7
У	Diss	atisfied	Dis	ssati	sfied	Sat	isfied		Sat	isfied	Satisfied	
Dissatisfi												
ed												
			1					V				

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features			V			
Reliability					Ø	
Conformanc					V	
e						
Durability				V		
Serviceabilit				V		
У						
Aesthetics						
Perceived			V			
quality						

Response 20:

Gender											
Male						Fe	male				
Age											
11-20	2	1-30		31-	40		41-50			51-60	Above 60
		\checkmark									
Education	Level										
Primary	Se	condary	Gra	duat	e	Pos	tgradua	ite]	Doctorate	Other
School	Sc	School									
		Ŋ									
Profession	or oc	cupation									
Student	rudent Homemaker				Businessperson			Service-holder			Others
		Ø									
								1			I
Personal m	onthl	y income (E	Bangl	ades	h Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	3500	0	36	000-	60000	Above 60000
							\checkmark				
Level as a	shopp	er									
Loyal		Impulse			Discou	nt		Ne	ed-b	based	Wandering
5		1									
										_	
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?				
Extremel	Very	7	So	mew	hat	Sor	newhat		Vei	y	Extremely
У	Diss	atisfied	Di	ssati	sfied	Sat	isfied		Sat	isfied	Satisfied
Dissatisfi											
ed											
								\checkmark			

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features				V		
Reliability					Ø	
Conformanc					V	
e						
Durability					Ø	
Serviceabilit			V			
У						
Aesthetics						
Perceived				V		
quality						

Response 21:

C 1											
Gender											
Male					Female						
Age											
11-20	2	1-30	3	31-40	41-50		51-60	Above 60			
				\checkmark							
Education	Level										
Primary	Se	condary	Gradu	ıate	Postgradua	ite	Doctorate	Other			
School	Sc	School									
Profession	or oc	-				G	• 1 11				
Student	Homemaker			Busine	ssperson	Sei	vice-holder	Others			
Stadvill											
	nonthl		Banglad	lesh Taka/F	3DT)						
		I	_	lesh Taka/H		360	000-60000	Above 60000			
Personal m		☑ y income (E	_			360	000-60000	Above 60000			
Personal m		☑ y income (E	_		35000	360	000-60000	Above 60000			
Personal m	00	☑ y income (E 11000-200	_		35000	360	000-60000	Above 60000			
Personal m 5000-1000	00	☑ y income (E 11000-200	_		35000 🗹		000-60000 ed-based	Above 60000			
Personal m 5000-1000 Level as a	00	☑ y income (E 11000-200	_	21000-	35000 🗹						
Personal m 5000-1000 Level as a Loyal	00 shopp	v income (E 11000-200 er Impulse	000	21000-	35000 🗹	Ne					
Personal m 5000-1000 Level as a Loyal	00 shopp	Ø y income (E 11000-200 er Impulse	000	21000-	35000 2 int	Ne					
Personal m 5000-1000 Level as a Loyal Are you sa	shopp tisfied	Ø y income (E 11000-200 er Impulse	D00	21000- Discou	35000 ☑ Int Bangladesh?	Ne	ed-based	Wandering			
Personal m 5000-1000 Level as a Loyal Are you sa Extremel	shopp tisfied	y income (E 11000-200 er Impulse	D00	21000- Discou	35000 ☑ Int Bangladesh? Somewhat	Ne	ed-based Very	Wandering Extremely			
Personal m 5000-1000 Level as a Loyal Are you sa Extremel y	shopp tisfied	y income (E 11000-200 er Impulse	D00	21000- Discou	35000 ☑ Int Bangladesh? Somewhat	Ne	ed-based Very	Wandering Extremely			

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				V		
Features		Ø				
Reliability				V		
Conformanc	Ø					
e						
Durability			Ø			
Serviceabilit			Ø			
У						
Aesthetics						
Perceived	V					
quality						

Response 22:

Gender									
Male					Fe	emale			
					1				
Age		1.20		1 40		41.50		51 (0)	
11-20	2	1-30	3	31-40		41-50		51-60	Above 60
Education	Level								
Primary	Se	condary	Gradu	uate	Pos	stgradua	te	Doctorate	Other
School	Sc	School							
		V							
Profession Student	or occ	cupation Homemak	er	Busir	nesspe	rson	Sei	vice-holder	Others
\checkmark									
Personal m	onthl	y income (E	Banglad	lesh Taka	/BDT)			
5000-1000	0	11000-200	000	2100	0-3500	00	360)00-60000	Above 60000
		V							
Level as a	shopp	er					L		i
Loyal		Impulse		Disco	ount		Ne	ed-based	Wandering
			V						
Are you sa	tisfied	with the R	MG pr	oducts of	Bang	ladesh?			
Extremel	Very	7	Som	ewhat	So	mewhat		Very	Extremely
у	Diss	atisfied	Diss	atisfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi									
ed									

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance			Ø			
Features			Ø			
Reliability				V		
Conformanc			Ø			
e						
Durability		Ø				
Serviceabilit		Ø				
У						
Aesthetics			V			
Perceived	Ø					
quality						

Response 23:

Gender								
Male					Female			
Age					·			
11-20	2	1-30	31	-40	41-50		51-60	Above 60
							V	
							I	
Education	Level							
Primary	Se	condary	Gradua	te	Postgradua	ite	Doctorate	Other
School	Sc	hool						
		\checkmark						
					1		1	
Profession	or occ	cupation						
Student		Homemak	ter	Busine	ssperson	Ser	vice-holder	Others
		V						
Personal m	onthly	y income (E	Banglade	sh Taka/E	BDT)			
5000-1000	0	11000-200	000	21000-	35000	360)00-60000	Above 60000
				V				
Level as a	shopp	er						
Level as a Loyal	shopp	r		Discou	nt	Ne	ed-based	Wandering
	shopp	er Impulse		Discou	nt 🗹	Ne	ed-based	Wandering
	shopp	r		Discou		Ne	ed-based	Wandering
Loyal		Impulse	MG prod			Ne	ed-based	Wandering
Loyal		Impulse	MG proo	ducts of F	Ø		ed-based Very	Wandering Extremely
Loyal Are you sa	tisfied Very	Impulse		ducts of E what	☑ Bangladesh?			
Loyal Are you sa Extremel	tisfied Very	Impulse	Some	ducts of E what	☑ Bangladesh? Somewhat		Very	Extremely
Loyal Are you sa Extremel y	tisfied Very	Impulse	Some	ducts of E what	☑ Bangladesh? Somewhat		Very	Extremely

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features						Ø
Reliability						V
Conformanc						V
e						
Durability						V
Serviceabilit						V
У						
Aesthetics					Ø	
Perceived					Ø	
quality						

Response 24:

Gender												
Male						Fe	male					
Age						•						
11-20	2	1-30		31-4	40	41-50				51-60	Above 6	0
							V					
Education	Level											
Primary	Se	condary	Grad	luate	e	Pos	tgradua	ite]	Doctorate	Other	
School	School						C					
										V		
Profession	or occ	cupation										
Student		Homemak	ter		Busine	ssper	son	Se	rvice	e-holder	Others	
									\checkmark			
Personal m	onthly	y income (E	Bangla	adesl	h Taka/E	BDT)						
5000-1000	0	11000-200	000		21000-	3500	0	36	000-	60000	Above 60	0000
Level as a	shopp	er										
Loyal		Impulse			Discou	nt		Ne	ed-t	ased	Wanderin	g
5		1	V									0
Are you sa	tisfied	l with the R	MG p	orodu	ucts of E	Bangl	adesh?					
Extremel	Extremel Very Somewhat						newhat		Ver	у	Extremely	
у	Dissatisfied Dissatisfied		sfied	Sati	isfied	Satisfied		isfied	Satisfied			
Dissatisfi												
ed												
								$\mathbf{\nabla}$				

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features				V		
Reliability				Ø		
Conformanc			Ø			
e						
Durability			V			
Serviceabilit			V			
У						
Aesthetics			V			
Perceived		Ø				
quality						

Response 25:

Gender											
Male						Fe	male				
Age											
11-20	2	1-30		31-	40	41-50				51-60	Above 60
V											
Education	Level										
Primary	Se	condary	Gra	duat	e	Pos	tgradua	te		Doctorate	Other
School	l School										
	1										
Profession or occupationStudentHomemakerBusinesspersonService-holderOthers										Others	
						-					
Personal m 5000-1000		y income (E 11000-200		ades	h Taka/E 21000-			36	000-	60000	Above 60000
\checkmark											
Level as a	shopp	er									
Loyal		Impulse			Discou	nt		Ne	ed-l	based	Wandering
							\checkmark				
Are you satisfied with the RMG products of Bangladesh?											
Extremel	Extremel Very Somewhat					Somewhat			Ver	y	Extremely
y Dissatisfi ed	Dissatisfied Dissatisfied		sfied	Satisfied			Sat	isfied	Satisfied		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					V	
Reliability					V	
Conformanc			Ø			
e						
Durability				V		
Serviceabilit				\checkmark		
У						
Aesthetics						
Perceived		Ø				
quality						

Response 26:

Gender									
Male					Fe	male			
Age									
11-20	2	1-30	3	1-40	41-50			51-60	Above 60
\checkmark									
Education	Level								
Primary	Se	condary	Gradu	ate	Pos	tgradua	te	Doctorate	Other
School	ool School								
V									
Profession or occupationStudentHomemakerBusinesspersonService-holderOther								Others	
		y income (E							
5000-1000	0	11000-200	000	21000-	-35000 3			000-60000	Above 60000
$\mathbf{\nabla}$									
Level as a	shopp	er							
Loyal		Impulse		Discou	nt		Ne	ed-based	Wandering
			V						
Are you sa	tisfied	with the R	MG pro	oducts of E	Bangl	adesh?	1		
Extremel	Extremel Very Somewhat					newhat		Very	Extremely
у	Diss	atisfied	Dissa	tisfied	Sat	isfied		Satisfied	Satisfied
Dissatisfi									
ed									
							V		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						V
Features				V		
Reliability					Ø	
Conformanc			Ø			
e						
Durability			Ø			
Serviceabilit				V		
У						
Aesthetics						
Perceived	Ø					
quality						

Response 27:

Gender								
Gender								
Male					Female			
Age					1			
11-20	2	1-30	3	1-40	41-50)	51-60	Above 60
\checkmark								
Education	Level							
Primary	Se	condary	Gradu	ate	Postgradu	ate	Doctorate	Other
School	ool School							
Profession	or occ	cupation						
Student		Homemak	ter	Busine	ssperson	Se	rvice-holder	Others
Personal m	onthly	y income (E	Banglad	esh Taka/E	BDT)			
5000-1000	0	11000-200	000	21000-	35000	36	000-60000	Above 60000
		V						
Level as a	shopp	er						
Loyal		Impulse		Discou	nt	Ne	eed-based	Wandering
			V		V			
Are you sa	tisfied	l with the R	MG pro	oducts of E	angladesh?)		
Extremel	Very		_	ewhat	Somewha		Very	Extremely
у	Diss	atisfied	Dissa	tisfied	Satisfied		Satisfied	Satisfied
Dissatisfi								
Dissatisfi ed								

Section B: Rate the following qualities of the products that satisfy you:										
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel				
	у	Dissatisfi	Dissatisfie	at	Satisfied	У				
	Dissatisfi	ed	d	Satisfied	5	Satisfied				
	ed	2	3	4		6				
	1									
Performance						M				
Features						V				
Reliability						V				
Conformanc				Ø						
e										
Durability					Ø					
Serviceabilit					Ø					
У										
Aesthetics				Ø						
Perceived				Ø						
quality										

Response 28:

~ 1										
Gender										
Male						Fe	male			
Age										
11-20	2	1-30		31-	40	41-50			51-60	Above 60
										I
Education	Level									
Primary Secondary Graduate Postgraduate Doctorate O									Other	
School	School									
						<u> </u>			<u> </u>	1
Profession	or oc	cupation								
Student		Homemal	ter		Busine	ssper	son	Se	rvice-holder	Others
									\checkmark	
Personal m	onthly	y income (H	Bangl	ades	h Taka/E	BDT)				
5000-1000	0	11000-20	000		21000-	3500	0	36	000-60000	Above 60000
Level as a	shann	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
Loyai		Impulse			Discou		√	110		
						Ľ	▼]			
Are you so	ticfied	with the D	MG	nrod	ucte of E	Sanal	adech?			
Are you satisfied with the RMG products of Bangladesh?ExtremelVerySomewhatSomewhatVeryExtremely										
						sfied			Extremely Satisfied	
y Di ti fi	Dissatisfied Dissatisfied		siled	Sati	snea		Satisfied	Saustied		
Dissatisfi										
ed										
								\checkmark		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					Ø	
Reliability					Ø	
Conformanc			Ø			
e						
Durability			Ø			
Serviceabilit				Ø		
У						
Aesthetics				V		
Perceived			Ø			
quality						

Response 29:

~ .											
Gender											
Male						Fe	male				
Age											
11-20	2	1-30		31-	40	41-50				51-60	Above 60
							\checkmark				
Education	Level										
Primary	Se	condary	Grad	luat	e	Pos	tgradua	te]	Doctorate	Other
School	School						C				
Profession	or occ	cupation									
Student		Homemak	er		Busine	ssperson Se		Se	rvice	e-holder	Others
									\checkmark		
								l			
Personal m	onthly	y income (E	Bangla	ades	h Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	3500	0	36	000-	60000	Above 60000
Level as a s	shopp	er									
Loyal	11	Impulse			Discou	nt		Ne	ed-h	ased	Wandering
					210000						
Are you sa	tisfied	l with the R	MG p	orod	ucts of E	Bangl	adesh?				
Extremel	Very	7	Sor	new	hat	Son	newhat		Ver	у	Extremely
У	Dissatisfied Dissatisfied			sfied	Sati	sfied		Sat	isfied	Satisfied	
Dissatisfi	Dissatisfi										
ed											
										\checkmark	

Section B: Rate the following qualities of the products that satisfy you:									
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel			
	у	Dissatisfi	Dissatisfie	at	Satisfied	у			
	Dissatisfi	ed	d	Satisfied	5	Satisfied			
	ed	2	3	4		6			
	1								
Performance						Ø			
Features						Ø			
Reliability						Ø			
Conformanc					V				
e									
Durability					Ø				
Serviceabilit					Ø				
У									
Aesthetics				Ø					
Perceived					Ø				
quality									

Response 30:

Gender										
Male						Fema	ale			
Age										
11-20	2	1-30		31-	40	4	1-50		51-60	Above 60
				٦	Z					
Education	Level									
Primary	Se	condary	Gra	iduat	e	Postg	radua	te	Doctorate	Other
School	Sc	hool								
Profession Student	or occ	cupation Homemak	ter		Busine	ssperso	n	Se	rvice-holder	Others
					Dubine			~~		
Personal m 5000-1000	-	y income (E		lades	sh Taka/BDT) 21000-35000 36000-60000			000-60000	Above 60000	
					Ø					
Level as a	shopp	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
									V	
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Banglad	esh?			
Extremel	Very	7	So	mew	hat	Some	what		Very	Extremely
у	Diss	atisfied	Di	ssati	sfied	Satisfied			Satisfied	Satisfied
Dissatisfi										
ed										
									V	

Section B: Ra					siy you.	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						M
Features						V
Reliability					Ø	
Conformanc					Ø	
e						
Durability					Ø	
Serviceabilit					Ø	
У						
Aesthetics				Ø		
Perceived				Ø		
quality						

Response 31:

Gender										
Male					Female					
Age										
11-20	2	1-30	31-	-40	41-50		51-60	Above 60		
		\checkmark								
Education	Level									
Primary	Se	condary	Graduat	te	Postgradua	ite	Doctorate	Other		
School	Sc	School								
			V							
Profession	or occ	cupation								
Student Homemaker			er	Busine	Businessperson Service-holder			Others		
							\checkmark			
Personal m	onthly	y income (E	Banglades	sh Taka/E	BDT)					
5000-1000		11000-200	-	21000-		36	000-60000	Above 60000		
	-									
Level as a	chonn	or								
	snopp			Discours		N		Wandaring		
Loyal		Impulse		Discou		INC	ed-based	Wandering		
					\square					
		1 1 1 1 5		1						
-			-		Bangladesh?					
Extremel	Very		Somev		Somewhat		Very	Extremely		
у	Diss	atisfied	Dissati	sfied	Satisfied		Satisfied	Satisfied		
					1		1			
Dissatisfi										
Dissatisfi ed										

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					V	
Features					Ø	
Reliability					Ø	
Conformanc				V		
e						
Durability				V		
Serviceabilit					Ø	
У						
Aesthetics				V		
Perceived			Ø			
quality						

Response 32:

Gender									
Male					Fe	male			
Age									
11-20	2	1-30	31-	-40		41-50		51-60	Above 60
						V			
Education	Level								
Primary	Se	condary	Gradua	te	Pos	tgradua	te	Doctorate	Other
School	Sc	hool							
								Ø	
Profession	or occ	-						· · · ·	
Student	Student Homemaker Busin			Busine	ssper	son		rvice-holder	Others
Personal m	onthly	y income (E	Banglade	sh Taka/H	BDT)				
5000-1000	0	11000-200	000	21000-	35000 36000-60000			Above 60000	
									Ø
Level as a	shopp	er		1			1		
Loyal		Impulse		Discou	nt		Ne	ed-based	Wandering
\checkmark									
Are you sa	tisfied	with the R	MG proc	lucts of E	Bangl	adesh?	1		
Extremel	Very	7	Somev	vhat	Son	newhat		Very	Extremely
у	Diss	atisfied	Dissat	isfied	Satisfied			Satisfied	Satisfied
Dissatisfi									
ed									

Section B: Rate the following qualities of the products that satisfy you:									
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel			
	У	Dissatisfi	Dissatisfie	at	Satisfied	У			
	Dissatisfi	ed	d	Satisfied	5	Satisfied			
	ed	2	3	4		6			
	1								
Performance						V			
Features						V			
Reliability						V			
Conformanc						V			
e									
Durability						V			
Serviceabilit						V			
у									
Aesthetics						V			
Perceived						V			
quality									

Response 33:

Gender									
Male					Fen	nale			
Age									
11-20	2	1-30	31	-40		41-50		51-60	Above 60
						V			
Education	Level								
Primary	Se	condary	Gradua	ite	Post	gradua	te	Doctorate	Other
School	Sc	hool							
Profession	or occ	cupation							
Student Homemaker			ter	Busine	sspers	on	Se	rvice-holder	Others
		V						\checkmark	
Personal m	onthly	y income (E	Banglade	sh Taka/H	3DT)				
5000-1000	0	11000-200	000	21000-	-35000		36	Above 60000	
								\checkmark	
									I
Level as a	shopp	er							
Loyal		Impulse		Discou	int		Ne	ed-based	Wandering
								\checkmark	
Are you sa	tisfied	l with the R	MG pro	ducts of H	Bangla	desh?			
Extremel	Very	7	Some	what	Som	ewhat		Very	Extremely
У	Diss	atisfied	Dissat	isfied	Satisfied			Satisfied	Satisfied
Dissatisfi									
ed									
									V

Section B: Rate the following qualities of the products that satisfy you:									
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel			
	У	Dissatisfi	Dissatisfie	at	Satisfied	У			
	Dissatisfi	ed	d	Satisfied	5	Satisfied			
	ed	2	3	4		6			
	1								
Performance					Ø				
Features						V			
Reliability						V			
Conformanc					Ø				
e									
Durability						V			
Serviceabilit						V			
у									
Aesthetics						V			
Perceived					Ø				
quality									

Response 34:

Gender										
Male						Fe	male			
Age										
11-20	2	1-30		31-	40		41-50		51-60	Above 60
				٦	Z					
Education	Level									
Primary	Se	condary	Gra	duat	e	Pos	tgradua	te	Doctorate	Other
School		hool					-			
Profession Student	or occ	cupation Homemal	cer		Busine	ssper	son	Se	rvice-holder	Others
						1				
Personal m 5000-1000	-	y income (H		lades	esh Taka/BDT) 21000-35000 36000-60000				Above 60000	
		V								
Level as a	shopp	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
							\checkmark			
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?			
Extremel	Very	7	So	mew	hat	Sor	newhat		Very	Extremely
у	Diss	atisfied	Di	ssati	sfied	ied Satisfied			Satisfied	Satisfied
Dissatisfi										
ed										
								\checkmark		

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					Ø	
Reliability					Ø	
Conformanc					Ø	
e						
Durability				V		
Serviceabilit					Ø	
У						
Aesthetics				V		
Perceived			V			
quality						

Response 35:

~											
Gender											
Male						Female					
Age											
11-20	2	1-30		31-	40		41-50		:	51-60	Above 60
				٦	Z						
Education	Level										
Primary	Se	condary	Gra	iduat	e	Pos	tgradua	ite	D	octorate	Other
School	Sc	hool	ool								
Profession	or occ	cupation									
Student Homemaker				Busine	essperson Service-holder			holder	Others		
Personal m	onthly	y income (E		lades	h Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	3500	35000 36000-60000			Above 60000	
									\checkmark		
Level as a	shopp	er						1			
Loyal		Impulse			Discou	nt		Ne	eed-ba	sed	Wandering
V											
Are you sa	tisfied	with the R	MG	prod	ucts of E	Bangl	adesh?				
Extremel	Very	7	So	mew	hat	Sor	newhat		Very		Extremely
у	Diss	atisfied	Di	ssati	sfied	Sat	isfied		Satis	fied	Satisfied
Dissatisfi											
ed											
	<u> </u>										

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Extremel			
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					Ø	
Reliability						Ø
Conformanc					V	
e						
Durability					Ø	
Serviceabilit					V	
У						
Aesthetics						
Perceived				V		
quality						

Response 36:

Gender											
Male						Fer	nale				
Age											
11-20	2	1-30		31-4	40		41-50		51	-60	Above 60
		\checkmark									
Education	Level										
Primary	Se	condary	Grad	uate	;	Post	gradua	te	Doc	torate	Other
School	Sc	hool									
Profession	or occ	cupation									
Student		Homemak	er		Busines	sspers	on	Se	rvice-ho	lder	Others
Personal m	onthly	y income (E	Bangla	desł	n Taka/E	BDT)					
5000-1000	0	11000-200	000		21000-	35000)	36	000-600	00	Above 60000
		V							\checkmark		
Level as a	shopp	er									
Loyal		Impulse			Discou	nt		Ne	ed-base	d	Wandering
		-			$\overline{\mathbf{A}}$						
Are you sa	tisfied	l with the R	MG p	rodı	ucts of B	Bangla	desh?				
Are you sa Extremel	tisfied Very		MG pr				idesh? ewhat		Very		Extremely
	Very			newl	hat	Som			Very Satisfie	ed	Extremely Satisfied
Extremel	Very	7	Som	newl	hat	Som	ewhat			ed	_
Extremel y	Very	7	Som	newl	hat	Som	ewhat			ed	_

Section B: Ra	1		1		1	1
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	У	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance						
Features						V
Reliability						V
Conformanc						V
e						
Durability				V		
Serviceabilit						V
у						
Aesthetics						V
Perceived				V		
quality						

Response 37:

Conte												
Gender												
2 4 1												
Male						Fe	male					
Age												
11-20	2	1-30		31-	40	41-50				51-60		Above 60
		\checkmark										
Education	Level								·			
Primary	Se	condary	Gra	duat	e	Pos	tgradua	ite	I	Doctorate	C	Other
School	Sc	hool										
												\checkmark
									1			
Profession	or occ	cupation										
Student		Homemak	er		Busine	ssper	son	Se	rvice	-holder	0	Others
												\checkmark
		I						1				
Personal m	onthly	y income (E	Bangl	ades	h Taka/E	BDT)						
5000-1000	0	11000-200	000		21000-	3500	0	36	000-	60000	A	Above 60000
		V										
Level as a	shopp	er										
Loyal		Impulse			Discou	nt		Ne	ed-h	ased	V	Vandering
Loyur		Impuise			Discou				<u> </u>			
									ت ب			
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?					
Extremel	Very	7	So	mew	hat	Son	newhat		Ver	у	Ex	tremely
у	Diss	atisfied	Di	ssati	sfied	Sati	isfied		Sat	isfied	Sat	tisfied
Dissatisfi												
ed												
						v	1					

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				V		
Features					Ø	
Reliability					Ø	
Conformanc				V		
e						
Durability				V		
Serviceabilit					Ø	
У						
Aesthetics				V		
Perceived			V			
quality						

Response 38:

Gender										
Male						Fer	nale			
Age										
11-20	2	1-30		31-	40		41-50		51-60	Above 60
		\checkmark								
Education	Level									
Primary	Se	condary	Gra	duat	e	Post	gradua	te	Doctorate	Other
School	Sc	hool								
						\checkmark				
Profession	or occ	cupation								
Student		Homemak	ter		Busine	sspers	on	Se	rvice-holder	Others
									\checkmark	
Personal m	onthly	y income (E	Bangl	ades	h Taka/E	BDT)				
5000-1000	0	11000-200	000		21000-	35000)	36	000-60000	Above 60000
Level as a	shopp	er								
Loyal		Impulse			Discou	nt		Ne	ed-based	Wandering
		1								
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangla	desh?			
Extremel	Very			mew			ewhat		Very	Extremely
у		atisfied	Di	ssati	sfied		sfied		Satisfied	Satisfied
Dissatisfi										
ed										
										<u></u>

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features					V	
Reliability					V	
Conformanc						Ø
e						
Durability				Ø		
Serviceabilit						Ø
У						
Aesthetics						Ø
Perceived				V		
quality						

Response 39:

Gender												
Male						Fe	male					
Age												
11-20	2	1-30		31-	40		41-50			51-60	Above	60
		\checkmark										
Education	Level											
Primary	Se	condary	Gra	iduat	e	Pos	tgradua	te	Ι	Doctorate	Other	
School		hool										
						V	Í					
Profession Student	or occ	cupation Homemak	er		Busine	ssper	son	Se	rvice	-holder	Others	
									V			
		y income (E		lades								
5000-1000	0	11000-200	000		21000-	3500	0	36	000-0	60000	Above (50000
Level as a	shopp	er										
Loyal		Impulse			Discou	nt		Ne	ed-b	ased	Wander	ing
\checkmark												
Are you sa	tisfied	l with the R	MG	prod	ucts of E	Bangl	adesh?					
Extremel	Very	1	So	mew	hat	Son	newhat		Ver	у	Extremely	y
У	Diss	atisfied	Di	ssati	sfied	Sati	sfied		Sati	sfied	Satisfied	
Dissatisfi												
ed												
												\checkmark

Section B: Ra		nig quanties			siy you.	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	У
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance					Ø	
Features						V
Reliability						V
Conformanc						V
e						
Durability				V		
Serviceabilit						V
У						
Aesthetics					Ø	
Perceived				V		
quality						

Response 40:

Gender										
Male						Fen	nale			
Age										
11-20	2	1-30		31-	40	4	41-50		51-60	Above 60
		\checkmark								
Education	Level									
Primary	Se	condary	Gra	duat	e	Postg	gradua	te	Doctorate	Other
School		hool					-			
			V	1						
Profession	or oc	cupation								
Student		Homemak	er		Busine	sspers	on	Se	rvice-holder	Others
									\checkmark	
										I
Personal m	onthly	y income (E	Bangl	ades	h Taka/E	BDT)				
5000-1000	0	11000-200	000		21000-	35000		36	000-60000	Above 60000
Level as a s	shopp	er								
Loyal	۲ ۲	Impulse			Discou	nt		Ne	ed-based	Wandering
Loyur		Impulse			Discou				va susea ☑	
Are you sa	tisfied	l with the R	MG j	prod	ucts of E	Bangla	desh?			
Extremel	Very	1	So	mew	hat	Some	ewhat		Very	Extremely
у	Diss	atisfied	Dis	ssati	sfied	Satis	fied		Satisfied	Satisfied
Dissatisfi										
ed										

Section B: Ra	te the follow	ing qualities	s of the produ	cts that sati	sfy you:	
Qualities	Extremel	Very	Somewhat	Somewh	Very	Extremel
	у	Dissatisfi	Dissatisfie	at	Satisfied	у
	Dissatisfi	ed	d	Satisfied	5	Satisfied
	ed	2	3	4		6
	1					
Performance				Ø		
Features					Ø	
Reliability					Ø	
Conformanc					V	
e						
Durability				Ø		
Serviceabilit						V
У						
Aesthetics					Ø	
Perceived				Ø		
quality						

Appendix 2. Non-exclusive licence

A non-exclusive licence for reproduction and publication of a graduation thesis¹¹

I Mohammad Jubain Syeed (author's name)

1. Grant Tallinn University of Technology free licence (non-exclusive licence) for my thesis

Product quality improves customer satisfaction in readymade garments of Bangladesh

(title of the graduation thesis)

supervised by Kristo Krumm, MBA

(supervisor's name)

1.1 to be reproduced for the purposes of preservation and electronic publication of the graduation thesis, incl. to be entered in the digital collection of the library of Tallinn University of Technology until expiry of the term of copyright;

1.2 to be published via the web of Tallinn University of Technology, incl. to be entered in the digital collection of the library of Tallinn University of Technology until expiry of the term of copyright.

2. I am aware that the author also retains the rights specified in clause 1 of the non-exclusive licence.

3. I confirm that granting the non-exclusive licence does not infringe other persons' intellectual property rights, the rights arising from the Personal Data Protection Act or rights arising from other legislation.

(date)

¹ The non-exclusive licence is not valid during the validity of access restriction indicated in the student's application for restriction on access to the graduation thesis that has been signed by the school's dean, except in case of the university's right to reproduce the thesis for preservation purposes only. If a graduation thesis is based on the joint creative activity of two or more persons and the co-author(s) has/have not granted, by the set deadline, the student defending his/her graduation thesis consent to reproduce and publish the graduation thesis in compliance with clauses 1.1 and 1.2 of the non-exclusive licence, the non-exclusive license shall not be valid for the period.