IJARSCT



International Journal of Advanced Research in Science, Communication and Technology (IJARSCT)

International Open-Access, Double-Blind, Peer-Reviewed, Refereed, Multidisciplinary Online Journal

Volume 3, Issue 3, June 2023

The Impact of Customer Satisfaction towards Product Return Policy on Electronic Products

Dr. K Samuvel¹ and Jerry Thomas Mathew²

Head of Department, Department of Management Sciences¹ Student II MBA, Department of Management Sciences² Hindusthan College of Engineering and Technology, Coimbatore, India

Abstract: This research paper investigates the impact of customer satisfaction on the effectiveness of product return policies for electronic products. It aims to understand the relationship between customer satisfaction, purchasing behavior, and brand loyalty. The study examines the satisfaction levels of customers with the return policies of specific electronic brands, explores the return procedure and its impact on satisfaction and loyalty, and identifies the required documents and attachments for returning electronic products. The findings will provide insights for improving return policies and customer service, ultimately enhancing consumer satisfaction and loyalty in the electronics industry.

Keywords: customer satisfaction

BIBLIOGRAPHY

- [1]. Alexander Brown, M. C. (2008, January). The implications of pooled returns policies. International Journal of Production Economics, 111(1), 129-146. doi:10.1016/j.ijpe.2006.11.020.
- [2]. Amanda B. Bower, J. G. (2012, September 1). Return Shipping Policies of Online Retailers: Normative Assumptions and the Long-Term Consequences of Fee and Free Returns. Journal of Marketing, 76(5), 110-124. doi:10.1509/jm.10.0419
- [3]. Francisco J. Martínez-López, C. F.-L. (2022, September). Using instant refunds to improve online return experiences. Journal of Retailing and Consumer Services, 68, 103067. doi:10.1016/j.jretconser.2022.103067.
- [4]. Gianfranco Walsh, D. B. (2017, December). Do product returns hurt relational outcomes? some evidence from online retailing. Electronic Markets, 27(4), 329–339. Retrieved April 28, 2023, from https://link.springer.com/article/10.1007/s12525-016-0240-3
- [5]. J.P. Shim, Y. B. (2002, March 1). Retailer Web Site Influence On Customer Shopping: Exploratory Study on Key Factors of Customer Satisfaction. Journal of the Association for Information Systems, 3(1), 53-76. doi:10.17705/1jais.00023
- [6]. Mandal, B. C. (2022, May 31). ANTECEDENTS OF CUSTOMER SATISFACTION IN ONLINE SHOPPING FOR ELECTRONIC PRODUCTS. Multimedia Systems, 9, f139. Retrieved April 28, 2023, from https://www.researchgate.net/publication/360963727_ANTECEDENTS_OF_CUSTOMER_SATISFA CTION_IN_ONLINE_SHOPPING_FOR_ELECTRONIC_PRODUCTS
- [7]. Narayan Janakiraman, H. A. (2016, June). The Effect of Return Policy Leniency on Consumer Purchase and Return Decisions: A Meta-analytic Review. Journal of Retailing, 92(2), 226-235. doi:10.1016/j.jretai.2015.11.002.
- [8]. Pamal R. Nanayakkara, M. M. (2022, December). A circular reverse logistics framework for handling ecommerce returns. Cleaner Logistics and Supply Chain, 5, 100080. doi:10.1016/j.clscn.2022.100080.
- [9]. Ramanathan, R. (2011, April). An empirical analysis on the influence of risk on relationships between handling of product returns and customer loyalty in E-commerce. International Journal of Production Economics, 255-261. Retrieved April 28, 2023, from https://www.sciencedirect.com/science/article/abs/pii/ S092552731100020X
- [10]. Xingzheng Ai, J. C. (2012, September). Competition among supply chains: Implications of full returns policy. International Journal of Production Economics, 139(1), 257-265. doi:10.1016/j.ijpe.2012.04.018.



163