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# Major Report Report

On

## “Role of customer experience in shaping customer buying behaviour in e-commerce”

Submitted By:

Shivam Bhardwaj

2K23/UMBA/098

Under the Guidance of:

Dr. Vikas Gupta

Professor, DSM, DTU



**DELHI SCHOOL OF MANAGEMENT**

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## ACKNOWLEDGEMENT

I would like to express my sincere gratitude to my supervisor Dr. Vikas Gupta, for his valuable guidance and support throughout the course of this study. His feedback and expertise have been invaluable in shaping this research.

I would also like to thank HOD DTU(Delhi School of Management), and the faculty members for providing me with the resources to complete this report. Special thanks to my peers and friends who provided me with critical feedback and encouragement.

Lastly, I acknowledge all the businesses, e-commerce platforms, and individuals who contributed through their experiences and insights to the completion of this report.

Sincerely,

Shivam Bhardwaj

2K23/UMBA/098

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## EXECUTIVE SUMMARY

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The intense growth of the e-commerce industry over the past few years has drastically transformed the way customers make their purchasing decisions and at the heart of the transformation is the customer experience which has become a critical factor for influencing the online buying behaviour of the customer study investigates the role of customer experience in shaping customer decision making process within the e-commerce industry focusing on how these elements such as website design, mobile responsiveness, customer support, and personalise experiences, impact the customer satisfaction, and loyalty

This research identifies some of the key components of customer experience that is a decisive factor in customer behaviour, such as ease of navigation, speed of the transactions or connection with the brand, which is fostered by personalised recommendations by taking a little help from comprehensive literature's and case studies, this report demonstrates that companies investing in seamless and engaging customer experience are more likely to uplift positive buying behaviours, increase the conversion rates and sustain themselves in a competitive market.

The findings of the study indicates that the businesses that focus more on user centric design, real time, support, and customer centric marketing strategies have higher chances to gain a competitive advantage in the e-commerce sector for the more as technology advances, future trends such as artificial intelligence voice based commerce, all these technology advancement will further define customer experience is making it increasingly important for business to adapt quickly.

This report concludes with recommendations for e-commerce companies to enhance their CX through continuous feedback loops, personalization, and optimizing user journeys to create a more holistic and satisfying online shopping experience.

## Summary of Findings

- Website, useability and navigation: so the ease with which customers can navigate to an e-commerce website is a fundamental factor in shaping their buying decisions for example, platforms that are user-friendly, intuitive and easy to navigate business, the higher conversion rates, and for instance, website that provide a categorisation of products stream search function and apart from me to more visually appealing significantly, improve user engagement.
- Importance of personalisation: personalisation or customisation is a critical factor of customer behaviour in the e-commerce consumers. More likely to purchase from platforms that provide Taylor recommendations based on the past behaviour search history, all the demographic preferences this personalisation, not only an answers the shopping experience, but also firsters a sense of connection with the brand, encouraging customers to return for the repeat purchase.
- Customer Support and Service: The availability of responsive, helpful, and accessible customer support significantly impacts consumer trust and loyalty. Real-time assistance through chatbots, live chats, and phone support can influence purchase decisions, especially when customers face issues like delayed shipments or questions about products. Positive interactions with customer service lead to higher satisfaction and often result in repeat business.
- Speed and Efficiency of Checkout Process: A smooth, fast, and hassle-free checkout process is crucial in reducing cart abandonment rates. E-commerce platforms with a complex or slow checkout experience are more likely to lose customers at the final stage of the purchase journey. On the other hand, platforms offering guest checkout options, multiple payment gateways, and fast-loading pages during checkout increase the likelihood of completing a purchase.

- Trust and Security: Trust is a cornerstone of online shopping behavior. Customers are more likely to make a purchase from platforms that provide visible trust signals such as security certificates, payment protection systems, and transparent privacy policies. The presence of reviews and ratings from previous customers also helps build credibility and instills confidence in the buyer's mind.
- Speed and Quality of Delivery: The importance of fast and reliable delivery cannot be overstated in today's competitive e-commerce environment. Consumers expect swift and predictable delivery times. E-commerce companies that offer multiple delivery options, including express shipping and tracking systems, are more likely to receive favorable reviews and customer loyalty. Delays or poor delivery experiences, however, can lead to dissatisfaction and abandonment of the platform.
- Post-Purchase Experience and Returns Policy: The post-purchase experience, including the ease of returning products and the clarity of return policies, plays a significant role in influencing long-term customer loyalty. Platforms that offer hassle-free returns, transparent refund policies, and consistent post-purchase communication tend to retain customers better. A poor post-purchase experience can lead to negative reviews, loss of trust, and decreased customer retention.

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## CERTIFICATE

I hereby certify that the major research project titled "The role of customer experience in shaping customer buying behaviour in e-commerce" which is a work carried out and submitted by Shivam Bhardwaj, 2K23/UMBA/098, Delhi Technological University, Delhi in partial fulfillment of the requirement for the award of the degree of MBA(Master Of Business Administration) work carried out by the student under supervision of Dr.Vikas Gupta, to the best of my knowledge this work has not been submitted in part or full for any Degree or Diploma to this University or elsewhere.

Place: Delhi

Date:

Dr.Vikas Gupta

(Supervisor)

## DECLARATION

I Shivam Bharwdaj 2K23/UMBA/098 Student of MBA(Marketing & Analytics), hereby declare that the major research project titled "The role of customer experience in shaping customer buying behaviour in e-commerce" which is submitted by me/us to the Delhi school of management, Delhi Technological University, Delhi in partial fulfillment of the requirement for the award of the degree of MBA(Masters Of Business Administration) , is original and not copied from any source without proper citation. This work has not previously formed the basis for the award of any Degree, Diploma Associateship, Fellowship or other similar title or recognition.

Place: Delhi

Shivam Bhardwaj

Date:

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# 1) INTRODUCTION

## 1.1) Industry Overview

The e-commerce sector has evolved significantly over the past few decades, with technology driving fundamental shifts in consumer behavior. As of 2025, global e-commerce sales are expected to surpass \$7 trillion, and understanding the role of customer experience in shaping consumer decisions has become crucial for businesses operating in this space. The proliferation of mobile devices, social media, and data analytics has empowered consumers to have more control over their shopping experiences than ever before.

In a highly competitive online environment, where multiple businesses offer similar products, the experience that customers have on e-commerce websites can make the difference between success and failure. E-commerce companies that prioritize a seamless, personalized experience are more likely to foster customer loyalty, repeat purchases, and positive word-of-mouth. The e-commerce industry has seen exponential growth over the past two decades, transforming from a niche market into a central pillar of global commerce. As of 2025, e-commerce is expected to exceed \$7 trillion in global sales, representing a significant shift in how consumers make purchases and how businesses deliver products and services. The widespread adoption of the internet, coupled with advances in technology such as smartphones, cloud computing, and artificial intelligence (AI), has created a thriving digital marketplace where businesses and consumers engage in dynamic, real-time exchanges.

The customer experience (CX) has emerged as a key competitive differentiator in this rapidly growing sector. In traditional brick-and-mortar stores, customer experience has long been a focus, with retailers emphasizing factors like in-store ambiance, product availability, and customer service. However, in e-commerce, the definition of customer experience has expanded to include all digital touchpoints—website navigation, mobile responsiveness, checkout processes, delivery times, and even post-purchase customer service. As online shopping becomes

the norm rather than the exception, businesses must rethink how they design and manage these digital experiences to meet or exceed customer expectations.

3 The customer experience (CX) in e-commerce is not just about fulfilling transactional needs; it encompasses every interaction a consumer has with a brand, from discovering the website to receiving the product and beyond. CX encompasses both functional aspects, such as website speed and usability, as well as emotional components, like how customers feel when interacting with a platform or brand. A positive customer experience fosters trust, satisfaction, and loyalty, while a poor experience can lead to abandonment, negative reviews, and loss of potential customers.

3 In this context, customer experience has become intertwined with consumer buying behavior. Online consumers are not simply passive buyers; they are active participants in the process, with heightened expectations around personalization, convenience, and seamless digital interactions. A shopper's decisions, from initial awareness to final purchase, are heavily influenced by their experience on an e-commerce site. Understanding how customer experience shapes these decisions is essential for businesses looking to thrive in the competitive e-commerce market.

### 1.1.1) Current trends in the indian e-commerce sector

#### • Rapid Growth of Quick Commerce

Quick commerce, characterized by ultra-fast delivery services, has gained significant traction in urban areas. Companies like Blinkit (formerly Grofers), Swiggy's Instamart, and Zepto are expanding rapidly to meet the demand for instant deliveries. However, this growth comes with challenges such as high operational costs and intense competition. For instance, Eternal (Zomato's parent company) reported a 78% drop in quarterly profits due to heavy investments in Blinkit's expansion Reuters.

#### • Dominance of Mobile Commerce

With increasing smartphone penetration, mobile commerce continues to be the dominant mode of online shopping in India. E-commerce platforms are optimizing their mobile interfaces to provide seamless shopping experiences, including features like one-click payments and mobile wallets

#### • Integration of Artificial Intelligence (AI)

AI and machine learning are transforming the e-commerce landscape by enabling personalized recommendations, enhancing customer service through chatbots, and optimizing inventory management. These technologies help businesses offer tailored experiences and streamline operations.

#### • Expansion of Direct-to-Consumer (D2C) Brands

D2C brands are gaining popularity in India as they bypass traditional retail channels to sell directly to consumers. This model allows brands to build stronger relationships with customers, gather valuable data, and offer personalized products and services .

- Focus on Sustainability

Consumers are increasingly demanding sustainable and ethically sourced products. E-commerce companies are responding by prioritizing sustainability throughout their supply chains, from eco-friendly packaging to carbon-neutral shipping options. This trend is becoming a key differentiator for e-commerce businesses looking to attract environmentally-conscious consumers .

- Growth of Hyperlocal Deliveries

7 Hyperlocal delivery services are becoming more prevalent, especially in urban areas. E-commerce platforms are focusing on quick, same-day, or even instant deliveries to meet the growing demand for convenience. Localized delivery networks and partnerships with local vendors are helping improve delivery speeds and customer satisfaction .

- Regional Marketplaces and Vernacular Platforms

7 Regional e-commerce platforms are catering to the needs of tier-2 and tier-3 cities by offering services in local languages and partnering with local vendors. Platforms like Meesho and Udaan are leading in order volume and customer growth in these regions, providing a more personalized shopping experience .

## 1.2) Challenges

- Logistics and Delivery

India's vast geography and infrastructure limitations make last-mile delivery difficult, especially in rural and semi-urban areas. Delivery delays and high shipping costs are common challenges. E-commerce companies are investing in local warehouses and third-party logistics to improve efficiency.

- Regulatory and Taxation Complexity

Frequent changes in e-commerce regulations and complex GST compliance requirements create operational uncertainty, especially for small businesses. The lack of a clear national e-commerce policy adds to the confusion.

- Payment and Fraud Concerns

While digital payments are growing, many users still prefer cash on delivery, increasing risks of returns and fraud. Online scams, phishing, and data breaches also affect consumer trust and platform security.

- High Competition and Thin Margins

The market is dominated by giants like Amazon and Flipkart, making it difficult for smaller players to survive. Aggressive pricing strategies and deep discounts further reduce profit margins and challenge long-term sustainability.

- Supply Chain Inefficiencies

Unpredictable demand and poor inventory management lead to frequent stockouts or overstocking. Dependence on imported goods and fragmented supplier networks disrupt smooth operations.

- Customer Experience and Returns

Poor product quality, unclear return policies, and delayed refunds lead to dissatisfaction. High return rates, especially in apparel and electronics, increase logistics costs and hurt brand reputation.

- Digital Literacy and Consumer Trust

Many users in rural areas lack digital skills, making online shopping difficult. Mistrust of online payments, fear of fraud, and lack of familiarity with e-commerce platforms hinder growth.

- Infrastructure Limitations

Poor internet connectivity and frequent power outages in smaller towns limit e-commerce reach. Many platforms struggle to deliver consistent service in regions with weak digital infrastructure.

### 1.3) Future Outlooks

- Increased Internet and Smartphone Penetration

India's internet and smartphone adoption, especially in rural and semi-urban areas, is set to grow further. The Digital India initiative, alongside the rapid expansion of 4G and 5G networks, will significantly increase the number of online shoppers, creating new opportunities for e-commerce companies.

- Adoption of Advanced Technologies

E-commerce platforms in India are increasingly leveraging AI, Machine Learning (ML), and Big Data for personalized shopping experiences, smarter inventory management, and better customer service. These technologies will drive operational efficiency and enhance customer satisfaction in the future.

- Growth of Tier-2 and Tier-3 Market

As urban markets become saturated, tier-2 and tier-3 cities are emerging as key growth areas. These markets are expected to drive much of the future growth, with a rising middle class and increasing digital literacy. E-commerce platforms will focus on hyperlocal delivery and regional content to cater to these areas.

- Omnichannel Shopping Experience

Consumers are demanding a seamless shopping experience across online and offline channels. Omnichannel retail, where customers can shop via apps, websites, and physical stores, will become increasingly common. Brands are focusing on integrating both worlds to enhance customer satisfaction.

- Digital Payment Innovation

With the rise of UPI and mobile wallets, India is set to become a leader in digital payments. The government is actively supporting cashless transactions, and the trend toward digital payment adoption is expected to accelerate. Platforms are expected to incorporate more flexible, secure, and diverse payment solutions.

- Sustainability and Eco-friendly Practices

As environmental concerns grow, Indian e-commerce companies are increasingly focusing on sustainability. This includes eco-friendly packaging, carbon-neutral delivery options, and waste reduction. Consumers are also becoming more eco-conscious and will expect brands to adopt greener practices.

- Rise of Social Commerce

Social commerce, or shopping directly through social media platforms like Instagram, Facebook, and WhatsApp, is expected to boom in India. With more users spending time on social platforms, businesses will leverage these channels for targeted sales and marketing.

- Personalized Shopping Experience

Future e-commerce will be more about personalization, with platforms offering **AI-driven** recommendations based on browsing behavior, preferences, and past purchases. This tailored approach will not only enhance customer satisfaction but also drive sales.

- Regulatory Developments and Data Privacy

The Indian government is working towards clearer data privacy and consumer protection laws. The Personal Data Protection Bill (PDPB) is expected to have a significant impact on e-commerce platforms in terms of how customer data is handled and safeguarded.

## 2) Literature Review

### Background

Customer Experience (CX) has emerged as a fundamental aspect of business strategy in the digital economy. It refers to a customer's holistic perception of their interactions with a brand throughout the buying journey — from the initial website visit to post-purchase service (Lemon & Verhoef, 2016). In the context of e-commerce, CX encompasses user interface design, ease of navigation, personalization, payment security, delivery logistics, and customer support. As per Meyer and Schwager (2007), the effectiveness of these touchpoints determines the emotional and behavioral responses of customers, influencing their loyalty and lifetime value.

In India, the significance of CX is even more pronounced due to its diverse customer base, regional preferences, and rapid digital adoption. The Indian e-commerce industry, which was valued at USD 70 billion in 2023, is projected to grow to USD 300 billion by 2030 (IBEF, 2023). This growth trajectory places increased importance on enhancing customer experience to sustain competitive advantage and foster trust among digital consumers.

5 With the emergence of internet platforms like Zomato, and Swiggy the restaurant business has seen a considerable upheaval over the last few years. Customers now obtain details about other eateries, including their menus and client ratings, thanks to these portals.

44 The Indian e-commerce landscape has undergone significant transformation over the past decade. Initially driven by price sensitivity and product availability, consumer focus has gradually shifted toward seamless experience and service quality. According to a report by Bain & Company (2021), Indian shoppers now prioritize convenience, brand experience, and after-sales support as much as pricing. The report also highlights the growing importance of digital trust and mobile-first experiences, especially in Tier-2 and Tier-3 cities.

97 Various players like Amazon India, Flipkart, Nykaa, and JioMart have adopted technology-driven approaches to improve CX. Innovations like AI-based product recommendations, voice-based search in regional languages, and hyperlocal delivery networks have become standard practices in leading platforms.

## 2.1) Components of Customer Experience in Indian E-commerce

### Website Usability and Interface Design

Ease of navigation, site speed, and mobile responsiveness are essential to providing a good digital shopping experience. Research by Wolfinbarger and Gilly (2003) emphasizes the role of design and functionality in reducing purchase hesitation and improving satisfaction. In the Indian context, Sharma and Mittal (2019) found that vernacular content and mobile-optimized layouts are particularly important for non-English-speaking users and first-time online shoppers.

### Personalization and Customer Engagement

Personalization in e-commerce refers to tailoring recommendations, offers, and content based on user behavior and preferences. Studies show that personalized experiences improve conversion rates and foster emotional engagement (Kumar & Reinartz, 2016). Indian platforms like Myntra and BigBasket use AI and machine learning to curate customized shopping experiences, enhancing both satisfaction and loyalty (Bhatt & Bhatt, 2021).

### Delivery and Fulfillment

Post-purchase experience, particularly delivery and returns, significantly affects consumer perception of service quality. Chopra and Mehta (2020) noted that delayed deliveries and poor packaging are major drivers of negative reviews in Indian e-commerce. Platforms like Amazon have invested heavily in their own logistics networks to ensure faster delivery and real-time tracking, while Flipkart partners with third-party providers like Ekart and Delhivery.

### Customer Support and Complaint Resolution

Responsive and empathetic customer support is key to building trust, timely resolution of customer queries improves brand loyalty. In India, where trust in digital transactions is still evolving, human-led customer support (via phone or WhatsApp) is often preferred over automated systems. Mishra and Jain (2018) found that poor grievance redressal is a major reason for cart abandonment and negative word-of-mouth in Indian online retail.

## 2.2) Technological Advancements Shaping CX

### Artificial Intelligence and Chatbots

AI-powered chatbots and virtual assistants help in real-time customer engagement. They can answer queries, recommend products, and resolve issues round the clock. While these are effective in urban settings, Indian users in smaller towns often still prefer speaking to a human agent (EY Future Consumer Index, 2024).

### Voice and Visual Search

With the rise of regional voice assistants (like Google Assistant in Hindi), voice search is increasingly used by less tech-savvy consumers. This technology enhances accessibility and user comfort. Platforms such as Flipkart have begun integrating voice search to cater to users in Tier-2 and Tier-3 cities.

### Mobile Commerce

According to Statista (2023), over 60% of e-commerce traffic in India comes from smartphones. As a result, optimizing mobile apps for low bandwidth, regional content, and secure mobile payments has become a critical CX priority.

### Data Analytics and Customer Insights

Advanced analytics tools allow companies to collect and interpret vast amounts of customer data from various sources (web behavior, purchase history, feedback, social media, etc.). This data is crucial for customer segmentation, journey mapping, and predictive modeling, all of which enable businesses to design more relevant and effective customer experiences. Insights derived from analytics can inform product improvements, service design, and targeted marketing campaigns.

### Automation and Robotics

Automation tools improve backend efficiency and frontend responsiveness. From order fulfillment and warehouse robotics to automated emails and personalized notifications, automation ensures faster service delivery, reduces human error, and enhances scalability. This directly contributes to a smoother and more reliable customer experience.

## 2.3) Major Market Players And Their Positioning

### Flipkart

Flipkart, owned by Walmart, is positioned as a mass-market leader in Indian e-commerce. It offers a wide product assortment across electronics, fashion, appliances, and groceries, with a strong presence in Tier-2 and Tier-3 cities. Flipkart's competitive edge lies in its localized shopping experience, regional language support, and aggressive discounting strategies during sale events like the Big Billion Days. It competes directly with Amazon but stands out for being more India-centric in its marketing, logistics partnerships, and seller support programs.

### Amazon India

Amazon India targets more urban, digitally-savvy, and affluent consumers with a strong value proposition built around reliability, wide product range, fast delivery, and customer trust. Its Prime subscription model, advanced delivery network (including Amazon Transportation Services), and seamless user experience make it a formidable competitor. Amazon emphasizes convenience, product authenticity, and international standards, positioning itself as the platform of choice for time-sensitive and quality-conscious consumers.

### Zomato

Zomato began as a restaurant aggregator but evolved into a multifaceted platform offering food delivery, grocery (via Blinkit), and restaurant services. It appeals primarily to urban professionals seeking convenience and speed in food ordering. Zomato's competitive strength lies in its strong restaurant partnerships, premium loyalty programs like Zomato Gold, and strategic acquisitions like Uber Eats India and Blinkit. Its positioning is now shifting from just food delivery to an integrated local commerce ecosystem.

### Swiggy

Swiggy has built a stronghold in the food and grocery delivery space through services like Instamart and Swiggy Genie. While it initially focused on restaurant food delivery, it has successfully expanded into quick commerce and hyperlocal deliveries. Its target market includes tech-savvy urban millennials and busy professionals who value both speed and convenience.

### Blinkit

Originally Grofers, Blinkit rebranded to emphasize ultra-fast (10–20 minute) delivery of groceries and daily essentials. It was acquired by Zomato in 2022 and now serves as its quick commerce arm. Blinkit is positioned as a leader in speed and convenience within metro cities, leveraging a dense network of micro-fulfillment centers. Its value proposition is centered on rapid delivery, curated daily needs, and seamless integration with the Zomato app ecosystem, making it ideal for impulse and top-up grocery purchases.

### Meesho

Meesho is a social commerce platform that empowers individuals, especially women in Tier-2 and Tier-3 cities, to become online sellers or resellers. It differentiates itself by offering zero commission to sellers and enabling commerce through platforms like WhatsApp and Facebook. Its competitive positioning lies in affordability, simplicity, and deep reach into India's small towns. Meesho is particularly strong among first-time online shoppers and price-sensitive consumers, making it a unique player in the broader e-commerce landscape.

### Nykaa

Nykaa is a vertical e-commerce platform that focuses on beauty, personal care, and fashion, targeting young, urban, primarily female consumers. Its competitive edge lies in offering exclusive international brands, beauty content integration, and omnichannel retail with over 100 physical stores. Nykaa is positioned as a premium, curated shopping destination where quality, authenticity, and brand variety matter more than price. It successfully blends content with commerce, creating a loyal base of high-value shoppers.

### Zepto

Zepto has rapidly gained attention in the quick commerce space with its 10-minute grocery delivery model. Founded by two Stanford dropouts in 2021, Zepto's competitive positioning is built around speed, operational efficiency via dark stores, and a tech-first user experience. It targets young, urban professionals who prioritize ultra-fast delivery of essentials. Zepto's ability to fulfill orders in under 15 minutes consistently has made it a standout player in the hyper-competitive quick commerce segment.

### 3) RESEARCH METHODOLOGY

The first step is to formulate research design. This means planning a strategy of conducting research, which is a detailed plan of how the goals of research will be achieved. Research methods can be exploratory, descriptive, or experimental in nature, which helps the investigator in providing answers to various kinds of questions. After collecting and analysis of data, the researcher has to accomplish the task of drawing inferences. Only through interpretation can we expose relations and processes, draw findings, and ultimately reach conclusions. Interpretation refers to the task of drawing inferences from the collected facts after an analytical study. In the study, the researcher has followed descriptive research. Descriptive research is usually an exploratory approach, generalising from a cross-sectional study of the present situation. The major goal of this research is to describe the phenomenal situation on the basis of observation and other sources through different methods, where the method focuses on generalising information about a large number of people by getting responses from a few of them.

#### Objectives of the Study

- To identify key dimensions of customer experience in e-commerce (e.g., delivery speed, website/app usability, customer service, personalization).
- To examine the relationship between customer experience and consumer buying decisions.
- To assess customer preferences across major e-commerce platforms (e.g., Amazon, Flipkart, Swiggy, Zepto).
- To suggest improvements for enhancing customer experience in the Indian e-commerce sector.
- To identify the technological, emotional, and functional aspects of CX that influence online shopping behavior.

## Research Design

The research adopts a descriptive and analytical design, aiming to systematically examine the relationship between customer experience and customer buying behavior within India's e-commerce ecosystem. Descriptive research helps in understanding current behaviors and patterns, while analytical research enables identifying causal relationships between different variables.

## Research Approach

The study adopts a mixed-method approach:

- **Quantitative:** A structured questionnaire was used to collect survey responses from participants to quantify behaviors, preferences, and satisfaction levels.
- **Qualitative:** In-depth review of existing literature, theories (like ECT, CES, NPS), and secondary sources to interpret patterns and enrich the analysis.

## Data Sources

- **Primary Data:** Collected through a structured online survey of respondents.
- **Secondary Data:** Academic journals, research papers, articles, market reports, and published case studies on customer experience, e-commerce, and consumer behavior.

## Sampling Method

- **Sampling Technique:** Non-probability convenience sampling due to ease of access and relevance to the target population.
- **Sample Size:** Approximately 15–30 respondents who have made online purchases in the last 6 months.

## Unit of Analysis

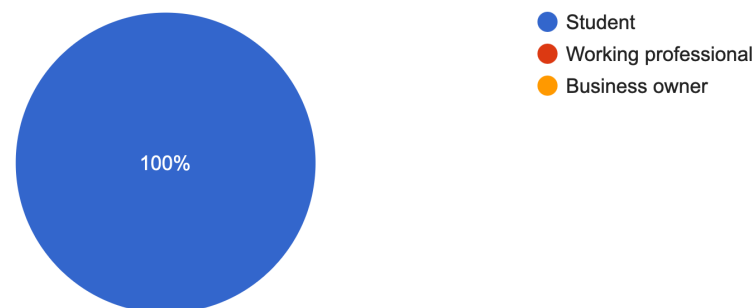
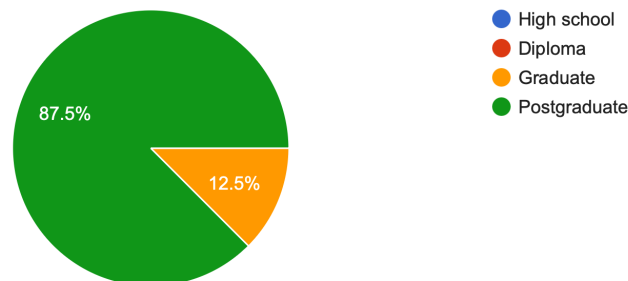
The unit of analysis is individual online shoppers in India, aged 18 and above, who actively use platforms like Amazon, Flipkart, Nykaa, Zepto, and Swiggy.

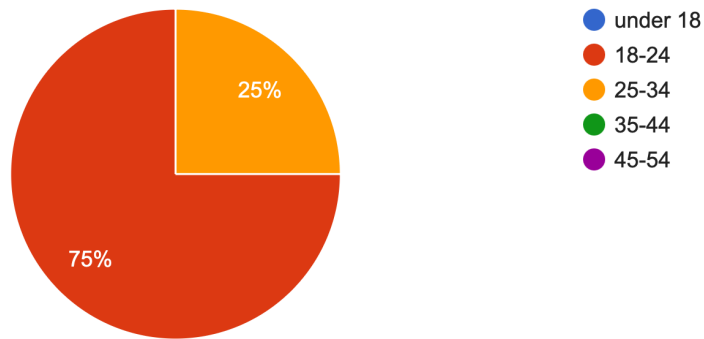
## 4) ANALYSIS

This section presents the analysis of data collected through a structured questionnaire aimed at understanding how various elements of customer experience influence consumer buying behavior in the Indian e-commerce sector. The responses were gathered from a diverse group of online shoppers across different age groups and shopping habits. The analysis focuses on platform preferences, frequency of online shopping, key motivating factors, satisfaction levels, and the impact of specific experience features like delivery speed, customer service, and personalization. Insights drawn from this data form the basis for evaluating the current state of customer expectations and behavior in the rapidly evolving e-commerce landscape.

### 4.1) Background

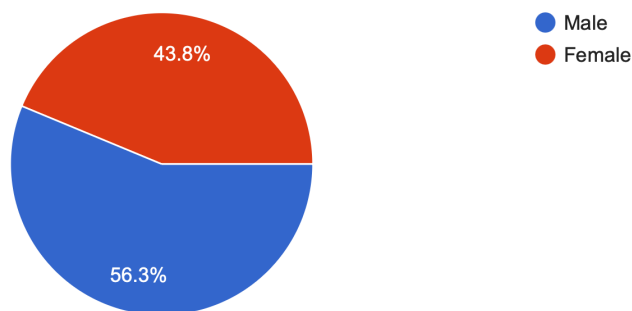
The pie chart below indicates the education level of the individuals that include high school diploma, graduate, post graduate etc. The vast majority of respondents (87.5%) have postgraduate education & a small minority (12.5%) have graduate education.





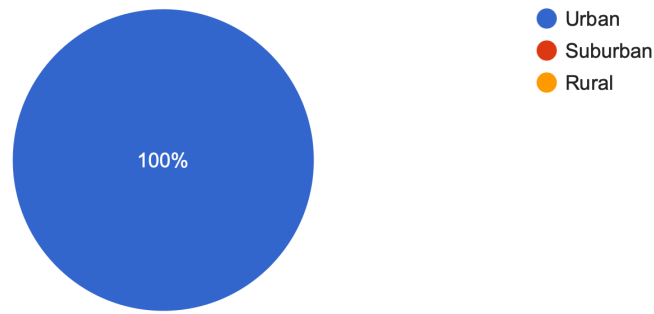
Based on the charts fig(2&3), we can paint a picture of the survey respondents. It is clear that the survey was answered entirely by students, with a significant majority (75%) being young adults in the 18-24 age range, and a smaller portion (25%) being teenagers under 18.

This suggests that the survey likely reached a specific demographic – primarily young people in an educational setting. The complete absence of working professionals and business owners indicates that the survey distribution or the topic itself is been more relevant or accessible to students.



This pie chart shows the gender distribution of the respondents where :-

- A larger blue section labeled "Male" with "9 (56.3%)".
- A smaller red section labeled "Female" with "43.8%".

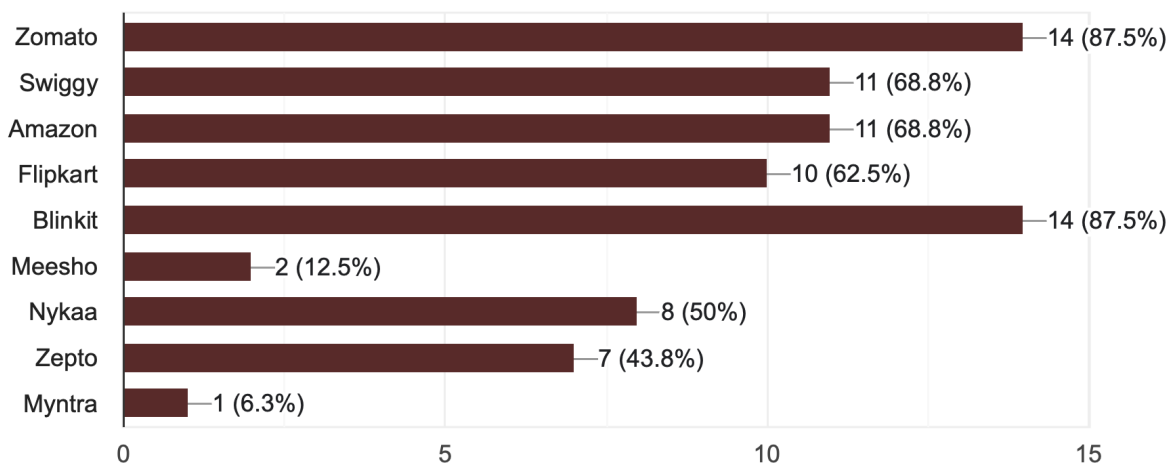


Now discussing a more complete picture of the survey respondents, where all are students, predominantly in the 18-34 age range with some younger individuals (under 24). In terms of gender, there's a slight male majority (56.3%) compared to female respondents (43.8%). Finally, all of these student respondents reside in urban areas, which further refines our understanding of the demographic reached. It's clear that the study & survey is more attracted towards group of students living in cities, with a lean towards young adult males.

## 4.2) Survey Analysis

### 4.2.1) Platform Usage

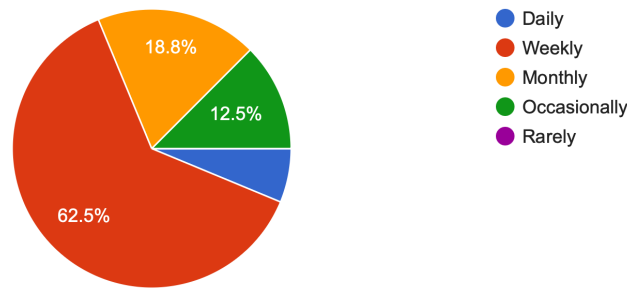
Q1) which of the platform do you use regularly?



The chart reveals the popularity of different online platforms among respondents where zomato and blinkit are the most frequently used platforms, with a significant majority (87.5%) using

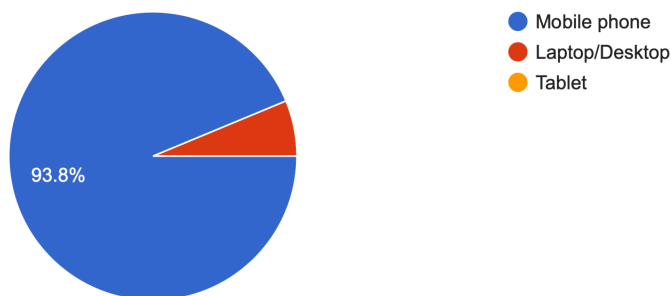
them regularly, swiggy and amazon also show high usage (68.8%) , flipkart is used by a substantial number (62.5%), while meesho and myntra have considerably lower usage among this group, nykaa and zepto fall in the middle range of usage. This suggests a strong preference for food delivery and quick commerce platforms, followed by general e-commerce giants.

Q2) How often do you shop online (clothing, electronics, groceries etc.)?



This chart indicates that the majority of the respondents shop online weekly (62.5%). A notable portion also shops daily (18.8%). Only a small percentage shop online monthly (12.5%) or rarely (6.3%). The "occasionally" segment appears to be the smallest, suggesting it's less common for this group to shop online with that frequency. This highlights that online shopping is a regular activity for a large proportion of the urban respondents.

58 Q3) which device do you use the most for online shopping?



The chart clearly indicates a very strong preference for mobile phones (93.8%) as the primary device for online shopping among the respondents. Only a small fraction (6.3%) mainly use a laptop or desktop, and no one primarily uses a tablet for this purpose. This aligns with the general trend of increasing mobile commerce and the convenience that smartphones offer for online transactions.

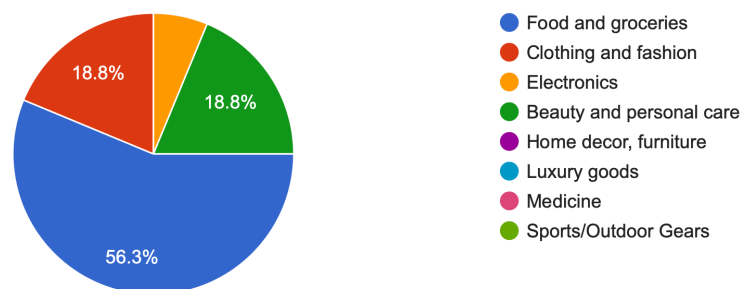
Building on our previous insights, we now know that the urban students (predominantly aged 18-34, with a slight male majority) are very active users of online platforms, particularly for food and quick grocery delivery (zomato and blinkit).

They also frequently use major e-commerce sites like amazon and flipkart. Furthermore, online shopping for a broader range of items (clothing, electronics, groceries, etc.) is a common occurrence for this group, with the majority engaging in it on a weekly basis, and a significant portion even shopping online daily.

The relatively lower usage of platforms like meesho and myntra might suggest different purchasing habits or preferences within this student demographic, perhaps leaning more towards immediate needs.

#### 4.2.2) Shopping Preferences

Q4) what categories do you mostly shop for online?



The chart reveals that food and groceries (56.3%) is the dominant category that student respondents mostly shop for online, clothing and fashion (18.8%) and beauty and personal care

(18.8%) are tied for the second most popular categories, electronics (6.3%) has a smaller representation. Interestingly, categories like home decor/furniture, luxury goods, medicine, and sports/outdoor gear were not selected as the primary shopping categories by any of the respondents. This suggests that their online shopping habits are primarily focused on food and groceries, followed by essential goods like fashion, and electronics.

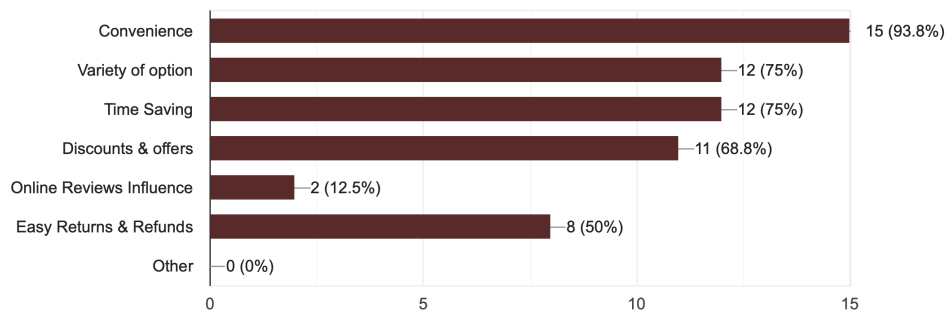
Pulling together all the insights from your survey of urban students (predominantly aged 18-34), we have a detailed picture of their online behavior.

Their primary online purchases are concentrated in clothing and fashion, followed by food and groceries, and electronics.

This paints a picture of a digitally engaged demographic that relies heavily on mobile devices for their online activities. Their shopping habits are geared towards convenience (food and grocery delivery), personal needs (clothing and fashion, beauty), and technology (electronics).

The lack of emphasis on categories like home decor, luxury goods, or sports gear might reflect their current life stage and priorities as students living in urban environments.

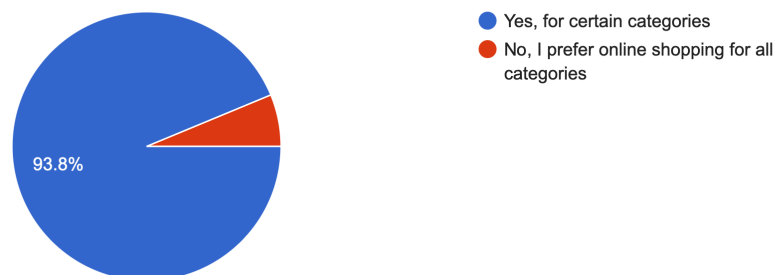
Q5) what drives you to shop online instead of off-line? (Select all that apply)



This is a horizontal bar chart showing the reasons why the respondents prefer online shopping over traditional brick-and-mortar stores. Since respondents could select multiple reasons, the percentages will not add up to 100%.

This chart highlights that convenience is the overwhelmingly primary driver for online shopping among these students (93.8%). Variety of options and time-saving are also very significant factors, chosen by 75% of the respondents each. Discounts & offers are also a strong motivator (68.8%). Easy returns & refunds are considered important by half of the respondents. Interestingly, online reviews have a relatively low influence on their decision to shop online versus offline, and no one selected "other" reasons. This suggests that the core appeal of online shopping for this demographic lies in its practicality and efficiency.

Q6) Do you prefer in-store shopping over online shopping for specific product categories ?



The overwhelming majority of respondents (93.8%) prefer online shopping over in-store shopping for all product categories. This suggests a strong preference for the convenience, accessibility, and potentially wider selection offered by online platforms.

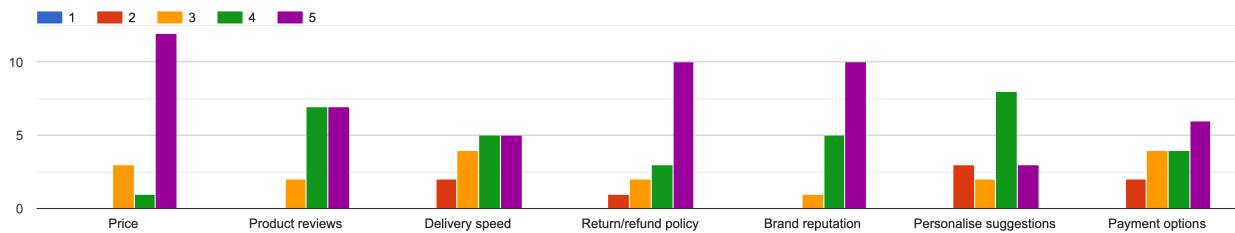
A small minority of respondents (6.2%) still prefer the in-store experience for specific product categories. This could be due to various reasons, such as:

- The need to physically inspect products (e.g., clothing, furniture).

- The desire for immediate gratification after purchase.
- The opportunity to interact with sales staff for advice.
- Concerns about online security or return processes for certain items.

### 4.2.3) Experience & Importance Ratings

Q7) Rate the following factors based on their importance in your purchase decision?



This is a clustered bar chart showing how the respondents rated the importance of different factors when making purchase decisions. The x-axis lists the factors, and the y-axis represents the number of responses. Each factor has a cluster of bars representing the ratings from 1 to 5 (with colors indicated in the legend).

- Price: Shows a wide distribution, with a significant number rating it as 4 or 5 (important/very important), but also some rating it as 2 or 3.
- Product reviews: Shows a strong tendency towards higher ratings, with the majority rating it as 4 or 5.
- Delivery speed: Has a more spread-out distribution, with a notable number rating it as 3, 4, or 5, but also some lower ratings.
- Return/refund policy: Shows a clear peak at rating 4, with a good number also rating it as 5. Lower ratings are less frequent.
- Brand reputation: Shows a mixed response, with ratings spread across the scale, but a slight leaning towards the higher end (4 and 5).

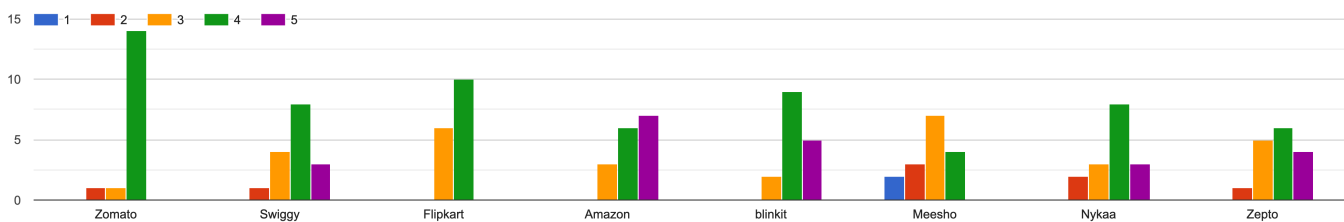
This chart provides insights into what matters most to these students when they decide what to buy. Product reviews and return/refund policy appear to be highly influential, with most respondents rating them as important or very important. Price is also a significant factor,

although its importance varies more among the respondents. Delivery speed is moderately important for many. Brand reputation seems to have a less consistent impact on their purchase decisions compared to reviews and return policies.

#### 4.2.4) Platform Satisfaction

Q8) Rate your satisfaction level for the following platforms

Rate your satisfaction levels for the platform you use (1 = very dissatisfied , 5 = very satisfied)



This is a bar chart showing the satisfaction levels (rated on a scale of 1 to 5) for platforms. The y-axis represents the number of responses for each satisfaction level;-

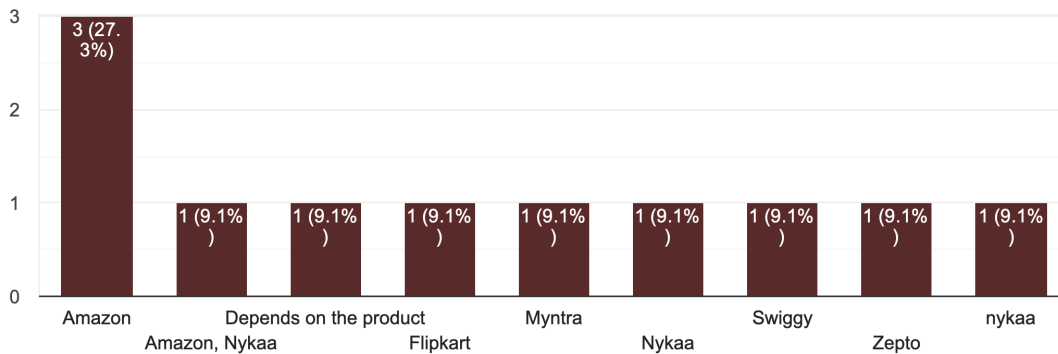
Food Delivery Platforms (Zomato, Swiggy, Blinkit, Zepto): Generally seem to evoke strong positive satisfaction, especially Zomato, Blinkit, and Zepto. Swiggy has a broader range of experiences reported. This could be due to factors like delivery speed, order accuracy, and service quality being consistently high for some.

E-commerce Platforms (Flipkart, Amazon, Meesho, Nykaa): Also show generally positive satisfaction, but perhaps with slightly more variability. Meesho's distribution suggests it might cater to a different segment of users with potentially varying expectations or experiences. Nykaa seems to have a strong positive reception, possibly related to its specific product focus (beauty and fashion).

Competitive Landscape: The chart provides a snapshot of how users perceive different players within similar industries. This information could be valuable for these platforms to understand their strengths and areas for improvement relative to their competitors.

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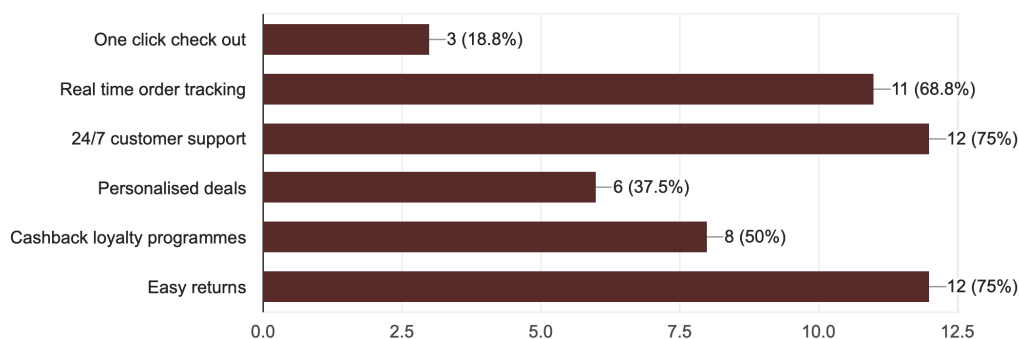
Q9) On which platform do you feel the overall experience is best ?



Among the 11 respondents to this question, Amazon is perceived as having the best overall experience by the largest group (27.3%). However, the responses are quite scattered, with several other platforms each being chosen by a single respondent. This suggests that while Amazon stands out for some, there isn't a single dominant platform that everyone agrees provides the best overall experience. The presence of combined answers (like "Amazon, Nykaa") indicates that some individuals find multiple platforms equally good.

#### 4.2.5) Customer Loyalty & Behaviour

Q10) which of the following customer experience features do you value the most?(Select upto 3)

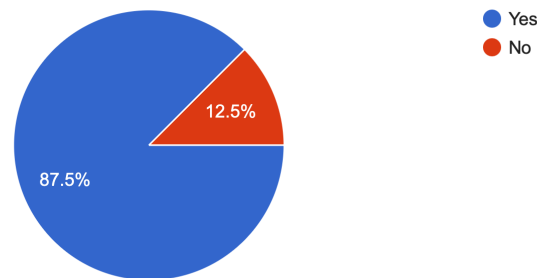


This chart reveals what aspects of the online shopping experience are most valued by your student respondents. 24/7 customer support and easy returns are the most highly valued features, each selected by 75% of the respondents. Real-time order tracking is also considered very

92 important by a significant majority (68.8%). Cashback/loyalty programmes are valued by half of the respondents, while personalized deals are appreciated by over a third. One-click check out is the least valued feature among the options provided. This highlights the importance of support, transparency in the delivery process, and a smooth post-purchase experience for this demographic.

They highly value reliable support (24/7 customer service), a smooth post-purchase process (easy returns), and transparency in their orders (real-time tracking). Cashback/loyalty programs and personalized deals are also appreciated, while a quick checkout process is less of a priority compared to these other factors.

Q11) Have you ever switched from one flat form to another due to a bad experience ?



31 This chart indicates that the vast majority (87.5%) of your student respondents have not switched from one online platform to another due to a bad experience. Only a small minority (12.5%) have done so. This suggests a relatively high level of tolerance or satisfaction with the platforms they use, or perhaps a reluctance to go through the effort of switching unless the negative experience is significant.

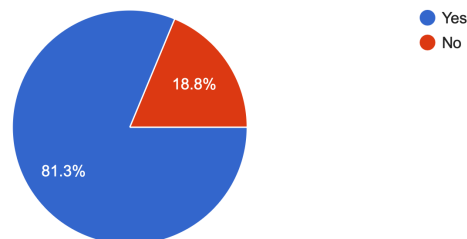
Valued Customer Experience Features: They highly value reliable support (24/7 customer service), a smooth post-purchase process (easy returns), and transparency in their orders (real-

time tracking). Cashback/loyalty programs and personalized deals are also appreciated, while a quick checkout process is less of a priority compared to these other factors.

Platform Switching: Despite the importance of certain customer experience features, the vast majority of these students have not switched platforms due to a bad experience.

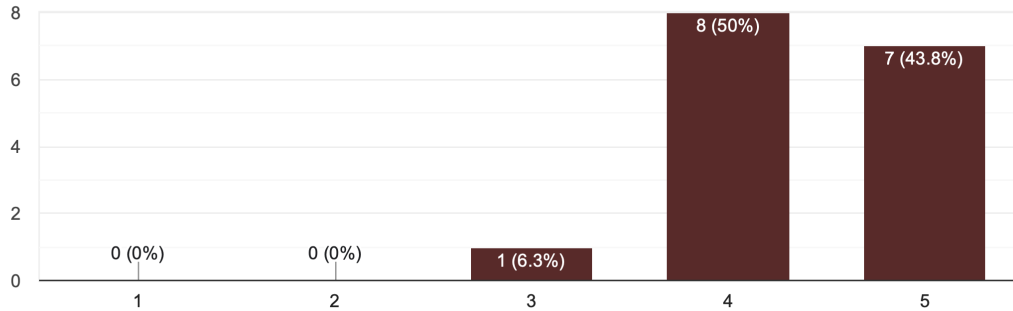
We see a picture of urban students who are frequent and mobile-first online shoppers. They prioritize convenience and value, are influenced by peer reviews, and appreciate clear return policies. When it comes to the overall experience, reliable support and a seamless post-purchase process are paramount, while most haven't switched platforms due to bad experiences, the valued features highlight areas where platforms can focus to enhance customer satisfaction and potentially foster greater loyalty.

Q12) Are you a member of any loyalty or subscription programs (example - amazon prime, zomato gold, flipkart plus etc.)?



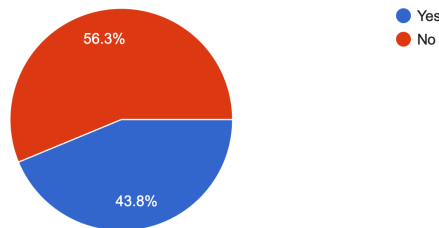
This chart indicates that a significant majority (81.3%) of your student respondents are members of at least one loyalty or subscription program, such as Amazon Prime, Zomato Gold, or Flipkart Plus. Only a small minority (18.8%) are not members of any such programs. This suggests that loyalty and subscription models are quite popular and have a high adoption rate among this demographic.

Q13) How likely are you to recommend your favourite platform to others ? (Scale 1–5)



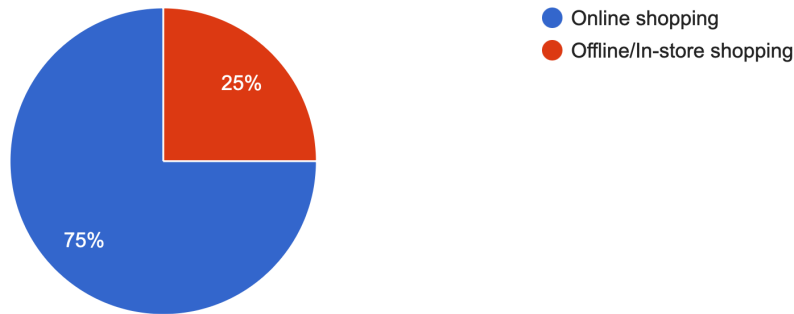
This chart reveals a strong tendency towards recommending favorite e-commerce platforms among your student respondents. A combined 93.8% of respondents rated their likelihood to recommend as either a 4 (50%) or a 5 (43.8%). Only one respondent indicated a neutral stance (rating of 3), and no one selected the lower end of the scale (1 or 2). This suggests a high level of satisfaction and positive sentiment towards their preferred e-commerce platforms, leading to a strong willingness to recommend them to others.

Q14) Do you follow influencers or online creators for recommendations and product reviews?



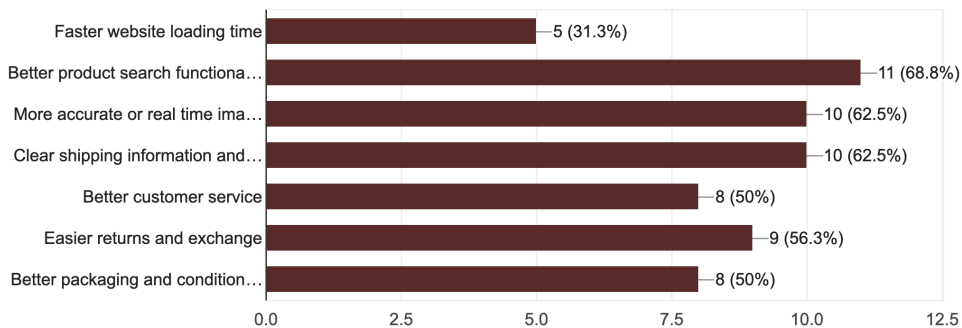
This chart indicates that a slight majority (56.3%) of your student respondents do not follow influencers or online creators for product recommendations and reviews. However, a significant portion (43.8%) do. This suggests that while influencer marketing has a reach within this demographic, it's not the primary source of product information for most of them.

Q15) Would you most likely suggest to others?



This chart clearly shows that the vast majority (75%) of your student respondents would most likely suggest online shopping to others. Only a quarter (25%) would be more inclined to suggest offline or in-store shopping. This reinforces the overall trend we've observed of online shopping being a preferred and prevalent mode of purchasing for this demographic.

Q16) Do you think any of the following improvements can enhance the shopping experience ?



This chart provides valuable insights into areas where online shopping platforms can improve to better serve this student demographic. Better product search functions are identified as a key area for enhancement by the largest group (68.8%). More accurate inventory information and clearer shipping information and costs are also considered important improvements by a significant

majority (62.5% each). Easier returns and exchanges are desired by over half of the respondents (56.3%). Better customer service and better packaging/condition upon arrival are also seen as valuable improvements by half of the respondents. Faster website loading time is considered less critical compared to these other aspects, although still relevant for some.

Q17)What do you consider the most important element of online shopping experience?

Convenience , the convenience , you can purchase the product without even stepping out of your home, quality , easy return and exchange services , convenience ,discount ,treatment of delivery partners , customize offers and fast delivery.

The way the options are presented suggests that the person who wrote this is likely exploring different facets that contribute to a positive online shopping experience. The repetition of "convenience" and the explicit mention of purchasing from home highlight the significance of ease and accessibility in online shopping.

However, the inclusion of other factors like "quality," "easy return and exchange services," "discount," "treatment of delivery partners," "customized offers," and "fast delivery" indicates an understanding that a satisfying online shopping experience is multi-faceted. It's not just about being able to buy things from home; factors like the product itself, the post-purchase support, the price, the ethical considerations (treatment of delivery partners), personalization, and speed of receiving the order all play a role.

In essence, the text presents a question prompting a prioritization of various beneficial aspects of online shopping. It acknowledges that "convenience" is a major draw, but also recognizes the importance of other elements in shaping the overall customer satisfaction.

## 4.3) Theories of Customer Experience

Customer buying behavior, which encompasses the decision-making processes, preferences, and actions of consumers before, during, and after a purchase, is heavily influenced by the nature and quality of their experiences. Understanding the psychological, emotional, and functional aspects of CX through established theories and concepts helps businesses strategically shape customer interactions that drive purchases and foster loyalty.

Now we will explore the major theories and concepts related to customer experience and analyzes how each contributes to shaping customer buying behavior.

### 4.3.1) Psychological & Behavioral Theories

#### A. Expectation-Confirmation Theory (ECT)

If customers' expectations are met or exceeded, they're more likely to repeat purchases, leave positive reviews, recommend the brand (Word-of-Mouth) as customers form expectations they compare them with actual experiences, and feel satisfied based on the match.

Example: A customer expects 2-day delivery. If it arrives in 1 day, satisfaction increases and they're more likely to buy again.

#### B. Cognitive Dissonance Theory

After a purchase, doubt or regret can cause product returns, negative reviews, switching brands this influences brand loyalty and returns.

Example: A buyer regrets spending a lot on a phone and may cancel the order or avoid the brand in the future.

#### C. Peak-End Rule (Daniel Kahneman)

People judge experiences based on the peak (most intense moment) and the end, rather than the total as it tells how buying decisions are shaped more by emotional highs and how the experience ends, not the average it influences brand recall and repurchase intent.

## 4.3.2) Marketing and Service Theory

### A) Customer Journey Mapping

It focuses on visualizing the entire customer interaction process across touchpoints by understanding pain points in the journey, brands can reduce cart abandonment, increase conversion rates, enhance loyalty which is used to identify pain points and opportunities. Example: If a journey map reveals frustration at the payment stage, improving it can boost purchases

### B) Touchpoint Theory

Customers interact with multiple touchpoints (ads, website, social media) before buying so focusing on this consistent messaging and seamless transitions increase purchase likelihood & emphasizes omnichannel consistency. Example: A customer who sees the same product with the same message on Instagram, Google, and a store website is more likely to buy.

### C) Servqual Model

Measures service quality across 5 dimensions: Reliability, Assurance, Tangibles, Empathy, Responsiveness. High service quality leads to, greater trust, lower churn, higher willingness to pay. Example: A customer chooses a bank with high responsiveness and empathy in service.

### D) Net Promoter Score (NPS)

Metric to assess customer loyalty, promoters (high scorers) are more likely to buy again & influence others to buy (social proof) it can be considered as a simple tool for tracking brand advocacy. Example: A loyal Apple user (NPS promoter) encourages friends to buy Apple products too.

### E) Moment of Truth

Every interaction with the brand is an opportunity to impress or disappoint which guides frontline service training.

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### **4.3.3) Digital & UX Design Theories**

#### **A) User Experience (UX) Design Principles**

Usability, accessibility, and emotional design directly impact cx. Poor design can lead to frustration and abandoned purchases whereas intuitive navigation and fast load times drive conversions. Example: A fashion site with easy filters and mobile optimization sees higher sales

#### **B) Omnichannel Experience**

Seamless integration of physical and digital channels, customers buy when they can smoothly switch between channels (e.g., browse on mobile, buy on desktop). Example: A customer tries a product in-store and buys online later due to stock issues.

#### **C) Personalization and Customization Theory**

Tailoring content, products, or interactions based on user data where personalized experiences increase perceived relevance, which drives impulse buys and upselling which further drives engagement and satisfaction. Example: Netflix recommendations keep users watching and subscribed.

### **4.3.4) Emotional & Relational theories**

#### **A) Customer Delight**

Exceeding customer expectations to generate emotional connection and loyalty it goes beyond mere satisfaction.

#### **B) Customer Effort Score (CES)**

The easier it is to buy or solve a problem, the more likely the customer is to complete the purchase, stay loyal. Example: Amazon's 1-click purchase reduces effort and boosts sales

#### **C) Trust and Relationship Marketing**

Builds emotional connection and long-term buying behavior. It is especially vital in B2B or high-

involvement purchases. Example: A software provider offering consistent support builds trust and earns yearly renewals.

#### **4.3.5) Strategic & Organizational Theories**

##### **A) Customer-Centric Culture**

Organizational alignment around delivering great cx is the point where an entire organization is focused on the customer, it shows in every interaction which increases loyalty and customer lifetime value (CLV).

##### **B) Voice of the Customer (VoC)**

Systematic collection of customer insights via feedback, reviews, social media, etc as incorporating feedback improves products/services, which increases future purchase intent. Example: A food delivery app that fixes issues based on complaints gains trust and repeat use.

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#### 4.4) Theories of Customer Buying Behaviour

Customer buying behavior refers to the actions, decisions, and thought processes that individuals or organizations go through when selecting, purchasing, and using products or services. Various theories and concepts explain why customers behave the way they do. These theories have evolved over time, and many of them are based on psychology, sociology, economics, and marketing. Here's an overview of the major theories and concepts:

- **Economic Theory of Consumer Behavior**

The Economic Theory of Consumer Behavior is rooted in the idea that consumers make rational decisions to maximize their utility, or satisfaction, from the goods and services they purchase. According to this theory, consumers weigh the costs and benefits of different products and services and select the option that provides the highest value for the lowest cost. This decision-making process assumes that consumers have perfect information about their choices and act entirely rationally to achieve the best possible outcome. However, in real-world scenarios, this theory has limitations, as consumers often make decisions based on incomplete information, emotions, or irrational impulses, which can lead to less-than-optimal choices.

- **Maslow's Hierarchy of Needs**

Maslow's Hierarchy of Needs is a psychological theory that suggests human motivation is driven by a series of hierarchical needs, beginning with basic physiological needs like food and shelter and moving up through safety, social belonging, esteem, and finally, self-actualization. According to this theory, consumers will first prioritize products and services that satisfy their basic survival needs, such as food, water, and shelter. Once these are met, they will look to fulfill higher-level needs, such as personal security, relationships, status, and self-fulfillment. This theory is often used in marketing to explain why certain products or services, like luxury items or health-related products, appeal to consumers at different stages of their lives.

#### 4 • **Freud's Psychoanalytic Theory**

70 Sigmund Freud's Psychoanalytic Theory posits that consumer behavior is heavily influenced by subconscious desires, emotions, and instincts that individuals may not fully understand or control. According to Freud, many of our purchasing decisions are not entirely rational but are instead driven by unconscious psychological forces related to repressed needs, desires, or unresolved conflicts. This theory suggests that consumer behavior can be shaped by deep-seated emotions or fantasies, which is why marketers often appeal to emotions in their advertising. Brands frequently tap into psychological triggers such as status, security, and identity, creating products or campaigns that resonate with consumers' unconscious desires, even if those desires are not overtly acknowledged by the consumers themselves.

- **Herzberg's Two-Factor Theory:** This theory suggests that consumer satisfaction is influenced by both hygiene factors (basic expectations, like product quality) and motivators (factors that increase satisfaction, like unique features or status).

#### 99 • **Social Class Theory**

3 The Social Class Theory suggests that consumer behavior is influenced by the social class in which an individual belongs. Social class is typically determined by factors such as income, education, occupation, and lifestyle, and these factors influence the types of products and services consumers feel are appropriate for them. People from different social classes have different tastes, preferences, and buying habits, often resulting in distinct consumption patterns. 3 Marketers use this theory to segment their target audience and design products that align with the values, preferences, and purchasing power of specific social classes. For instance, luxury brands tend to target higher social classes, while mass-market products are typically aimed at middle or lower-income groups.

#### • **Reference Group Theory**

Reference Group Theory asserts that consumers are influenced by the groups they identify with or look to for guidance when making purchasing decisions. These groups could include family, friends, colleagues, or even celebrities and online influencers. People often compare themselves to these reference groups, and their opinions, behaviors, and preferences can significantly impact an individual's purchasing choices. For instance, if a consumer's social circle values certain products or brands, that consumer is more likely to adopt similar preferences.

- **Culture and Subculture Theory**

Culture and Subculture Theory emphasizes the significant role of cultural and subcultural influences in shaping consumer behavior. A person's cultural background, values, and shared practices influence the types of products they are likely to purchase, as different cultures have distinct preferences and behaviors when it comes to food, fashion, technology, and even leisure activities. Additionally, subcultures—smaller groups within a broader culture that share specific interests, values, or lifestyles—can also drive unique consumption patterns. Marketers often tailor their strategies to align with the cultural norms and values of a particular group to better connect with consumers. For example, a global brand like McDonald's may offer region-specific menu items to cater to local tastes and preferences.

- **Engel-Blackwell-Miniard (EBM) Model**

The Engel-Blackwell-Miniard (EBM) Model of consumer behavior is a comprehensive framework that outlines the stages consumers go through when making a purchasing decision. This model includes five key stages:

- 1) Problem Recognition, where the consumer realizes a need or desire
- 2) Information Search, where they gather information about possible solutions
- 3) Alternative Evaluation, where they compare different options
- 4) Purchase Decision, where the final choice is made
- 5) Post-Purchase Behavior, where the consumer evaluates the product and the overall buying experience.

This model helps marketers understand how consumers move from recognizing a need to making a purchase and beyond, enabling them to create strategies that address each stage of the decision-making process.

### • Theory of Planned Behavior

The Theory of Planned Behavior (TPB) suggests that consumer behavior is influenced by three primary factors:

- 1) Attitudes—the consumer's positive or negative feelings toward the behavior (e.g., buying a product)
- 2) Subjective Norms—the perceived social pressures from others (family, friends, society) to perform or not perform a behavior
- 3) Perceived Behavioral Control—the consumer's perception of how easy or difficult it is to perform the behavior.

This theory highlights that consumer behavior is not solely determined by personal attitudes but is also influenced by external social factors and an individual's confidence in their ability to make a purchase. Marketers use this theory to craft campaigns that improve consumer attitudes, create positive social norms, and reduce barriers to purchase.

### • Complex Buying Behavior

Complex Buying Behavior refers to the decision-making process consumers go through when purchasing high-involvement products, which are expensive or carry significant risk. In such cases, consumers tend to engage in an extended and elaborate decision-making process, carefully considering various alternatives, conducting research, and weighing the pros and cons before making a final decision. This behavior is often observed in purchases like cars, houses, or electronics, where the consumer is seeking to make an informed, rational decision. Marketers targeting these high-involvement products focus on providing detailed information, demonstrating product quality, and offering reassurances to reduce perceived risks.

### • **Dissonance-Reducing Buying Behavior**

Dissonance-Reducing Buying Behavior occurs when consumers experience post-purchase regret or cognitive dissonance after making a high-involvement purchase. This theory suggests that after purchasing a significant product, consumers may feel uncertainty about whether they made the right choice, especially if the decision involved a considerable financial investment. To reduce this dissonance, consumers might seek reassurance by reading reviews, talking to friends or family, or finding ways to justify their decision. Marketers can address this behavior by offering post-purchase support, providing guarantees, and reassuring customers that they made the right choice, which can help reduce feelings of buyer's remorse.

### • **Habitual Buying Behavior**

Habitual Buying Behavior refers to low-involvement purchases that consumers make out of routine or habit, with little thought or effort. These are typically products that are low-cost, frequently purchased, and do not involve much risk or decision-making, such as groceries, toiletries, or household products. In this case, consumers may repeatedly buy the same brand of a product simply because it is familiar and convenient, rather than because they've actively evaluated alternatives. Marketers often try to capture this behavior by positioning their product as a trusted, convenient, and reliable option, often through brand loyalty programs, promotions, and consistent messaging.

### • **Loyalty and Retention**

Loyalty and Retention theory focuses on the idea that retaining existing customers is more cost-effective than acquiring new ones. Loyal customers are more likely to make repeat purchases and recommend the brand to others. Companies can foster loyalty by offering rewards, personalized experiences, and exceptional customer service. The emotional connection that consumers develop with a brand, along with their satisfaction and trust in the product, plays a significant role in building long-term relationships. Marketers use loyalty programs, special offers, and personalized communication to retain customers and turn them into brand advocates.

## 4.5) Relation Between Customer Experience and Customer Buying Behaviour

To truly understand how Customer Experience (CX) theories and Customer Buying Behavior (CBB) theories are interrelated, we need to explore how they work together to shape consumer decision-making. Both sets of theories aim to explain the psychological and emotional factors that influence customers before, during, and after a purchase. In essence, CX theories shape the environment in which customers experience brands and make decisions, while CBB theories provide insights into the underlying psychological processes that drive those decisions. Let's explore how these theories connect and influence each other, starting with some key intersections.

### 1) Psychological & Behavioral Theories

#### Expectation-Confirmation Theory (ECT) (CX) & Theory of Reasoned Action (TRA) (CBB)

- ECT explains that customers form expectations before purchasing and compare these to the actual experience to determine satisfaction. If expectations are met or exceeded, it leads to positive emotions and a higher likelihood of repeat purchases.
- TRA, which suggests that attitudes and subjective norms predict behavior, connects with ECT because customer satisfaction (as a result of exceeding expectations) enhances positive attitudes toward the brand, thus driving future buying decisions.

Connection: Both theories emphasize the importance of expectations in shaping behavior. ECT suggests that meeting or exceeding expectations increases satisfaction, while TRA highlights how those satisfied attitudes influence the intent to purchase again.

#### Cognitive Dissonance Theory (CX) & Post-Purchase Behavior Theory (CBB)

- Cognitive Dissonance Theory explains that after a purchase, customers may feel dissonance (regret or doubt) if the purchase doesn't meet their expectations, leading to actions like returns or negative reviews.
- Post-Purchase Behavior Theory focuses on how customers handle dissonance and whether it leads to brand switching or loyalty. If the post-purchase experience is managed well (through easy returns, customer support, etc.), dissonance can be minimized, reinforcing brand loyalty.

Connection: The resolution of post-purchase dissonance (through managing customer experience) directly impacts future buying decisions. A smooth post-purchase experience (low dissonance) increases the chances of repeat purchases.

### Peak-End Rule (CX) & Attitude-Behavior Model (CBB)

- Peak-End Rule suggests that people judge their experiences based on the most intense moment (the peak) and how the experience ends, rather than the overall experience. A positive "end" (e.g., an unexpected discount or fast delivery) or peak experience (e.g., an exceptional customer service interaction) can greatly influence a customer's future buying behavior.
- Attitude-Behavior Model links attitudes (formed during the experience) with actual behavior (purchase decisions). Positive moments at the peak or end influence attitudes, which in turn drive purchase intentions and actions.

Connection: Both theories stress that emotionally impactful moments significantly influence attitudes and behavior. The peak (great experience) and the end (smooth transaction or resolution) lead to favorable attitudes that push customers to buy again.

## 2) Marketing and Service Theories

### Customer Journey Mapping (CX) & Theory of Consumer Decision-Making (CBB)

- Customer Journey Mapping involves analyzing and improving the entire customer journey from awareness to post-purchase. By understanding every touchpoint a customer interacts with, companies can ensure that each stage meets or exceeds expectations.
- Theory of Consumer Decision-Making (which includes stages like problem recognition, information search, evaluation of alternatives, and post-purchase behavior) aligns with Journey Mapping by showing that smooth, engaging touchpoints at each stage reduce friction, leading to higher conversion rates and customer loyalty.

Connection: The insights from Journey Mapping improve the decision-making process at each stage, leading to more informed, confident decisions. Understanding pain points allows brands to guide customers through the decision-making stages effectively, ultimately enhancing the likelihood of purchase.

### Touchpoint Theory (CX) & Multi-Attribute Attitude Model (CBB)

- Touchpoint Theory stresses that every interaction a customer has with the brand (e.g., on social media, in-store, online) influences their perception and decisions.
- The Multi-Attribute Attitude Model explains that customers form attitudes toward a product by evaluating its attributes (e.g., price, quality, design). Each touchpoint affects how customers evaluate those attributes, influencing their overall attitude toward the brand and purchase intent.

Connection: The quality and consistency of touchpoints shape attitudes toward the brand. A positive experience across multiple touchpoints increases positive evaluations of the brand, which translates into higher purchase intentions.

### Servqual Model (CX) & Consumer Satisfaction Theory (CBB)

- Servqual Model measures service quality across five dimensions—reliability, assurance, tangibles, empathy, and responsiveness. High service quality builds trust and satisfaction.
- Consumer Satisfaction Theory proposes that customer satisfaction (based on perceived value and service quality) is a key driver of repeat purchasing behavior.

Connection: High-quality service (as defined by the Servqual Model) directly impacts customer satisfaction (CBB), leading to greater trust and loyalty. Satisfied customers are more likely to make repeat purchases and recommend the brand to others.

### **3) Digital & UX Design Theories**

#### User Experience (UX) Design Principles (CX) & Technology Acceptance Model (TAM)

- UX Design Principles emphasize the importance of a user-friendly, intuitive interface that makes the customer's journey as smooth and enjoyable as possible. An easy-to-navigate site with fast loading times improves the overall experience.
- Technology Acceptance Model (TAM) explains that customers' perceived ease of use and perceived usefulness of technology influence their acceptance and willingness to use digital platforms, which affects buying decisions.

Connection: A seamless UX design that aligns with TAM principles increases customers' acceptance and satisfaction with a platform, leading to higher conversion rates and engagement. If the website is easy to use and valuable, customers are more likely to complete purchases and return.

#### Omnichannel Experience (CX) & Consumer Behavior Theory (CBB)

- Omnichannel Experience integrates both online and offline touchpoints, allowing customers to interact with the brand seamlessly across multiple channels (e.g., mobile, desktop, in-store).
- Consumer Behavior Theory explains that consumers evaluate multiple options and choose the most convenient path to purchase. The ability to switch easily between digital and physical channels meets the consumer's desire for convenience.

Connection: The omnichannel experience aligns with convenience-seeking behaviors, enabling consumers to make purchasing decisions with fewer barriers, thus improving conversion rates and customer loyalty.

### Personalization and Customization Theory (CX) & Impulse Buying Theory (CBB)

- Personalization involves tailoring content, offers, and product recommendations based on customer data and preferences, making the experience more relevant and engaging.
- Impulse Buying Theory suggests that customers often make unplanned purchases based on emotional triggers or immediate desires. Personalization can heighten these emotions by offering relevant products or promotions at the right time.

Connection: Personalized recommendations drive impulse buying because they increase the relevance of products and offers. Personalized experiences appeal to emotions, triggering spontaneous purchasing decisions.

## 4) Emotional & Relational Theories

### Customer Delight (CX) & Affective Decision-Making Theory (CBB)

- Customer Delight goes beyond satisfaction by exceeding expectations and creating emotional connections. It encourages loyalty and advocacy.
- Affective Decision-Making Theory posits that emotions play a significant role in consumer choices. Positive emotions created by customer delight lead to stronger emotional attachment to the brand.

Connection: Customer delight triggers positive emotions that influence decision-making, leading to increased loyalty and repeat purchases. Emotionally delighted customers form stronger brand relationships.

### Customer Effort Score (CES) (CX) & Theory of Planned Behavior (CBB)

- Customer Effort Score (CES) measures the ease with which customers can complete tasks (e.g., make a purchase, resolve an issue). Lower effort increases satisfaction and loyalty.
- Theory of Planned Behavior (TPB) explains that behavioral intentions are influenced by attitudes, subjective norms, and perceived behavioral control. Low effort reduces barriers and increases the likelihood of customers following through with their purchasing intentions.

Connection: Reducing effort (through ease of use, quick checkouts) leads to greater perceived control, making customers more likely to purchase and return in the future.

## 4.6) Key Understanding

### 1) Customer Experience Is a Primary Driver of Consumer Buying Behavior

Urban students (aged 18–35) make purchase decisions not only based on product features or price but heavily on the overall experience—from browsing to post-purchase support. CX directly shapes satisfaction, loyalty, and word-of-mouth behavior.

### 2) Convenience Is a Non-Negotiable Expectation

Convenience is the most valued factor in online shopping. A seamless, low-effort experience—from search to checkout—increases the likelihood of conversion and repeat purchases. This aligns with the Customer Effort Score (CES) and UX Design principles.

### 3) Transparency Builds Trust

Clear pricing, product information, delivery timelines, and return policies are essential. The Expectation-Confirmation Theory (ECT) supports that meeting these expectations results in customer satisfaction and trust.

### 4) Post-Purchase Experience Has a Long-Term Impact

Efficient return processes, prompt customer support, and quality packaging contribute heavily to brand perception. These elements fall under the SERVQUAL Model and Peak-End Rule, emphasizing that customers remember the ending of an experience strongly.

### 5) Digitally Literate Consumers Demand Functional Excellence

Tech-savvy students expect fast loading times, accurate inventory, smart search features, and mobile responsiveness. Platforms that fail to meet these digital expectations risk losing customers to more streamlined competitors.

### 6) Customer Feedback Is a Strategic Resource

This consumer group is vocal and engaged. They want to be heard and expect brands to act on feedback. This reflects the importance of Voice of the Customer (VoC) and highlights the need for continuous CX improvement.

### 7) Personalization Enhances Engagement but Must Be Balanced

Personalized recommendations and communication are appreciated when done ethically and respectfully. It strengthens emotional engagement and drives sales, aligning with Personalization Theory and Relationship Marketing.

### 8) CX Is Multi-Dimensional and Ongoing

Customer experience is not limited to a single touchpoint—it is a cumulative result of multiple interactions over time. Brands must ensure consistency and alignment across every stage of the customer journey to influence behavior effectively.

### 9) Understanding Consumer Needs and Preferences

The survey highlighted that convenience is the most important factor for your target demographic. Students also care about product quality, transparent pricing, and hassle-free returns. The target audience is very aware of their needs, and they expect a shopping experience that aligns with their preferences.

### 10) Brand Differentiation and Competitive Advantage

Since CX directly influences consumer behavior, delivering a superior experience can provide a competitive edge. Efficient returns, good customer service, and packaging can set a brand apart from competitors who don't prioritize these factors.

## 4.7) Contribution

### 1) Academic Contribution

#### Advancing Customer Experience Theory

This research adds to the existing body of knowledge on customer experience (CX) by emphasizing its direct relationship with consumer buying behavior. Specifically, it provides new insights into how urban students (aged 18–35)—a key demographic in the digital economy—value convenience, transparency, product quality, and post-purchase services in the online shopping experience.

- **Contribution to CX Literature:** This study reinforces the importance of expectation-confirmation theory, customer effort score (CES), and touchpoint theory, demonstrating how these frameworks explain the decision-making process of digitally savvy consumers.
- **Consumer Engagement:** The survey results underscore the critical role that engagement and feedback loops play in shaping consumer loyalty, contributing to the understanding of how brands can use customer data to improve their offerings.

#### Consumer Behavior Insights

The findings bridge the gap between traditional consumer behavior theories and the emergent patterns in online shopping driven by the digital transformation. Specifically:

- **Behavioral Shifts:** As consumers become more digitally literate, they develop heightened expectations for convenience, quality, and transparency, which influences how they perceive brand value.
- **Post-Purchase Behavior:** By investigating post-purchase behaviors (e.g., returns, customer service, delivery), the research contributes to understanding how the post-purchase experience impacts customer satisfaction and brand loyalty.

## 2) Practical Contribution

### Guiding Marketing Strategies

This study offers practical insights that can guide online retailers and brands in refining their marketing strategies to cater to the preferences of urban students and similar segments. Key recommendations—such as improving search functionality, enhancing delivery transparency, and ensuring hassle-free returns—can help businesses refine their customer experience strategies and build stronger customer relationships.

- **Product and Service Innovation:** Based on the preferences identified, brands can focus on innovating products and enhancing packaging to create stronger emotional connections with consumers, making the shopping experience more memorable.
- **Brand Trust and Loyalty:** The research suggests that transparency in pricing, clear communication on delivery, and ethical practices in packaging contribute significantly to trust-building. By acting on these insights, brands can improve customer retention and reduce churn.

### Practical Recommendations for Businesses

- **UX/UI Design:** Businesses should prioritize convenience through simple website navigation, faster checkout processes, and an overall frictionless experience.
- **Customer-Centric Post-Purchase Services:** Offering easy returns, prompt customer service, and proactive delivery updates can enhance post-purchase satisfaction and lead to greater brand loyalty.
- **Personalization Strategies:** The research underscores the growing importance of personalized shopping experiences. Retailers can leverage customer data to provide tailored recommendations, targeted messaging, and dynamic pricing, driving higher engagement and conversion.

### Implications for Future Marketing Practices

As consumer preferences evolve, businesses that incorporate data-driven decision-making into their customer experience strategy will have a competitive edge. This study highlights how small improvements in customer experience can lead to big rewards in terms of brand loyalty and customer lifetime value.

### **3) Societal Contribution**

#### Sustainability and Ethical Marketing

Given that the demographic studied shows an interest in eco-friendly packaging and sustainable practices, the research highlights the growing demand for sustainable products in the marketplace. By promoting ethical marketing practices and environmentally responsible solutions, brands can not only meet consumer expectations but also contribute to positive societal impact.

- Encouraging Sustainability: This study contributes to the broader dialogue on corporate responsibility, showing that sustainability is not just a marketing trend but a long-term strategic pillar that resonates deeply with younger consumers.

## 5) Findings & Recommendations

### 5.1) Findings

#### 1) Highly Engaged and Digital-Savvy Consumers

- The respondents, primarily young students living in urban areas, are frequent online shoppers. Most buy retail products on a weekly basis, and a significant portion even shops daily.
- This suggests that online shopping is ingrained in their lifestyle, likely driven by convenience, busy schedules, and access to various online platforms.
- Mobile-first behavior highlights their preference for quick, accessible, and on-the-go shopping — a key feature of their shopping habits.
- Customer Effort Score (CES): The preference for mobile shopping aligns with the theory of CES, which suggests that consumers are more likely to engage with platforms that minimize effort. Mobile shopping provides a convenient, low-effort experience, particularly for a generation that values instant access and ease.

#### 2) Key Drivers are convenience, variety, and time-saving

- Convenience, variety, and time-saving are identified as the main reasons why students prefer shopping online over physical stores. These factors are especially appealing to students who have busy, fast-paced lives.
- Discounts also play a crucial role, with students looking for affordable options to meet their everyday needs. The ease of browsing a wide variety of products from the comfort of their home (or while on the go) seems to be a major factor in their preference for online shopping.
- Expectation-Confirmation Theory (ECT): Students' expectations are shaped by their desire for convenience and value, and they confirm those expectations through positive shopping experiences (easy navigation, variety, quick delivery, etc.). Any negative experience, such as long delivery times or high prices, would likely lead to dissatisfaction and reduced loyalty.

### 3) Product Reviews and Return Policies as key decision factors

- The importance of product reviews, alongside a clear return policy, indicates that these students value social proof and risk mitigation when making purchase decisions.
- Price sensitivity and delivery speed are also important factors, but brand reputation has a less pronounced influence.
- The emphasis on product reviews suggests that peer recommendations and customer feedback carry more weight for this group, which is a reflection of their trust in digital word-of-mouth.
- Social Influence Theory: This aligns with social proof as a driving factor. The respondents are more likely to trust and purchase products with positive reviews and high ratings, as these reflect the experiences of others—especially their peers.
- Risk Aversion in Online Shopping: The desire for an easy return policy reflects the theory of risk aversion, as students look for low-risk, high-confidence shopping experiences.

### 4) Preference for online shopping in certain categories, but in-store for others

- The survey reveals that students prefer online shopping for certain categories such as clothing, electronics, and groceries, but still favor physical stores for other categories like clothing fit, luxury goods, and specialized products.
- This suggests that although the digital experience is favored for convenience, there are limitations—for example, students may want to physically examine products for fit, feel, or quality, which is why they may still prefer in-store shopping for those categories.

Theory Link:

- Omnichannel Experience Theory: The preference for online shopping in certain categories, paired with an ongoing interest in in-store experiences, points to an omnichannel approach. Students are not purely online shoppers or purely in-store shoppers; they seek integrated experiences where both channels complement each other to meet specific needs.

- **Touchpoint Theory:** This theory highlights the multiple touchpoints a customer engages with, and in this case, online and offline touchpoints both play important roles in the student's purchase journey. The combination of these touchpoints (mobile, reviews, in-store interaction) creates a more holistic customer experience.

#### 5) Preference for E-Commerce Platforms: Amazon's Consistent Excellence

- As mentioned, while platforms like Zomato and Blinkit are frequently used for food and grocery deliveries, Amazon emerges as the platform providing the best overall experience according to the majority of respondents. This suggests that Amazon's broad range of products, efficient logistics, and a smooth user interface outweigh the frequency of use seen in food delivery platforms.
- The fact that Amazon ranks high in terms of overall satisfaction, despite other platforms being used more often, underscores the importance of user experience over frequency of use. Students may engage more with food delivery services like Zomato out of convenience, but Amazon's overall quality—from ease of use to customer support and product variety—leaves a stronger impression.
- **Expectation-Confirmation Theory (ECT):** Students' expectations are set based on their past experiences with Amazon and other platforms. Amazon's ability to meet or exceed those expectations (with fast delivery, product quality, and customer service) likely results in a positive confirmation of their expectations, leading to overall satisfaction.

#### 6) Platform Satisfaction: Zomato and Flipkart Perform Well, Swiggy Polarized

- The survey reveals that Zomato and Flipkart users report high satisfaction levels, with many rating them highly. In contrast, Swiggy's satisfaction is more polarized, and Amazon consistently maintains good user satisfaction across its base.
- Zomato and Flipkart seem to deliver a more consistent and predictable experience, likely because these platforms align well with student needs—quick, efficient, and with high-quality service.

- Swiggy's polarized satisfaction may reflect issues with service consistency, delivery delays, or user interface challenges. While Swiggy is favored by some, it could improve its overall user experience by addressing common pain points like delivery speed, order accuracy, or customer service.
- Customer Satisfaction Theory: The satisfaction ratings reflect a direct relationship between user expectations and experience. Zomato and Flipkart likely meet most of their users' needs consistently, while Swiggy's inconsistencies lead to more divided opinions.

#### 7) Key Customer Experience Features: Support, Returns, Transparency, and Loyalty

- The most valued customer experience features among students are reliable customer support (24/7), easy returns, and real-time order tracking. Other appreciated features include cashback/loyalty programs and personalized deals. Interestingly, quick checkout was less important.
- Students prioritize post-purchase experiences, such as easy returns and order transparency. This highlights that peace of mind after the purchase—knowing they can track their orders and have the option to return items—matters more than a seamless transaction.
- Loyalty programs also stand out as significant. This is important as it suggests that students value reward systems that incentivize them to return and continue engaging with the platform. The desire for personalized deals points to the increasing expectation of tailored shopping experiences, where brands can offer relevant promotions based on browsing or purchasing history.
- Customer Relationship Management (CRM): The importance of reliable customer support, easy returns, and personalized deals aligns with the CRM strategy, which focuses on building long-term relationships with customers by providing personalized, high-quality service.
- Omnichannel Experience Theory: Features like real-time tracking and 24/7 support emphasize the need for a seamless and integrated experience across different touchpoints. It suggests that brands need to offer consistent support both online and offline to build strong customer loyalty.

## 8) Platform Switching and Loyalty Indicators

- While the majority of students have not switched platforms due to bad experiences, 12.5% have switched—indicating that there is a threshold for retention and that negative experiences can still result in customer churn.
- The fact that most haven't switched platforms implies that the bar for dissatisfaction is quite high for these students. This suggests that platforms they use generally meet their basic expectations. However, the 12.5% who switched underscore the importance of maintaining consistent quality across all touchpoints.
- This also highlights the loyalty potential within this demographic. While many remain loyal, platforms that fail to meet expectations consistently risk losing valuable users, especially when students can easily find alternatives.
- Loyalty and Retention Theory: This finding aligns with the idea that loyalty is often maintained as long as the brand consistently meets basic needs. However, once those needs are not met, switching behavior is likely to occur, suggesting a need for continuous improvement to retain customers.

## 9) Likelihood of Recommending Favorite Platform

- Your findings also suggest that students are likely to recommend their favorite platform to others, especially when it provides a great overall experience, such as with Amazon.
- Word-of-mouth remains a powerful factor for young, digitally engaged consumers. A positive recommendation often leads to increased brand trust, customer loyalty, and a wider customer base.
- Net Promoter Score (NPS): The likelihood to recommend a platform directly aligns with the NPS, which measures customer loyalty by assessing their likelihood to recommend a service to others. A high NPS correlates with a strong overall customer experience, while a low NPS indicates dissatisfaction.

## 5.2) Recommendations

### 1) Mobile-First Strategy

Recommendation: Since the respondents overwhelmingly prefer shopping via their mobile devices, it is crucial for e-commerce platforms to prioritize mobile-friendly designs and ensure seamless navigation across mobile apps and websites.

Action: Optimize the website/app design for mobile use, streamline the checkout process, and ensure fast loading speeds on mobile devices. Consider mobile-exclusive discounts or features to further encourage purchases through these channels.

### 2) Emphasize Convenience and Time-Saving

Recommendation: Convenience is the dominant factor driving online shopping among students. E-commerce platforms must focus on delivering a hassle-free experience that saves customers time.

Action: Offer features like one-click purchasing, autofill forms, and fast delivery options (same-day or next-day delivery) to minimize the time required for purchasing. Furthermore, ensure the ease of returns and clear real-time tracking.

### 3) Focus on Personalization and Social Proof

Recommendation: Students highly value product reviews, and they are influenced by peer recommendations and social proof. Personalized recommendations are also an important factor in driving sales.

Action: Leverage customer reviews, especially on product pages. Encourage users to leave reviews by offering incentives like discounts. Implement AI-driven product recommendations based on browsing history and preferences. Integrate social proof by showcasing influencer collaborations or customer photos on social media.

#### 4) Enhance Loyalty Programs

- Recommendation: Many students are already part of loyalty programs, indicating that this demographic is responsive to rewards and incentives.
- Action: Create or improve student-specific loyalty programs offering discounts, exclusive early access to sales, or cashback options. Consider integrating a referral program where students can earn points for referring friends, tapping into their strong social networks.

#### 5) Invest in Fast and Reliable Customer Support

Recommendation: Excellent customer service is paramount for building trust and ensuring long-term relationships. Students expect 24/7 support and easy resolutions for their concerns.

Action: Offer live chat support, AI-driven customer service bots, and an easily accessible help center. Make sure that return policies are clearly communicated and easy to navigate. If issues do arise, focus on fast issue resolution and transparent communication.

#### 6) Leverage Influencer and Creator Marketing

Recommendation: Online influencers have a strong impact on student purchasing decisions. Collaborating with influencers can help businesses boost brand visibility and build trust within this community.

Action: Partner with micro-influencers or content creators in categories like fashion, technology, or food who resonate with students. Use affiliate marketing or sponsored content to reach a larger audience, particularly on platforms like Instagram, YouTube, and TikTok.

#### 7) Omnichannel Strategy

Recommendation: While students prefer online shopping for convenience, they still value physical store experiences for certain products. Brands should integrate online and offline shopping channels.

Action: Implement an omnichannel approach by offering click-and-collect services, where students can buy products online and pick them up at a nearby store. Ensure consistent brand messaging and an integrated experience across both digital and physical channels.

#### 8) Focus on Product Categories that Matter

Recommendation: Certain product categories (clothing, food, groceries, electronics) are more popular among this group, while others (e.g., home décor, luxury items) are less relevant.

Action: Focus marketing efforts on the most popular categories, such as fashion and electronics, and create student-targeted campaigns around these. Offer bundles or discounts on student essentials, and ensure competitive pricing for items like electronics and clothing.

#### 9) Sustainability and Ethical Marketing

Recommendation: Students are increasingly concerned with ethical consumption and sustainability. Transparent practices and environmentally friendly products are appealing to this demographic.

Action: Promote your brand's sustainable practices, such as using eco-friendly packaging, supporting fair trade, or partnering with ethical brands. Highlight these values in your marketing campaigns to resonate with this conscious student audience.

## 5.3) Marketing Ideations

### 1. Targeted Digital Campaigns

Use social media and online ads to run targeted campaigns that appeal to students based on their interests (fashion, tech, food, etc.). Leverage platforms like Instagram, Facebook, YouTube, and TikTok to engage with them where they spend the most time.

### 2. Referral and Rewards Programs

19 Launch a referral program where students can earn rewards or discounts for referring friends. Combine this with student-specific rewards (discounts, free shipping, etc.) to increase engagement and incentivize repeat purchases.

### 3. Influencer Collaborations

Collaborate with popular student influencers and micro-influencers who can showcase your products in a relatable and authentic way. Ensure they share product reviews, unboxings, or "How-to" videos that highlight the convenience and quality of your offerings.

### 4. User-Generated Content (UGC) Campaigns

27 Encourage your customers to share their experiences with your products on social media. Create a branded hashtag and run contests where students can showcase how they use your products, offering discounts or prizes for the best posts.

### 5. Flash Sales and Exclusive Discounts

Run time-limited flash sales or student-exclusive promotions (e.g., 10% off back-to-school items) that create a sense of urgency. Promote these events via email marketing, mobile push notifications, and social media.

### 6. Content Marketing and Value-Added Information

Create educational content or lifestyle blogs tailored to students, covering topics like budget-friendly fashion, tech for students, or easy-to-make recipes. This positions the brand as more than just a product seller, but as a helpful resource for students.

## 7. Omnichannel Shopping Experience

Implement click-and-collect options, and ensure that students can check product availability in local store through the website or app. Provide order online, pick up in-store services to combine the best of both worlds.

### **5.4) Marketing Ideas**

#### 1. Student Life Campaigns

A marketing campaign specifically designed for students, showcasing how your product or service improves their everyday life—whether it's through convenience, style, or tech. Focus on practical, time-saving solutions that appeal to their hectic schedules.

#### 2. Sustainability-Themed College Events

Host online events or webinars about sustainability or ethical shopping, positioning your brand as a leader in eco-conscious consumerism. Offer exclusive discounts for those attending or participating in these events.

#### 3. Back-to-School Campaigns

Offer back-to-school bundles or exclusive discounts on products frequently purchased by students, like electronics, clothing, or school supplies. Target your campaigns around peak shopping periods.

#### 4. Social Media Challenges

Launch challenges on platforms like TikTok or Instagram where students participate in fun, creative ways related to your products. Offer prizes or recognition for the most popular entries, encouraging more student involvement.

#### 5. Loyalty & Advocacy Program

Create a program that allows students to earn rewards through their purchases, referrals, and social media engagement. Students who are highly engaged with the brand can even become ambassadors, receiving special benefits.

## 5.5) Limitations of the study

1) This study is based on a small sample of urban students, which limits the ability to generalize the findings to a broader population. The insights provided should be seen as reflective of the experiences of this particular group rather than the entire student demographic.

2) While the sample size may seem limited, this research aimed to explore in-depth insights from a specific group of students. The small sample allows for a deeper understanding of their behaviors and preferences, offering a starting point for larger studies in the future

3) Future research could benefit from a larger and more diverse sample size, allowing for the results to be more widely applicable across different student populations. Additionally, future studies could combine quantitative data with qualitative insights to enhance the depth and reliability of the findings

4) Despite the limited sample size, the findings offer meaningful insights into the online shopping behavior of urban students. These insights are highly relevant for businesses looking to engage with this demographic, particularly in terms of customer experience, convenience, and platform preferences

5) It would be beneficial for future research to replicate this study with a larger sample size to confirm the results and extend the findings to a broader population. Additionally, exploring the behaviors of students from diverse backgrounds (e.g., rural vs. urban students) could provide a more comprehensive understanding of consumer preferences

6) This study primarily focused on urban students, which may result in a bias towards the preferences of city dwellers. Future studies could include a more diverse sample to account for different living environments, ensuring that the results are applicable to a broader group of students.

7) Although statistical power is limited with a small sample size, the qualitative nature of this research allows for a rich, in-depth exploration of student preferences and behaviors. The findings serve as a basis for future studies and provide valuable guidance for marketers targeting this demographic

8) This study provides valuable insights into the online shopping behavior of urban students, a group that is often overlooked in research. While the sample size is small, it represents a focused segment of the population whose preferences are critical for businesses targeting this audience

9) Due to the small number of survey responses, much of the analysis relies heavily on secondary data sources, including academic research papers, industry reports, and existing theories. While these references add depth and credibility, they may not fully capture the unique context or behavioral nuances of the specific group surveyed.

10) Due to the limited sample size, statistical or quantitative analysis (e.g., correlations, regressions, hypothesis testing) was not feasible. As a result, the study remains largely qualitative or descriptive in nature, which may limit the depth and precision of its findings.

Despite these limitations, the study still provides meaningful direction—particularly when viewed as an exploratory investigation supported by academic theory and secondary data. Future research with a larger, more diverse sample and a more robust methodology could help validate and expand upon these initial insights.

## 6) CONCLUSION

29 The research project exploring the role of customer experience in shaping customer buying behavior, particularly among digitally active students in urban areas, reveals critical insights into how experience-driven commerce defines consumer decisions in the e-commerce era. The findings underscore that customer experience (CX) is no longer a supplementary element of marketing—it is a central, strategic driver that influences not only initial purchases but also repeat buying, loyalty, advocacy, and long-term customer value.

One of the key conclusions drawn from this study is that convenience, time-saving, and ease of use are fundamental priorities for young consumers, particularly students balancing academics, part-time work, and personal life. Their preference for mobile-first platforms reinforces the Customer Effort Score (CES) theory, where minimizing effort in the buying process leads to increased engagement and satisfaction. These consumers expect digital interfaces to be fast, seamless, and intuitive—characteristics that determine whether they complete a purchase or abandon it mid-way. This aligns with the broader Expectation-Confirmation Theory (ECT), where satisfaction—and thus loyalty—is closely tied to how well a brand delivers on its promises.

89 The study also finds that social proof and peer feedback, primarily through product reviews, significantly influence buying decisions. This insight is supported by Social Influence Theory and highlights the growing power of user-generated content and digital word-of-mouth. For this generation, trust is not built through advertisements but through the shared experiences of others. Moreover, the importance of return policies and transparent customer service reflects a clear consumer desire for low-risk transactions and post-purchase reassurance—an embodiment of risk aversion theory in online shopping.

Students demonstrate selective omnichannel behavior. While they favor online platforms for products like electronics, groceries, and fashion, they still prefer physical stores for items where tactile interaction is important, such as luxury products or items requiring a perfect fit. This behavior supports both Omnichannel Experience Theory and Touchpoint Theory, indicating that

consumers today expect brands to offer integrated, fluid experiences across digital and physical realms.

Another crucial takeaway is the perception of platforms like Amazon, which are praised not just for functionality or discounts but for offering a consistent and holistic customer experience. While food delivery platforms such as Zomato and Swiggy are used more frequently, Amazon stands out for meeting or exceeding expectations across service, delivery, and product quality—demonstrating how consistency strengthens brand affinity over time.

Furthermore, loyalty is nuanced. Although a majority of students haven't switched platforms despite minor issues, a significant 12.5% have, indicating that poor experiences can quickly lead to customer churn. This underscores the importance of Customer Satisfaction Theory and the delicate balance brands must maintain to retain young, choice-rich consumers.

98 Lastly, the findings confirm that emotional engagement, personalized offers, and loyalty programs play pivotal roles in shaping behavior. Students appreciate brands that acknowledge their individual preferences and reward them for continued engagement. Thus, long-term strategies built around **Customer Relationship Management (CRM)** and **Net Promoter Score (NPS)** can help brands cultivate stronger bonds and turn customers into brand advocates.

96 In **conclusion, customer experience is not just a differentiator but a decisive factor** in consumer buying behavior. Brands that invest in seamless, personalized, transparent, and multi-channel experiences are better positioned to attract, retain, and grow their customer base—especially among the digital-native student population. As the e-commerce landscape continues to evolve, those that treat CX as a strategic priority will lead in both customer satisfaction and business performance.

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