Content

Chapter1	
Introduction	1-24
1.1 Background of the Study	1
1.1.2 Banking Stability and Economic Growth	2
1.1.2.1 Economic Prosperity and the Indian Banking Sector	3
1.1.2.2 Banking Sector and Economic Progress in Kerala	5
1.1.3 The Brand Concept	6
1.1.3.1 Branding	8
1.1.3.2 Service Branding	9
1.1.3.3 Branding in the Banking Sector	10
1.1.3.4 Branding among Global Banks	12
1.1.3.5 Branding in Indian Banks	13
1.1.4 Brand Building Practices	13
1.1.5 Brand Equity	14
1.1.6 Customer Satisfaction	16
1.1.7 Behavioural Intention	18
1.2 Significance of the Study	19
1.3 Chapter Scheme	21
Chapter 2	
Review of Literature	25-80
2.1 Introduction	25
2.2 Branding and Organisational Performance	25
2.3 Exploring Brand Equity and its Dimensions	28
2.3.1 Interrelationship of Brand Equity Dimensions	29
2.3.1.1 Brand Awareness	31
2.3.1.2 Brand Loyalty	31
2.3.1.3 Brand Association	32
2.3.1.4 Perceived Quality	33
2.3.2 Brand Equity and Banking Sector	33
2.4 Customer Satisfaction: A Driving Force for Brand Reputation	35
2.5 Brand Influence on Behavioural Intentions: Insights and Implications	36
2.6 Interrelationship between Brand Equity, Customer Satisfaction and	38
Behavioural Intention	
2.7 Brand Building Practices for Strong Brands: Understanding the	
Relationship and Implications 2.7.1 Advertisement	16
	46
2.7.1.1 Advertisement and Brand Equity	48
2.7.1.2 Advertisement and Customer Satisfaction	49
2.7.1.3 Advertisement and Behavioural Intentions	50
2.7.1.4 Advertisements as Brand Building Practice of Banks	52
2.7.2 Customer Relationship Management	52

2.7.2.1 Customer Relationship Management and Brand Equity	54
2.7.2.2 CRM and Customer Satisfaction	55
2.7.2.3 CRM and Behavioural Intentions	56
2.7.2.4 CRM as a Brand Building Practice for Banks	57
2.7.3 Corporate Social Responsibility	58
2.7.3.1 Corporate Social Responsibility and Brand Equity	59
2.7.3.2 CSR and Customer Satisfaction	60
2.7.3.3 CSR and Behavioural Intentions	61
2.7.3.4 CSR as a Brand Building Practice for Banks	62
2.7.4 Internal Branding	63
2.7.4.1 Internal Branding and Brand Equity	64
2.7.4.2 Internal Branding and Customer Satisfaction	65
2.7.4.3 Internal Branding and Behavioural Intentions	66
2.7.4.4 Internal Branding as Brand Building Practice in Banks	67
2.7.5 Social Media and Branding	68
2.7.5.1 Social Media and Brand Equity	69
2.7.5.2 Social Media and Customer Satisfaction	70
2.7.5.3 Social Media and Behavioural Intentions	71
2.7.5.4 Social Media as a Brand Building Practice for Banks	72
2.7.6 Sales Promotion (Offer and Discount Schemes)	73
2.7.6.1 Sales Promotion (Offer and Discount Schemes) and Brand Equity	74
2.7.6.2 Sales promotions (Offer and Discount Schemes) and	75
Customer Satisfaction	
2.7.6.3 Sales Promotions (Offer and Discount Schemes) and	76
Behavioural Intentions	77
2.7.6.4 Sales Promotion as Brand Building Practice of Banks	77
2.8 Research Gap	78
Chapter 3	
Theoretical Framework	81-131
3.1 Introduction	81
3.2 Origin and Development of Banking	81
3.3 A Historical Perspective of Banking in India	84
3.4 Indian Banking System	84
3.4.1 Public Sector Banks	
	85
3.4.1.1 State Bank of India	85 86
3.4.1.1 State Bank of India 3.4.1.2 Canara Bank	
	86
3.4.1.2 Canara Bank	86 88
3.4.1.2 Canara Bank 3.4.1.3 Union Bank	86 88 89
3.4.1.2 Canara Bank 3.4.1.3 Union Bank 3.4.2 Private Sector Banks	86 88 89 91
3.4.1.2 Canara Bank 3.4.1.3 Union Bank 3.4.2 Private Sector Banks 3.4.2.1 Federal Bank	86 88 89 91 92
3.4.1.2 Canara Bank 3.4.1.3 Union Bank 3.4.2 Private Sector Banks 3.4.2.1 Federal Bank 3.4.2.2 ICICI Bank	86 88 89 91 92 94
3.4.1.2 Canara Bank 3.4.1.3 Union Bank 3.4.2 Private Sector Banks 3.4.2.1 Federal Bank 3.4.2.2 ICICI Bank 3.4.2.3 HDFC Bank	86 88 89 91 92 94 96

3.5.1 Branding theories	103
3.5.1.1 Brand Identity Theory	104
3.5.1.2 Brand Personality Theory	106
3.6 Brand Equity Concept and Theories	109
3.6.1 David Aaker's Brand Equity Theory	109
3.6.2 Customer-Based Brand Equity Model	112
3.7 Nurturing and Leveraging Brand: Exploring Diverse Practices	114
3.7.1 Advertisement- Origin- Advertisement and Branding- Advertisement Models	114
3.7.2 Customer Relationship Management (CRM)- Origin- CRM and Branding- CRM Models	116
3.7.3 Corporate Social Responsibility (CSR)- Origin- CSR and Branding- CSR Models	118
3.7.4 Internal Branding- Origin- Dimensions of Internal Branding	119
3.7.5 Social Media- Origin- Social Media and Branding	121
3.7.6 Sales promotion (Offer and Discount Schemes)- Origin- Sales Promotion and Branding	122
3.8 A Comprehensive Overview of Customer Satisfaction	124
3.8.1 Customer Satisfaction and Branding	125
3.8.2 Customer Satisfaction in Banks	125
3.8.3 Customer Satisfaction and Banking Service Marketing Mix	126
3.8.4 Customer Satisfaction and Brand Equity	126
3.8.5 Customer Satisfaction and Behavioural Intentions	127
3.8.6 Customer Satisfaction Theories	127
3.9 Understanding Customer Behavioural Intentions	128
3.9.1 Customer Behavioural Intentions and Branding	129
3.9.2 Customer Behavioural Intentions Theories	129
3.9.2.1 Theory of Reasoned Action	130
3.9.2.2 Theory of Planned Behaviour	130
Chapter4	
Research Methodology	132-162
4.1 Introduction	132
4.2 Research Problem	133
4.3 Research Questions	137
4.4 Objectives of the Study	137
4.5 Major Hypotheses of the Study	138
4.6 Conceptual Framework of the Study	139
4.7 Scope of the Study	140
4.8 Research Methodology	141
4.8.1 Research Design	141
4.8.2 Source of Data	141
4.8.2.1 Secondary Data	142
4.8.2.2 Primary Data	142
4.8.3 Sampling Design	143
4.8.3.1 Population	143
7.0.3.1 1 opulation	1+3

4.8.3.2 Sample Size Determination	143
4.8.3.3 Sampling Technique	144
4.8.3.4 Designing of Questionnaire	146
4.8.3.4.1 Pilot Study	149
4.8.4 Final Reliability and Validity of the Co-variance Based Confirmatory Factor Analysis Models	150
4.8.4.1 Composite Reliability	150
4.8.4.2 Construct Validity	150
4.8.4.3 Normality Analysis of Data	153
4.8.5. Data Analysis Tools	154
4.9 Operational Definitions	158
4.10 Limitations of the Study	161
·	101
Chapter 5	
Customers Perception Brand Building Practices Adopted by the Commercial Banks in Kerala	163-191
5.1 Introduction	163
5.2 Research Objective	163
5.3 The Constructs Chosen for the Study	164
5.4 Assessing the Customer Perception Level of Brand Building Practices of the Commercial Banks in Kerala	165
5.5 Measuring the Extent of Brand Building Practices of Commercial Banks in Kerala Based on Customer Perception	169
5.6 Extent of Brand Building Practices of Commercial Banks in Kerala across Various Socio-demographic Variables and Organisational Attributes	170
5.6.1 Post-hoc test of ANOVA	173
5.7 Conclusion	191
Chapter 6	
Customer-based Brand Equity, Customer Satisfaction and Behavioural Intentions of Customers of Commercial banks in Kerala	192-242
6.1 Introduction	192
6.2 Research Objective	193
6.3 Assessing the Customer Perception Level of Customer-based Brand Equity of Commercial banks in Kerala	193
6.4 Assessing Customer Perception Level of Customer-based Brand Equity factors Across Socio-demographic Profile of the Customers and Organisational Properties of the Banks	196
6.4.1 Assessing the Brand Awareness Across Socio-demographic Profile of the Customers and Organisational Properties of the Banks	196
6.4.2 Assessing the Brand Loyalty Across Socio-demographic Profile of the Customers and Organisational Properties of the Banks	203
6.4.3 Assessing the Brand Association Across Socio-demographic Profile of Customers and Organisational Properties of the Banks	210
6.4.4 Assessing the Perceived Quality Across Socio-demographic Profile of Customers and Organisational Properties of Banks	218

6.5 Assessing the Level of Customers Satisfaction among the Commercial banks in Kerala	226
6.6 Assessing the Level of Customer Satisfaction across Socio- demographic Profile of the Customers and Organisational Properties of the Banks	226
6.7 Assessing the Level of Behavioural Intentions of the Customers of Commercial Banks in Kerala	234
6.8 Assessing the Level of Behavioural Intentions Across Socio- demographic Profile of the Customers and Organisational Properties of the Banks	234
6.9 Conclusion	241
Chapter7	
Interrelationship among the Brand Building Practices, Customer-based Brand Equity, Customer Satisfaction and Behavioural Intentions	243-263
7.1 Introduction	243
7.2 Research Objective	243
7.3 Hypotheses Formulation and Developing Research Model	243
7.4 Testing Reliability and Validity of Model using CB-CFA	246
7.5 Testing of hypothesised models	255
7.5.1 Co-variance Based Structural Equation Modeling (CB-SEM)	255
techniques	
7.6 Path Analysis	257
7.6.1 Results of Path Analysis and Testing of Hypotheses	258
7.6.2 Explanations of R ² values	259
7.7 Discussion of the Model	260
7.8 Conclusion	263
Chapter 8	
Customer-based Brand Equity and Behavioural Intention – Examining the Mediating Role of Customer Satisfaction	264-271
8.1 Introduction	264
8.2 Mediation Analysis: An Overview	264
8.3 Research Objective	265
8.4 Discussion of the Mediating Effect in the Model	269
8.5 Conclusion	271
Chapter 9	
Brand Building Practices and Behavioural Intentions: Mediating Role of Customer-based Brand Equity Factors and Moderating Effect of Type of Banks – A Moderated Parallel Mediation Approach	272-285
9.1 Introduction	272
9.2 Research Objective	272
9.3 Moderated Mediation Analysis: An Overview	272
9.4The Chi-square Difference Test to Assess the Significance of Moderating Effects at the Model Level.	280
9.5 Heterogeneity Tests for Path Value Moderated Mediation Significance	281
9.6 Discussion of the Moderated Mediation Effects in the Model	282

9.7 Conclusion	285
Chapter 10	
Findings and Conclusion	286-319
10.1 Introduction	286
10.2 Findings of the Study	287
10.2.1 Customers Perception Towards Brand Building Practices Adopted by the Commercial Banks in Kerala	287
10.2.2 Customer-based Brand Equity, Customer Satisfaction and Behavioural Intentions of the Customers of the Commercial Banks in Kerala	302
10.2.3 Interrelationships among the Brand Building Practices, Customer-based Brand Equity, Customer Satisfaction, and Behavioural Intentions	312
10.2.4 Customer-based Brand Equity and Behavioural Intention – Examining the Mediating Role of Customer Satisfaction	315
10.2.5 Brand Building Practices and Behavioural Intentions: Mediating Role of Customer-based Brand Equity Factors and Moderating Effect of Type of Banks	316
10.3 Conclusion	317
Chapter 11	
Recommendations, Implications and Scope for Further Research	320-328
11.1 Introduction	320
11.2 Recommendations to Bank Management	320
11.3 Recommendations to Customers	323
11.4 Research Implications	324
11.5 Scope for Further Research	326
References	329
Appendix	i-v

Table	List of Tables	Page
No.		No.
4.1	Advertisement and Publicity Expenditure of Scheduled	136
	Commercial Banks in India	
4.2	Variables Used for the Study	148
4.3	Pre-testing of Questionnaire	149
4.4	Final Reliability and Validity of CFA Model	152
4.5	Kolmogorov-Smirnov test for Measuring Data Normality	153
5.1	Customers Perceptions of the Level of Advertisement	165
	Employed by Commercial Banks in Kerala	
5.2	Customers Perceptions of the Level of Customer	165
	Relationship Management Employed by Commercial Banks	
5 2	in Kerala	166
5.3	Customers Perceptions of the Level of Social Media	166
<i>5</i> 4	Platforms Employed by Commercial Banks in Kerala	1.67
5.4	Customers Perceptions of the Level of Corporate Social	167
5.5	Responsibility Initiatives by Commercial Banks in Kerala Customers Perceptions of the Level of Internal Branding	167
5.5	Employed by the Commercial Banks in Kerala	107
5.6	Customers Perceptions of the Level of Promotional Offer	168
3.0	and Discount Schemes Employed by the Commercial Banks	100
	in Kerala	
5.7	Measuring the Brand Building Practices of Commercial	169
5.7	Banks in Kerala Using One Sample t test	10)
5.8	Testing the Significant Difference in Perception of Brand	171
	Building Practices between Male and Female Customers (t-	
	test)	
5.9	Testing the Significant Difference in Perception of Brand	172
	Building Practices among the Age Categories of Customers	
	(ANOVA)	
5.10	Testing the Significant Difference in Perceptions of Brand	174
	Building Practices among Various Age Categories of	
	Customers (Post-hoc Test of ANOVA)	
5.11	Testing the Significant Difference in Perception of Brand	175
	Building Practices with respect to Educational	
	Qualifications of Customers (ANOVA)	
5.12	Testing the Significant Difference in Perception of Brand	176
	Building Practices with Respect to Educational	
	Qualifications of Customers, using Post-hoc Test of	
T 10	ANOVA	170
5.13	Testing Significant Difference in Perception of Brand	178
	Building Practices with Respect to Occupation of Customers	
5 1 1	(ANOVA) Testing the Significant Difference in Percention of Brand	170
5.14	Testing the Significant Difference in Perception of Brand Building Practices with respect to Occupation of Customers	179
	Building Practices with respect to Occupation of Customers using Post-hoc Test of ANOVA	
	using fost-noc test of ANOVA	

5.1		181
	Building Practices between the Public and Private Sector	
	Customers (t-test)	100
5.1		182
	Brands of the Commercial Banks in Kerala with Respect to	
	the Customers' Perception of Brand Building Practices	
	(ANOVA)	
5.1		183
	Commercial Banks in Kerala with Regard to the Customers'	
	Perceptions of Brand Building Practices (Post-hoc Test of	
	ANOVA)	
5.1		189
	Building Practices among the Customers' Duration of	
	Banking Experience (ANOVA)	
5.1	Testing Significant Difference in the Perception of Brand	190
	Building Practices among the Customers' Duration of	
	Banking Experience (Post-hoc test of ANOVA)	
6.1	The Brand Awareness Level of Customers	193
6.2	The Brand Loyalty of Customers	194
6.3	The Level of Brand Association among Customers	194
6.4	The Perceived Quality among Customers	195
6.5	Test Results of Association between Brand Awareness	196
	Level and Gender	
6.6	Test Results of Association between Brand Awareness	197
	Level and Age	
6.7	Test Results of Association between Brand Awareness	198
	Level and Educational Qualification	
6.8	Test Results of Association between Brand Awareness	199
	Level and Occupation	
6.9	Test Results of Association between Type of Banks and	200
	Brand Awareness Level	
6.1	Test Results of Association between Bank Brands and	201
	Brand Awareness Level	
6.1	Test Results of Association between Duration of Banking	202
	Experience and Brand Awareness Level	
6.1	Test Results of Association between Gender and Brand	203
	Loyalty	
6.1	Test Results of Association between Age and Brand Loyalty	204
6.1	Test Results of Association between Brand Loyalty and	204
	Educational Qualification	
6.1	Test Results of Association between Brand Loyalty and	205
	Occupation	
6.1	Test Results of Association between Type of Banks and	207
	Brand Loyalty	
6.1	7 Test Results of Association between Bank Brands and	208
	Brand Loyalty	

6.18	Test Results of Association between Duration of Banking	209
6.10	Experience and Brand Loyalty Test Passits of Association between Brand Association and	210
6.19	Test Results of Association between Brand Association and Gender	210
6.20	Test Results of Association between Age and Brand	210
0.20	Association	210
6.21	Test Results of Association between Brand Association and	211
0.21	Educational Qualification	211
6.22	Test Results of Association between Brand Association and	212
	Occupation	
6.23	Test Results of Association between Type of Banks and	214
	Brand Association	
6.24	Test Results of Association between Bank Brands and	215
	Brand Association	
6.25	Test Results of Brand Association between Duration of	217
	Banking Experience and Brand Association	
6.26	Test Results of Association between Perceived Quality and	218
	Gender	240
6.27	Test Results of Association between Perceived Quality and	219
6.29	Age	210
6.28	Test Results of Association between Perceived Quality and	219
6.29	Educational Qualification Test Results of Association between Perceived Quality and	220
0.29	Occupation	220
6.30	Test Results of Association between Type of Banks and	222
0.50	Perceived Quality	222
6.31	Test Results of Association between Bank Brands and	223
	Perceived Quality	
6.32	Test Results of Association between Duration of Banking	225
	Experience and Perceived Quality	
6.33	The Customers Satisfaction Level	226
6.34	Test Results of Association between Customer Satisfaction	226
	and Gender	
6.35	Test Results of Association between Customer Satisfaction	227
	and Age	
6.36	Test Results of Association between Customer Satisfaction	228
6.25	and Educational Qualification	220
6.37	Test Results of Association between Satisfaction and	229
6.29	Occupation of Customers	220
6.38	Test Results of Association between Type of Banks and Customer Satisfaction	230
6.39	Test Results of Association between Bank Brands and	231
0.37	Customer Satisfaction	431
6.40	Test Results of Association between Duration of Banking	233
0.40	Experience and Customer Satisfaction	233
6.41	The Behavioural Intentions of Customers	234
		•

6.42	Test Results of Association between Behavioural Intentions	235
	and Gender	
6.43	Test Results of Association between Level of Behavioural	235
	Intentions and Age	
5.44	Test Results of Association between Behavioural Intentions	236
	and Educational Qualification	
6.45	Test Results of Association between Behavioural Intentions	237
	and Occupation	
6.46	Test Results of Association between Type of Banks and	239
	Behavioural Intentions	
6.47	Test Results of Association between Bank Brands and	240
	Behavioural Intentions	
6.48	Test Results of Association between Duration of Banking	241
	Experience and Behavioural Intentions	
7.1	Hypotheses for Model Development	244
7.2	Model Fit Indices of the CFA Model for the Factors of	248
	Brand Building Practices of Commercial Banks in Kerala	
7.3	CFA Model for the Factors of Brand Building Practices of	248
	Commercial Banks in Kerala -Final Reliability and Validity	
7.4	Discriminant Validity among Factors of Brand Building	250
	Practices of the Commercial Banks in Kerala	
7.5	Model Fit Indices of the CFA Model for the Factors of	251
	Customer-based Brand Equity of Commercial Banks in	
	Kerala	
7.6	CFA Model for the Factors of Customer-based Brand	252
	Equity of Commercial Banks in Kerala: Final Reliability	
	and Validity	
7.7	Discriminant Validity among the Customer-based Brand	253
	Equity Constructs	
7.8	Model Fit Indices of CFA Model for the Factors of	254
	Customer Satisfaction and Behavioural Intention	
7.9	CFA Model for the Factors of Customer Satisfaction and	254
	Behavioural Intentions - Final Reliability and Validity	
7.10	Discriminant Validity between Customer Satisfaction and	255
7.11	Behavioural Intention Constructs	257
7.11	Model Fit Indices for Structural Equation Model	257
7.12	Path Analysis and R ² , values for the SEM that Connects the	258
	Interrelationship among the Brand Building Practices,	
	Customer-Based Brand Equity, Customer Satisfaction and	
7.12	Behavioural Intentions	262
7.13	Summary of Hypothesis Testing	263
8.1	Hypotheses Formulation Fit Is lies for Testing the Mediction Medal	265
8.2	Fit Indices for Testing the Mediation Model	266
8.3	Path Values of Direct Effects in the Mediation Model	267
8.4	Result Summary of the Hypotheses Testing (Direct Effects)	268
	in the Mediation Model	

8.5	Mediation Testing in the Model (Direct and Indirect Effect	268
	Paths) Using Bootstrapping Procedure	
9.1	The Hypotheses for Model Building	273
9.2	Relationship between Brand Building Practices and	274
	Behavioural Intentions with Customer-based Brand Equity	
	Factors as the Mediating Variables for the Private Sector	
	Commercial Banks in Kerala	
9.3	Relationship between Brand Building Practices and	276
	Behavioural Intentions with Customer-based Brand Equity	
	as the Mediating Variables for the Public Sector	
	Commercial Banks in Kerala	
9.4	Fit Indices for Testing the Moderated Mediating Effect	277
	Model	
9.5	Mediation Testing in the Model using the Bootstrap Method	278
9.6	Chi-square Difference Test	280
9.7	Heterogeneity Test	281
9.8	Moderated Mediation Model Hypotheses Testing Results	284

Figure	List of Figures	Page
No.		No.
3.1	Brand Identity Theory	105
3.2	Brand Personality Theory	108
3.3	David Aaker's Brand Equity Theory	111
3.4	Customer-Based Brand Equity Model	113
4.1	Commercial Banking Sector Assets in India	133
4.2	Conceptual Framework	139
4.3	Sample Frame	146
7.1	Hypothesised Conceptual Model of the Study	245
7.2	CFA for the factors of brand building practices of commercial	247
	banks in Kerala	
7.3	Confirmatory Factor Analysis (CFA) for the Factors of	251
	Customer-Based Brand Equity of Commercial Banks in	
	Kerala	
7.4	Confirmatory Factor Analysis (CFA) for the Factors of	253
	Customer Satisfaction and Behavioural Intention	
7.5	Testing the Structural Equation Model for Measuring	256
	Interrelationship among the Brand Building Practices,	
	Customer-based Brand Equity, Customer Satisfaction and	
	Behavioural Intentions	
8.1	Mediation Model which Measures the Indirect Relationship	266
	between Customers-based Brand Equity and Behavioural	
	Intention via Customer Satisfaction	
9.1	Testing of a Moderated Mediation Model for Commercial	274
	Banks in Kerala with Private Sector Banks as Moderator and	
	Factors of Customer-based Brand Equity as Parallel	
	Mediators in Relation to Brand Building Practices and	
	Behavioural Intentions	
9.2	Testing of Moderated Mediation Model for Commercial	275
	Banks in Kerala with Public Sector Banks as Moderator and	
	Factors of Customer-based Brand Equity as Parallel	
	Mediators in Relation to Brand Building Practices and	
	Behavioural Intentions	

Abbreviations

ADV Advertisement

AGFI Adjusted Goodness of Fit Index

AI Artificial Intelligence

AIDA Attention, Interest, Desire, and Action

AMOS Analysis of Moment Structures

ANOVA Analysis of Variance AOL America Online

ATM Automated Teller Machine
AVE Average Variance Extracted
BBP Brand Building Practices
BHI Behavioural Intentions
BEA Brand Awareness

BRA Brand Awareness
BRL Brand Loyalty
BRA Brand Association

CB-CFA Co-variance Based Confirmatory Factor Analysis
CB-SEM Co-variance Based Structural Equation Modelling

CDCR Customer Driven Corporate Responsibility

CEO Chief Executive Officer

CFA Confirmatory Factor Analysis

CFI Comparative Fit Index

CMIN Minimum Discrepancy Function

CMO Chief Marketing Officer

CPGRS Canara Public Grievance Redressal System

CR Composite Reliability

CRM Customer Relationship Management
CSR Corporate Social Responsibility

CUS Customer Satisfaction
DF Degrees of Freedom

EFA Exploratory Factor Analysis
EMI Equated Monthly Instalment
E-WOM Electronic Word of Mouth

FY Financial Year

GDP Gross Domestic Product
GFI Goodness of Fit Index
GOI Government of India

HDFC Housing Development Finance Corporation HRMS Human Resource Management System

HSBC Hong Kong and Shanghai Banking Corporation

HSD Honestly Significant DifferenceHSE Higher Secondary EducationIBA Indian Bankers Association

IBEF India Brand Equity Foundations
IBM International Business Machine

ICAI Institute of the Chartered Accountants of India ICBC Industrial and Commercial Bank of China IDIC Identify, Differentiate, Interact, and Customize,

ICICI Industrial Credit and Investment Corporation of India

IFC International Finance Corporation
IMF International Monetary Fund

INB Internal Branding
IPO Initial Public Offering

KSCARDB Kerala State Co-operative Agricultural and Rural Development

Bank

KSCB Kerala State Co-operative Bank

MD Managing Director
MEH Mediation Hypothesis
MGA Multi Group Analysis

MMH Moderated Mediation Hypothesis
MSME Micro, Small & Medium Enterprises

NPA Non-Performing Assets
NRE Non-Resident External
NRI Non-Resident Indian
NS Not Significant

RBI Reserve Bank of India

RMSEA Root Mean Square Error of Approximation

ROE Return on Equity
RRB Regional Rural Bank

PMJDY Pradhan Mantri Jan Dhan Yoiana

POD Promotional Offers and Discount Schemes

PRO Perceived Quality

QCI Quality Comparative Index

SBI State Bank of India SC Scheduled Caste

SEM Structural Equation Modelling SFA Sales Automation System

SFKBC State Forum of Bankers Club of Kerala

SIB South Indian Bank

SLBC State Level Bankers Committee
SME Small and Medium Enterprises
SMH Structural Model Hypothesis

SMS Short Message Service SNS Social Networking Sites

SOM Social Media

SPSS Statistical Package for Social Science

ST Scheduled Tribe
TAT Turn Around Time

TRA Theory of Reasoned Action
TPB Theory of Planned Behaviour

UBSFT Union Bank Social Foundation Trust

UPI Unified Payments Interface USP Unique Selling Proposition

VRM Virtual Relationship Management

WOM Word-of-mouth
YONO You Only Need One