



A Study on Comparative Study on Customer Satisfaction with Amazon and Flipkart Services

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Abstract:

Online shopping has become an integral part of modern consumer behavior due to technological advancements and the convenience offered by e-commerce platforms. Among the leading online marketplaces in India, Amazon and Flipkart have gained significant popularity by offering a wide range of products, competitive pricing, and efficient delivery services. This study aims to analyze and compare customer satisfaction levels with the services provided by Amazon and Flipkart. The research focuses on factors such as product quality, pricing, delivery efficiency, return policies, and customer support. A descriptive research design was adopted for the study. Primary data was collected from 50 respondents through a structured questionnaire, while secondary data was obtained from journals, websites, and reports. The findings reveal that both platforms provide satisfactory services, but Amazon is slightly preferred for delivery speed and customer service, whereas Flipkart is favored for attractive discounts and promotional offers. The study concludes that customer satisfaction depends on multiple factors including service quality, product availability, and overall shopping experience.

Keywords: Customer Satisfaction, Amazon, Flipkart, E-Commerce.

Introduction:

The growth of the internet and digital technology has significantly transformed the way consumers purchase goods and services. Online shopping platforms provide convenience, variety, and competitive pricing, which have increased their popularity among consumers. E-commerce companies like **Amazon and Flipkart** dominate the Indian online retail market by offering a wide range of products, quick delivery services, and attractive discounts.

Customer satisfaction plays a crucial role in determining the success of these platforms. Consumers evaluate various aspects such as product quality, delivery speed, website usability, customer support, and return policies before

forming their perception about a particular platform.

Understanding customer satisfaction levels helps companies improve their services and retain customers. Therefore, this study focuses on comparing customer satisfaction with Amazon and Flipkart services.

Problem Statement:

Although Amazon and Flipkart are leading e-commerce platforms, customers may experience differences in service quality, delivery efficiency, and product satisfaction. There is a need to evaluate and compare customer satisfaction levels between these platforms to understand consumer preferences.

Literature Review:

Anand (2023) conducted a comparative study on customer satisfaction between Amazon and Flipkart and found that Amazon performs better in logistics and delivery speed, while Flipkart attracts customers through competitive pricing and promotional offers.

Kumari (2020) examined customer attitudes toward online shopping platforms and reported that Amazon is often perceived as more reliable in terms of product quality and customer service, whereas Flipkart is preferred for discounts and festive sales.

Mishra, Rout, and Majhi (2022) studied customer perception of e-commerce platforms and concluded that factors such as product variety, secure payment options, and delivery efficiency significantly influence customer satisfaction.

Kumar (2019) analyzed the service quality of Amazon and Flipkart and found that both companies focus heavily on customer experience, but differences exist in delivery performance and pricing strategies.

Sharma (2021) highlighted that easy return policies, customer support, and convenience strongly influence customer loyalty and satisfaction in online shopping.

Objectives of the Study:

1. To analyze customer satisfaction with Amazon and Flipkart services.
2. To compare service quality provided by Amazon and Flipkart.
3. To identify the factors influencing customer preference for online shopping platforms.

Research Questions:

1. What is the level of customer satisfaction with Amazon and Flipkart services?
2. Which factors influence customers to choose Amazon or Flipkart?

3. How do service quality and delivery performance affect customer satisfaction?

Research Methodology:**1. Research Design:**

The study uses a **descriptive research design** to analyze and compare customer satisfaction levels.

2. Sample Size:

The sample size for the study is **50 respondents**.

3. Sample Area:

The study was conducted among online shoppers in **Hyderabad city**.

4. Data Collection:**Primary Data:**

Primary data was collected through a **questionnaire survey** among customers who use Amazon and Flipkart.

Secondary Data:

Secondary data was collected from:

- Research journals
- Websites
- Reports
- Books

5. Sampling Technique:

The study used **convenience sampling technique** for selecting respondents.

Data Analysis:

Table 1: Customer Preference for Online Shopping Platforms

Platform	Number of Respondents	Percentage
Amazon	28	56%
Flipkart	22	44%
Total	50	100%

Interpretation:

The data shows that **56% of respondents prefer Amazon**, while **44% prefer Flipkart**.

This indicates that Amazon has slightly higher customer preference among the respondents.

Table 2: Factors Influencing Customer Satisfaction

Factors	Respondents	Percentage
Product Quality	12	24%
Delivery Speed	14	28%
Price & Discounts	10	20%
Customer Service	8	16%
Return Policy	6	12%
Total	50	100%

Interpretation:

The analysis shows that **delivery speed (28%) and product quality (24%)** are the most important factors influencing customer satisfaction. Price discounts and customer service also play an important role in determining customer preferences.

Findings:

1. Most respondents prefer Amazon for online shopping compared to Flipkart.
2. Delivery speed is the most important factor influencing customer satisfaction.
3. Product quality and pricing also play a significant role in customer decisions.
4. Flipkart is popular for discounts and promotional offers.
5. Both platforms provide convenient shopping experiences to customers.

Suggestions:

1. Both companies should improve delivery efficiency to enhance customer satisfaction.
2. Flipkart should strengthen its customer service to compete with Amazon.
3. Amazon should introduce more competitive pricing and discounts.
4. Companies should focus on improving return policies and customer support.

5. Continuous innovation in services will help maintain customer loyalty.

Conclusion:

The study concludes that both Amazon and Flipkart are leading e-commerce platforms providing convenient online shopping experiences. However, Amazon has a slight advantage in terms of delivery speed and customer service, while Flipkart attracts customers with discounts and promotional offers. Customer satisfaction is influenced by multiple factors such as product quality, delivery performance, pricing strategies, and return policies. To remain competitive, both companies must continuously improve their services and focus on customer experience. Enhancing service quality and maintaining customer trust will help these platforms achieve long-term success in the e-commerce industry.

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