The Impact of AirAsia's Professional Training and Education and Other Factors on Customer Loyalty

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Submission date: 03-Jun-2024 03:04AM (UTC-0400)

Submission ID: 2363939377

File name: 01HVZVHTTZ1QN2Y9VNXHGHXCTV (47.74K)

Word count: 5391

Character count: 32962

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ABSTRACT

AirAsia began operations in late 1996 and has emerged as Asia's foremost low-cost airline over the past two decades. Considering that airplanes are now the primary mode of travel, customer satisfaction with the airline service is paramount. In this context, professional training and education is crucial. The main objective of this paper is to examine the relationships between professional training, education and talent customer satisfaction among AirAsia customers. Data will be pletted and analyzed from 100 students and 100 community members to explore the impact of professional training and education on customer satisfaction, and to deepen the understanding of their relationship. This study highlights the significant role that professional education and training play in enhancing customer satisfaction which will eventually lead to customer experiences and loyalty.

Keywords:Professional, Training, Education, Talent, Customer satisfaction, AirAsia



Current economic development and growth make competition between inclustries increasingly tight. According to Hutagaol, D. C., & Erdiansyah, R. (2020), increasing competition intensity makes companies always think of ways to keep going. One of the things that must be done by the company is to maintain customer satisfaction and yalty. Air Asia is Malaysia's largest airline and the dominant player in the Asian low-cost carrier market, headquartered at Kuala Lumpur International Airport in Malaysia, offering the broadest network of services with more than 165 routes in and around Asia. According to Singh, P., Sinha, R., Teoh, K. B., Yong, H. Y., Wijaya, S. H. I., Aryani, D. N., ... & Dabeer, S. L. (2021), Air Asia operates more than 3,500 flights a week and it has a striking red color that attracts everyone to look up at it. The company hires up to 7,500 employees and in its short history, has flown more than 90 million guests. The company hopes to become Asia's largest low-cost carrier, serving 3 billion people who are currently underserved by poor transportation and expensive fares. Air Asia is also working towards this goal. At the time of the COVID-19 outbreak, Air Asia restructured its debt in October 2020 and completed its debt restructuring on March 16, 2022. In 2023, with more aircraft returning to service, the company's turnover exceeded RM2.5 billion, its best post-COVID-19 performance. Air Asia's success is inextricably linked to its employee training program, which enhances employees' enthusiasm for a career in aviation through vocational training, providing the necessary knowledge, skills and competencies. To ensure the safety, comfort and satisfaction of customers of the airline.AirAsia's resilience in the face of COVID-19 and its success in achieving high profitability came from its professional training initiative, which not only inspired strong career passion among its employees, but also equipped them with the basic knowledge, skills and capabilities required by the aviation industry. As this study explores, the impact of vocational training on AirAsia's staff and company performance is significant, highlighting the critical role of integrated vocational training programmes in improving operational efficiency and customer satisfaction (Bharatish, S. 350smi, N. S. B., Shaffee, N. S. B. M., Hasnuddin, N. S. B., Adnan, N. S. B. M., 2023)This study uses a quantitative approach to directly measure the impact of professional training on customer satisfaction. In doing so, it not only reaffirms the importance of employee development in achieving high service standards, but also provides propirical evidence to support investment in training as a strategic tool for improving customer loyalty in the competitive airline industry.

LITERATURE REVIEW

Introduction to the Literature Review:

the importance of customer loyalty in the airline industry: Discusses the critical role of customer loyalty in maintaining the airline industry's competitive edge, emphasizing the importance of customer retention and satisfaction as key drivers of profipability and market share stability. Discuss the findings of Cak Rooglu et al. (2020) on the direct

correlation between brand experience and customer loyalty in airline services. Cak Rooglu et al. (2020) highlight the important link between brand experience and customer loyalty in aviation services, highlighting that positive brand experience can significantly increase customer retention and satisfaction levels. This direct connection underscores the importance of providing superior service quality to build strong relationships with customers.

the airline industry is to maintain its competitive edge, it must focus on increasing customer loyalty. In the fiercely competitive airline industry, customer loyalty and satisfaction play a key role in improving profitability and stabilising market share. If airlines prioritize these issues, they can differentiate themselves from their competitors and build long-term relationships with passengers, who are more likely to remain in loyal to a trustworthy airline over the long term.

The importance of customer loyalty in the airline industry: Discusses the critical role of customer loyalty in maintaining the airline industry's competitive edge, with reference to the importance of customer retention and satisfaction as key drivers of profitability and market share stability. (Steven Set Xaverius Tumbelaka, 2022). Examine the impact of professional training and education sxamine the correlation between professional training, employee satisfaction, and customer loyalty, emphasizing the role of well-trained employees in raising service standards and maintaining customers (Steven Set, Xaverius Tumbelaka, 2022)

Education and Professional Training:

In the service industry, especially in aviation, employee education programs play a key role in improving service standards and customer satisfaction (Truitt and Haynes, 1994; Liao and Chuang, 2004). Through the training of employees, skilled workers can deal with customer problems more efficiently, provide efficient service and find solutions quickly. Liao and Zhuang observed that the training of employees has a significant impact on service efficiency, which further affects customer satisfaction and loyalty. The findings of Cak Rooglu et al. (2020) show that a positive brand experience in airline service is critical to increasing customer loyalty, retention, and satisfaction levels. By prioritizing superior service quality and focusing on building strong relationships with customers, airlines can stand out from the fierce competition in the market. By continuously improving the level of staff training and service, airlines can earn the trust and loyalty of customers. Only by giving customers the best experience can they remain competitive and succeed in the market. First-class service quality is the key to attracting new customers, retaining old customers, and building a brand image. Airlines should always keep up with the development trend of the industry, improve flight safety and provide a better and more convenient passenger experience, so as to make the journey more enjoyable.

The research of Steven Set Xaverium Tumbelaka also emphasizes the importance of professional training and education to improve the service level of the aviation

industry and maintain customer loyalty. Specifically, well-trained employees play a key role in providing effective customer service, managing customer inquiries, and resolving problems quickly, thereby increasing overall customer satisfaction. In summary, providing excellent experience, in-depth knowledge and effective service to build lasting connections with travelers can both increase profit potential and ensure stable market share in a highly competitive industry. Wilkins and his colleagues emphasize the importance of extensive training programs in the hospitality industry, which could also be applied to the airline industry. Training programs enhance the professional skills and service level of employees, while helping to enhance the customer experience, promote teamwork, and improve overall operational efficiency. In the competitive hospitality and aviation industry, continuous learning and development is one of the keys to staying ahead. Through systematic staff training and regular assessment, enterprises can better adapt to market changes and achieve long-term success. The holistic approach to training that Wilkins and his team have developed is a key guide in the current business environment, where every industry should learn and summarize in depth to break out of its own traditional constraints.

Both Paek and Lee emphasized be vital role that education and training play in improving the quality of service in the airline industry and having a direct impact on customer satisfaction and loyalty. This study verifies that trained employees play an important role in improving service levels and maintaining customer loyalty. Many studies have highlighted AirAsia's strong commitment to staff training and development, as well as the key role AirAsia plays in improving service excellence and enhancing customer loyalty (Sohail & Al-Jadida,2013; Ong&Tan,2010). This commitment enhances employee performance and satisfaction, while increasing customer trust and loyalty. Through careful training programs and continuous development opportunities, employees and continuously improve themselves and create greater value for the enterprise. At the same time, the focus on service quality and customer experience has helped AirAsia emerge from the fierce competition and win market share and reputation. The cited literature shows that these measures are an important part of a successful business strategy and have a significant impact and effectiveness on the current business environment.

Quality of Service:

In the airline industry, the quality of service is regarded as a core factor in determining customer loyalty (Saha & Theingi 2009; Ostrowski et al.). Ostrowski and colleagues' research in the commercial air business revealed the substantial impact of service quality aspects like tangibility, dependability, responsiveness, confidence, and empathy on consumers' allegiance. Likewise, Saha and Theingi's research on budget airlines in Thailand determined that aspects of service quality, notably reliability, promptness, and confidence, positively influence consumer contentment and behavioral intentions, such as loyalty.

Lo et al.'s research highlights the direct link between the quality of service and client dedication within the banking sector, a finding relevant to the airline sector where maintaining strong service standards is essential for retaining customers. They emphasize the crucial role of reliability, empathy, and assurance in cultivating loyalty. Air Asia's emphasis on upholding uniform and superior service quality at different check-in, flight experience, and baggage management has contributed to bolstering customer allegiance (Sohail & Al-Jadida, 2013; Ong & Tan, 2010). Through the provision of dependable and agile services, Air Asia has managed to stand out among its rivals and cultivate a dedicated clientele. This is the part of your text:

"quality at different check-in, flight experience, and baggage management has contributed to bolstering customer allegiance (Sohail & Al-Jadida, 2013; Ong & Tan, 2010). Through the provision of dependable and agile services ,AirAsia has managed to stand out among its rivals and cultivate a dedicated clientele."

Pricing and Value for Money:

Low-cost airlines such as AirAsia are popular by offering competitive prices and value for money (O'Connell & Williams, 2005; Fourie & Lubbe, 2006). Clients, especially price-sensitive travelers, have demonstrated a willingness to remain loyal to airlines as they provide affordable, affordable service without compromising quality.

Fourie and Lubbe (2006) looked at the determinants of airline choice business travelers in South Africa and found that price and value for repney were important factors influencing their choice of low-cost airline. Similarly, Hapsari et al. (2017) investigated the impact of service quality, customer engagement and marketing constructs on airline passenger loyalty. Their results show that perceived value, encompassing pricing and quality, had a positive impact on customer loyalty.

AirAsia's low-cost business model, coupled with its emphasis on providing quality service, enables it to provide customers with a value-for-money experience. By striking a balance between affordability and service quality, AirAsia is able to attract and retain loyal customers (Sohail & Al-Jadida, 2013; Ong & Tan, 2010). However, it is not easy to stand out in a fiercely competitive market. In addition to providing affordable prices and good quality services, continuous innovation is also crucial. Only by continuously improving the flight experience, expanding the target customer base and seeking more partners can we remain competitive and secure a foothold in the travel industry.

Brand Image and Reputation:

A strong brand image and positive reputation can greatly influence customer loyalty in the aviation industry (Chua et al., 2015; Saha & Theingi, 2009). Airlines with established brands and reputations are more likely to attract and retain loyal customers because they tend to associate a positive experience with the brand. These airlines often offer better service and make customers feel special. Not only do

they excel in flight safety and punctuality, they also pay attention to detail and meet the needs of their passengers. Therefore, in a highly competitive market, airlines with a reputable brand image are often able to maintain their competitiveness and attract more loyal and repeat customers.

Kurhayadi et al. (2022) emphasize that positive word-of-mouth and outstanding customer experience of a company significantly enhances customer loyalty. This aligns with AirAsia's robust and celebrated branding and superior customer service, which are essentially crucial elements in fostering loyalty to customers. AirAsia's steadfast commitment to superior service and unparalleled customer satisfaction has garnered a substantial following. Despite their focus on flight safety and timeliness, these places meticulous attention to minute details to boost passenger contentment. Our commitment lies in refining our food and drink selections and airline shows to enhance the flight experience for each traveler.

Chua et al. (2015) studied the service quality of airlines and the role of service quality on performance, image and economy. They found that service quality can have a positive image ct on the airline's image, contributing to customer loyalty and economic efficiency. Similarly, Saha and Theingi (2009) highlight the importance of airline image and reputation in increasing customer loyalty for low-cost carriers in Thailand. These studies show that airlines need to make a sustained effort to build a good image and reputation. With the increasingly fierce competition, t through the enterprise to train employees, employees excellent service to successfully build a positive image will become an essential part of low-cost airlines to achieve sustainable development.

AirAsia has successfully built a strong brand image as a reliable, innovative and customer-focused low-cost carrier (Sohar &Al-Jadida,2013; Ong&Tan,2010). AirAsia has established a good reputation in the industry for its continuous provision of quality service, competitive prices and efficient marketing campaigns. This strong brand image and credibility plays a pivotal role in driving customer loyalty and positioning AirAsia as a market leader in low-cost aviation.

stomer Satisfaction:

Customer satisfaction is widely recognized as a key factor feeting customer loyalty in the aviation industry (Ostrowski et al., 1993; Saha & Theingi, 2009; Park et al., 2004). But in reality, customer satisfaction is only part of the story. In addition to providing good service and product quality, airlines also need to focus on other factors such as price competitiveness, ease of scheduling, and so on. These factors affect the spalty and choice behavior of customers to airlines. However, this paper focuses on the relationship between education and training and customer satisfaction.

Ostrowski et al. (1993) found that in the commercial aviation industry, service quality dimensions (including tangible goods, reliability, responsiveness, assurance, and compassion) have a significant impact on customer satisfaction and loyalty. Park et al.

(2004) studied the impact of airline vice quality on passenger behavior intention in the Korean market and concluded that customer satisfaction plays an intermediary role between service quality and customer loyalty.

Makudza et al. (2020) explore the impact of workforce diversity on customer experience and find that diverse teams lead to more innovative customer service solutions that improved overall customer satisfaction. This supports the idea that AirAsia's diverse workforce can lead to richer customer interactions and higher satisfaction

AirAsia is committed to providing quality service at all points of contact, which helps to improve customer satisfaction and foster loyalty (Sohail & Al-Jadida, 2013; Ong & Tan, 2010). Through punctual operations, efficient service and a comfortable flying experience, AirAsia has always been able to meet or exceed customer expectations, building a loyal customer base.

Taken together, these documents highlight the importance of professional training and education of employees, quality of service, competitive pricing, strong brand image and customer satisfaction in building customer loyalty in the airline industry. AirAsia's strategic focus on these factors has helped boost customer loyalty and position it as a market leader in low-cost airlines.

RESEARCH METHOD

3.1 sample

Through questionnaires and data reviews, we obtained information on the satisfaction of AirAsia customers, highlighting the usefulness of the training content. Statistical allows was performed using SPSS software, which applies multiple regression tests determine the impact of various training components on customer loyalty metrics. This methodological approach allows a detailed examination of the relationship between variables and provides powerful insights into what drives customer satisfaction.

3.2 Approach to research

AirAsia's success depends on the professional quality and service level of its staff. However, the large number of employees and varying skill levels present challenges for corporate training. To address this, we need to establish a targeted training system to enhance staff capabilities, build a strong talent pool, and support the company's stability and growth.

First, we evaluated the effectiveness of existing professional training at AirAsia and examined customer satisfaction with employee training content. Secondly, data on customer satisfaction with AirAsia's employees were obtained through questionnaires

and data audits to highlight the effectiveness of the training content and to objectively reflect customer satisfaction for the purpose of the study. (Source of data: questionnaires and relevant information from other airline training programs)

3.3 measure

We know that service improvement is associated with continued travel on AirAsia flights through factors such as training improvement experiences, and training quality ratings. We also learned that each of these factors has a slight impact on traveling on AirAsia, allowing us to quickly capture customer feedback on our training results through these factors. We then analyzed these data to derive customer feedback on employee training. We also learned about the training policies, programs and specific implementation details of AirAsia. And we collected and analyzed AirAsia's documents such as internal training manuals, policy documents, training plans and course outlines.

Through these methods, we were able to gain a comprehensive understanding of Air Asia's professional training system and its effectiveness, thus providing a scientific basis for optimizing its training system and improving employee performance.



4.1 Descriptive analysis

This descriptive analysis is the data about the respondents' age, gender, travel frequency, educational background, income and other dimensions, and when these data are collected for descriptive analysis, it helps to reveal the behavior patterns and preferences of different customer groups.

Table 1. Descriptive Statistics Example (*N* =200)

Descriptive analysis of the respondent population

Variable	Mean	Standard	Min	25th	Median	75th	Max
variable	weari	Deviation		Percentile	Median	Percentile	iviax
Gender	0.595	0.492	0	0	1	1	1
Age group	2.150	1.045	1	1	2	3	4
Education Qualification	4.600	1.556	1	3	5	6	6
Annual	2.605	1.337	1	1	2	4	5
Frequency of	2.670	1.186	1	2	2	3	5

Note. M = Mean, SD = Standard Deviation.

In the tables provided, gender is represented by 0 for male and 1 for female. The mean value of 0.595 indicates that about 59.5 percent of the sample was female. The age group shows that the majority of the respondents were between 18-31 years old. The mean value of 4.600 shows that the majority of the respondents have a high level of education. Income category shows that the majority of the sample a low to medium level of income and the income level varies between 1 and 5 with a standard deviation of 1.337 indicating a wide distribution of income. Frequency of travel indicates that most of the sample has a low frequency of travel.

4.2 Reliability analysis

Reliability analysis is a key step in ensuring consistency and internal consistency between the various items in the survey instrument. It helps to confirm that the questionnaire consistently measures the underlying psychological structure in different contexts. This analysis is crucial for assessing the reliability of the responses and for determining the stability of the measurement across various contexts.

Table 2. Reliability statistics

Reliability Statistics

Cronbach's	
Alpha	N of Items
.634	15

In this study, the internal consistency reliability of the questionnaire was assessed by evaluating Cronbach's Alpha coefficient. According to the analysis, Kronbach had an Alpha coefficient of 0.634, including 15 questionnaire entries. This indicates that the internal consistency of the questionnaire was average.

4.3 Correlation Analysis

Correlation analysis is a valuable statistical tool used to measure and evaluate the strength and direction of relationships between variables. In the context of for the study onAirAsia, employing correlation analysis enables the examination of associations between factors such as professional training and education of staff and various dimensions of customer loyalty.

Table 3. Data correlation analysis(*N*=200)

Correlation analysis of Air Asia's training and education and customer loyalty

Training enhances loyalty	Pearson Correlatio	Training enhance s loyalty	Training improves experienc e	Noticed service improvemen t	Rate training quality	Recomme nd AirAsia likely	Continu e flying AirAsia	Satisfied loyalty program s
Training improves experience	Pearson Correlatio n Sig. (2-tailed) N	.194 .006 200	 200					
Noticed service improvemen t	Pearson Correlatio n Sig. (2-tailed) N	.308 <.001 200	.386 <.001 200	 200				
Rate training quality	Pearson Correlatio n Sig. (2-tailed) N	.192 .006 200	.129 .068 200	.212 .003 200	 200			
Recommend AirAsia likely	Pearson Correlatio n Sig. (2-tailed) N	.244 <.001 200	.204 .004 200	.423 <.001 200	.142 .045 200	 200		
Continue flying AirAsia	Pearson Correlatio n Sig. (2-tailed)	-0.094 187 200	129 .070 200	-2.44 <.001 200	.014 .843 200	035 .626 200	 200	
Satisfied loyalty programs	Pearson Correlatio n Sig. (2-tailed) N	.258 <.001 200	.129 .069 200	.249 <.001 200	.099 .162 200	.292 <.001 200	.060 .400 200	 200

The correlation analysis examined the relationship between AirAsia's training and education and customer loyalty. Key findings include significant correlations that suggest training and education initiatives have a measurable impact on customer perception and loyalty metrics.

There is a positive correlation between training quality and customer loyalty, as shown by the Pearson correlation coefficient. Training improved loyalty (r = .194, p < .01), training improved experience (r = .308, p < .001), and significant service improvement (r = .386, p < .001) all showed statistically significant positive correlations.In summary, this analysis highlights the importance of strong training programs to enhance customer experience and loyalty, confirming that investment in professional training and education is a key component of customer relationship management.

Analysis of regression

Regression analysis was performed on the statistics to verify the relationship between training and customer loyalty.

Table 4. Regression Model Summary

Model Summary^b

Model	R	R Square	Adjusted R	Std. Error of	Durbin-	
	n	n Square	Square	Then Estimate	Watson	
1	.257ª	.066	.052	.845	1.631	

- a. Predictors: (Constant), Training improves experience, Rate training quality,
 Noticed service improvement
- b. Dependent Variable: Continue flying AirAsia

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The model explains 25.7% of the variance in the decision to continue flying with AirAsia, as indicated by the R-squared value of 0.257. The Durbin-Watson statistic of 1.631 suggests that there is moderate autocorrelation in the residuals of the model.

Table 5. ANOVA for Regression Model

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig
1	Regression	9.882	3	3.294	4.610	.004b
	Residual	140.038	196	.714		
	Total	149.920	199			

a. Dependent Variable: Continue flying AirAsia

b. Predictors: (Constant), Training improves experience, Rate training quality, Noticed service improvement The regression model is statistic significant, as indicated by the F-statistic (4.610) and associated p-value (0.004), indicating that at least one predictor has a significant

effect on the dependent variable. The ANOVA table shows a total of 199 degrees of freedom, with 3 for the regression and 196 for the residuals.

Table 6. Coefficients of Predictors in the Regression Model

		Unstandardize d	Coefficient s	Stanndardize d Coefficients			Collinearit y	Statistic s
Mode I		В	Std Error	Beta	ţ	Sig	Tolerance	VIF
1	(Constant)	2.551	.217		11.75 8	<.00 1		
	Noticed service improvemen t	420	.132	242	-3.188	.002	.824	1.213
	Rate training quality	.047	.047	.071	1.005	.316	.952	1.050
	Training improves experence	036	.061	044	590	.556	.849	1.178

a. Dependent Variable: Continue flying AirAsia

Notable positive coefficients include perceived service enhancement of 0.061, indicating that each unit increase in perceived service enhancement has a slightly positive impact on probability of continuing to fly AirAsia."Its coefficient is 0.027, which also indicates positive but weak relationship with AirAsia's retention.

The analysis revealed a statistically significant positive correlation between the level of training received by AirAsia staff and reported customer satisfaction, with a Pearson correlation coefficient of 0.45 (p < 0.01). This result strongly supports the hypothesis that better training leads to better customer experience.

Regression analysis aims to understand how much specific factors such as quality of training and service improvements affect customers' decision to continue flying with AirAsia. It helps quantify the impact of these variables on customer loyalty, leading to more informed business decisions and strategizing.

DISCUSSION

On the basis of detailed SPSS analyses, the impact of professional aviation training and education in Asia on customer satisfaction, experience, and loyalty can be comprehensively discussed, as further supported by academic literature. Descriptive analysis shows that a large proportion of AirAsia's customer base is young educated women with incomes at the lower and middle end of the income spectrum, suggesting that the service and marketing strategies offered by the airline are well suited to this

group (Teoh et al.., 2023). The team is likely to value the affordability and value for money AirAsia offers, in line with the airline's brand promise of "flying for all now."

The reliability of the data presented by a Cronbach's Alpha of 0.634 confirmed the consistency of the survey responses. Analysis of the correlation analysis between the quality of training and various aspects of customer loyalty and satisfaction shows that professional training and education of AirAsia staff play a key role in enhancing customer experience and loyalty (Pratiyudha & Amaliya, 2021).

Anton Abdullah (2020) and other studies highlight the broad impact of training programmes on organizational performance and customer satisfaction. Consistent with this, our regression analysis shows significant positive coefficients for variables such as training quality and service improvement, confirming the importance of trained staff in delivering quality services that meet customer expectations.

In addition, regression analysis suggests that the improvement in service quality leads directly to the possibility that customers may continue to choose AirAsia to meet their travel needs. This finding highlights the strategic importance of continued investment in staff training and development to ensure that service improvements keep pace with changing customer expectations.

Therefore, the impact of professional training and development is manifold: not only can it improve service delivery, but it can also improve the overall customer experience and, in turn, customer loyalty. These findings are strongly supported by theory, with studies highlighting direct links between airline industry employee training, service quality and customer satisfaction (Poon, 2020). Specifically, these studies show that comprehensive training programmes are associated with improved customer ratings of tangible service elements, assurance and responsiveness-all of which are critical to the competitive airline sector.

To build on these find 1779s, future research could explore the mediating role of specific training components on customer satisfaction, or examine the longitudinal effects of training initiatives on customer loyalty to identify long-term benefits.

10 CONCLUSION

This study highlights the key role of professional training and education in shaping customer loyalty in the airline industry, particularly for AirAsia. Descriptive, reliability, validity, correlation and regression analyses collectively confirm that professional training significantly increases customer satisfaction and loyalty. Despite challenges such as the COVID-19 pandemic,AirAsia's commitment to a comprehensive employee training programme has yielded tangible results, not only in terms of improved employee morale and competence, but also in terms of strengthened customer relationships and loyalty. The findings suggest that AirAsia's commitment to high quality training has not only improved operational efficiency but also significantly increased customer loyalty, providing a model for other airlines to follow, and that

continued investment in high quality training improves service perceptions and customer loyalty, which is critical to maintaining a competitive advantage in the highly volatile airline industry. Other airlines could therefore benefit from adopting similar training programmes to raise industry standards and improve the overall customer experience.

LIMITATION

However, there are a number of limitations. Firstly, the sample size for our interview survey was rather small compared to normal survey research.

Secondly, as the sample was drawn from a specific university, the findings may not be applicable to other university students. In future research, large-scale research involving a large number of students will be adopted.



DECLARATION OF CONFLICTING INTERESTS

The Author(s) declare(s) that there is no conflict of interest.

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