

# **A CASE STUDY OF THE IMPACT FACTORS OF CUSTOMER SATISFACTION IN FRONT DESK SERVICES AT GAODUAN HOTEL**

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## **Abstract**

The objectives of this study were: 1) To examine the relationship between employee training quality and customer satisfaction at the front desk of Gaoduan Hotel. 2) To examine the relationship between workplace environment quality and customer satisfaction at the front desk of Gaoduan Hotel. This study used a quantitative research design based on service quality theory to investigate the impact of training quality and work environment quality of high-end hotel employees on customer satisfaction. This study used the data collection method of survey questionnaires, distributed a total of 500 questionnaires, collected 450, and had 400 valid questionnaires.

This study found that: 1) Comprehensive and effective training plays in empowering hotel staff to meet and exceed guest expectations. 2) An investment in creating a supportive and aesthetically pleasing environment is crucial for enhancing the overall guest experience. Based on these findings, two main strategies were proposed to address the identified issues and to leverage the opportunities for enhancing customer satisfaction. Firstly, the hotel is encouraged to develop and implement a robust employee training program that emphasizes both skill enhancement and personal development. Secondly, it is recommended that Gaoduan Hotel invests in improving the quality of the workplace environment.

**Keywords:** service quality theory, employee training, workplace environment, customer satisfaction

## Introduction

In the competitive landscape of China's hospitality industry, high-end hotels must continually enhance the quality of their services to meet and exceed customer expectations. Front desk services, as the first point of contact, play a pivotal role in shaping guests' perceptions and overall satisfaction. This research focuses on Gaoduan Hotel, a prominent luxury hotel in China, examining the impact of employee training and workplace environment on customer satisfaction at the front desk. The concept of service quality in the hotel industry has been extensively explored, with studies affirming that employee performance and environmental factors are critical to customer satisfaction (Luo & Qu, 2016). Service Quality Theory, particularly the SERVQUAL model developed by Parasuraman, Zeithaml, and Berry (1988), provides a comprehensive framework for assessing and improving service quality by bridging the gap between customer expectations and service delivery.

Employee training in high-end hotels is crucial for ensuring that staff can meet the high standards expected by guests. Research indicates that well-trained employees are more capable of delivering service that aligns with the luxury ethos of high-end hotels, thereby significantly enhancing customer satisfaction (Chen, 2019). Additionally, the physical and psychological aspects of the workplace environment have been shown to influence staff performance and their interactions with customers (Wang & Zhao, 2018). This study aims to empirically investigate these relationships within the context of Gaoduan Hotel, offering insights into how targeted improvements in employee training and workplace environment can lead to higher levels of customer satisfaction. The findings are expected to contribute valuable strategies for service enhancement in the luxury hotel sector.

At Gaoduan Hotel, a pressing issue has been a rising number of customer complaints regarding the inconsistency in front desk service quality. Guests have reported delays in check-in processes, lack of personalized attention, and occasionally, erroneous billing. These problems are symptomatic of deeper

issues related to inadequate employee training and suboptimal workplace environments, which can lead to employee dissatisfaction, high turnover rates, and ultimately, reduced service quality.

Service Quality Theory suggests that these operational challenges can be significantly mitigated through focused improvements in service delivery mechanisms (Zhang, 2018). Specifically, the SERVQUAL model emphasizes the need for hotels to align service delivery with customer expectations consistently across all service dimensions—reliability, assurance, tangibles, empathy, and responsiveness (Parasuraman, Zeithaml, & Berry, 1988). Training programs that are effectively designed and implemented can enhance employee skills and knowledge, thereby improving reliability and responsiveness at the front desk. Furthermore, a supportive workplace environment can boost employee morale and efficiency, enabling staff to deliver services that meet or exceed guest expectations.

Studies in other high-end hotels in China have shown that improvements in these areas lead to measurable increases in customer satisfaction and reductions in complaint rates (Li & Zhou, 2017). By addressing these core issues, Gaoduan Hotel can enhance its competitive edge and establish a reputation for exemplary customer service, pivotal in the luxury hotel sector.

## **Research Objectives**

1. To examine the relationship between employee training quality and customer satisfaction at the front desk of Gaoduan Hotel.
2. To examine the relationship between workplace environment quality and customer satisfaction at the front desk of Gaoduan Hotel.

## **Literature Reviews**

Service Quality Theory, particularly as conceptualized through the SERVQUAL model, is pivotal in understanding and enhancing customer satisfaction within the service industry. The SERVQUAL model, introduced by Parasuraman, Zeithaml, and Berry (1988), posits that service quality is a function of the discrepancies between customer expectations and their

perceptions of the service received. This model identifies five key dimensions of service quality: tangibles, reliability, responsiveness, assurance, and empathy, each of which contributes to the overall customer experience. In the context of the Chinese hospitality industry, these dimensions have been extensively studied to explore how they influence customer perceptions and satisfaction. Research by Huang and Cai (2015) on high-end hotels in Beijing highlighted that reliability and responsiveness are the most critical factors affecting guest satisfaction. These findings underscore the importance of consistent and prompt service delivery in maintaining high standards of customer satisfaction.

Further studies have expanded on the SERVQUAL model by integrating cultural nuances and market-specific dynamics, which are especially relevant in China. Zhang and Xu (2019) argued that the empathy dimension should be given more emphasis in Chinese hotels, as cultural expectations significantly influence how services are perceived by customers. This adaptation suggests that while the SERVQUAL model provides a robust framework, its application must be contextually adjusted to reflect local cultural and market conditions effectively. The relevance of Service Quality Theory in the luxury hotel sector is also supported by international literature. For instance, studies by Thompson and Schofield (2007) have shown that in luxury hotels across Asia, the tangibles dimension—such as the physical facilities and appearance of staff—plays a more significant role than in less upscale establishments. By integrating these insights, this research will explore how the SERVQUAL model can be specifically applied to Gaoduan Hotel to identify key areas for improvement in service quality that directly enhance customer satisfaction.

Employee training is a crucial element in ensuring high-quality service delivery, particularly in the hospitality industry where direct customer interaction is frequent and impactful. Training programs are designed not only to equip staff with necessary job skills but also to enhance their ability to engage with customers in a manner that promotes satisfaction and loyalty. In the context of high-end hotels like Gaoduan Hotel, the sophistication of training programs can significantly influence the overall guest experience. Research in the Chinese hospitality sector indicates that targeted training programs that focus on both technical skills and soft skills, such as communication and problem-solving, can dramatically improve service quality (Li & Zhang, 2016). These programs are

often developed with an emphasis on aligning employee behaviors with the brand's standards of service excellence. Further, the effectiveness of these training initiatives has been shown to correlate strongly with increased customer satisfaction and repeat business (Wang, 2018).

Moreover, innovative training solutions, including simulation-based training and digital learning platforms, have gained popularity in the industry. Studies by Zhao (2017) have shown that such modern approaches can enhance learning outcomes and service performance more efficiently than traditional methods. These advancements in training technologies are particularly pertinent in dynamic service environments like those of luxury hotels, where staff must adapt to diverse customer needs and expectations swiftly. The strategic importance of employee training is underscored by international studies, which suggest that investment in employee development not only builds a competent workforce but also fosters a positive organizational culture that supports service excellence (Smith & Jenner, 2005). This perspective is crucial because it connects the dots between employee training, job satisfaction, and customer satisfaction, creating a holistic view of how human resources practices impact the service quality in hotels.

The workplace environment within a hotel, particularly at the front desk, plays a significant role in influencing the performance of employees and their ability to deliver high-quality service. A conducive workplace environment encompasses both the physical layout and the psychological climate, which together facilitate a positive interaction between staff and guests. Research has shown that a well-designed and comfortable physical workplace can reduce stress, increase productivity, and enhance the overall service quality provided by employees (Chen & Choi, 2015).

In addition to the physical aspects, the psychological environment at the workplace, including managerial support, team cohesion, and job satisfaction, also significantly impacts service outcomes. Studies by Huang et al. (2014) in the context of Chinese luxury hotels have indicated that when employees feel supported and valued by their organization, their engagement and motivation to meet customer expectations increase notably. This emotional and psychological support is crucial in high-pressure service environments like luxury hotel front

desks, where staff must consistently perform at their best. Empirical research in Shanghai's hotel industry suggests that improvements in workplace environment that prioritize ergonomic designs and employee wellness programs can lead to better service delivery and, as a result, higher customer satisfaction (Liu & Yang, 2019). These findings underscore the importance of a holistic approach to managing the workplace environment, which includes not only the physical setup but also the cultural and emotional dimensions of the work setting.

The interplay between a supportive workplace environment and employee performance is also supported by international literature, indicating that such an environment fosters a sense of belonging and loyalty among employees, which is projected onto their interactions with customers (Adams & Jenkins, 2007). Thus, enhancing the workplace environment can be seen as a strategic investment that hotels can make to improve both employee well-being and customer satisfaction

Customer satisfaction in the hospitality industry, particularly within high-end hotels, is a complex outcome influenced by numerous factors ranging from the tangible aspects of the service provided to the intangible emotional experiences of the guests. Understanding these influences is crucial for maintaining a competitive edge in the luxury hotel market. In this regard, customer satisfaction is often viewed as a key indicator of service quality and a predictor of future business success, including repeat patronage and positive word-of-mouth (Zhou & Zhang, 2014). Research conducted by Wang and Zhao (2016) in the context of high-end hotels in China highlights the direct correlation between employee performance, influenced by factors such as training and workplace environment, and customer satisfaction. Their findings suggest that the more skilled and satisfied employees are, the better they can meet customer expectations, leading to higher customer satisfaction. This relationship underscores the importance of investing in employee capabilities and workplace enhancements as strategies to improve service quality.

The emotional dimensions of customer experiences, such as feeling valued and cared for, play a significant role in achieving high levels of satisfaction. Studies by Lu and Xu (2017) found that the empathy and personal attention provided by front desk staff at luxury hotels significantly contribute to

customer satisfaction. These studies reinforce the need for ongoing training and development programs that empower employees to deliver exceptional personalized service. Customer satisfaction is also influenced by cultural factors, which can vary significantly across different regions and countries. International literature, such as research by Thompson (2013), illustrates how cultural expectations shape service perceptions and satisfaction levels, suggesting that hotels need to be culturally attuned to meet the diverse expectations of their clientele effectively.

## **Research Methodology**

This study used the quantitative research design to investigate the impact of employee training quality and workplace environment quality on customer satisfaction at Gaoduan Hotel. The research approach was chosen due to its effectiveness in providing precise, quantifiable evidence for testing hypotheses. Quantitative data were collected through a structured survey questionnaire, which allowed for statistical analysis to assess the relationships among the studied variables.

The design of this questionnaire was guided by the need to effectively measure the constructs of employee training quality, workplace environment quality, and customer satisfaction within a high-end hotel setting. Each dimension is represented by multiple questions to ensure a comprehensive evaluation of each construct. The use of Likert scales is standard in such research because they allow respondents to express degrees of agreement or satisfaction, providing nuanced data that can be easily quantified and statistically analyzed.

Categorical questions were used for demographic information to segment the responses and analyze differences in perceptions based on age, gender, and visit frequency. This segmentation can help identify whether different demographic groups have distinct perceptions or experiences, which is crucial for targeted improvements.

This study used the data collection method of survey questionnaires, distributed a total of 500 questionnaires, collected 450, and had 400 valid questionnaires.

To gain insights into the relationships between employee training quality, workplace environment quality, and customer satisfaction at Gaoduan Hotel, a comprehensive statistical analysis was conducted. Descriptive statistics were first used to summarize the data's central tendencies and variabilities. Subsequently, correlation analysis was performed to preliminarily identify the strength and direction of these relationships. Multiple linear regression was then utilized to test the hypotheses and assess how the independent variables predicted customer satisfaction, controlling for other potential factors. Additionally, Cronbach's Alpha and factor analysis were calculated to assess the reliability and factor structure of the measurement scales, ensuring the validity of the findings.

## Results

The mean age of respondents is 39 years, with a broad age range from 18 to 65 years, indicating that the hotel attracts a diverse demographic. The standard deviation shows moderate age variability among the respondents. The distribution of visit frequency shows that 30% of respondents were first-time visitors, 45% were occasional visitors, and 25% were regular visitors, illustrating a good mix of new and returning guests. The high average score of 4.2 out of 5, with a standard deviation of 0.8, suggests that most guests are satisfied with the quality of staff training, although there is some variability in perceptions. Similarly, the average score here is 4.1 with a slightly higher standard deviation of 0.9, indicating that while overall impressions are positive, there are differing opinions about the environment quality. The average customer satisfaction score of 4.0 with a standard deviation of 0.85 reflects a high level of overall satisfaction but also room for improvement, considering the variability in responses.

**Table 4.1:** Descriptive Statistics of Key Variables

Variable	Mean	Standard Deviation	Min	Max	Response Rate (%)
<b>Demographics</b>					
Age	39	12	18	65	100
Frequency of Visits					
First-time visitors					30
Occasional visitors					45
Regular visitors					25
<b>Employee Training Quality</b>	4.2	0.8	2	5	100
<b>Workplace Environment Quality</b>	4.1	0.9	2	5	100
<b>Customer Satisfaction</b>	4.0	0.85	1	5	100

These descriptive statistics provide a clear picture of the status of employee training and workplace environment as perceived by the guests and their impact on overall satisfaction. The data illustrates that while the perceptions are generally positive, there is a notable range in the responses, suggesting that experiences may vary considerably among different guest segments. This variance forms the basis for further analysis in the following sections, where relationships between these variables and their impact on customer satisfaction are examined in detail.

**Table 4.2** Regression Analysis Results for Hypothesis 1

Variable	Coefficient	Standard Error	t-Value	p-Value
Constant	1.20	0.30	4.00	<0.001
Employee Training Quality	0.75	0.08	9.38	<0.001
Age	-0.02	0.01	-2.00	0.046
Frequency of Visits	0.05	0.04	1.25	0.212

The baseline satisfaction level, when all other variables are at zero, is significantly positive, indicating a generally positive bias in customer satisfaction ratings. The coefficient of 0.75 suggests a strong positive relationship between employee training quality and customer satisfaction. For every one-point increase in the perceived quality of employee training, customer satisfaction increases by 0.75 points. This result is statistically significant ( $p <$

0.001), strongly supporting Hypothesis 1. The negative coefficient for age suggests that older guests tend to rate their satisfaction slightly lower, though this effect is relatively small ( $p = 0.046$ ). The positive but not statistically significant coefficient ( $p = 0.212$ ) for frequency of visits indicates that this variable does not significantly impact customer satisfaction once other factors are controlled for. These findings confirm that employee training quality is a critical factor in influencing customer satisfaction at Gaoduan Hotel. The strength and significance of the relationship underscore the importance of investing in high-quality training programs for staff to ensure that they are well-prepared to meet and exceed guest expectations. The control variables, particularly age, provide interesting insights into how demographic factors might influence satisfaction perceptions, although they do not detract from the primary relationship between training quality and satisfaction. The analysis thus provides robust evidence that improving employee training can lead directly to enhanced customer satisfaction, validating the focus of the hotel's management on continuous staff development as a strategic priority.

Table 4.3 Regression Analysis Results for Hypothesis 2

Variable	Coefficient	Standard Error	t-Value	p-Value
Constant	1.10	0.35	3.14	0.002
Workplace Environment Quality	0.68	0.07	9.71	<0.001
Age	-0.01	0.01	-1.00	0.317
Frequency of Visits	0.03	0.03	1.00	0.318

The baseline level of customer satisfaction, with all other factors held constant, is significantly positive. This suggests that there is an inherent satisfaction level among guests that is independent of the observed variables. The coefficient of 0.68 indicates a substantial positive relationship between the quality of the workplace environment and customer satisfaction. This result implies that for every unit increase in workplace environment quality, there is an average increase of 0.68 points in customer satisfaction, which is statistically significant ( $p < 0.001$ ). This strong positive correlation robustly supports Hypothesis 2. The coefficient for age is not statistically significant ( $p = 0.317$ ),

indicating that age does not have a meaningful impact on satisfaction levels in the context of this study. The frequency of visits does not significantly affect customer satisfaction when workplace environment quality is accounted for, as indicated by its non-significant p-value ( $p = 0.318$ ).

These results confirm that the workplace environment quality at Gaoduan Hotel plays a crucial role in influencing customer satisfaction. The statistical significance and magnitude of the coefficient for workplace environment quality highlight the importance of maintaining high standards in the physical and psychological aspects of the hotel's environment. This finding aligns with theoretical expectations and empirical evidence from the literature, which suggests that a well-maintained and supportive environment not only enhances employee morale but also significantly improves customer perceptions and satisfaction.

## Discussions

Based on the significant findings from Hypothesis 1, it is clear that enhancing the quality of employee training has a direct and positive impact on customer satisfaction. To capitalize on this, Gaoduan Hotel should consider implementing a comprehensive training program that not only focuses on the operational aspects of hotel management but also emphasizes soft skills such as communication, empathy, and customer care. Incorporating regular training sessions that utilize interactive and participatory methods can help improve retention of knowledge and skills. Moreover, integrating real-life scenarios and role-playing into the training curriculum can prepare staff for a wide range of guest interactions, thereby improving their ability to handle complex situations with greater proficiency and confidence. It is also recommended to use guest feedback as a tool to continually adapt and update training content to meet changing customer expectations and industry standards.

The analysis of Hypothesis 2 reveals a strong positive correlation between workplace environment quality and customer satisfaction. To improve the workplace environment, Gaoduan Hotel should focus on both the physical and psychological aspects of the workplace. Physically, the hotel can invest in ergonomic furniture, enhance the aesthetic appeal of the workspaces, and ensure

that the environment is well-lit and ventilated. Psychologically, creating a supportive work culture that values employee well-being is crucial. This can be achieved by instituting regular wellness programs, offering stress management workshops, and fostering a culture of recognition and reward that celebrates employee achievements. Ensuring regular communication between management and staff can also help in identifying and addressing any issues that might affect employees' work satisfaction and efficiency.

The strategies aimed at improving employee training quality and enhancing the workplace environment are interlinked and contribute to boosting overall customer satisfaction at Gaoduan Hotel. While each strategy targets specific aspects of the hotel's operations, together they create a comprehensive approach to service quality improvement. By investing in employee development through advanced training and fostering a supportive and aesthetically pleasing work environment, Gaoduan Hotel can not only enhance guest satisfaction but also build a stronger, more committed workforce. These improvements are expected to lead to higher guest retention rates, more positive reviews, and an enhanced reputation in the competitive luxury hotel market.

## **New Knowledges**

The study provides compelling evidence that both employee training and workplace environment quality are essential drivers of customer satisfaction in the luxury hotel sector. By addressing these areas, Gaoduan Hotel can enhance its competitive edge, improve customer loyalty, and ensure its position as a leader in the hospitality industry. The implementation of the recommended strategies is expected to result in a noticeable improvement in customer satisfaction levels, thereby resolving the research problem and contributing to the sustained success of the hotel.

## **Conclusions**

The analysis conclusively supported Hypothesis 1, demonstrating that higher quality employee training is significantly associated with increased customer satisfaction. This finding underscores the critical role that comprehensive and effective training plays in empowering hotel staff to meet

and exceed guest expectations. Similarly, Hypothesis 2 was strongly validated, revealing that a superior workplace environment significantly enhances customer satisfaction. This relationship highlights the importance of both the physical and psychological aspects of the workplace, suggesting that an investment in creating a supportive and aesthetically pleasing environment is crucial for enhancing the overall guest experience.

Based on these findings, two main strategies were proposed to address the identified issues and to leverage the opportunities for enhancing customer satisfaction. Firstly, the hotel is encouraged to develop and implement a robust employee training program that emphasizes both skill enhancement and personal development. Such a program should be dynamic, incorporating feedback from guests to continuously evolve and remain relevant to the changing demands of hotel service excellence. Secondly, it is recommended that Gaoduan Hotel invests in improving the quality of the workplace environment. This could involve physical upgrades to the facilities and the establishment of programs aimed at boosting the psychological well-being of the staff, such as stress management workshops and recognition programs.

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