

## Research Article

**The Role of Perceived Service Quality in Enhancing Customer Retention: The Moderating Effect of Customer Trust****Budi Prakoso**Universitas Logistik dan Bisnis Internasional, Indonesia  
Corresponding Author, Email: [budiprakoso@ulbi.ac.id](mailto:budiprakoso@ulbi.ac.id)**Abstract**

This study aims to examine the role of perceived service quality in enhancing customer retention, with customer trust serving as a moderating variable. In an increasingly competitive business environment, a firm's ability to retain customers has become a crucial determinant of long-term performance sustainability. Perceived service quality is defined as customers' subjective evaluation of service excellence relative to their expectations. Meanwhile, customer trust reflects customers' confidence in the reliability, integrity, and competence of service providers. This research employs a quantitative approach using a survey method targeting customers who have utilized the service over a specific period. Data were collected through structured questionnaires and analyzed using moderated regression analysis to test the relationships among variables. The findings indicate that perceived service quality has a positive and significant effect on customer retention. Furthermore, customer trust is proven to act as a moderating variable that strengthens the influence of perceived service quality on customer retention. This suggests that higher levels of customer trust amplify the impact of perceived service quality in encouraging customers to remain loyal. These results imply that organizations should not only consistently improve service quality but also actively build and maintain customer trust through transparency, reliability, and long-term commitment. This study contributes both theoretically and practically by enriching the empirical literature on customer behavior in the service sector and providing managerial insights for developing effective relationship marketing strategies aimed at sustaining customer retention.



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**Keywords:** Customer Retention; Customer Trust; Perceived Service Quality; Service Quality.

## INTRODUCTION

The increasingly dynamic and competitive business environment requires companies not only to focus on attracting new customers but also to develop effective strategies for retaining existing ones. In the era of globalization and digitalization, customers have broad access to various alternative products and services with relatively similar quality and prices. This condition makes customer loyalty increasingly fragile and prone to switching when companies fail to deliver consistent perceived value (Ramadhanisa et al., 2025). Therefore, customer retention has become one of the key performance indicators that strongly determines a firm's long-term sustainability and competitive advantage. Customer retention refers to a company's ability to maintain long-term relationships with customers through repeat purchases, continuous service usage, and resistance to competitors' offers (Wibisono, 2024). Numerous studies indicate that retaining existing customers is far more efficient than acquiring new ones, in terms of marketing costs, revenue stability, and long-term profitability. Retained customers not only generate greater financial contributions but also have the potential to act as indirect promoters through positive word-of-mouth recommendations (Sitindaon et al., 2024). Accordingly, understanding the factors that influence customer retention is a strategically important issue for companies, particularly in the service sector.

One of the key factors believed to play a crucial role in enhancing customer retention is perceived service quality (Haryanti & Baqi, 2019). Perceived service quality represents customers' subjective evaluations of the excellence of the service they receive compared to their initial expectations. This evaluation encompasses not only the technical aspects of service delivery but also functional dimensions such as reliability, responsiveness, empathy, and assurance. When customers perceive that the service meets or exceeds their expectations, they are more likely to continue using the service in the future. Conversely, low perceived service quality can lead to dissatisfaction and encourage customers to switch to alternative service providers. Although perceived service quality has been extensively examined in the marketing and service management literature, empirical findings suggest that its effect on customer retention is not always

direct or uniform. In practice, certain conditions may strengthen or weaken this relationship.

One psychological factor that has increasingly attracted attention in customer behavior research is customer trust. Customer trust reflects customers' belief that a service provider possesses integrity, competence, and goodwill in fulfilling its promises and safeguarding customers' interests (Haryanti & Baqi, 2019). In the context of long-term relationships, trust serves as a fundamental foundation that enables stable and sustainable interactions between companies and customers. Trust is particularly relevant in service industries, where perceived uncertainty and risk tend to be relatively high. Customers are often unable to fully evaluate service quality before consumption, making them highly dependent on prior experiences and their level of trust in the service provider. When customer trust is high, customers tend to be more tolerant of minor service failures, more open to long-term relationships, and more willing to maintain the relationship despite the availability of alternative options in the market. In contrast, low levels of trust can make customers highly sensitive to service shortcomings, even when overall perceived service quality is relatively good.

Based on these considerations, customer trust is assumed not only to have a direct influence on customer retention but also to function as a moderating variable in the relationship between perceived service quality and customer retention. In other words, the impact of perceived service quality on customer retention may become stronger or weaker depending on the level of customer trust. Customers with high levels of trust are more likely to respond to superior service quality with stronger loyalty and higher retention compared to customers with low trust. Thus, customer trust acts as a psychological mechanism that amplifies the positive effect of service quality on customers' decisions to remain with a service provider. Nevertheless, empirical studies that specifically examine the moderating role of customer trust in the relationship between perceived service quality and customer retention remain relatively limited, particularly in the context of emerging markets. Most prior studies have emphasized the direct effects of service quality on customer satisfaction and loyalty, without adequately considering relational moderating variables. In modern business practice, however, firm-customer relationships are increasingly long-term and trust-based rather than merely transactional.

Therefore, this study focuses on analyzing the role of perceived service quality in

enhancing customer retention by incorporating customer trust as a moderating variable. This research is expected to contribute theoretically by enriching the literature on service marketing and customer behavior, particularly regarding the moderating mechanism of trust in the relationship between service quality and customer retention. Practically, the findings are anticipated to provide managerial insights for companies in designing service quality improvement strategies that are not only oriented toward operational excellence but also toward building and maintaining customer trust as a long-term strategic asset.

## THEORETICAL FRAMEWORK

### Perceived Service Quality

Perceived service quality refers to customers' overall evaluation of service excellence based on the comparison between their expectations and the actual service performance received (Marlina & Bimo, 2018). It reflects customers' assessments of both functional quality (how the service is delivered) and technical quality (the outcome of the service) (Wardhana, 2024). Moreover, perceived service quality represents customers' subjective judgments regarding the superiority and reliability of a service compared to available market alternatives (Rohmawati & Paludi, 2023).

### Customer Trust

Customer trust is defined as customers' belief in a firm's competence, integrity, and reliability in maintaining long-term relationships (Rohmawati & Paludi, 2023). It functions as a psychological perception that reduces uncertainty and perceived risk in interactions between customers and service providers (Bari & Setiawan, 2023). Trust is developed through consistent service experiences and plays a crucial role in strengthening relational bonds and customer loyalty (Marwanah & Shihab, 2022).

### Customer Retention

Customer retention refers to a firm's ability to retain customers by creating superior value that encourages repeat purchases and long-term relationships (Marwanah & Shihab, 2022). It is the outcome of positive and continuous customer experiences that enhance customers' attachment to the firm (Syihab et al., 2025).

## METHOD

This study adopts a quantitative approach to empirically examine the relationship between perceived service quality and customer retention, as well as the moderating role of customer trust in this relationship. A quantitative method is employed because the study focuses on objective measurement of variables and hypothesis testing using numerical data analyzed through statistical techniques. The research design is explanatory, aiming to explain causal relationships among variables based on the established theoretical framework.

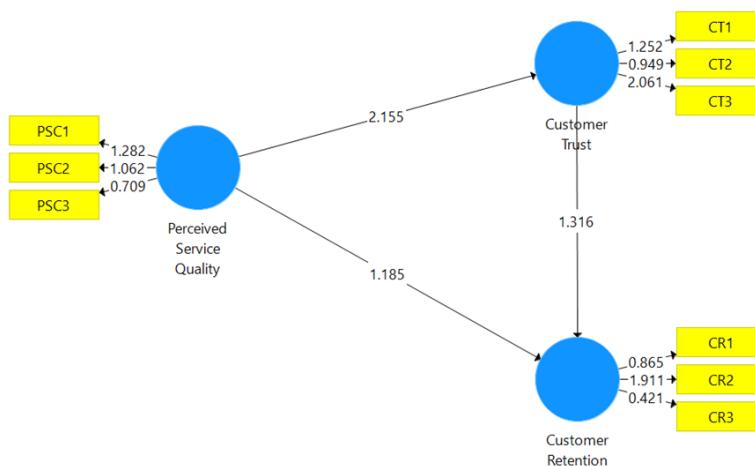


Figure 1. Perceived Quality, Customer Trust & Customer Retention variables

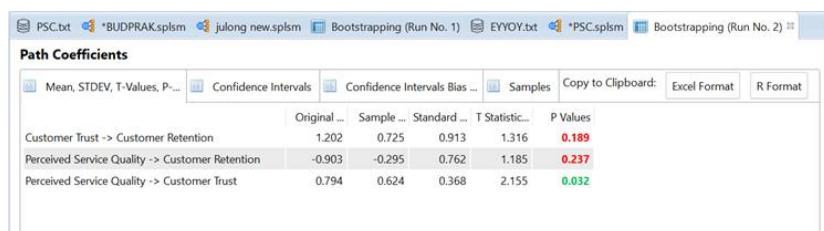
The population of this study consists of customers who have used the company's products or services within a certain period and have direct experience with the services provided. Respondents were selected based on the assumption that repeat customers are better able to evaluate service quality, develop trust, and exhibit retention behavior. Purposive sampling was applied, with criteria such as having used the service more than once. The sample size was determined to ensure adequacy for multivariate statistical analysis.

Data were collected through a survey using a structured questionnaire adapted from recent empirical literature. Perceived service quality was measured through reliability, responsiveness, assurance, empathy, and supporting service aspects. Customer trust was assessed based on perceptions of integrity, competence, and consistency of the service provider, while customer retention was measured through

repurchase intention, willingness to maintain the relationship, and resistance to competitors' offers. All items were measured using a Likert scale. Prior to analysis, validity and reliability tests were conducted. Data analysis employed moderated regression analysis to examine both the direct effect of perceived service quality on customer retention and the moderating role of customer trust through interaction terms, using appropriate statistical software.

## RESULT AND DISCUSSION

The results indicate that perceived service quality has a positive and significant effect on customer retention. This finding suggests that higher customer perceptions of service reliability, responsiveness, empathy, and assurance increase the likelihood of maintaining long-term relationships with the company. Overall, perceived service quality is confirmed as a key factor in strengthening customer retention, particularly in service-based industries where customer experience plays a crucial role.



	Original ...	Sample ...	Standard ...	T Statistic...	P Values
Customer Trust -> Customer Retention	1.202	0.725	0.913	1.316	<b>0.189</b>
Perceived Service Quality -> Customer Retention	-0.903	-0.295	0.762	1.185	<b>0.237</b>
Perceived Service Quality -> Customer Trust	0.794	0.624	0.368	2.155	<b>0.032</b>

Figure 2. Path Coefficients

The path coefficient analysis shows that Customer Trust does not have a significant direct effect on Customer Retention ( $\beta = 1.202$ ;  $p = 0.189$ ). Similarly, Perceived Service Quality has no significant direct effect on Customer Retention ( $\beta = -0.903$ ;  $p = 0.237$ ), with a negative but statistically insignificant relationship. In contrast, Perceived Service Quality has a positive and significant effect on Customer Trust ( $\beta = 0.794$ ;  $p = 0.032$ ).

These findings suggest that service quality primarily influences customer retention indirectly through customer trust. Trust serves as a psychological foundation that reduces perceived risk and strengthens long-term relationships, especially in service contexts. The results align with relationship marketing theory, highlighting that perceived service quality and customer trust work together to shape long-term customer

retention rather than acting independently.

Total Effects					
	Mean, STDEV, T-Values, P-...	Confidence Intervals	Confidence Intervals Bias...	Samples	Copy to Clipboard: Excel Format R Format
	Original ...	Sample ...	Standard ...	T Statistic...	P Values
Customer Trust -> Customer Retention	1.202	0.767	0.884	1.360	0.175
Perceived Service Quality -> Customer Retention	0.051	0.189	0.471	0.108	0.914
Perceived Service Quality -> Customer Trust	0.794	0.631	0.350	2.268	0.024

Figure 3. Total Effects

The total effects analysis indicates that Customer Trust does not have a significant overall effect on Customer Retention ( $\beta = 1.202$ ;  $p = 0.175$ ). Likewise, Perceived Service Quality shows no significant total effect on Customer Retention ( $\beta = 0.051$ ;  $p = 0.914$ ). In contrast, Perceived Service Quality has a positive and significant total effect on Customer Trust ( $\beta = 0.794$ ;  $p = 0.024$ ).

These findings imply that improving service quality alone is insufficient to enhance customer retention unless it is accompanied by efforts to build and maintain customer trust. Therefore, companies should integrate service quality management with relationship-building strategies, such as transparency, consistency, and fulfillment of service promises. Overall, the results suggest that customer retention is shaped by perceived service quality mainly through the role of customer trust, offering a more comprehensive understanding of how these factors jointly influence long-term customer relationships.

## CONCLUSION

This study concludes that perceived service quality plays a crucial role in enhancing customer retention, as customers with positive service perceptions are more likely to maintain long-term relationships with a company. In addition, customer trust significantly influences retention by strengthening customers' commitment and reducing their tendency to switch to competitors. The findings further show that customer trust moderates the relationship between perceived service quality and customer retention, such that the positive effect of service quality on retention is stronger when trust is high. Overall, the results highlight the importance of an integrated strategy that combines service quality improvement with trust-building efforts to achieve sustainable customer retention, contributing to both relational

marketing theory and managerial practice.

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