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**DETERMINANTS OF FINANCIAL INCLUSION IN  
NORTH-WESTERN NIGERIA: A MEDIATING EFFECT  
OF ISLAMIC FINANCE PRODUCTS ADOPTION**



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SEPTEMBER 2024**

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WESTERN NIGERIA: A MEDIATING EFFECT OF ISLAMIC  
FINANCE PRODUCTS ADOPTION**



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**Thesis Submitted to  
College of Business  
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Pusat Pengajian Perniagaan Islam  
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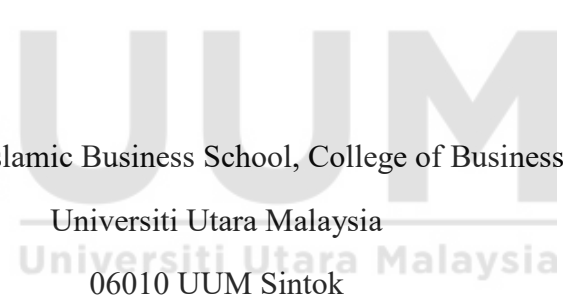
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## ABSTRACT

Nigeria currently ranks among the top seven countries globally with low financial inclusion. The northwest region of Nigeria mainly exhibits the highest financial exclusion rate compared to other regions, underscoring the imperative to understand the factors influencing financial inclusion in this area. This study expands upon the Theory of Planned Behavior (TPB) to examine the determinants of financial inclusion participation and the mediating effect of Islamic finance product adoption among adults in Nigeria's predominantly Muslim Northwest region. The research employs a quantitative approach within the positivist paradigm. The purposive sampling collected data from 500 adults, yielding 324 valid responses. Structural Equation Modeling (SEM) using Partial Least Squares (PLS) was utilized for data analysis. The findings reveal that all original TPB variables significantly influenced financial inclusion participation, including attitudes, subjective norms, perceived behavioral control, and behavioral intention. Additionally, government support impacted financial inclusion participation, whereas awareness and access to banking and digital channels were insignificant. Furthermore, Islamic finance product adoption significantly influences financial inclusion participation and mediates the relationships between attitudes, behavioral intentions, government support, access to banking and digital channels, and financial inclusion participation. However, Islamic finance adoption does not mediate the relationships involving subjective norms, perceived behavioral control, and awareness. The study suggests that future research should encompass other regions of Nigeria, particularly the northeast and northcentral regions, and consider integrating additional variables to explain financial inclusion. Longitudinal data replication of the model is also recommended. The study's practical implications include advocating for additional branches of non-interest banks, introducing diverse Islamic finance products, expanding agent banking in rural areas, developing digital products for youth, and enhancing financial literacy among women and the elderly to increase awareness of banking products and services.

**Keywords:** Access to banking and digital channels, Awareness, Financial inclusion, Islamic finance products adoption, Government support

## ABSTRAK

Nigeria kini berada di kedudukan antara tujuh negara teratas di dunia dengan rangkuman kewangan yang rendah. Barat laut Nigeria khususnya memperlihatkan kadar pengecualian kewangan tertinggi berbanding wilayah lain, menekankan kepentingan untuk memahami faktor yang mempengaruhi rangkuman kewangan dalam wilayah ini. Kajian ini memperluaskan Teori tingkah laku terancang (TPB) untuk mengkaji penentu penyertaan rangkuman kewangan dan kesan pengantaraan penggunaan produk kewangan Islam dalam kalangan orang dewasa di barat laut Nigeria yang kebanyakannya beragama Islam. Penyelidikan ini menggunakan pendekatan kuantitatif dalam paradigma positivis. Kaedah persampelan bertujuan digunakan untuk mengumpul data daripada sampel 500 orang dewasa, menghasilkan 324 respons yang sah. Pemodelan persamaan struktur (SEM) menggunakan Kuasa dua separa terkecil (PLS) digunakan untuk analisis data. Hasil mendedahkan bahawa semua pembolehubah TPB asal, termasuk sikap, norma subjektif, kawalan tingkah laku yang dirasakan, dan niat tingkah laku, telah mempengaruhi penyertaan rangkuman kewangan dengan ketara. Selain itu, sokongan kerajaan didapati memberi kesan kepada penyertaan rangkuman kewangan, manakala kesedaran dan akses kepada saluran perbankan dan digital adalah tidak signifikan. Malahan, penggunaan produk kewangan Islam secara signifikan mempengaruhi penyertaan rangkuman kewangan dan menjadi pengantara hubungan antara sikap, niat tingkah laku, sokongan kerajaan, akses kepada saluran perbankan dan digital, dan penyertaan rangkuman kewangan. Bagaimanapun, penggunaan kewangan Islam tidak menjadi pengantara perhubungan yang melibatkan norma subjektif, kawalan tingkah laku yang dirasakan dan aspek kesedaran. Berdasarkan penemuan ini, kajian mencadangkan penyelidikan masa depan perlu merangkumi wilayah lain di Nigeria, terutamanya timur laut dan utara tengah, dan mempertimbangkan untuk menyepadukan pembolehubah tambahan untuk memberikan penjelasan tambahan untuk rangkuman kewangan. Replikasi model menggunakan data longitud juga disyorkan. Implikasi praktikal kajian termasuklah menyokong cawangan tambahan perbankan tanpa riba, memperkenalkan produk kewangan Islam yang pelbagai, mengembangkan perbankan ejen di kawasan luar bandar, membangunkan produk digital untuk belia, dan meningkatkan celik kewangan dalam kalangan wanita dan warga tua bagi meningkatkan kesedaran tentang produk perbankan dan perkhidmatan.

Kata kunci: Akses kepada saluran perbankan dan digital, Kesedaran, Rangkuman kewangan, penggunaan produk kewangan Islam, Sokongan Kerajaan

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## TABLE OF CONTENT

|                                                    |          |
|----------------------------------------------------|----------|
| Certificate of thesis .....                        | iii      |
| Permission To Use .....                            | v        |
| Abstract .....                                     | vi       |
| Abstrak .....                                      | vii      |
| Acknowledgement.....                               | viii     |
| Table of Content.....                              | ix       |
| List of Tables.....                                | xv       |
| List of Figures .....                              | xvii     |
| List of Appendices .....                           | xviii    |
| Glossary of Terms .....                            | xix      |
| <b>CHAPTER ONE .....</b>                           | <b>1</b> |
| <b>INTRODUCTION.....</b>                           | <b>1</b> |
| 1.1 Background of the Study.....                   | 1        |
| 1.2 Problem Statement .....                        | 8        |
| 1.3 Research Questions .....                       | 16       |
| 1.4 Research Objectives .....                      | 17       |
| 1.5 Significance of the Study .....                | 18       |
| 1.6 Scope of the Study .....                       | 20       |
| 1.7 Operational Definitions of the Variables ..... | 21       |
| 1.8 Organization of the Thesis .....               | 24       |

|                                                                                                      |           |
|------------------------------------------------------------------------------------------------------|-----------|
| <b>CHAPTER TWO .....</b>                                                                             | <b>25</b> |
| <b>LITERATURE REVIEW.....</b>                                                                        | <b>25</b> |
| 2.1 Introduction.....                                                                                | 25        |
| 2.2 Financial Inclusion.....                                                                         | 25        |
| 2.2.1 Trends in Financial Inclusion in Nigeria .....                                                 | 28        |
| 2.2.2 Causes of Financial Exclusion .....                                                            | 34        |
| 2.3 Islamic Finance .....                                                                            | 36        |
| 2.3.1 The Evolution of Islamic Finance.....                                                          | 39        |
| 2.3.2 Overview of Islamic Banking in Nigeria .....                                                   | 43        |
| 2.3.3 Islamic Finance Concepts .....                                                                 | 44        |
| 2.3.4 Islamic Finance Products (IFPs) Available in Nigeria .....                                     | 49        |
| 2.3.5 Financial Inclusion from the Perspectives of Islamic Finance .....                             | 52        |
| 2.3.6 The Legal Framework for Islamic Banking in Nigeria.....                                        | 54        |
| 2.3.7 Recent Development of Islamic Banking in Nigeria.....                                          | 56        |
| 2.4 Review of Literature on Related Theories .....                                                   | 59        |
| 2.4.1 Theory of Reasoned Action (TRA).....                                                           | 59        |
| 2.4.2 Theory of Planned Behavior (TPB) .....                                                         | 60        |
| 2.4.3 Theory of Activity and Situation Awareness.....                                                | 62        |
| 2.5 Review of Empirical Literature on the Determinants of Financial Inclusion<br>Participation ..... | 63        |
| 2.5.1 Financial Inclusion Participation Behavior.....                                                | 64        |
| 2.5.2 Behavioral Intention.....                                                                      | 66        |
| 2.5.3 Attitude towards Islamic Finance Products .....                                                | 67        |

|                                                           |           |
|-----------------------------------------------------------|-----------|
| 2.5.4 Subjective Norms .....                              | 68        |
| 2.5.5 Perceived Behavioral Control .....                  | 69        |
| 2.5.6 Awareness .....                                     | 70        |
| 2.5.7 Government Support .....                            | 71        |
| 2.5.8 Access to Banking and Digital Channels .....        | 72        |
| 2.5.9 IFPs Adoption .....                                 | 73        |
| 2.6 Literature Gaps .....                                 | 75        |
| 2.7 Summary of the Chapter .....                          | 77        |
| <b>CHAPTER THREE .....</b>                                | <b>79</b> |
| <b>RESEARCH METHODOLOGY .....</b>                         | <b>79</b> |
| 3.1 Introduction .....                                    | 79        |
| 3.2 The Theoretical and Conceptual Frameworks .....       | 79        |
| 3.2.1 Development of Research Hypotheses .....            | 85        |
| 3.2.1.1 Attitude towards IFPs .....                       | 85        |
| 3.2.1.2 Subjective Norms .....                            | 87        |
| 3.2.1.3 Perceived Behavioral Control .....                | 88        |
| 3.2.1.4 Behavioral Intention .....                        | 89        |
| 3.2.1.5 Awareness .....                                   | 91        |
| 3.2.1.6 Government Support .....                          | 92        |
| 3.3 Access to Banking and Digital Channels .....          | 93        |
| 3.3.1 Islamic Finance Products Adoption .....             | 95        |
| 3.3.2 Islamic Finance Products Adoption as Mediator ..... | 96        |

|                                                               |     |
|---------------------------------------------------------------|-----|
| 3.4 Research Process .....                                    | 98  |
| 3.4.1 Research Epistemology .....                             | 98  |
| 3.4.2 Research Philosophy or Paradigm .....                   | 99  |
| 3.4.3 Research Design.....                                    | 100 |
| 3.5 Operational Definitions and Measurement of Variables..... | 101 |
| 3.5.1 Attitude towards Financial Inclusion .....              | 102 |
| Source: Maune, et al (2021).....                              | 103 |
| 3.5.2 Subjective Norms .....                                  | 103 |
| Source: Maune et al (2021).....                               | 104 |
| 3.5.3 Perceived Behavioral Control .....                      | 104 |
| 3.5.4 Behavioral Intention.....                               | 105 |
| 3.5.5 awareness .....                                         | 106 |
| 3.5.6 Government Support.....                                 | 107 |
| Source: Amin et al. (2011).....                               | 108 |
| 3.5.7 Access to Banking and Digital Channels.....             | 108 |
| 3.5.8 Islamic Financial Products (IFPs) Adoption.....         | 109 |
| 3.5.9 Financial Inclusion Participation .....                 | 110 |
| 3.6 Instrumentation .....                                     | 111 |
| 3.7 The Population of the Study.....                          | 112 |
| 3.8 The Sampling Procedure .....                              | 113 |
| 3.9 Data Collection Procedure .....                           | 114 |
| 3.10 Unit of Analyses.....                                    | 115 |
| 3.11 Methods of Data Analysis .....                           | 115 |

|                                               |            |
|-----------------------------------------------|------------|
| 3.12 Pilot Study.....                         | 117        |
| 3.13 Translation of Questionnaire.....        | 120        |
| 3.14 Summary of the Chapter .....             | 121        |
| <b>CHAPTER FOUR.....</b>                      | <b>122</b> |
| <b>RESULTS AND DISCUSSIONS .....</b>          | <b>122</b> |
| 4.1 Introduction.....                         | 122        |
| 4.2 Preliminary Analysis.....                 | 122        |
| 4.3 Response Rate .....                       | 123        |
| 4.4 Respondents Demographic Information ..... | 124        |
| 4.4.1 Missing Values.....                     | 128        |
| 4.4.2 Outliers.....                           | 129        |
| 4.4.3 Descriptive Analysis of Variables.....  | 130        |
| 4.4.4 Response Bias Test .....                | 132        |
| 4.4.5 Normality Assessment .....              | 135        |
| 4.4.6 Multi-collinearity Assessment .....     | 138        |
| 4.4 PLS-SEM Results .....                     | 139        |
| 4.4.1 Measurement Model .....                 | 140        |
| 4.4.2 PLS-SEM Structural Model.....           | 148        |
| 4.5 Summary of the Chapter .....              | 169        |
| <b>CHAPTER FIVE.....</b>                      | <b>170</b> |
| <b>CONCLUSION AND IMPLICATIONS.....</b>       | <b>170</b> |
| 5.1 Introduction.....                         | 170        |

|                                                                                                                                                                                                                                                                                                                  |            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| 5.2 Discussions.....                                                                                                                                                                                                                                                                                             | 170        |
| 5.2.1 Objective One - Direct Effect of Attitudes, Subjective Norms, Perceived Behavioral Control, Behavioral Intention, Awareness, Government Support, and Access to Banking and Digital Channels on Financial Inclusion Participation in North-Western Nigeria .....                                            | 170        |
| 5.2.2 Objective Two – Direct Effect of IFPs Adoption on Financial Inclusion Participation in North-western Nigeria.....                                                                                                                                                                                          | 173        |
| 5.2.3 Objective Three - Mediation Effect of IFPs adoption on the relationship between Attitude, Subjective Norms, Perceived Behavioral Control, Behavioral Intention, Awareness, Government Support, Access to Banking and Digital Channels, and Financial Inclusion Participation in North-Western Nigeria. ... | 174        |
| 5.3 Theoretical, Contextual, and Practical Implications .....                                                                                                                                                                                                                                                    | 176        |
| 5.3.1 Theoretical Implications .....                                                                                                                                                                                                                                                                             | 176        |
| 5.3.2 Contextual Implications .....                                                                                                                                                                                                                                                                              | 178        |
| 5.3.3 Practical Implications.....                                                                                                                                                                                                                                                                                | 179        |
| 5.4 Limitations and Implications for Future Research.....                                                                                                                                                                                                                                                        | 181        |
| 5.5 Conclusion .....                                                                                                                                                                                                                                                                                             | 183        |
| <b>REFERENCES.....</b>                                                                                                                                                                                                                                                                                           | <b>186</b> |

## LIST OF TABLES

|                                                                              |     |
|------------------------------------------------------------------------------|-----|
| Table 1.1 Financial Inclusion Targets and Performance.....                   | 4   |
| Table 1.2 States with Highest and Lowest Poverty Rates in Nigeria.....       | 11  |
| Table 3.1 Items Measuring Attitude towards Financial Inclusion (ATT).....    | 103 |
| Table 3.2 Items Measuring Subjective Norms (SN) .....                        | 104 |
| Table 3.3 Items Measuring Perceived Behavioral Control (PBC).....            | 105 |
| Table 3.4 Items Measuring Behavioral Intention (BI) .....                    | 106 |
| Table 3.5 Items Measuring Awareness (AW).....                                | 107 |
| Table 3.6 Items Measuring Government Support (GS) .....                      | 108 |
| Table 3.7 Items Measuring access to banking and digital channels (ABDC)..... | 109 |
| Table 3.8 Items Measuring Islamic Finance Products Adoption (IFPA).....      | 110 |
| Table 3.9 Items Measuring Financial Inclusion (FI).....                      | 111 |
| Table 3.10: Construct Reliability .....                                      | 119 |
| Table 3.11: Constructs' Discriminant and Convergent Validity.....            | 120 |
| Table 4.1: Questionnaire Response Rate .....                                 | 123 |
| Table 4.2 Demographic Information of the Respondents .....                   | 124 |
| Table 4.3 Analysis of Missing Values .....                                   | 129 |
| Table 4.4 Descriptive Statistics.....                                        | 131 |
| Table 4.5: Independent Sample T-test for Response Bias .....                 | 134 |
| Table 4.6: Skewness and Kurtosis for Normality Test .....                    | 136 |
| Table 4.7: Tolerance and VIF for Multi-collinearity Assessment .....         | 139 |

|                                                                             |     |
|-----------------------------------------------------------------------------|-----|
| Table 4.8 Indicator Reliability, Composite Reliability and Average Variance |     |
| Extracted .....                                                             | 140 |
| Table 4.9: Heterotrait-monotrait ratio (HTMT) – Matrix .....                | 148 |
| Table 4.10: Evaluation of Path Coefficients for Hypotheses Testing.....     | 151 |
| Table 4.11: Coefficient of Determination (R-Squared) .....                  | 161 |
| Table 4.12 Effect Size ( $f^2$ ).....                                       | 164 |
| Table 4.13 Predictive Relevance ( $Q^2$ ).....                              | 165 |
| Table 4.14 Assessment of the Mediation Effects.....                         | 166 |
| Table 4.15: Direct and Mediation Model.....                                 | 168 |





## LIST OF FIGURES

|                                                                               |     |
|-------------------------------------------------------------------------------|-----|
| Figure 2.1 Financial Exclusion Rate in Northwest Nigeria .....                | 29  |
| Figure 2.2 Financial Access Performance Across Geo-Political Zones .....      | 32  |
| Figure 2.3 Financial Exclusion across Regions .....                           | 33  |
| Figure 2.4 Literacy Rates .....                                               | 35  |
| Figure 2.5 Growth in Islamic Financial Assets .....                           | 42  |
| Figure 2.6 Categorization of Banks .....                                      | 58  |
| Figure 2.7. Structure of the Theory of Reasoned Action .....                  | 60  |
| Figure 2.8. Diagrammatic Presentation of the Theory of Planned Behavior ..... | 61  |
| Figure 3.1 Research Framework .....                                           | 84  |
| Figure 4.1: Histogram for Testing Normality of the Data .....                 | 134 |
| Figure 4.2: PLS-SEM Measurement Model.....                                    | 139 |
| Figure 4.3: PLS-SEM Structural Model .....                                    | 147 |
| Figure 4.4: Coefficient of Determination (R-squared).....                     | 159 |

## LIST OF APPENDICES

|                                                                          |       |
|--------------------------------------------------------------------------|-------|
| Appendix A – Research Questionnaire - Original Version (English).....    | 203   |
| Appendix B – Research Questionnaire -Experts Observations (English)..... | 2038  |
| Appendix C – Research Questionnaire -Final Version (English) .....       | 20310 |
| Appendix D – Research Questionnaire Final Version (Hausa) .....          | 215   |
| Appendix E - Articles Accepted for Publications .....                    | 221   |



## **GLOSSARY OF TERMS**

|        |                                                                           |
|--------|---------------------------------------------------------------------------|
| AAOIFI | - Accounting and Auditing Organization for Islamic Financial Institutions |
| AFI    | - Alliance for Financial Inclusion                                        |
| ATM    | - Automated Teller Machine                                                |
| CBN    | - Central Bank of Nigeria                                                 |
| CPD    | - Customer Protection Department                                          |
| EFIna  | - Enhancing Financial Innovation and Access                               |
| GCC    | - Gulf Cooperation Council Countries                                      |
| IFPs   | - Islamic Finance Products                                                |
| IsDB   | - Islamic Development Bank                                                |
| KYC    | - Know Your Customers                                                     |
| NFIS   | - National Financial Inclusion Strategy                                   |
| NIFS   | - Non-Interest Financial Services                                         |
| NIFI   | - Non-Interest Financial Institutions                                     |
| PFC    | - Pilgrims Fund Corporation                                               |
| POS    | - Point of Sales                                                          |
| TPB    | - Theory of Planned Behavior                                              |
| TRA    | - Theory of Reasoned Action                                               |
| UN     | - United Nations                                                          |

# CHAPTER ONE

## INTRODUCTION

### 1.1 Background of the Study

Financial inclusion has been a topical issue globally since the beginning of the millennium in 2000. One of the major contributing factors towards this was the World Bank research on "*Measuring Financial Inclusion*", in which financial exclusion is linked to the poverty level of some countries on the premise that those who are financially excluded lack sufficient access to finance to support their business operations (Abiola et al., 2014). Precisely, such a study analyzed the extant database on access to financial products and services comprising credit, insurance, payments, pensions, and savings used by the adult population aged 15 years and above worldwide (Demirgüç-Kunt & Klapper, 2012).

What is precisely financial inclusion, and why should we care? Financial inclusion, in simple terms, is the process of ensuring access to formal and informal financial services for everybody, not only those at the top of a nation's economic pyramid but also those at the bottom of the pyramid or low-income households and family businesses and in many countries especially the developing nations they constitute most people and most economic activities (Demirgüç-Kunt & Klapper, 2012). The financial services most in demand, especially among low to middle-income groups, include payment services, savings, micro credits, and insurance (health insurance, life insurance and crop insurance) (Demirgüç-Kunt & Klapper, 2012).

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## **Appendix A – Research Questionnaire – Original Version (English)**



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### **IMPACT OF DETERMINANTS AND MEDIATING EFFECTS OF ISLAMIC FINANCE PRODUCTS ADOPTION ON FINANCIAL INCLUSION IN NORTH-WESTERN NIGERIA**

Dear Prof/Assoc. Prof/Dr/Mr/Mrs/Ms/Alh/Mal

#### **ACADEMIC REASERCH QUESTIONNAIRE**

I am a doctoral research student at Universiti Utara Malaysia, (UUM) pursuing research on the above titled subject as part of the requirements for the award of Doctor of Philosophy (Ph.D.). The study is on determinants of Islamic finance and financial inclusion that aim at understanding their role in enhancing financial inclusion particularly in Northwest Nigeria.

Kindly provide your sincere and objective views with respect to all questions as there is no right or wrong answer. Please be assured of confidential treatment of all information provided in your responses, it will be used for academic purpose only.

Thank you,

Yours sincerely,

**Haruna Musa**

**(904596)**

PhD. Research Candidate,

School of Finance and Banking,

Universiti Utara Malaysia

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### RESEARCH QUESTIONNAIRE ON

**Section 1: DEMOGRAPHIC DATA: Please cross (X) ONLY ONE in the box.**  
**Please provide answer to the following:**

- 1: **Gender** Male ☐ Female ☐
- 2: **Age** 18-20 ☐ 21-30 ☐ 31-40 ☐ 41-50 ☐ 50 and above ☐
3. **Marital status** Single ☐ Married ☐
4. **Qualification** Non-Formal Education ☐ Primary ☐ Secondary ☐ Tertiary ☐
5. **State** Jigawa ☐ Kaduna ☐ Kano ☐ Katsina ☐ Kebbi ☐ Sokoto ☐  
Zamfara ☐
6. **Monthly Income** N5,000 - N29,999 ☐ N30,000-49,999 ☐  
N50,000 and Above ☐

**Please respond to the following statements by circling the appropriate option:**  
**1-Strongly Disagree, 2-Disagree, 3- Neutral, 4-Agree, 5-Strongly agree.**

| Code | Statements relating to <b>FINANCIAL INCLUSION</b>         |   |   |   |   |   |
|------|-----------------------------------------------------------|---|---|---|---|---|
| FI 1 | I have quick access to loan facilities with my bank       | 1 | 2 | 3 | 4 | 5 |
| FI 2 | There is easy availability of ATM for money usage         | 1 | 2 | 3 | 4 | 5 |
| FI 3 | My bank charges reasonable administrative cost of deposit | 1 | 2 | 3 | 4 | 5 |

|       |                                                                  |   |   |   |   |   |
|-------|------------------------------------------------------------------|---|---|---|---|---|
| FI 4  | Islamic bank services are easily accessible                      | 1 | 2 | 3 | 4 | 5 |
| FI 5  | Islamic financial services institutions are available            | 1 | 2 | 3 | 4 | 5 |
| FI 6  | Attitude of Islamic bank staff is all right for me               | 1 | 2 | 3 | 4 | 5 |
| FI 7  | Money transaction and handling process is easy for me            | 1 | 2 | 3 | 4 | 5 |
| FI 8  | I have a small savings monthly                                   | 1 | 2 | 3 | 4 | 5 |
| FI 9  | I have easy access to other alternative digital banking channels | 1 | 2 | 3 | 4 | 5 |
| FI 10 | I enjoy high confidentiality about customers account information | 1 | 2 | 3 | 4 | 5 |
| FI 11 | I enjoy satisfactory reply for my queries                        | 1 | 2 | 3 | 4 | 5 |

| Code   | Statements relating to <b>ISLAMIC FINANCE PRODUCTS ADOPTION</b> |   |   |   |   |   |
|--------|-----------------------------------------------------------------|---|---|---|---|---|
| IFPA1  | I use Islamic financial products for my personal financing      | 1 | 2 | 3 | 4 | 5 |
| IFPA 2 | I adopt Islamic financial products for business needs           | 1 | 2 | 3 | 4 | 5 |
| IFPA 3 | I use Islamic financial products for my banking needs           | 1 | 2 | 3 | 4 | 5 |
| IFPA 4 | I use Islamic financial products for my banking transactions    | 1 | 2 | 3 | 4 | 5 |

| Code  | Statements relating to <b>ATTITUDE TOWARDS FINANCIAL INCLUSION</b> |   |   |   |   |   |
|-------|--------------------------------------------------------------------|---|---|---|---|---|
| ATT 1 | I would always like to be financially included.                    | 1 | 2 | 3 | 4 | 5 |
| ATT 2 | I feel good by being financially included.                         | 1 | 2 | 3 | 4 | 5 |
| ATT3  | I think financial inclusion is good for me.                        | 1 | 2 | 3 | 4 | 5 |
| ATT4  | I think financial inclusion is appropriate for me.                 | 1 | 2 | 3 | 4 | 5 |
| ATT 5 | I think financial inclusion is beneficial for me.                  | 1 | 2 | 3 | 4 | 5 |
| ATT 6 | I have a positive opinion about financial inclusion.               | 1 | 2 | 3 | 4 | 5 |

| Code | Statements relating to <b>SUBJECTIVE NORM</b>                               |   |   |   |   |   |
|------|-----------------------------------------------------------------------------|---|---|---|---|---|
| SN1  | People who are important to me think that I should be financially included. | 1 | 2 | 3 | 4 | 5 |
| SN 2 | People who influence my behaviour encourage me to be financially included.  | 1 | 2 | 3 | 4 | 5 |
| SN 3 | My colleagues think that I should be financially included.                  | 1 | 2 | 3 | 4 | 5 |
| SN 4 | My friends think that I should be financially included.                     | 1 | 2 | 3 | 4 | 5 |



| Code  | Statements relating to <b>PERCEIVED BEHAVIOURAL CONTROL</b>               |   |   |   |     |
|-------|---------------------------------------------------------------------------|---|---|---|-----|
| PBC 1 | My engagement in financial inclusion is within my control.                | 1 | 2 | 3 | 4 5 |
| PBC 2 | I would be financially included if I wanted to                            | 1 | 2 | 3 | 4 5 |
| PBC 3 | The decision to be financially included is entirely mine.                 | 1 | 2 | 3 | 4 5 |
| PBC 4 | Whether or not I participate in financial inclusion is entirely up to me. | 1 | 2 | 3 | 4 5 |

| Code | Statements relating to <b>BEHAVIOURAL INTENTION</b>           |   |   |   |     |
|------|---------------------------------------------------------------|---|---|---|-----|
| BI 1 | I would be willing to be financially included.                | 1 | 2 | 3 | 4 5 |
| BI 2 | I predict that I would be financially included in the future. | 1 | 2 | 3 | 4 5 |
| BI 3 | It is likely be financially included shortly.                 | 1 | 2 | 3 | 4 5 |
| BI 4 | I have the intention to be financially included.              | 1 | 2 | 3 | 4 5 |
| BI 5 | I intend to actively be financially included.                 | 1 | 2 | 3 | 4 5 |

| Code | Statements relating to <b>AWARENESS</b>                                                                                 |   |   |   |     |
|------|-------------------------------------------------------------------------------------------------------------------------|---|---|---|-----|
| A 1  | I know the existence of both conventional and Islamic financial products and services offered by financial institutions | 1 | 2 | 3 | 4 5 |
| A 2  | I understand the differences between conventional and Islamic financial products and services                           | 1 | 2 | 3 | 4 5 |
| A 3  | Islamic and conventional banking products only differs in their name                                                    | 1 | 2 | 3 | 4 5 |
| A 4  | I know the existence of new digital banking channels such as ATM, POS, mobile banking and internet banking              | 1 | 2 | 3 | 4 5 |
| A 5  | I know Islamic financial products are offered to both Muslims and non-Muslims                                           | 1 | 2 | 3 | 4 5 |

| Code | Statements relating to <b>GOVERNMENT SUPPORT</b>                          |   |   |   |     |
|------|---------------------------------------------------------------------------|---|---|---|-----|
| GS1  | CBN provides necessary supports to enhance financial inclusion            | 1 | 2 | 3 | 4 5 |
| GS 2 | Nigerian Government provides interventions to support financial inclusion | 1 | 2 | 3 | 4 5 |
| GS 3 | Nigerian Government guarantees the stability of the financial system      | 1 | 2 | 3 | 4 5 |
| GS 4 | CBN encourages new innovations in the banking operations.                 | 1 | 2 | 3 | 4 5 |

| Code   | Statements relating to <b>ACCESS TO BANKING AND DIGITAL CHANNELS</b>                                                                       |   |   |   |   |   |
|--------|--------------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| ABDC1  | There is an usable access road leading to the nearest formal financial institution                                                         | 1 | 2 | 3 | 4 | 5 |
| ABDC 2 | The nearest bank is less than 5km from in my home                                                                                          | 1 | 2 | 3 | 4 | 5 |
| ABDC 3 | I live within less than 1km of an ATM that I can easily visit to access my account                                                         | 1 | 2 | 3 | 4 | 5 |
| ABDC 4 | I live within an area with adequate internet coverage that I can easily use to access my account and use other banking services digitally. | 1 | 2 | 3 | 4 | 5 |
| ABDC 5 | My bank has robust and reliable digital banking channels to access products and services                                                   | 1 | 2 | 3 | 4 | 5 |

Name .....

Signature .....

Date .....



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**RESEARCH QUESTIONNAIRE ON**

**ISLAMIC FINANCE PRODUCTS ADOPTION AND FINANCIAL INCLUSION**

## Appendix B – Research Questionnaire – Experts Observations

(English)



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### IMPACT OF DETERMINANTS AND MEDIATING EFFECTS OF ISLAMIC FINANCE PRODUCTS ADOPTION ON FINANCIAL INCLUSION IN NORTH-WESTERN NIGERIA

Dear Prof/Assoc. Prof/Dr/Mr/Mrs/Ms/Alh/Mal

#### ACADEMIC REASERCH QUESTIONNAIRE

I am a doctoral research student at Universiti Utara Malaysia, (UUM) pursuing research on the above topic as part of the requirements for the award of Doctor of Philosophy (Ph.D.). The study is on the impact of determinants and the mediating effect of Islamic finance products adoption on financial inclusion that aims at understanding their role in enhancing financial inclusion, particularly in Northwest Nigeria.

Universiti Utara Malaysia

Kindly provide your sincere and objective views concerning all questions as there is no right or wrong answer. Please be assured of confidential treatment of all information provided in your responses, it will be used for academic purposes only.

Thank you,  
Yours sincerely,

**Haruna Musa**  
PhD. Research Candidate,  
School of Finance and Banking,  
Universiti Utara Malaysia

The inclusion age range of 15 to 20 years, religion, location- urban and rural, financial inclusion status and financial inclusion type in your questionnaire makes it better and in alliance with the global best practice in the financial inclusion space. This will also make the elicited data all-encompassing and a true reflection of respondent opinion.

Thank you

Nurudeen Abubakar Zauru, PhD, FCCA, ACA  
Technical Advisor to the President on Economic and  
Financial Inclusion



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**IMPACT OF DETERMINANTS AND MEDIATING EFFECTS OF ISLAMIC FINANCE  
PRODUCTS ADOPTION ON FINANCIAL INCLUSION IN NORTH-WESTERN NIGERIA**

Dear Prof/Assoc. Prof/Dr/Mr/Mrs/Ms/Alh/Mal

**ACADEMIC REASERCH QUESTIONNAIRE**

I am a doctoral research student at Universiti Utara Malaysia, (UUM) pursuing research on the above topic as part of the requirements for the award of Doctor of Philosophy (Ph.D.). The study is on the impact of determinants and the mediating effect of Islamic finance products adoption on financial inclusion that aims at understanding their role in enhancing financial inclusion, particularly in Northwest Nigeria.

Kindly provide your sincere and objective views concerning all questions as there is no right or wrong answer. Please be assured of confidential treatment of all information provided in your responses, it will be used for academic purposes only.

Thank you,  
Yours sincerely,

Haruna Musa  
PhD. Research Candidate,  
School of Finance and Banking,  
Universiti Utara Malaysia

**My Observations are:**

1. Demographic data needs Not to include religion because it might lead high level of non-responding.
2. Questionnaire items of Financial Inclusion of FI 4 and FI 5 are very similar in wording, therefore, re-state FI 4 to read: "Islamic bank products and services are easily accessible"

These suggested modifications will provide the study a greater opportunity of getting appropriate data.

**Associate Professor Dr. Isma'il Tijjani Idris, HCTB, MITM, FDMSS, ADRM**  
Department of Finance  
ABU Business School  
Ahmadu Bello University-Zaria Nigeria  
email: itidris@abu.edu.ng  
Mobile/WhatsApp: +2348036034146

## Appendix C – Research Questionnaire – Final Version (English)



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### DETERMINANTS OF FINANCIAL INCLUSION IN NORTH-WESTERN NIGERIA - A MEDIATING EFFECT OF ISLAMIC FINANCE PRODUCTS ADOPTION

Dear Prof/Assoc. Prof/Dr/Mr./Mrs./Ms./Alh/Mal

#### ACADEMIC RESEARCH QUESTIONNAIRE

I am a Doctoral research student at Universiti Utara Malaysia (UUM) pursuing research on the above topic as part of the requirements for the Doctor of Philosophy (Ph.D.) award. The study is on the impact of determinants and the mediating effect of adopting Islamic finance products on financial inclusion in Nigeria. It aims to understand their role in enhancing financial inclusion, particularly in Northwest Nigeria.

Kindly provide your sincere and objective views concerning all questions, as there is no right or wrong answer. Please be assured of confidential treatment of all information in your responses; it will be used for academic purposes only.

Thank you,

Yours sincerely,

**Haruna Musa**

PhD. Research Candidate,

School of Finance and Banking,

Universiti Utara Malaysia

# UNIVERSITI UTARA MALAYSIA

## RESEARCH QUESTIONNAIRE ON

### ISLAMIC FINANCE PRODUCTS ADOPTION AND FINANCIAL INCLUSION

**Section 1: DEMOGRAPHIC DATA: Please cross (X) ONLY ONE in the box. Please provide an answer to the following:**

1. **Gender** Male ☐ Female ☐
2. **Age** 15-20 ☐ 25-30 ☐ 35 -40 ☐ 40-45 ☐ 45 and above ☐
3. **Religion:** Muslim, Christian ☐ Other ☐
4. **Marital status** Single ☐ Married ☐
5. **Qualification** Non-Formal Education ☐ Primary ☐ Secondary ☐ Tertiary ☐
6. **State** Jigawa ☐ Kaduna ☐ Kano ☐ Katsina ☐ Kebbi ☐ Sokoto ☐  
Zamfara ☐
7. **Location** Urban ☐ Rural ☐
8. **Monthly Income** N0 – 4,999 ☐ N5,000 - N29,999 ☐ N30,000-49,999 ☐  
N50,000 and Above ☐
9. **Financial Inclusion Status** I have an existing account with either conventional or Islamic bank.  
Yes ☐ No ☐
10. **Financial Inclusion Type** Formal ☐ Informal ☐

**Please respond to the following statements by circling the appropriate option:**

**1-Strongly Disagree, 2-Disagree, 3- Neutral, 4-Agree, 5-Strongly agree.**

| Code  | Statements relating to <b>FINANCIAL INCLUSION PARTICIPATION</b>   |   |   |   |     |
|-------|-------------------------------------------------------------------|---|---|---|-----|
| FI 1  | I have quick access to loan facilities with my bank               | 1 | 2 | 3 | 4 5 |
| FI 2  | There is the easy availability of ATMs for money usage            | 1 | 2 | 3 | 4 5 |
| FI 3  | I have easy access to other alternative digital banking channels  | 1 | 2 | 3 | 4 5 |
| FI 4  | Islamic bank products and services are easily accessible          | 1 | 2 | 3 | 4 5 |
| FI 5  | Islamic financial services institutions are available             | 1 | 2 | 3 | 4 5 |
| FI 6  | The money transaction and handling process is easy for me         | 1 | 2 | 3 | 4 5 |
| FI 7  | I have small savings monthly                                      | 1 | 2 | 3 | 4 5 |
| FI 8  | My account maintenance and other bank charges are reasonable      | 1 | 2 | 3 | 4 5 |
| FI 9  | Islamic bank staff possesses the right attitude                   | 1 | 2 | 3 | 4 5 |
| FI 10 | I enjoy high confidentiality about customers' account information | 1 | 2 | 3 | 4 5 |
| FI 11 | I enjoy satisfactory response to my queries                       | 1 | 2 | 3 | 4 5 |

| Code   | Statements relating to <b>Islamic finance product adoption</b>                        |   |   |   |     |
|--------|---------------------------------------------------------------------------------------|---|---|---|-----|
| IFPA1  | I use Islamic financial products for my financing                                     | 1 | 2 | 3 | 4 5 |
| IFPA 2 | I adopt Islamic financial products for business needs                                 | 1 | 2 | 3 | 4 5 |
| IFPA 3 | It is easy for me to use Islamic financial products for my banking needs              | 1 | 2 | 3 | 4 5 |
| IFPA 4 | It is beneficial for me to use Islamic financial products for my banking transactions | 1 | 2 | 3 | 4 5 |
|        |                                                                                       |   |   |   |     |
| Code   | Statements relating to <b>ATTITUDE TOWARDS FINANCIAL INCLUSION</b>                    |   |   |   |     |
| ATT 1  | I would always like to be financially included.                                       | 1 | 2 | 3 | 4 5 |
| ATT 2  | I know the benefits of being financially included.                                    | 1 | 2 | 3 | 4 5 |
| ATT3   | I think Financial inclusion is good for me.                                           | 1 | 2 | 3 | 4 5 |
| ATT4   | I think Financial inclusion is appropriate for me.                                    | 1 | 2 | 3 | 4 5 |
| ATT 5  | I think financial inclusion is beneficial for me.                                     | 1 | 2 | 3 | 4 5 |
| ATT 6  | I have a positive opinion about financial inclusion.                                  | 1 | 2 | 3 | 4 5 |

| Code | Statements relating to <b>SUBJECTIVE NORM</b>                               |   |   |   |     |
|------|-----------------------------------------------------------------------------|---|---|---|-----|
| SN1  | People who are important to me think that I should be financially included. | 1 | 2 | 3 | 4 5 |
| SN 2 | People who influence my behavior encourage me to be financially included.   | 1 | 2 | 3 | 4 5 |

|      |                                                            |   |   |   |   |   |
|------|------------------------------------------------------------|---|---|---|---|---|
| SN 3 | My colleagues think that I should be financially included. | 1 | 2 | 3 | 4 | 5 |
| SN 4 | My friends think that I should be financially included.    | 1 | 2 | 3 | 4 | 5 |

| Code  | Statements relating to <b>PERCEIVED BEHAVIORAL CONTROL</b>                |   |   |   |   |   |
|-------|---------------------------------------------------------------------------|---|---|---|---|---|
| PBC 1 | My engagement with financial inclusion is within my control.              | 1 | 2 | 3 | 4 | 5 |
| PBC 2 | I would be financially included if I wanted to                            | 1 | 2 | 3 | 4 | 5 |
| PBC 3 | The decision to be financially included is entirely mine.                 | 1 | 2 | 3 | 4 | 5 |
| PBC 4 | Whether or not I participate in financial inclusion is entirely up to me. | 1 | 2 | 3 | 4 | 5 |

| Code | Statements relating to <b>BEHAVIORAL INTENTION</b>           |   |   |   |   |   |
|------|--------------------------------------------------------------|---|---|---|---|---|
| BI 1 | I would be willing to be financially included.               | 1 | 2 | 3 | 4 | 5 |
| BI 2 | I predict that I will be financially included in the future. | 1 | 2 | 3 | 4 | 5 |
| BI 3 | It will likely be financially included shortly.              | 1 | 2 | 3 | 4 | 5 |
| BI 4 | I have the Intention to be financially included.             | 1 | 2 | 3 | 4 | 5 |
| BI 5 | I intend to actively be financially included.                | 1 | 2 | 3 | 4 | 5 |

| Code | Statements relating to <b>AWARENESS</b>                                                                                 |   |   |   |   |   |
|------|-------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| A 1  | I know the existence of both conventional and Islamic financial products and services offered by financial institutions | 1 | 2 | 3 | 4 | 5 |
| A 2  | I understand the differences between conventional and Islamic financial products and services                           | 1 | 2 | 3 | 4 | 5 |
| A 3  | Islamic and conventional banking products only differ in their name.                                                    | 1 | 2 | 3 | 4 | 5 |
| A 4  | I am aware of the existence of new digital banking channels such as ATMs, POS, mobile banking, and internet banking     | 1 | 2 | 3 | 4 | 5 |
| A 5  | I am aware that Islamic financial products are offered to both Muslims and non-Muslims                                  | 1 | 2 | 3 | 4 | 5 |

| Code | Statements relating to <b>GOVERNMENT SUPPORT</b>                              |   |   |   |   |   |
|------|-------------------------------------------------------------------------------|---|---|---|---|---|
| GS1  | CBN provides necessary support to enhance financial inclusion                 | 1 | 2 | 3 | 4 | 5 |
| GS 2 | The Nigerian Government provides interventions to support financial inclusion | 1 | 2 | 3 | 4 | 5 |
| GS 3 | The Nigerian Government guarantees the stability of the financial system      | 1 | 2 | 3 | 4 | 5 |
| GS 4 | CBN encourages innovations in banking operations.                             | 1 | 2 | 3 | 4 | 5 |

| Code   | Statements relating to <b>ACCESS TO BANKING AND DIGITAL CHANNELS</b>                                                            |   |   |   |   |   |
|--------|---------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| ABDC1  | There is a usable access road leading to the nearest formal financial institution                                               | 1 | 2 | 3 | 4 | 5 |
| ABDC 2 | The nearest bank is less than 5km from my home                                                                                  | 1 | 2 | 3 | 4 | 5 |
| ABDC 3 | I live within less than 1km of an ATM that I can easily visit to access my account                                              | 1 | 2 | 3 | 4 | 5 |
| ABDC 4 | I live within an area with adequate internet coverage that I can use to access my account and other banking services digitally. | 1 | 2 | 3 | 4 | 5 |
| ABDC 5 | My bank has robust and reliable digital banking channels to access products and services                                        | 1 | 2 | 3 | 4 | 5 |



**THANK YOU FOR YOUR PARTICIPATION**



**UNIVERSITI UTARA MALAYSIA**

**RESEARCH QUESTIONNAIRE ON**

**ISLAMIC FINANCE PRODUCTS ADOPTION AND FINANCIAL INCLUSION**

## Appendix D – Research Questionnaire – Final Version (Hausa)



### HUKUNCE-HUKUNCIN HADA KUDI A AREWA MASO YAMMANCIN NIGERIA - HANYAR SASANAR DA KAYAN KUDI NA MUSULUNCI.

**Malam /Assoc. Farfesa/Dr/Mr./Mrs./Ms./Alh/Mal**

#### TAMBAYOYIN BINCIKEN ILIMI

Ni dalibi ne na bincike na Doctoral a Jami'ar Utara Malaysia (UUM) ina neman bincike kan batun da ke sama a matsayin wani ɓangare na buƙatun lambar yabo ta Doctor of Philosophy (Ph.D.). Binciken ya shafi tasirin abubuwan tantancewa da kuma tasirin shiga tsakani na yin amfani da kayayyakin kuɗaɗen Musulunci kan hada-hadar kuɗi a Najeriya. Yana da nufin fahimtar rawar da suke takawa wajen haɓaka hada-hadar kuɗi, musamman a Arewa maso Yammacin Najeriya.

Da fatan za a ba da ra'ayoyinku na gaskiya da haɓiƙa game da duk tambayoyin, saboda babu amsa daidai ko kuskure. Da fatan za a tabbatar da amincin sirrin duk bayanar da ke cikin martanin ku; za a yi amfani da shi don dalilai na ilimi kawai.

Na gode,

Naku da gaske,

**Haruna Musa**

PhD. Dan takarar Bincike,

Makarantar Kuɗi da Banki,

Jami'ar Utara Malaysia

**UNIVERSITI UTARA MALAYSIA**

**TAMBAYOYIN BINCIKE A KAN AMFANI DA HAJOJIN MU'AMALAR KUƊI NA SHARI'A DA TSUNDUMA**

**CIKIN KOWACE HULƊA DA BANKI**

**on 1: Bayanai game da karan kanka: A yi amfani da alamar (X) a cikin akwati guda ɗaya wajen ba da amsa:**

- 1: **Jinsi:** Namiji ☐ Mace ☐
- 2: **Shekarun haihuwa** 15-20 ☐ 25-30 ☐ 35 -40 ☐ 40-45 ☐ 45 zuwa sama ☐
- 3: **Addini:** Muslumchi ☐ Kiristanci ☐ Sauran Addinai ☐
- 4: **Matsayin aure:** Ba aure ☐ Akwai aure ☐
- 5: **Matakin karatu:** Yaƙi da jahilci ☐ Firamare ☐ Sakandare ☐ Gaba da ☐ sakandare ☐
- 6: **Jiha:** Jigawa ☐ Kaduna ☐ Kano ☐ Katsina ☐ Kebbi ☐ Sokoto ☐ Zamfara ☐
- 7: **Gurin Zama** ☐ Birni ☐ Karkara ☐
- 8: **Kudin da ke shigo maka duk wata:** N5,000 - N29,999 ☐ N30,000-49,999 ☐ N50,000 zuwa sama ☐
- 9: **Kana da asusu da bankin Muslunci ko wanda ba na Musulunci ba? E**  
A'a ☐
- 10: **Yanayin Mu'amalar Ajiyar Kudi:** Mai Lasisisi ☐ Marar Lasisi ☐

**Daure ka amsa waɗannan tambayoyin ta hanyar zagaye amsar da take daidai:  
1-Sam ban yarda ba, 2-Ban yarda ba, 3- Ina tsaka–tsaki, 4-Na yarda, 5-Na yarda sosai.**

| Lamba | Bayani game da tsunduma duk wata hulɗa da banki           |   |   |   |   |   |
|-------|-----------------------------------------------------------|---|---|---|---|---|
| FI 1  | Ina da damar samun bashi daga bankina cikin sauki.        | 1 | 2 | 3 | 4 | 5 |
| FI 2  | Akwai isassun na'urorin ATM don samun kudi daga asusu na. | 1 | 2 | 3 | 4 | 5 |

|       |                                                                                            |   |   |   |   |   |
|-------|--------------------------------------------------------------------------------------------|---|---|---|---|---|
| FI 3  | Cajin da bankina yake min ba mai yawa ba ne.                                               | 1 | 2 | 3 | 4 | 5 |
| FI 4  | Kayayyaki da ayyukan bankin Musulunci ba su da wuyar samu.                                 | 1 | 2 | 3 | 4 | 5 |
| FI 5  | Akwai bankunan Musulunci                                                                   | 1 | 2 | 3 | 4 | 5 |
| FI 6  | Ma'aikatan bankin Musulunci suna da ilimi da dabi'u da suka dace.                          | 1 | 2 | 3 | 4 | 5 |
| FI 7  | Harkallar kudi yana zuwa min da sauƙi.                                                     | 1 | 2 | 3 | 4 | 5 |
| FI 8  | Nakan yi ajiyar ɗan kudi duk wata.                                                         | 1 | 2 | 3 | 4 | 5 |
| FI 9  | Ina samun sauƙin samun wasu hanyoyin harkallar banki idan wanda na saba da ita ba ta yiwu. | 1 | 2 | 3 | 4 | 5 |
| FI 10 | Bankina yana koƙari sosai wajen kiyaye bayanai game da ni.                                 | 1 | 2 | 3 | 4 | 5 |
| FI 11 | Ina gamsuwa da yadda ake sauraren buƙatata.                                                | 1 | 2 | 3 | 4 | 5 |



| Lamba  | Bayanai game da HARKALLA DA BANKUNAN MUSLUNCI                                  |   |   |   |   |   |
|--------|--------------------------------------------------------------------------------|---|---|---|---|---|
| IFPA 1 | Ina amfani da bankin Musulunci wajen harkallar kuɗina.                         | 1 | 2 | 3 | 4 | 5 |
| IFPA 2 | Ina zabar bankin Musulunci wajen al'amuran kasuwanci.                          | 1 | 2 | 3 | 4 | 5 |
| IFPA 3 | Amfani da bankin Musulunci wajen mu'amalar yau da gobe yana zuwa min da sauƙi. | 1 | 2 | 3 | 4 | 5 |
| IFPA 4 | Ina samun moriya wajen amfani da bankin Musulunci.                             | 1 | 2 | 3 | 4 | 5 |

| Lamba | Bayani game da tunani a kan samun damar shiga duk wata hulɗa da banki                 |   |   |   |   |   |
|-------|---------------------------------------------------------------------------------------|---|---|---|---|---|
| ATT 1 | Kullum ina so na kasance zan iya samun duk wani abin da kowa zai iya samu daga banki. | 1 | 2 | 3 | 4 | 5 |

|       |                                                                         |   |   |   |   |   |
|-------|-------------------------------------------------------------------------|---|---|---|---|---|
| ATT 2 | Na san alfanun samun irin damar da kowa yake samu a wajen banki.        | 1 | 2 | 3 | 4 | 5 |
| ATT3  | Ina ganin samun dama kamar kowa yana da kyau a gare ni.                 | 1 | 2 | 3 | 4 | 5 |
| ATT4  | Ina ganin samun dama kamar kowa a wajen banki ya dace da ni.            | 1 | 2 | 3 | 4 | 5 |
| ATT 5 | Ina ganin samun dama kamar kowa a wajen banki yana da amfani a gare ni. | 1 | 2 | 3 | 4 | 5 |
| ATT 6 | Ina da tunani mai kyau game da damarmakin da ake bayarwa.               | 1 | 2 | 3 | 4 | 5 |

|      |                                                                                                                                            |   |   |   |   |   |
|------|--------------------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| Code | Bayani game da ni da mu'amalata                                                                                                            |   |   |   |   |   |
| SN1  | Mutanen da suke da muhimmanci a gare ni suna tunanin ina buƙatar yin duk wata hulɗa da banki yake yi da kowa.                              | 1 | 2 | 3 | 4 | 5 |
| SN 2 | Mutanen da suke fada min na–ji suna karfafa min gwiwa game da cewa ni ma na nemi damar samun duk wani abu da banki zai iya ba wa kwastoma. | 1 | 2 | 3 | 4 | 5 |
| SN 3 | Abokan aikina suna ganin ya kamata na yi kowace hulɗa da kowa yake yi da banki.                                                            | 1 | 2 | 3 | 4 | 5 |
| SN 4 | Abokaina suna ganin ya kamata na yi hulɗa da kowa yake yi da banki.                                                                        | 1 | 2 | 3 | 4 | 5 |

|       |                                                                        |   |   |   |   |   |
|-------|------------------------------------------------------------------------|---|---|---|---|---|
| Lamba | Bayani game da ikon tafiyar da hajoji.                                 |   |   |   |   |   |
| PBC 1 | Samun damar da zan yi kowace hulɗa da banki yana karƙashin ikona.      | 1 | 2 | 3 | 4 | 5 |
| PBC 2 | Idan da na ga dama, da tun da na fara kowace hulɗa da banki.           | 1 | 2 | 3 | 4 | 5 |
| PBC 3 | Ra'ayin tsundumar aiwatar da kowace irin hulɗa da banki a hanuna yake. | 1 | 2 | 3 | 4 | 5 |
| PBC 4 | Alhakin rashin yin kowace mu'amala da banki da hajojinsa a kaina yake. | 1 | 2 | 3 | 4 | 5 |

|       |                      |  |  |  |  |  |
|-------|----------------------|--|--|--|--|--|
| Lamba | Bayani game da niyya |  |  |  |  |  |
|-------|----------------------|--|--|--|--|--|

|      |                                                                    |   |   |   |   |   |
|------|--------------------------------------------------------------------|---|---|---|---|---|
| BI 1 | Zan so na yi kowace irin hulɗa da banki.                           | 1 | 2 | 3 | 4 | 5 |
| BI 2 | Ina hasashen nan gaba zan yi kowace irin mu'amala da banki.        | 1 | 2 | 3 | 4 | 5 |
| BI 3 | Watakila zan yi kowace irin mu'amala da banki nan ba da jimawa ba. | 1 | 2 | 3 | 4 | 5 |
| BI 4 | Ina da niyyar tsumbula kowace irin hulɗa ta kuɗi da banki.         | 1 | 2 | 3 | 4 | 5 |
| BI 5 | Ina da niyyar kasancewa kullum cikin mu'amala ta kuɗi da banki.    | 1 | 2 | 3 | 4 | 5 |

|       |                                                                                                                              |   |   |   |   |   |
|-------|------------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| Lamba | Bayani game da sanin al'amura                                                                                                |   |   |   |   |   |
| A 1   | Na san cewa akwai harkoki na Shari'a da wanda suka saba wa Shari'a da bankuna suke yi.                                       | 1 | 2 | 3 | 4 | 5 |
| A 2   | Na fahimci banbanci tsakanin kayayyaki da ayyuka na bankunan Musulunci da na waɗanda ba na Muslunci ba.                      | 1 | 2 | 3 | 4 | 5 |
| A 3   | Suna ne kawai ya bambanta tsakanin bankunan Musulunci da waɗanda ba na Muslunci ba.                                          | 1 | 2 | 3 | 4 | 5 |
| A 4   | Na san da wanzuwar hanyoyin aiwatar da harkokin banki na zamani, kamar su ATM da POS da wayar salula da kuma hanyar intanet. | 1 | 2 | 3 | 4 | 5 |
| A 5   | Na san cewa Musulmi da wanda ba Musulma ba duk suna iya cin moriyar bankin Musulunci.                                        | 1 | 2 | 3 | 4 | 5 |

|       |                                                                                                                            |   |   |   |   |   |
|-------|----------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| Lamba | Bayani game da taimako daga gwamnati                                                                                       |   |   |   |   |   |
| GS1   | Babban bankin Najeriya yana ba da taimako don inganta harkokin banki ga kwastoma.                                          | 1 | 2 | 3 | 4 | 5 |
| GS 2  | Gwamnatin Najeriya tana bayar da tallafi don taimakawa wajen ganin cewa kowa ya samu damar samun wata harka a wajen banki. | 1 | 2 | 3 | 4 | 5 |
| GS 3  | Gwamnatin Najeriya tana ba da tabbacin daidaituwar tsarin banki.                                                           | 1 | 2 | 3 | 4 | 5 |
| GS 4  | Babban bankin Najeriya yana karfafa gwiwa wajen samar da sabbin hanyoyin gudanar da ayyukan banki.                         | 1 | 2 | 3 | 4 | 5 |

|        |                                                                                               |   |   |   |   |   |
|--------|-----------------------------------------------------------------------------------------------|---|---|---|---|---|
| Lamba  | Bayani game da amfani da kafofin sadarwar banki ta wayar salula                               |   |   |   |   |   |
| ABDC1  | Hanyar da za ta kai ni zuwa banki tana da kyau.                                               | 1 | 2 | 3 | 4 | 5 |
| ABDC 2 | Banki mafi kusa.bai kai kilomita 5 daga gidana ba.                                            | 1 | 2 | 3 | 4 | 5 |
| ABDC 3 | Inda nake zaune bai wuce kilomita ɗaya ba zuwa wajen POS ko ATM da zan iya amfani da asusuna. | 1 | 2 | 3 | 4 | 5 |
| ABDC 4 | Ina zaune a inda akwai sabis ɗin intanet da zan iya amfani da asusuna ta waya.                | 1 | 2 | 3 | 4 | 5 |
| ABDC 5 | Bankuna suna da ingantattun hanyoyin intanet da za a iya mu'amala da shi.                     | 1 | 2 | 3 | 4 | 5 |

**UNIVERSITI UTARA MALAYSIA**

**RESEARCH QUESTIONNAIRE**

**ISLAMIC FINANCE PRODUCTS ADOPTION AND FINANCIAL INCLUSION**



## APPENDIX E - Articles Accepted for Publications

Musa, H., Ahmad, N.H.B., & Nor. A.N. (2024). Extending the Theory of Planned Behaviour in Financial Inclusion Participation Model – Evidence from Emerging Economy, *Cogent Economics & Finance* (In-Press) (SCOPUS/WoS) Taylor and Francis Publishing.

Musa, H., Ahmad, N.H.B., & Nor. A.N. (2024). Expanding Financial Inclusion Participation in Muslim-Dominated Communities Through Islamic Finance Products (IFP) Adoption, *Journal of Islamic Accounting and Business Research* Vol. ahead-of-print No. ahead-of-print. <https://doi.org/10.1108/JIABR-09-2023-0308> (SCOPUS/WoS) Emerald Publishing.

