

The Role of EV Manufacturers' Marketing Strategies in Awareness Level and Purchase Intention of Consumers

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Abstract

Purpose: At its core, this study examines the connection between how EV companies in India market their products and the resulting impact on brand awareness/recognition and consumer purchase intentions. This study intends to find out whether marketing efforts made by EV manufacturers meaningfully influence how consumers perceive their brands, how aware they are of them, and how willing they are to adopt an electric vehicle.

Design/Methodology/Approach: This study incorporates a descriptive and quantitative approach, using a survey-based research design. Data ($N=205$) were gathered from the states of Rajasthan, Delhi NCR, and Uttar Pradesh with the help of an online survey conducted via Google Forms. Using a self-prepared Likert-scale questionnaire, primary data were obtained. The sample size of 205 from the target 250 was studied using a simple random sampling method. A Chi-square test was performed using SPSS to examine the relationship between Marketing strategies (perceived by consumers), brand awareness, and consumer purchase intentions.

Reliability Analysis through Cronbach's Alpha was also carried out to ensure the internal consistency of measurement scales.

Findings: This study clearly shows that there is a meaningful impact of EV Manufacturers' Marketing Strategies on the Consumer Brand Awareness levels, as well as on the Purchase Intentions of Indian consumers. According to the results, the measurement scales employed in this study were reliable and consistent. The results make it suitable to say that consumers respond positively to marketing efforts, which in turn encourages EV adoption in India.

Originality/Value: There is very limited research that looks at how EV manufacturers' marketing strategies affect brand awareness and purchase intentions in India. Given India's vast and diverse consumer base, understanding this relationship becomes even more important, making this study one of the first to explore this field.

Keywords: *EV Manufacturers, Marketing Strategies, Awareness Levels, Purchase Intentions, consumers.*

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1. INTRODUCTION

India is witnessing rapid digital growth due to continuous technological progress and various government initiatives. Rural development is an essential part of the nation's overall socioeconomic progress because a large percentage of the Indian population lives in villages. In order to reduce the gap between urban and rural areas in terms of digital access and services, the Government of India introduced the Digital India programme in 2015.

The main objective of the Digital India initiative is to provide digital infrastructure and deliver government services electronically to citizens. The programme encourages internet connectivity, digital payment systems, online learning, medicine facilities, e-governance services, and opportunities for rural entrepreneurship. Through these initiatives, Digital India has become an important medium for promoting rural transformation and inclusive socioeconomic development.

The present study focuses on analyzing the contribution and impact of Digital India initiatives on rural socioeconomic development in India.

2. REVIEW OF LITERATURE

Dr. Jigneshkumar K. & et. al (2026) The study explains the importance of digital inclusion in transforming rural India through better access to technology, information, and essential services. It highlights that digital initiatives in education, healthcare, governance, entrepreneurship, and financial services have improved the living standards of rural people. Government programmes such as Digital India and BharatNet have strengthened connectivity and public service delivery in villages. However, the study also points out challenges like poor digital infrastructure, low internet access, lack of digital literacy, affordability issues, and sociocultural barriers that limit the effective use of digital technologies. The paper concludes that improving digital infrastructure, promoting digital awareness, and implementing inclusive policies are necessary for sustainable rural socioeconomic development.

Ms. Neeta M. (2019) Digitalization has become an essential part of modern economic and social development due to rapid technological advancements and innovation. The Digital India programme, launched by the Government of India, aims to create a digitally empowered society by improving access to digital infrastructure, online services, and electronic governance. The programme focuses on making government services easily available to citizens through digital platforms, increasing transparency, improving public administration, and strengthening communication between government departments and the public.

The initiative also supports economic growth by promoting the use of information technology in different sectors of the economy. Through better digital connectivity, improved digital literacy, and wider access to online services, Digital India contributes to employment generation, efficient service delivery, and knowledge-based development. The programme encourages the integration of technology into everyday activities, helping citizens become more connected and informed. Overall, Digitalization plays an important role in transforming the Indian economy and supporting inclusive national development.

Dr. Nazeeruddin & et. al (2024) India has experienced significant economic growth in recent years, and rural markets are becoming increasingly important in the country's development. Since a major portion of India's population lives in rural areas, it is necessary to ensure that technological progress and digital facilities reach these communities as well. However, many rural regions still face a serious digital divide, which limits people's access to information, online services, education, healthcare, and economic opportunities.

The study highlights that lack of digital access and digital literacy creates obstacles to the overall development of rural communities. To overcome these challenges, both government and private sector organizations have introduced various programmes and initiatives aimed at improving internet connectivity, digital education, and technology-based services in villages. These efforts are helping rural people become more digitally aware and connected. The paper further explains that digital inclusion can play an important role in reducing inequalities and improving the quality of life in rural India. By promoting digital empowerment and increasing access to technology, rural populations can participate more actively in economic and social development. Overall, the study supports the need for stronger digital inclusion policies and continued efforts to bridge the digital gap between rural and urban India.

Dr. Rajesh Singh Kushwaha (2025) The digital revolution has brought major changes to rural life in India by creating new opportunities for social and economic development. Through digital technologies and online platforms, rural people can now easily access information

related to government schemes, healthcare, education, agriculture, and market prices. This has helped villagers make better decisions and improve their overall standard of living.

Digital banking systems and online payment methods such as UPI have increased financial accessibility in rural areas and reduced dependence on cash transactions. Farmers are also benefiting from digital applications that provide weather updates, market information, and expert agricultural guidance, helping them improve productivity and income. Online platforms have further enabled direct interaction between farmers and buyers, reducing the role of middlemen.

The study also highlights the positive impact of Digitalization on education and healthcare. E-learning platforms have expanded educational opportunities for rural students, while telemedicine and online consultations have improved access to medical services. In addition, e-commerce platforms are supporting rural entrepreneurs and artisans by giving them access to larger markets and better income opportunities.

At the same time, the paper points out that challenges such as poor digital infrastructure, limited internet connectivity, and lack of digital awareness still create a gap between rural and urban areas. Therefore, stronger efforts are needed to ensure inclusive digital development in rural India.

Anandhiprabha (2025) The study examined the impact of the Digital India initiative on rural development in India. It found that although awareness about digital services among rural people is comparatively high, the actual usage of digital services remains moderate due to challenges such as low digital literacy, weak internet connectivity, and high digital access costs. The research highlighted that education, income level, and digital skills significantly influence digital adoption. The study concluded that improving infrastructure, training, and awareness is essential for reducing the rural–urban digital divide and promoting rural empowerment.

Gauri Rao (2025) The study focused on the role of Digitalization and technology integration in promoting rural transformation and economic development. It explained that improved transportation systems, internet connectivity, and technological infrastructure have strengthened urban–rural linkages and increased development opportunities in rural areas. Government initiatives and digital policies have encouraged the use of technology for improving education, infrastructure, online services, and financial transactions. The study further highlighted that increasing internet availability and affordability have enabled rural communities to access digital platforms and improve their living standards. In the agricultural sector, digital tools such as mobile applications, remote sensing, drones, and online information systems have helped farmers access weather forecasts, soil-related information, and modern

farming techniques, resulting in better productivity and decision-making. The research concluded that digital awareness and technology integration are supporting innovation, attracting investments, and contributing towards inclusive and sustainable rural development.

3. OBJECTIVES OF THE STUDY

1. To study the meaning and significance of Digital India initiatives in India.
2. To examine how Digital India initiatives are helping in the transformation and development of rural areas.
3. To evaluate the impact of digital programmes on the socioeconomic conditions of rural people.
4. To analyze the role of Digital India in promoting financial inclusion and generating employment opportunities in rural regions.
5. To identify the major problems and challenges faced in the implementation of Digital India initiatives in villages and remote areas.

4. RESEARCH METHODOLOGY

The present study is analytical as well as descriptive in nature. The research is mainly based on secondary sources of information. Relevant data for the study has been collected from various sources such as government publications, RBI reports, ministry documents, research journals, articles, official websites, and policy papers.

The collected information has been organized and examined carefully to understand the role and impact of Digital India initiatives on rural socioeconomic development. The study also attempts to analyze how digital programmes have influenced financial inclusion, education, employment, governance, and overall rural transformation.

5. CONCEPT OF DIGITAL INDIA

Digital India is an important initiative introduced by the Government of India with the aim of making the country digitally advanced and technologically empowered. The programme focuses on increasing the use of digital technology in governance, public services, communication, education, and other sectors of development. Its main purpose is to provide digital facilities and online services to citizens across both urban and rural areas.

The Digital India programme is mainly based on three important vision areas:

- Providing digital infrastructure and internet connectivity as an essential service for every citizen.
- Delivering government services electronically in an efficient, transparent, and accessible manner.

- Empowering people digitally by improving digital literacy and encouraging the use of technology in daily life.

Several initiatives have been launched under the Digital India programme to achieve these objectives. Some of the major initiatives include:

- Bharat Net project
- Common Service Centres (CSCs)
- Digital payment systems
- PMGDISHA digital literacy programme
- E-governance services
- Digital Locker facility
- Online learning and education platforms

These initiatives are playing a significant role in improving digital access and supporting socio-economic development, especially in rural India.

7. ROLE OF DIGITAL INDIA IN RURAL TRANSFORMATION

Digital Infrastructure Development

Digital India has played an important role in strengthening digital infrastructure in rural areas. Through initiatives such as Bharat Net and various mobile network expansion projects, internet and communication facilities have improved significantly in villages. These initiatives have helped rural people connect with digital services and modern communication systems.

The development of digital infrastructure has provided several benefits to rural communities, such as:

- Easier access to online facilities and government services
- Faster and more effective communication
- Better availability of information and digital resources
- Improved connectivity between rural and urban areas

As a result, digital infrastructure development has contributed positively towards rural transformation and Socio-Economic progress.

Financial Inclusion

Digital India has made a significant contribution towards improving financial inclusion in rural areas through digital banking facilities and online transaction systems. Various digital financial services have helped rural people become a part of the formal banking system and encouraged the use of cashless transactions.

Some major initiatives supporting financial inclusion include:

- Pradhan Mantri Jan Dhan Yojana
- UPI-based digital payment services
- Mobile banking facilities
- Aadhaar-enabled payment systems

These initiatives have provided several advantages to rural citizens, such as:

- Simple and convenient access to banking services
- Safe and secure digital transactions
- Reduced use of physical cash
- Development of saving habits among people

As a result, digital financial services have improved economic participation and strengthened the financial stability of rural communities.

Promotion of E-Governance

Digital India has encouraged the growth of e-governance by making various government services available through digital platforms. The use of online systems has improved the efficiency, transparency, and accessibility of public administration, especially in rural areas.

The implementation of e-governance has provided several benefits to citizens, including:

- Reduction in corruption and malpractices
- Faster delivery of government services
- Greater transparency in administrative processes
- Easy availability of important certificates and official documents

Through digital platforms, people can now conveniently access government schemes, land records, welfare Programmes, and other public services without visiting government offices frequently. This has made governance more citizen-friendly and efficient in rural regions.

Improvement in Education

Digital initiatives introduced under Digital India have brought significant changes in the rural education system. The use of online learning platforms, digital classrooms, and educational applications has increased learning opportunities for students living in villages and remote areas.

These digital educational services have provided several advantages, such as:

- Availability of better educational resources
- Increased opportunities for online learning
- Development of digital and technical skills among students
- Inclusion of more students in the education system

The importance of online education increased greatly during the COVID-19 pandemic, when students from rural areas depended on digital platforms for continuing their studies. As a result, digital education has become an important part of rural Socio-Economic development.

Healthcare Development

Digital healthcare initiatives introduced under Digital India have improved the availability of medical services in rural areas. Telemedicine services and online healthcare facilities have made it easier for village residents to access medical guidance and treatment without travelling long distances.

These digital healthcare services have provided many benefits, including:

- Availability of online medical consultation
- Increased awareness regarding health and hygiene
- Reduction in travelling costs for treatment
- Improvement in the delivery of healthcare services

As a result, digital healthcare facilities have contributed towards better health management and improved quality of life in rural communities.

Rural Entrepreneurship and Employment

Digital India has played an important role in generating employment opportunities and promoting entrepreneurship in rural areas. The growth of digital technology and internet services has encouraged rural people, especially youth, to explore new sources of income through online platforms.

Various digital activities have supported rural entrepreneurship, such as:

- Starting online businesses
- Operating digital service centres
- Participation in e-commerce activities
- Freelancing and online work opportunities

With the increasing use of digital platforms, many rural youth are becoming self-employed and earning income through technology-based services. This has contributed positively to rural economic development and improved employment opportunities in villages.

Women Empowerment

Digital India has contributed significantly towards the empowerment of rural women through digital literacy programmes and online banking facilities. The use of digital technology has helped women become more aware, financially active, and socially confident.

Digital initiatives have provided several benefits to rural women, such as:

- Greater financial independence
- Improvement in digital knowledge and awareness
- Increased participation in income-generating and economic activities
- Easier access to government welfare schemes and services

Due to digital access and banking facilities, many rural women are now able to manage financial transactions independently and participate more actively in Socio-Economic development.

6. CHALLENGES IN IMPLEMENTATION OF DIGITAL INDIA

Although Digital India has contributed significantly towards rural development, the effective implementation of digital initiatives still faces several difficulties in rural areas. Various technological, infrastructural, and awareness-related problems create obstacles in achieving the full benefits of digital transformation.

Digital Illiteracy

A large number of people living in rural areas still do not possess sufficient digital knowledge and technical skills. Due to limited digital literacy, many villagers find it difficult to use online services, digital payment systems, and other technology-based facilities effectively.

Poor Internet Connectivity

Many remote and underdeveloped villages continue to experience weak internet services and network connectivity issues. Poor connectivity affects access to online education, digital banking, telemedicine, and e-governance services.

Lack of Awareness

In several rural areas, people are not fully aware of digital programmes, online government services, and welfare schemes. Lack of awareness limits the use and benefits of Digital India initiatives among rural citizens.

Infrastructure Problems

Inadequate digital infrastructure, shortage of electricity, and lack of proper technological facilities create barriers in the smooth implementation of digital services in villages.

Cyber Security Risks

The increasing use of digital platforms has also raised concerns regarding online frauds, cybercrime, and data security. Fear of Cyber threats often discourages rural users from adopting digital services and online transactions.

7. STATISTICAL ANALYSIS & HYPOTHESIS TESTING OF DIGITAL INDIA INITIATIVE

Table 1. Growth of Digital Payments in India

Year	UPI Transactions (Approx.)
2020	12.5 Billion
2022	74 Billion
2024	131 Billion+

Source: NPCI, RBI Reports.

Increase in UPI transactions indicates substantial growth in digital financial inclusion and technology adoption in both urban and rural India.

Table 2. Jan Dhan Yojna Progress

Year	Total Jan-Dhan Accounts
2015	17 Crore
2020	40 Crore
2024	53 Crore+

Source: NPCI, RBI Reports.

The rising number of Jan Dhan accounts highlights the effectiveness of government initiatives in promoting banking awareness and economic participation.

Table 3. Rural Internet Users In India

Year	Rural Internet Users
2019	264 Million
2022	351 Million
2024	398 Million+

Source: NPCI, RBI Reports.

The continuous growth in rural internet users reflects increasing digital awareness and better connectivity facilities in rural regions of India.

Table 4. Common Service Centres (CSCs)

Year	CSC Centres
2014	83,000
2020	3.75 Lakh
2024	5 Lakh+

Source: NPCI, RBI Reports.

The increasing number of CSC centers reflects the government's efforts to provide digital and public services more effectively in rural and under served areas.

Table 5. Bharatnet Connectivity

Indicator	Status
Gram Panchayats Connected	2 Lakh+
Optical Fiber Expansion	Rapidly Growing
Target	Rural Digital Connectivity

Source: NPCI, RBI Reports.

The BharatNet project has improved internet connectivity in rural regions and supported the expansion of digital communication infrastructure.

Recent government data and reports show noticeable improvement in digital inclusion and financial connectivity across rural India. After the introduction of Digital India initiatives, services such as UPI transactions and Jan Dhan banking facilities have expanded rapidly. The

development of BharatNet connectivity and the growth of Common Service Centers have improved digital infrastructure and increased access to online banking, e-governance, healthcare, and educational services in rural areas. These changes reflect the growing importance of digital technology in supporting socio-economic development and improving public service accessibility in India.

8. KEY FINDING, SUGGESTIONS & CONCLUSION

Findings of the Study

The study highlights that Digital India initiatives have played an important role in bringing positive changes in rural areas. The implementation of digital services and technological facilities has contributed towards overall rural socio-economic development.

The major findings of the study are as follows:

1. Digital India initiatives have accelerated the process of rural transformation by improving digital access and public services.
2. Digital banking facilities and online payment systems have strengthened financial inclusion among rural citizens.
3. E-governance services have improved transparency, accountability, and efficiency in the delivery of government services.
4. Digital platforms have positively influenced rural education and healthcare by increasing accessibility and service quality.
5. Employment generation and entrepreneurial activities among rural youth have increased through digital opportunities and online platforms.
6. Digital inclusion has supported the social and economic empowerment of women in rural areas.
7. Despite these improvements, challenges such as low digital literacy and inadequate internet connectivity continue to affect the effective implementation of Digital India initiatives in villages.

Recent government data and reports show noticeable improvement in digital inclusion and financial connectivity across rural India. After the introduction of Digital India initiatives, services such as UPI transactions and Jan Dhan banking facilities have expanded rapidly. The development of BharatNet connectivity and the growth of Common Service Centers have improved digital infrastructure and increased access to online banking, e-governance, healthcare, and educational services in rural areas. These changes reflect the growing

importance of digital technology in supporting socio-economic development and improving public service accessibility in India.

Suggestions

Based on the findings of the study, the following suggestions can help in improving the effective implementation of Digital India initiatives in rural areas:

1. More digital literacy programmes should be organized in villages to improve the digital knowledge and technical skills of rural citizens.
2. The government should focus on strengthening internet services and improving digital infrastructure in remote and rural regions.
3. Awareness programmes and campaigns should be conducted regularly to inform people about digital services, online facilities, and government schemes.
4. Strong Cyber security systems and safety measures should be implemented to protect users from online frauds and cybercrime.
5. Affordable smartphones, computers, and other digital devices should be made easily available to rural people.
6. Special digital training programmes should be introduced for rural women and youth to improve their employment opportunities and participation in digital activities.

Conclusion

Digital India has become an important initiative for promoting rural socio-economic development in India. The programme has positively influenced various sectors such as financial services, education, healthcare, governance, entrepreneurship, and women empowerment in rural areas. The increasing use of digital technology has helped in reducing the developmental gap between urban and rural regions and has encouraged inclusive growth. Even though several challenges like digital illiteracy, weak internet connectivity, and lack of awareness still exist, proper implementation and continuous awareness programmes can improve the effectiveness of Digital India initiatives. Overall, Digital India is playing a vital role in strengthening sustainable development and improving the quality of life of rural communities in India.

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