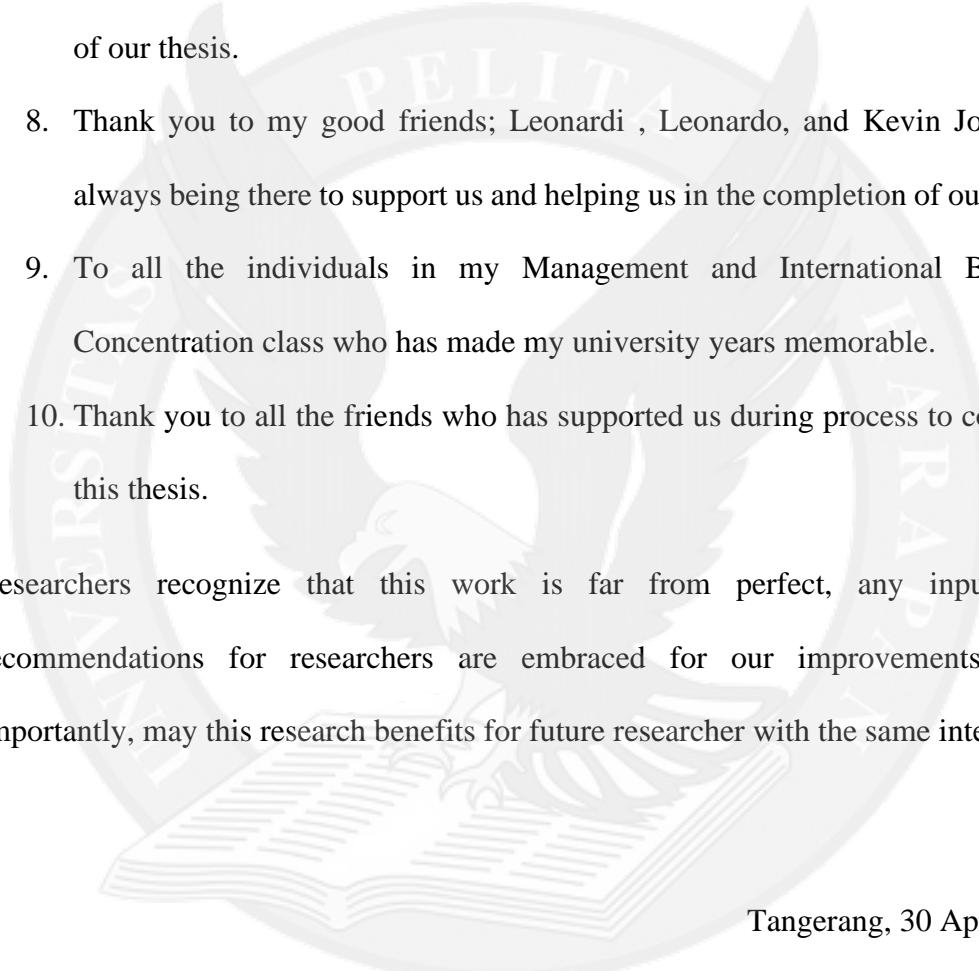


FOREWORD

Praise the Lord Jesus Christ for His blessings and graces in the writing of this final project in the form of a thesis entitled, "**THE EFFECT OF COUNTRY IMAGE, PRODUCT QUALITY, AND BRAND FAMILIARITY TOWARD BUYING INTENTION OF XIAOMI IN JABODETABEK**". Through this research, the final project can be completed in the form of a thesis as a requirement for obtaining a Bachelor of Economics in Pelita Harapan University.

Many thanks to Dr. Pauline H. Pattyranie Tan, M.Si. as the supervisor of this research who has been patient with the researchers and provides a lot of supports, ideas, inputs, and time in order to help the researchers learn and complete this final project in the form of research thesis. Therefore, many thanks are given to:

1. Gracia S Ugut, M.B.A., Ph.D as the Dean of Faculty of Economics and Business.
2. Ms. Isana S.C Meranga, S.P., M.M. as the Head of Management Study Program.
3. Dr. Pauline H. Pattyranie Tan, M.Si. as the researchers' supervisor that has given support and guidance towards the completion of this thesis.
4. Ms. Dewi Surya Wuisan as researchers' academic supervisor
5. Mr. Paulus Yokie Radnan as researchers' academic supervisor

- 
6. Researchers' family, who has supported, loved, and prayed for us to be able to reach this point and complete our thesis.
 7. Thank you to my good friends; Riandi Gantha, Mathilda Chandra, and Tommy Gunawan for always being there to support us and helping us in the completion of our thesis.
 8. Thank you to my good friends; Leonardi , Leonardo, and Kevin Johan for always being there to support us and helping us in the completion of our thesis.
 9. To all the individuals in my Management and International Business Concentration class who has made my university years memorable.
 10. Thank you to all the friends who has supported us during process to complete this thesis.

Researchers recognize that this work is far from perfect, any inputs and recommendations for researchers are embraced for our improvements. Most importantly, may this research benefits for future researcher with the same interest

Tangerang, 30 April 2020

Researchers

Content

STATEMENT OF ORIGINALITY OF THESIS	Error! Bookmark not defined.
THESIS APPROVAL	ii
THESIS DEFENSE COMMITTEE	iii
ABSTRACT	iv
FOREWORD.....	v
CHAPTER I	1
1.1. Background.....	1
1.2. Research Problems.....	10
1.3. Purposes of Study	11
1.4. Benefits of Research	11
CHAPTER II.....	12
2.1 Theoretical Framework.....	12
2.1.1. International Business	12
2.1.2. Globalization.....	13
2.1.3. Global Market	14
2.1.4. Consumer Behavior	14
2.1.5. Buying Intention	16
2.1.6. Country Image	18
2.1.7. Product Quality	21
2.1.8. Brand Familiarity	24
2.2 Previous Studies.....	25
2.2.1 Country Image toward Buying Intention	25
2.2.2 Product Quality toward Buying Intention.....	26
2.2.3 Brand Familiarity toward Buying Intention.....	27
2.3 Research Model	25
CHAPTER III	31
3.1 Research Design	31
3.2 Conceptual and Operational Definition	31
3.3 Measuring scale	36

3.4 Data.....	36
3.4.1. Source of Data	36
3.4.2. Data Collection Method.....	37
3.5 Unit of Analysis	37
3.6 Population and Sample	38
3.6.1. Population	38
3.6.2. Sample	38
3.6.2.1. Sample Design & Sample Size	39
3.7 Data Analysis Method	39
3.7.1. Descriptive Statistic	40
3.7.2. Inferential Statistic	40
3.7.2.1. Partial Least Square	40
3.7.2.2. Outer (Measurement) Model.....	41
3.7.2.3. Inner (Structural) Model	42
CHAPTER IV.....	46
4.1 Profile of the Respondents	46
4.2 Pre-Test Study.....	47
4.2.1. Pre-Test Convergent Validity	47
4.2.2. Pre-Test Discriminant Validity	52
4.2.3. Pre-Test Reliability	53
4.3 Actual Study	54
4.3.1. Descriptive Statistics.....	54
4.3.2. Actual Convergent Validity	59
4.3.3. Actual Discriminant Validity.....	60
4.3.4. Actual Test Reliability	61
4.3.5. Inner (Structural) Model	62
4.3.6. Multicollinearity Test.....	62
4.3.7. Coefficient of Determination (R^2) & Path Coefficient.....	63
4.3.8. Hypothesis Test.....	64
4.4 Discussion.....	67
CHAPTER V	71
5.1 Conclusion	71

5.2 Managerial Implication.....	72
5.3 Research Limitations and Recommendation for Next Researcher	74
REFERENCES.....	Error! Bookmark not defined.
APPENDIX A: THE QUESTIONNAIRE	83
APPENDIX B: SMARTPLS 3.2.9	86
APPENDIX C: QUESTIONNAIRE RESULTS	92

