

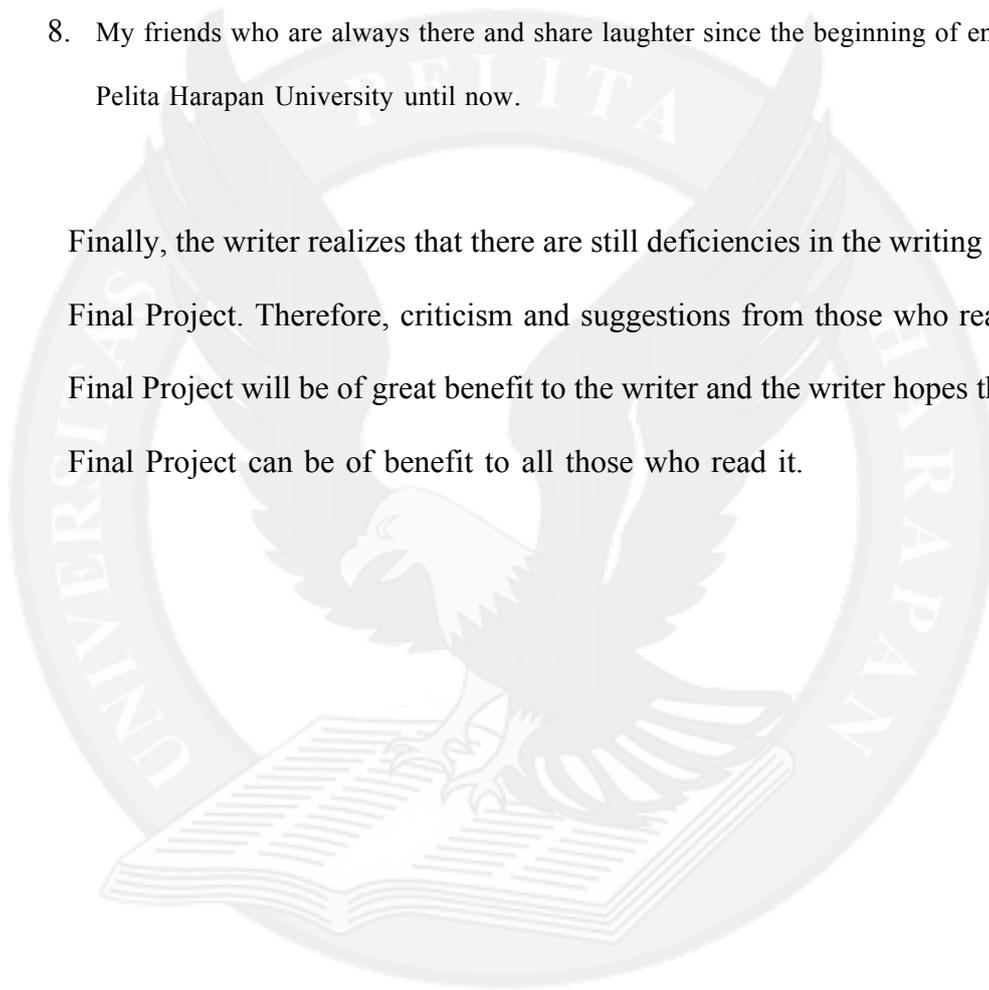
FOREWORD

Praise be to the Lord Jesus Christ for all His blessings and gifts that are always bestowed upon the author, so that the Final Project which was carried out with the title "INFLUENCE OF PRODUCT QUALITY, BRAND IMAGE AND PRICE PERCEPTION ON THE DECISION OF PURCHASE OF ADIDAS RUNNING SHOES IN JAKARTA" can be completed properly. This final project is intended to fulfill some of the academic requirements to obtain a Bachelor of Economics degree at Pelita Harapan University. The author realizes that this writing cannot be completed without guidance, support and prayers that have been given from various parties. Therefore, the author would like to express his deepest gratitude to all parties who have participated in providing support during the process of completing this Final Project, namely to:

1. Mrs. Dra. Gracia Shinta S. Ugut, MBA., Ph.D. as Dean of the Faculty of Economics, University of Pelita Harapan
2. Mrs. Isana S.C. Meranga, S.P., M.M. as the Head of the Pelita Harapan University Management Study Program
3. Mr Dr. Drs. John Tampil Purba, M.M as the supervisor who has directed, guided and took the time to help and support us in completing the writing of this final project.
4. Lecturers who are part of the Examiner Session team who have taken the time to test and provide suggestions in improving the writing of this Final Project.
5. All Lecturers and Staff who have helped the author during the lecture at Pelita Harapan University.

6. The author's parents and younger siblings, who always provide moral and financial support and endless prayers to the author so that the author can complete this final project properly.
7. My girlfriend Christa Bella Casey Angel who helped me a lot in completing this Final Project, and always encouraged me to be able to complete this Final Project.
8. My friends who are always there and share laughter since the beginning of entering Pelita Harapan University until now.

Finally, the writer realizes that there are still deficiencies in the writing of this Final Project. Therefore, criticism and suggestions from those who read this Final Project will be of great benefit to the writer and the writer hopes that the Final Project can be of benefit to all those who read it.



DAFTAR ISI

	Page
TITLE PAGE	
STATEMENT OF AUTHENTICITY	
APPROVAL OF FINAL PROJECT SUPERVISOR	
APPROVAL OF THE FINAL PROJECT EXAMER TEAM	
ABSTRACT	v
FOREWORD	vi
TABLE OF CONTENTS	vii
LIST OF PICTURE	viii
LIST OF TABLES	x
APPENDIX LIST	xi
CHAPTER I INTRODUCTION 1	1
1.1 Background of the Problem	1
1.2 Research objectives	8
1.3 Problem Formulation	8
1.4 Research Benefits	9
1.5 Research scope	10
1.6 Research methods	10
1.7 Writing Systematics	11
CHAPTER II LITERATURE REVIEW	13
2.1 Product Quality	13
2.2 Brand Image	15
2.3 Price Perception	17
2.4 Purchase decision	19
2.5 Relationship Between Variables	20
2.5.1 Relationship between product quality and purchasing decisions...	20
2.5.2 Relationship between Brand Image and Purchase Decision	21
2.5.3 Effect of Parga Perception on purchasing decisions	22
2.5.4 The Effect of Product Quality, Price Perception, and Brand Image on purchasing decisions	23
2.6 Model Framework.....	24
CHAPTER III RESEARCH METHOD	26
3.1 Research Paradigm	27
3.2 Research Object	29
3.3 Research Type	29
3.4 Assessment of variable indicators.....	30
3.5 Unit of Analysis	32
3.6 Research Variables	33
3.6.1 Types of Variables.....	33
3.7 Measurement Scale	34

3.8 Population and Research Sample	35
3.8.1 Population	35
3.8.2 Research Sample	35
3.9 Data Collection Methods	36
3.10 Questionnaire Development	37
3.11 Test of reliability and validity	38
3.11.1 Validity Test	38
3.11.2 Reliability Test	40
3.12 Pre-test Result	43
CHAPTER IV RESULTS AND DISCUSSION	45
4.1 Research Results	45
4.1.1 Data Quality Test	45
4.1.2 Validity Test	45
4.2 Reliability Test	47
4.3 Classic Assumptions.....	48
4.3.1 Normality Test.....	48
4.3.2 Heteroscedasticity Test.....	50
4.3.3 Multicollinearity Test	51
4.3.4 Autocorrelation Test.....	52
4.4 Partial Significance Test (t test).....	54
4.5 Hypothesis Test	55
4.6 Simultaneous Significance Test (Test F)	57
4.7 Coefficient of Determination (R²)	58
4.8 Results of Multiple Linear Regression Analysis.....	59
4.9 Discussion.....	60
4.9.1 Effect of Product Quality on Buyer Decisions.....	60
4.9.2 Effect of Price Perception on Buyer Decisions	61
4.9.3 Effect of Brand Image on Buyer Decision	62
4.9.4 Effect of Product Quality, Price Perception and Brand Image	63
CHAPTER V CONCLUSION AND SUGGESTION.....	65
5.1 Conclusion	65
5.2 Suggestion	67
REFERENCES.....	68
ANNEX	71

LIST OF PICTURE

	Page
Figure 4.1 P-Plot.....	49
Figure 4.2 Histogram	49
Figure 4.3 Heteroscedasticity	51



LIST OF TABLES

	Page
Table 1.1 Sports Interest in Indonesia.....	4
Table 1.2 Top Brand Index (TBI) for Shoes Category in 2018-2020.....	7
Table 3.1 Indicator Table	30
Table 3.2 Likert Scale Score	34
Table 3.3 Pretest-Validity	43
Table 3.4 250 Respondents	44
Table 4.1 Testing the Validity of the Product Quality Statement (X1)	45
Table 4.2 Testing the Validity of the Brand Image Statement Instrument (X2)...	46
Table 4.3 Testing the Validity of the Price Perception Statement Instrument (X3).....	46
Table 4.4 Testing the Validity of the Purchaser Decision Statement Instrument (Y).....	47
Table 4.5 Reliability Test Results	47
Table 4.6 Kolmogorov-Smirnov Normality Test.....	48
Table 4.7 Heteroscedasticity Test Results	50
Table 4.8 Multicollinearity Test Results.....	52
Table 4.9 Autocorrelation Test Results.....	53
Table 4.10 Autocorrelation Test Results.....	53
Table 4.11 Partial T Test, Linear Regression.....	54
Table 4.12 Hypothesis Test.....	55
Table 4.13 F Test Results.....	57
Table 4.14 Results of the Analysis of the Coefficient of Determination	58
Table 4.15 Results of Multiple Linear Regression	59

APPENDIX LIST

	Page
Appendix A. Amos Test Results.....	A-1
Appendix B. KMO Test.....	B-1
Appendix C. Questionnaire.....	C-1



