

DAFTAR PUSTAKA

- Aaker, J.L. (1997). Dimensions Of Brand Personality. *Journal Of Marketing Research*, 33(3).
- Agustiyanti. (2020). *Indonesia resmi naik kelas jadi negara berpendapatan menengah ke atas*. <https://katadata.co.id/agustiyanti/finansial/5efd443e37e94/indonesia-resmi-naik-kelas-jadi-negara-berpendapatan-menengah-ke-atas>
- Allik, J., Laidra, K., Realo, A. & H.Pullmann, H. (2004). Personality development from 12 to 18 years of age: Changes in mean levels and structure of traits. *European Journal of Personality*, 18, 445-462
- Alvandi, M., Fazli, S., & Najafi, S. (2013). Investigating the impact of self on attitudes toward luxury brands among teens in Iran.
- Amelia, T. (2019, November 21). *Mengenal hypebeast, tren fashion anak muda jaman sekarang.* <http://www.tantiamelia.com/2019/11/mengenal-hypebeast-tren-fashion-anak.html>
- Amaliya, L. & Setiaji, K. (2017). Pengaruh Penggunaan Media Sosial Instagram, Teman Sebaya dan Status Sosial Ekonomi Orangtua Terhadap Perilaku Konsumtif Siswa (Studi Kasus Pada Siswa kelas XI SMA Negeri 1 Semarang), *Economic Education Analysis Journal*, 6(3).
- Ancok, D. (1995). *Nuansa Psikologi Pembangunan*. Yogyakarta: Insan Kamil, Pustaka Pelajar.
- Anggreini, R., & Mariyanti, S. (2014). Hubungan antara control diri dan perilaku konsumtif mahasiswa Universitas Esa Unggul. *Jurnal Psikologi*, 12(1), 34–42.
- Anett, J. J. (2014) Emerging adulthood: the winding road from the late teens through the twenties (2.d ed.). New York, NY: Oxford University Press.
- Arum, Richard, & Roksa, J. (2014). Aspiring Adults Adrift: Tentative Transitions of College Graduates. Chicago: University of Chicago Press, 2014.
- Astari, K. A., Arsa, K. S., Iristianty, L. C., & Riandana, S. (2015). Analysis of Consumer Psychology Subject To Daily Time and Level of Education in Indonesia. *Journal of Economics, Business and Management*, 3(4), 470-478. doi:10.7763/joebm.2015.v3.230

- Azis, K. A. (2015). Implikasi Nilai-nilai Ibadah Puasa Terhadap Pendidikan Karakter. (Studi tentang Puasa dalam Kitab Al-Fiqh Al-Islami wa Adillatuhu Karya Prof. Dr. Wahbah Az-Zuhaili). Fakultas Ilmu Tarbiyah dan Keguruan Universitas Islam Negeri Walisongo , 1-193.
- Azwar, S. (2011). *Reliabilitas dan Validitas*. Yogyakarta: Pustaka Pelajar
- Azwar, S. (2014). *Reliabilitas Dan Validitas*. Yogyakarta: Pustaka Pelajar.
- Bain & Company. (2015, May 21). *Global luxury goods market expected to sustain steady momentum with 2-4 percent real growth in 2015* [Press release]. <http://www.bain.com/about/press/press-releases/spring-2015-worldwide-luxury-goodsupdate-press-release.aspx>
- Balabanis, G. (2002). The relationship between lottery ticket and scratch-card buying behaviour, personality and other compulsive behaviours. *Journal of Consumer Behaviour*, 2(1), 7-22.
- Bamford, J. S. & Davidson, J. W. (2017). "Trait Empathy associated with Agreeableness and rhythmic entertainment in a spontaneous movement to music task: Preliminary exploratory investigations". *Musicae Scientiae*. 23(1): 5-2. doi: 10.1177/1029864917701536.
- Baumgartner, H. (2002). Toward a Personology of the Consumer, *Journal of Consumer Research*, 29(2), 286-292.
- Beauloye, F. E. (2020). *The 15 most popular luxury brands online in 2020*. <https://luxe.digital/business/digital-luxury-ranking/most-popular-luxury-brands/>
- Becker, K., Lee, J. W., & Nobre, H. M. (2018). The concept of luxury brands and the relationship between consumer and luxury brands. *The Journal of Asian Finance, Economics and Business*, 5(3), 51-63.
Doi:10.13106/jafeb.2018.vol5.no3.51
- BEKRAF. (n.d.). Retrieved from <https://www.bekraf.go.id/>
- Berghaus, B., Reinecke, S., & Muller-Stewens, G. (2015). *The management of luxury: a practitioners handbook*. London: Kogan Page.
- Berry, J.W., (1969). On cross-cultural comparability. *International Journal of Psychology* 119–128
- Berthon P, Pitt L, Parent M, & Berthon J-P. (2009) Aesthetics and ephemerality: observing and preserving the luxury brand. *California Management Review*, 52(1), 45–66.

Bushman, B.J. (1993), "What is a name? The moderating role of public self-consciousness on the relation between brand label and brand preference", *Journal of Applied Psychology*, 78(5), 857-86.

Chadha, R. & Husband, P. (2006) The Cult of The Luxury Brand: Inside Asia's Love Affair with Luxury. Nicholas Brealey Publishing, London.

Chaerunnissa, F. (2019). A Thought: The Impact of Hypebeast Culture on Self-Esteem. Retrieved from <https://medium.com/@fayrenheit/a-thought-the-impact-of-hypebeast-culture-on-self-esteem-cbc19b98ae4>.

Chang, Y., Ko, Y. J., & Jang, W. E. (2019). Personality determinants of consumption of premium seats in sports stadiums. *International Journal of Contemporary Hospitality Management*, 31(8), 3395-3414. <https://doi.org/10.1108/IJCHM-09-2018-0759>

Cherry, K. (2019). 5 Personality traits of extroverts. <https://www.verywellmind.com/signs-you-are-an-extrovert-2795426>

Chrisnawati, D., Abdullah, S. M. (2011). Faktor-Faktor Yang Mempengaruhi Perilaku Konsumtif Remaja Terhadap Pakaian. *Jurnal Spirits*, 2(1), 1-13.

Church, A.T., & Katigbak, M. S. (2002). The five-factor model in the Philippines: Investigating trait structure and levels across cultures. In R. R. McCrae, & J. Allik (eds.), *The Five-Factor Model of personality across culture* (pp: 129-154). New York: Kluwer Academic/ Plenum.

CNBC Indonesia. (2019, September 7). Uang Habis Karena Hypebeast. Retrieved from <https://www.cnbcindonesia.com/investment/20190902170438-23-96576/uang-habis-karena-hypebeast>

Cooley, C. H. (1964). *Human nature and the social order*. New York: Schocken Books.

Costa, P. T. Jr., & McCrae, R. R. (1992). *Revised NEO Personality Inventory (NEO PI-R) and NEO Five-Factor Inventory (NEO-FFI): Professional manual*. Psychological Assessment Resources, Odessa, FL.

Costa, P. T., & McCrae, R. R. (1992). *NEO PI-R: Professional manual*. Odessa, FL: Psychological Assessment Resources.

- Costa Jr., P. T., & McCrae, R. R. (1995). Domains and Facets: Hierarchical Personality Assessment Using the Revised NEO Personality Inventory . *Journal of Personality Assessment*, 64(1), 21-50.
- Costa, P., & McRae, R. R. (2012). The Five-Factor Model, Five-Factor Theory, and Interpersonal Psychology. 1-26.
- Crutsinger, C., Knight, D., & Kim, H. (2010). Teens' consumer interaction styles: the impact of assertive and aggressive behavior on attitudes towards marketing practices. *International Journal of Consumer Studies*, 34(2), 196-203. doi:10.1111/j.1470-6431.2009.00846.x
- Danim, S. (2013). Perkembangan Peserta Didik. Bandung: Alfabeta
- Dariyo, A. (2003). *Psikologi perkembangan dewasa muda*. Jakarta : PT. Gramedia Widiasarana Indonesia.
- Dawson R. (1999). Konghucu: Penata Budaya Kerajaan Langit, (Jakarta: Temprint, 1999), hlm. 15.
- Dewi, B. K. (2020) *Air Jordan 1 x Dior sukses menjangkau generasi muda, apa sebabnya?* Halaman all. <https://lifestyle.kompas.com/read/2020/07/22/180941820/air-jordan-1-x-dior-sukses-menjangkau-generasi-muda-apa-sebabnya?page=all>.
- DeYoung, C. G., Quilty, L. C., & Peterson, J. B. (2007). Between facets and domains: 10 aspects of the Big Five. *Journal of Personality and Social Psychology*, 93(5), 880–896. doi:10.1037/0022-3514.93.5.880
- Dharmmesta, B. S. & Handoko, H. (2013). *Manajemen Pemasaran Analisis Perilaku Konsumen*. BPFE-Yogyakarta.
- Dimock, M. (2019). *Defining generations: where millennials end and generations z begins*. <https://www.pewresearch.org/fact-tank/2019/01/17/where-millennials-end-and-generation-z-begins/#:~:text=Anyone%20born%20between%201981%20and,part%20of%20a%20new%20generation>.
- Eastman, J. K., & Eastman, K. L. (2011). Perceptions of status consumption and the economy. *Journal of Business & Economics Research*, 9(7), 9–20
- Elden, M., Bakir, U., & Okat, O. (2013). Hedonic consumption and depressed mood: how does depression influence consumer behaviour? *The Marketing School*, 608–615.

- Elizabeth C. Hirschman and Barbara B. Stern (1998) , "Consumer Behavior and the Wayward Mind: the Influence of Mania and Depression on Consumption", in NA - Advances in Consumer Research Volume 25, eds. Joseph W. Alba & J. Wesley Hutchinson, Provo, UT : Association for Consumer Research, Pages: 421-427.
- Engel, J. F., Blackwell, R. D., dan Miniard, P. W. (2015). *Consumer Behavior*. Thomson South-Western.
- Engel, J. F., Blackwell, R. D., Winiard, P. W., Budijanto, F. X. (1994). *Perilaku konsumen*. Jakarta: Binurapu Aksara
- Erickson, E. H. (1958). *Young man Luther: A study in psychoanalysis and history*. New York: Norton.
- Ertina, S., & Ibrahim, A. S. (2018). The Students; Hedonism Lifestyle. *Advances in Social Science, Education and Humanities Research (ASSEHR)*, 304, 122-126. <https://doi.org/10.2991/acpch-18.2019.31>
- Eysenck, H. J. (1947) Dimensions of personality. Kegan Paul.
- Eysenck, H. J. (1967). The biological basis of personality. Springfield, IL: Charles C Thomas.
- Evaningrum, A. (2001). Konsumtivisme di Kalangan Remaja. www.epsikologi.com Diakses pada tanggal 14 Agustus 2010.
- Feed, USS. (2018). Rusuh antri supreme retail di pembukaan hype dan dope store. Available from https://www.youtube.com/watch?v=6QeDcoo_LtU.
- Festinger, L. (1954). A Theory of Social Comparison Processes. *Human Relations*, 7(2), 117-40.
- Field, A. P. (2009). Discovering statistics using SPSS. London, England: SAGE Publications.
- Fraley, R. C., & Roberts, B. W. (2005). "Patterns of continuity: a dynamic model for conceptualizing the stability of individual differences in psychological constructs across the life course". *Psychological Review*, 112(1), 60–74. doi:10.1037/0033-295x.112.1.60
- Friedman, H. S., & Kern, M. L. (2014). Personality, well-being, and health. *Annual Review of Psychology*, 65, 719-742.

Fromm, E. 1995. *Masyarakat yang Sehat (Terjemahan Sutrisno)*. Jakarta: Yayasan Obor Indonesia.

Fujiwara, K., & Nagasawa, S. (2015). Relationships among purchase intentions for luxury brands and personality traits based on the big five. *American Journal of Industrial and Business Management*, 5, 631–639.

Gentina, E., Shrum, L., & Lowrey, T. M. (2016). Teen attitudes toward luxury fashion brands from a social identity perspective: A cross-cultural study of French and U.S. teenagers. *Journal of Business Research*, 69(12), 5785–5792. doi: 10.1016/j.jbusres.2016.04.175

Gentina, E., Shrum, L., & Lowrey, T. M. (2016) Teen attitudes towards luxury fashion brands from a social identity perspective: A cross-cultural study of French and U.S. teenagers. *Journal of Business Research*, 69(12), 5785–5792. doi: 10.1016/j.jbusres.2016.04.175

Godey, B., Pederzoli, D., Aiello, G., Donvito, R., Chan, P., Oh, H., Weitz, B. (2012). Brand and country-of-origin effect on consumers' decision to purchase luxury products. *Journal of Business Research*, 65, 1461–1470.

Goodwin, R., & Friedman, H. (2006). Health status and the Five-factor Personality Traits in a Nationality Representative Sample. *Journal of Health Psychology*, 11, 643–654.

Graziano, W. G., & Eisenberg, N. (1997). Agreeableness: A dimension of personality. In R. Hogan, J. A. Johnson, & S. R. Briggs (Eds.), *Handbook of personality psychology* (pp. 795–824). San Diego, CA: Academic Press.

Gravetter, F. J., & Forzano, L. B. (2012). *Research methods for the behavioral sciences*. Australia: Wadsworth.

Grice, J. W. (2019). Five-factor model of personality. Retrieved from <https://www.britannica.com/science/five-factor-model-of-personality>

Grohol, J. (2019). The Big Five Personality Traits. Psych Central. Retrieved on April 4, 2020, from <https://psychcentral.com/lib/the-big-five-personality-traits/>

Grossman, G., & Shapiro, C. (1988). Foreign counterfeiting of status goods. *Quarterly Journal of Economics*, 103, 79–100. doi:10.2307/1882643

Groth, J. C., & McDaniel, S. (1993). The exclusive value principle. *Journal of Consumer Marketing*, 10(1), 10–16. DOI: 10.1108/07363769310026539

- Guido, G., Capestro, M., & Peluso, A. M. (2007). Experimental analysis of consumer stimulation and motivational states in shopping experiences. *International Journal of Market Research*, 49(3), 365–386.
- Gunarsa, D. (1989). *Psikologi Perkembangan Anak Dan Remaja*. Jakarta: PT BPK Gunung Mulia.
- Habashi, M. M., Graziano, W. G., & Hoover, A. E. (2016). Searching for the Prosocial Personality. *Personality and Social Psychology Bulletin*, 42(9), 1177-1192. doi.10.1177/0146167216652859
- Halim, M. S., Derksen, J. J. L., van der Staak, C. P. F. (2004). Development of the revised NEO personality inventory for Indonesia: A preliminary study. In B. N. Setiadi, A. Supratiknya, W. J. Loner, & Y. H. Pootinga (eds.), *Ongoing themes in psychology and culture* (Online Ed.). Melbourne, FL: International Association for Cross-Cultural Psychology.
- Han, Y. J., Nunes, J. C., & Drèze, X. (2010). Signaling status with luxury goods: The role of brand prominence. *Journal of Marketing*, 74(4), 15–30.
- Havighurst, R. J. (1953). *Human Development and Education*. New York : Longmans, Green & Co
- Heine, K. (2010). Identification and motivation of participants for Luxury consumer surveys through viral participant acquisition. *Electronic Journal of Business Research Methods*, 8(2), 132–145.
- Hilaliyah, H. (2015). Pengaruh persepsi mahasiswa atas bahasa Indonesia dan minat belajar terhadap prestasi belajar bahasa Indonesia. *Faktor Jurnal Ilmiah Kependidikan*, 2(2), 115-122.
- Hoffower, H. (2019). *High-end streetwear is the latest status symbol, and it shows just how powerful rich millennials are in the luxury industry.*
<https://www.businessinsider.com/luxury-streetwear-millennials-status-symbol-2019-6?r=US&IR=T>
- Hurlock, (2003). *Psikologi Perkembangan*, Erlangga, Jakarta.
- Hurlock, E. B. (1986). *Developmental psychology* (3rd ed.). New Delhi: McGraw Hill, Inc.
- Husic-Mehmedovic, M., & Cicic, M. (2009). Luxury consumption factors. *Journal of Fashion Marketing and Management*, 13(2), 231–245.
- James, W. (1890). *The principles of psychology* (Vol. I). New York: Henry Holt and Company.

- Javaras, K. N., Williams, M., Baskin-Sommers, A. R. (2019). Psychological interventions potentially useful for increasing conscientiousness. *Personality Disorders: Theory, Research, and Treatment*, 10, 13-24
- Jayaputra, A. (2012). Dinamika masyarakat mimika dalam perspektif ketahanan sosial. *Informasi*, 17(3), 165-176.
- Jenefa, L., Kumar, R. M., Kadyan, J. S. (2013). Socio-economic factors influencing the buying behavior with special reference to selected garment retail outlet in Chennai. *International Journal of Business and Management Invention*, 2(12), 1–11
- John, O. P., & Srivastava, S. (1999). The Big Five trait taxonomy: History, measurement, and theoretical perspectives. In L. A. Pervin & O. P. John (Eds.), *Handbook of personality: Theory and research* (2nd ed., pp. 102–138). New York: Guilford Press.
- John, O. P., Naumann, L. P., & Soto, C. J. (2008). Paradigm Shift to the Integrative Big-Five Trait Taxonomy: History, Measurement, and Conceptual Issues. In John O. P., Robins, R. W., & Pervin, L. A. (Eds.), *Handbook of personality: Theory and research* (pp. 114-158). New York, NY: Guilford Press.
- Johnson, A. M., Vernon, P. A., Feiler, A. R. (2008). Behavioral genetic studies of personality: An introduction and review of the results of 50+ years of research, in: Boyle, G. J., Matthews, G., Saklofske, D. H. (Eds.). *The SAGE Handbook of Personality Theory and Assessment: Volume 1 Personality Theories and Models*. SAGE, London, pp. 145-173.
- Kandler, C., & Bleidorn, W. (2015). Personality Differences and Development: Genetic and Environmental Contributions. *International Encyclopedia of the Social & Behavioral Sciences*, 884–890. doi: 10.1016/b978-0-08-097086-8.25011-3
- Kapferer, J.-N., Klippert, C., & Leproux, L. (2013). Does luxury have a minimum price? An exploratory study into consumers' psychology of luxury prices. *Journal of Revenue and Pricing Management*, 13(1), 2-11. doi:10.1057/rpm.2013.34
- Kapferer, J. N. (2015). *Kapferer on Luxury: How Luxury Brands Can Grow Yet Remain Rare*. Kogan Page Ltd. London, 52-54
- Kastanakis, M. N., & Balabanis, G. (2012). Between the mass and the class: Antecedents of the Bandwagon luxury consumption behavior. *Journal of*

Business Research, 65(10), 1399–1407. <https://doi.org/10.1016/j.jbusres.2011.10.005>.

Kautsar, M. A., Valentina, J., Gitomartoyo, W., & Wreksono, A. (2020). *Luxury Goods; Spending in what really matters*.
<https://www.thejakartapost.com/longform/2020/02/19/luxury-goods-spending-in-what-really-matters.html#:~:text=Bags%2C%20as%20well%20as%20leather,than%206%20international%20luxury%20brands%2C>

Ksendzova, M., Iyer, R., Hill, G., Wojcik, S. P., & Howell, R. T. (2015). The portrait of a hedonist: The personality and ethics behind the value and maladaptive pursuit of pleasure. *Personality and Individual Differences*, 79, 68-74. doi:10.1016/j.paid.2015.01.042

Kotler, P. (1997). Manajemen Pemasaran. Edisi Bahasa Indonesia jilid satu. Jakarta: Prentice Hall.

Kohlberg, L. (1976). "Moral stages and moralization: The cognitive-developmental approach". In Lickona, T. (ed.). *Moral Development and Behavior: Theory, Research and Social Issues*. Holt, NY: Rinehart and Winston.

Kohlberg, L. (1987). *The Philosophy of Moral Development : Moral Stages and the Idea of Justice*. San Francisco :Harper & Row, 1981.

Kohlberg, L. (1984). *The Psychology of Moral Development: The Nature and Validity of Moral Stages (Essays on Moral Development, Volume 2)*. Harper & Row

Krori, S. D. (2011). Developmental Psychology. *Homeopathic Journal*, 4(3)

Kumparan. (2018). Hypebeast: Sejuta Akal demi Gaya Mahal. Retrieved from <https://kumparan.com/millennial/hypebeast-sejuta-akal-demi-gaya-mahal-1542942478275974121>

Kurniawan, C. (2017). Analisis Faktor-Faktor yang Memengaruhi Perilaku Konsumtif Ekonomi Pada Mahasiswa. *Jurnal Media Wahana Ekonomika*, 13(4), 107-118.

Larasati, A. N. (2019). *Hubungan antara self-monitoring dengan perilaku konsumtif melalui media online shopping pada mahasiswa fakultas hukum Universitas Negeri Semarang* [Thesis]. Universitas Negeri Semarang.

Lemme, B. H. (1995). *Development in adulthood*. USA: Allyn & Bacon.

-

- Lesmana, T., & Santoso, R. (2019). Karakteristik Kepribadian, Harga Diri dan Gaya Hidup Hedonisme Pada Mahasiswa Konsumen Starbucks. *Jurnal Ilmu Perilaku*, 3(1), 59-71. doi:10.25077/jip.3.1.59-71.2019
- Luvaas, B. (2013). Third World No More: Rebranding Indonesian Streetwear. *Fashion Practice*, 5(2), 203–227. doi:10.2752/175693813x13705243201496
- Luxury Goods*. [Industry Report]. (2020, January). Euromonitor International. <https://www.euromonitor.com/luxury-goods-in-indonesia/report>
- Mamat, M. N., Noor, N. M., & Noor, N. M. (2016). Purchase Intentions of Foreign Luxury Brand handbags among Consumers in Kuala Lumpur, Malaysia. *Procedia Economics and Finance*, 35, 206-215.
- Mangkunegara, P. A. (1988). Perilaku Konsumen. Bandung : PT. Eresco -----.
- (2009). Perilaku Konsumen. Bandung : Refika Aditama.
- Mappiare, A. (1983). *Psikologi orang dewasa*. Surabaya: Usaha Nasional.
- Mastura M., Fadilah Z., & Nor A., N, (2007). Analisis faktor penyebab stres di kalangan pelajar. *Jurnal Kemanusiaan*, (9), 63-71.
- Mastuti, E. (2005). Analisis Faktor Alat Ukur Kepribadian Big Five (Adaptasi dari IPIP) pada Mahasiswa Suku Jawa. INSAN , 264-276.
- Maslow, A. (1943). A Theory of Human Motivation. *Psychological Review*, 50(4), 370–396. doi: 10.1037/h0054346
- Matsumoto, D. & Juang, L. (2012). *Culture and Psychology: 5th Edition*. Belmont, CA: Wadsworth-Cengage Learning. P. 271. ISBN 978-1-111-34493-1
- Matzler, K., Bidmon, S., & Grabner-Krauter, S. (2006). Individual determinants of brand affect: The role of the personality traits of extraversion and openness to experience. *Journal of Product & Brand Management*, 15(7), 427–434.
- McCrae, R. R., & Costa, P. T. (1997). Personality trait structure as a human universal. *American Psychologist*, 52(5), 509–516.
- McCrae, R. R., & Costa, P. T., Jr. (2008). The five-factor theory of personality. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *Handbook of personality: Theory and research* (p. 159–181). The Guilford Press.

- McCrae, R. R., & John, O. P. (1992). An introduction to the five-factor model and its applications. *Journal of Personality*, 60(2), 175–215.
<https://doi.org/10.1111/j.1467-6494.1992.tb00970.x>
- McCrae, R. R., Terracciano, A., and Members of the Personality Profiles of Cultures Project. (2005). Universal features of personality traits from the observer's perspective: Data from 50 different cultures. *Journal of Personality and Social Psychology*. 2005; 88: 547-561.
- McLeod, S. A. (2018, May 03). Erik Erikson's stages of psychosocial development.
- Mead, G. H. (1934). *Mind, self, & society: from the standpoint of a social behaviorist*. Chicago: The university of Chicago Press.
- Miller, K. W., & Mills, M. K. (2012). Contributing clarity by examining brand luxury in the fashion market. *Journal of Business Research*, 65(10), 1471–1479.
- Miremadi, A., Fotoohi, H., Sadeh, F., Tabrizi, F., & Javidigholipourmashhad, K. (2011) "The Possible Effects Of Need For Uniqueness's Dimensions On Luxury Brands: Case Of Iran And UAE" *International Journal of Marketing Studies*, 3(3), 151–160
- Mlacak, Z. (2012). The big five and prosocial personality aspects. Skripsi. University of Ostrava, Czect Republic.
- Mowen, J. C. (2000). *The 3M model of motivation and personality: Theory and empirical applications to consumer behavior*. Boston, M.A: Kluwer.
<http://dx.doi.org/10.1007/978-1-4757-6708-7>.
- Muhammad, F. (2019). Tren Street Wear, Tak Sekadar Gaya Busana Ratusan Juta Rupiah. Retrieved from
<https://www.cnbcindonesia.com/lifestyle/20190428192028-33-69296/tren-street-wear-tak-sekadar-gaya-busana-ratusan-juta-rupiah>.
- Muhammad, F. (2019). *Tren street wear, tak sekedar gaya busana ratusan juta rupiah*. CNBC Indonesia.
<https://www.cnbcindonesia.com/lifestyle/20190428192028-33-69296/tren-street-wear-tak-sekadar-gaya-busana-ratusan-juta-rupiah>.
- Mulyanegara, R. (2011) , "The Effects of Consumer Personality on Fashion Consciousness and Prestige Sensitivity", in AP - Asia-Pacific Advances in Consumer Research Volume 9, eds. Zhihong Yi, Jing Jian Xiao, and June Cotte and Linda Price, Duluth, MN : Association for Consumer Research, Pages: 336-339.

- Mulyanegara, R. C., Tsarenko Y., & Anderson, A. (2009). The Big Five and Brand Personality: Investigating the Impact of Consumer Personality on Preferences Towards Particular Brand Personality. *Journal of Brand Management*, 16(4), 234-47.
- Nashori, F. (2000). Hubungan antara konsep diri dengan poinpetensi interpersonal mahasiswa. *Jurnal anima*, 16(21), 32-40.
- Naz, U., & Lohdi, S. (2016). Impact of customer self concept and life style on luxury goods purchases: a case of females of Karachi. *Arabian Journal of Business and Management Review*, 6(2), 1–5.
- Nikmah, N. F. (2017). Perilaku Konsumtif Dalam Memenuhi Gaya Hidup Modern Pada Mahasiswa Jurusan Hukum Dan Kewarganegaraan Universitas Negeri Malang. Skripsi. Jurusan Hukum dan Kewarganegaraan, Fakultas Ilmu Sosial, Universitas Negeri Malang.
- Nortajuddin, A. (2020). *Luxury brands desired more in a pandemic*.
<https://theaseanpost.com/article/luxury-brands-desired-more-pandemic>
- Nurlela, N., & Surtiyoni, E. (2020). Hambatan kematangan perencanaan karir mahasiswa sebagai generasi millenial. *Jurnal konseling komprehensif*, 7(1), 1-6
- Nugraha, R. P. (2019). Hypebeast Fashion Phenomena as a Sub-Culture Identity (A Case Study: Jakarta Hypevibe Community). *International Journal of Management Sciences and Business Research*, 8(12), 2226-8235
- Orji, M. G., Sabo, B., Abubakar, M. Y., & Usman, A. D. (2017). Impact of Personality Factors on Consumer Buying Behavior Towards Textile Materials in South Eastern Nigeria. *International Journal of Business and Economics Research*, 6(1), 7-18. doi: 10.11648/j.ijber.20170601
- Orth, U. R., Limon, Y., & Rose, G. (2010). Store-evoked affect, personalities, and consumer emotional attachments to brands. *Journal of Business Research*, 63(11), 1202–1208
- Owens, M. (2020). *The openness dimension of personality*.
<https://www.truity.com/book/openness-dimension-personality#>
- Pamungkas, G. A. (2018). *Fenomena gaya hidup hypebeast di kalangan remaja kota Bandung*. [Fakultas Ilmu Sosial dan Ilmu Politik].
<http://repository.unpas.ac.id/38593/>

- Patricia, N. L. & Handayani, S. (2014). Pengaruh Gaya Hidup Hedonis Terhadap Perilaku Konsumtif Pada Pramugari Maskapai Penerbangan “X”. *Jurnal Psikologi*, 12(1).
- Papalia, D. E., Old, S. W., Feldman, & R. D. (2008). Human Development (terjemahan A. K. Anwar). Jakarta: Prenada Media Group
- Pervin, L. A. (2006). *The Science of Personality* (3rd Ed.). Oxford University Press, New York.
- Pervin, L. A., & John, O. P. (Eds.). (1999). *Handbook of personality: Theory and research* (2nd ed.). Guilford Press.
- Pervin, L. A., Cervone, D., & John, O. P. (2005). *Personality: Theory and research*. Hoboken, NJ: Wiley.
- Poropat, A. E. (2009). A meta-analysis of the five-factor model of personality and academic performance. *Psychological Bulletin*, 135(2), 322-338. doi:10.1037/a0014996
- Priambodo, A. (2000). Sikap politik, pengaruh kelompok, dan partisipasi politik di kalangan mahasiswa: Studi deskriptif pada mahasiswa Universitas Indonesia. Universitas Indonesia, Depok.
- Primadhyta, S. (2015). *Generasi Milenial RI Paling Impulsif Belanja Barang Mewah*. <https://www.cnnindonesia.com/ekonomi/20151102182452-92-88999/generasi-millenial-ri-paling-impulsif-belanja-barang-mewah>
- Redaksi. (2019). *Apa itu hypebeast? Yang menjadi tren kekinian di Indonesia*. Reborn Project Media. <https://rebornprojectmedia.com/2019/01/05/apa-itu-hypebeast-yang-menjadi-trend-kekinian-di-indonesia/fashion/>
- Rezky, R. R. (2012). Hubungan antara kompetensi interpersonal dengan kebermaknaan hidup mahasiswa unika soegijapranata. *Skripsi*. Semarang: Fakultas Psikologi Universitas Katolik Soegijapranata.
- Rifa, D. S. A. (2014) *Gaya Hidup Shopaholic sebagai Bentuk perilaku Konsumtif pada Kalangan Mahasiswa Universitas Negeri Yogyakarta*. S1 thesis, UNY.
- Roberts, B. W., Walton, K. E., & Viechtbauer, W. (2006). Patterns of mean-level change in personality traits across the life course: A meta-analysis of longitudinal studies. *Psychological Bulletin*, 132(1), 1–25. <https://doi.org/10.1037/0033-2909.132.1.1>

- Robbins, S. P., & Judge, A. T. (2011). *Organizational Behavioral*. New Jersey: Pearson.
- Rothmann, S., & Coetzer, E. P. (2003). The big-five personality dimensions and job performance. *SA Journal of Industrial Psychology*, 29(1), 68–74.
- Santrock, J. W. (2007). *Adolescence*. Boston, US. McGraw-Hill.
- Saran, R., Roy, S. and Sethuraman, R. (2016). Personality and fashion consumption: a conceptual framework in the Indian context, *Journal of Fashion Marketing and Management*, 20(2), 157-176.
- Sarker, S., Bose, T.K., Palit, M. and Haque, Md. E. (2013). Influence of Personality in Buying Consumer Goods. A Comparative Study between Neo-Freudian Theories and Trait Theory Based on Khulna Region, *International Business and Economics Research*, 2(3), 41-58.
- Sarwono, S. (2011). *Psikologi Remaja*. Jakarta: PT. Raja Grafindo.
- Setiaji, B. (1995). *Konsumerisme, Akademika No. 1. Tahun XIII*. Surakarta: Muhammadiyah University Press.
- Shavitt, S., Jiang, D., & Cho, H. (2016). Stratification and segmentation: social class in consumer behavior. *Journal of Consumer Psychology*, 26(4), 583–593.
- Sholeh, A. (2017). The relationship among hedonistic lifestyle, life satisfaction, and happiness on college students. *International Journal of Social Science and Humanity*, 7(9), 604–607. <http://doi:10.18178/ijssh.2017.7.9.892>
- Shukla, P. (2011). Impact of interpersonal influences, brand origin and brand image on luxury purchase intentions: Measuring interfunctional interactions and a cross-national comparison. *Journal of World Business*, 46, 242–252. <https://doi.org/10.1016/j.jwb.2010.11.002>.
- Shukla, P. Purani, K. (2012). The influence of value perceptions on luxury purchase intentions in developed and emerging markets. *International Marketing Review*, 29(6), 574-596.
- Song, Yang (10 February 2017). "Associations between empathy and big five personality traits among Chinese undergraduate medical students". *PLOS ONE*. 12 (2): e0171665. doi:10.1371/journal.pone.0171665
- Sorensen, S., Duberstein, P. R., Chapman, B., Lyness, J. M., & Pinquart, M. (2008). How Are Personality Traits Related to Preparation for Future Care Needs in Older Adults? *The Journals of Gerontology Series B*:

Psychological Sciences and Social Sciences, 63(6).
doi:10.1093/geronb/63.6.p328

- Siswoyo. Dkk. (2007). Ilmu Pendidikan. Yogyakarta: UNY Press
- Sugiyono. (2018). Metode penelitian kuantitatif kualitatif dan R&D. Bandung: Alfabeta
- Spencer, K. (2018). ‘Hypebeast’ teens making a fortune from fashion. Retrieved from <https://news.sky.com/story/hypebeast-teens-making-a-fortune-from-fashion-11200820>
- Srivastava, S., John, O. P., Gosling, S. D., & Potter, J. (2003). Development of the Big Five in Adulthood: Set like plaster or persistent change? *Journal of Personality and Social Psychology*.
- Statista. (2020, August). *In-depth: Luxury Goods 2020*.
- Steinberg, L. (2002). *Adolescence*. Sixth edition, New York: McGraw Hill Inc.
- Sumartono. (2002). *Terperangkap dalam Iklan: Meneropong Imbas Pesan Iklan Televisi*. Bandung: Alfabeta.
- Sumartono. (2002). *Terperangkap dalam Iklan*. Bandung: Alfabeta.
- Takeuchi, H., Taki, Y., Nouchi, R., Yokoyama, R., Kotozaki, Y., Nakagawa, S., Sekiguchi, A., Iizuka, K., Yamamoto, Y., Hanawa, S., Araki, T., Miyauchi, C. M., Sakaki, K., Nozawa, T., Ikeda, S., Yokota, S., Magistro, D., Sassa, Y., & Kawashima, R. (2019, January). *The effects of family socioeconomic status on psychological and neural mechanisms as well as their sex differences*. <https://doi.org/10.3389/fnhum.2018.00543>
- Tambunan. R. (1996). Remaja Mandiri 1. Jakarta: Arcan.
- Tambunan, R. (2001). *Remaja dan perilaku konsumtif*. <https://epsikologi.com/>
- Taufik, T. (2019). Neuroticism, extraversion and conscientiousness as predictors of the hedonistic lifestyle. *North American Journal of Psychology*, 21(3), 645–660.
- The Report. (2013). *The luxury market: the ups and downs of growing demand for high-end retail*. <https://oxfordbusinessgroup.com/analysis/luxury-market-ups-and-downs-growing-demand-high-end-retail>
- Tiwari, P. K. (2014). Emotional maturity of sports persons with special needs: with reference to gender. *Academic Sports Scholar*, 3(7), 1- 3.

- Triyaningsih, S.L. (2011). Dampak Online Marketing Melalui Facebook Terhadap Perilaku Konsumtif Masyarakat. *Jurnal Ekonomi dan Kewirausahaan*, 11(2), 172–177
- Tsao, W.C. and Chang, H.R. (2010). Exploring the impact of personality traits on online shopping behaviour, *African Journal of Business Management*, 4(9), 1800-1812.
- Tuu, H. H. (2017). The relationships between big-five personality traits and the choice of luxury product attributes by Vietnamese consumers. *Journal of Economic Development*, 24(3), 94–115.
- Tuu, H. H., Olsen, S. O., & Cong, L. C. (2017). Patterns of Vietnamese buying behaviors on luxury branded products. *Asia Pacific Journal of Marketing & Logistics*, 1–38.
- Thurai, S. R. T., & Westa, W. (2017). Tingkat depresi dalam kalangan mahasiswa kedokteran semester VII Universitas Udayana dan keterlibatan mereka dalam kegiatan fisik. *Intisari Sains Medis*, 8(2), 147–150.
- Udo-Imeh, P. T. (2015). Influence of Personality on the Buying Behaviour of Undergraduate Students in Universities in Cross River State, Nigeria. *International Journal of Marketing Studies*, 7(4). doi: 10.5539/ijms.v7n4p64
- Ünal, S., Deniz, E., Akin, N. (2019). Determining the Factors That Influence the Intention to Purchase Luxury Fashion Brands of Young Consumers. doi: 10.21121/eab.511806
- Utami, W. (2016). Pengaruh Kecenderungan Neurotik Dan Self-Efficacy Terhadap Psychological Well Being Pada Mahasiswa Psikologi. *Journal An-Nafs: Kajian Penelitian Psikologi*, 1(2), 202-226. <https://doi.org/10.33367/psi.v1i2.287>
- Verplanken, B., & Herabadi, A. (2001). Individual Differences in Impulse Buying Tendency: Feeling and no Thinking. *European Journal of Personality*, 15(1), 71-83. Voss, K. E., Spangenberg, E.
- Vittengl, J. R. (2017). Who pays the price for high Neuroticism? Moderators of longitudinal risks for depression and anxiety. *Psychological Medicine*, 1-12. doi: 10.1017/S0033291717000253
- Volker, T., & Klaus, H. (2008). Das Marketing von Luxusprodukten. WISU – Das Wirtschaftsstudium 2008; 37 (December): 1669-1674.

- Wang, X., Tauni, M. Z., Zhang, Q., Ali, A., Ali, F. . (2020) Does buyer-seller personality match enhance impulsive buying? A green marketing context. *Journal of Marketing Theory and Practice* 0(0), 1–11.
doi:10.1080/10696679.2020.1780137
- Wang, C.-C., & Yang, H.-W. (2008). Passion for Online Shopping: the Influence of Personality and Compulsive Buying. *Social Behavior and Personality*, 36(5), 693-706
- Wassener, B. (2011), “Across Asian, an engine of growth of luxury firms”, The New York Times, available at: www.nytimes.com/2011/12/09/business/global/across-asia-an-engine-of-growth-for-luxury-firms.html?pagewanted=1&_r=1
- Wahyudi. (2013). Tinjauan tentang Perilaku Konsumtif Remaja pengunjung Mall Samarinda Central Plaza. *Ejurnal Sosiologi*, 1(4), 26-36.
- Widjaja, A. & Afiat, S. (2019). The Phenomenon of “Hypebeast” among Young People in Indonesia.
- Wiedmann, K.-P., Hennigs, N., & Siebels, A. (2009). Value-based segmentation of luxury consumption behavior. *Psychology and Marketing*, 26(7), 625–651. <https://doi.org/10.1002/mar.20292>.
- Windayani, S., & Astuti, D. (2020). Peran konformitas dan gaya hidup brand minded terhadap perilaku konsumtif mahasiswi di Kota Denpasar. *Jurnal Psikologi Udayana*, 41, 96-108. Retrieved from <https://ocs.unud.ac.id/index.php/psikologi/article/view/63513>
- Wilcox, K., Kim, H. M., & Sen, S. (2009). Why do consumers buy counterfeit luxury
- Wiyono, A. (2017). Hubungan antara Kematangan Emosi dengan Prokrastinasi Akademik pada Mahasiswa Psikologi Angkatan 2017. Vol 05. Nomor 03. (2018). Character : *Jurnal Penelitian Psikologi*
- Woodward, A. (2018). *Why is hypebeast clothing so expensive?*. The Flash. <https://rocklinhsflash.net/5481/stories/why-is-hypebeast-clothing-so-expensive/>
- Wood, J. V. & Taylor, K. L. (1991), “Serving Self-Relevant Goals Through Social Comparison”, in J Suls and T A Wills (Eds.), *Social Comparison: Contemporary Theory and Research*, 23-49, Erlbaum, Hillsdale, NJ.

Worrell, F. C., & Cross, W. E. (2004). *The Reliability and Validity of Big Five Inventory Scores With African American College Students*. *Journal of Multicultural Counseling and Development*, 32(1), 18–32. doi:10.1002/j.2161-1912.2004.tb00358.x

Yang, Y., & Land, K. C. (2006). A Mixed models approach to the age-period-cohort analysis of repeated cross-section surveys, with an application to data on trends in verbal test scores. *Department of Sociology*, 36 (1), 75–97. <https://doi.org/10.1111/j.1467-9531.2006.00175.x>

Yusuf, S. (2012). Psikologi Perkembangan Anak dan Remaja. Bandung: Remaja Rosdakarya.

