

DAFTAR PUSTAKA

- Adiputra, E. (2015). Perilaku Pembelian Tidak Terencana (Impulse Buying) Di Pusat Perbelanjaan Modern Di Surabaya. *An-Nisbah: Jurnal Ekonomi Syariah*. <https://doi.org/10.21274/an.2015.1.2.155-180>
- Ahsan Iqbal, Muhammad Ahmad-Ur-Rehman, Sundeep Moin, Nimra Iqbal, M. F. I. and S. W. (2017). The influence of store environment and shopping enjoyment tendency on impulse buying behavior: Mediating role of urge. *Int. J. Adv. Multidiscip. Res.* <https://doi.org/10.22192/ijamr>
- Ali Abdolvand, M., Hanzaee, K. H., Rahnama, A., & Khoshpanjeh, M. (2011). The effects of situational and individual factors on impulse buying. *World Applied Sciences Journal*.
- Amos, C., Holmes, G. R., & Keneson, W. C. (2014). A meta-analysis of consumer impulse buying. *Journal of Retailing and Consumer Services*.
<https://doi.org/10.1016/j.jretconser.2013.11.004>
- Arnold, M. J., & Reynolds, K. E. (2003). Hedonic shopping motivations. *Journal of Retailing*. [https://doi.org/10.1016/S0022-4359\(03\)00007-1](https://doi.org/10.1016/S0022-4359(03)00007-1)
- Atulkar, S., & Kesari, B. (2018). Role of consumer traits and situational factors on impulse buying: does gender matter? *International Journal of Retail & Distribution Management*. <https://doi.org/10.1108/IJRDM-12-2016-0239>
- Babin, B. J., Darden, W. R., & Griffin, M. (1994). Work and/or fun: Shopping measuring Value Hedonic and Utilitarian. *Journal of Consumer Research*.
<https://doi.org/0093-5301>
- Badgaiyan, A. J., & Verma, A. (2014). Intrinsic factors affecting impulsive

- buying behaviour-evidence from india. *Journal of Retailing and Consumer Services*. <https://doi.org/10.1016/j.jretconser.2014.04.003>
- Badgaiyan, A. J., & Verma, A. (2015). Does urge to buy impulsively differ from impulsive buying behaviour? Assessing the impact of situational factors. *Journal of Retailing and Consumer Services*.
<https://doi.org/10.1016/j.jretconser.2014.10.002>
- Badgaiyan, A. J., Verma, A., & Dixit, S. (2016). Impulsive buying tendency: Measuring important relationships with a new perspective and an indigenous scale. *IIMB Management Review*. <https://doi.org/10.1016/j.iimb.2016.08.009>
- Bagdare, S., & Jain, R. (2013). Measuring retail customer experience. *International Journal of Retail and Distribution Management*.
<https://doi.org/10.1108/IJRDM-08-2012-0084>
- Bakti, S. (2016). Faktor-faktor Yang Mempengaruhi Keputusan Konsumen Dalam Minat Impulse Buying Pada Gerai Alfamart. *Journal of Business Research*.
- Baron, S., Harris, K., & Davies, B. J. (1996). Oral participation in retail service delivery: a comparison of the roles of contact personnel and customers. *European Journal of Marketing*.
<https://doi.org/10.1108/03090569610130052>
- Beatty, S. E., & Ferrell, M. E. (1998). Impulse buying: Modeling its precursors. *Journal of Retailing*. [https://doi.org/10.1016/S0022-4359\(99\)80092-X](https://doi.org/10.1016/S0022-4359(99)80092-X)
- Belk, R. (1984). Three Scales to Measure Constructs Related to Materialism: Reliability, Validity, and Relationships to Measures of Happiness. *Advances*

- in Consumer Research.* <https://doi.org/Article>
- Bong, S. (2010). The Influence Of Impulse Buying Toward Consumer Store Loyalty At Hypermarket In Jakarta. *Business and Entrepreneurial Review*, 10, 25–44. Retrieved from <http://www.trijurnal.lemlit.trisakti.ac.id/index.php/ber/article/view/22/22>
- Chang, H. J., Yan, R. N., & Eckman, M. (2014). Moderating effects of situational characteristics on impulse buying. *International Journal of Retail and Distribution Management*. <https://doi.org/10.1108/IJRDM-04-2013-0074>
- Chavosh, a, Halimi, a B., Namdar, J., Choshalyd, S. H., & Abbaspour, B. (2011). The contribution of Product and Consumer characteristics to Consumer's Impulse purchasing Behaviour in Singapore. *Social Science and Humanity, Pt One*.
- Dhaundiyal, M., & Coughlan, J. (2016). Investigating the effects of shyness and sociability on customer impulse buying tendencies: The moderating effect of age and gender. *International Journal of Retail and Distribution Management*. <https://doi.org/10.1108/IJRDM-12-2014-0166>
- Dholakia, U. M. (2000). Temptation and resistance: An integrated model of consumption impulse formation and enactment. *Psychology and Marketing*. [https://doi.org/10.1002/1520-6793\(200011\)17:11<955::AID-MAR3>3.0.CO;2-J](https://doi.org/10.1002/1520-6793(200011)17:11<955::AID-MAR3>3.0.CO;2-J)
- Dittmar, H., Beattie, J., & Friese, S. (1995). Gender identity and material symbols: Objects and decision considerations in impulse purchases. *Journal of Economic Psychology*. [https://doi.org/10.1016/0167-4870\(95\)00023-H](https://doi.org/10.1016/0167-4870(95)00023-H)

- Dittmar, H., & Bond, R. (2010). "I want it and i want it now": Using a temporal discounting paradigm to examine predictors of consumer impulsivity. *British Journal of Psychology*. <https://doi.org/10.1348/000712609X484658>
- Dubé, L., & Morin, S. (2001). Background music pleasure and store evaluation: Intensity effects and psychological mechanisms. *Journal of Business Research*. [https://doi.org/10.1016/S0148-2963\(99\)00092-2](https://doi.org/10.1016/S0148-2963(99)00092-2)
- Foroughi, A., Buang, N. A., & Sadeghi, R. H. M. (2012). Exploring the Influence of Situational Factors (Money□Time Avialable) on Impulse Buying Behaviour among Different Etthics. *International Journal of Fundamental Psychology & Social Sciences*.
- Ghozali, I. (2013). *Partial Least Square*. Universitas Diponegoro.
- Holbrook, M. B., & Hirschman, E. C. (1982). The Experiential Aspects of Consumption: Consumer Fantasies, Feelings, and Fun. *Journal of Consumer Research*. <https://doi.org/10.1086/208906>
- Indomaret. (2018). Berkarir di Indomaret.
- Iyer, E. S. (1989). Unplanned purchasing: Knowledge of shopping environment and time pressure. *Journal of Retailing*.
- Jha, S., & Singh, B. (2013). Impact of ambient music and affability of salespersons on consumer behavior in a real retail setting with emphasis on gender difference. *Indian Journal of Marketing*.
<https://doi.org/10.17010/ijom/2013/v43/i4/36373>
- Jones, M. A., Reynolds, K. E., Weun, S., & Beatty, S. E. (2003). The product-specific nature of impulse buying tendency. *Journal of Business Research*.

[https://doi.org/10.1016/S0148-2963\(01\)00250-8](https://doi.org/10.1016/S0148-2963(01)00250-8)

Kacen, J. J., Hess, J. D., & Walker, D. (2012). Spontaneous selection: The influence of product and retailing factors on consumer impulse purchases. *Journal of Retailing and Consumer Services*.

<https://doi.org/10.1016/j.jretconser.2012.07.003>

Kim, J. E., & Kim, J. (2012). Human factors in retail environments: A review. *International Journal of Retail & Distribution Management*.

<https://doi.org/10.1108/09590551211267593>

koperasi. (2018). Perkembangan Bisnis Ritel 2017. 28 Oktober. Retrieved from <https://www.koperasi.net/2017/10/perkembangan-bisnis-ritel.html>

Kotler, P., & Armstrong, G. (2014). *Principles of Marketing*. (S. Wall, S. Jackson, M. Pendharkar, & J. Garber, Eds.) (15th ed.). United States: Pearson Education Limited.

Kotler, P., & Keller, K. L. (2009). *Marketing Management. Organization*.

<https://doi.org/10.1080/08911760903022556>

Kukar-Kinney, M., Ridgway, N. M., & Monroe, K. B. (2012). The Role of Price in the Behavior and Purchase Decisions of Compulsive Buyers. *Journal of Retailing*. <https://doi.org/10.1016/j.jretai.2011.02.004>

Levy, M., Weitz, B. A., & Grewal, D. (2015). *Retailing Management* (9th ed.). United States: McGraw-Hill Education.

Liao, S. L., Shen, Y. C., & Chu, C. H. (2009). The effects of sales promotion strategy, product appeal and consumer traits on reminder impulse buying behaviour. *International Journal of Consumer Studies*.

- <https://doi.org/10.1111/j.1470-6431.2009.00770.x>
- Luo, X. (2005). How does shopping with others influence impulsive purchasing? *Journal of Consumer Psychology*.
- https://doi.org/10.1207/s15327663jcp1504_3
- Malhotra, S. (2014). A Study on Marketing Fast Moving Consumer Goods (FMCG). *International Journal of Innovative Research & Development*.
- <https://doi.org/10.1.1.873.309>
- Mariatul, Q. (2015). *Pengaruh Loneliness Terhadap Impulse Buying Produk Fashion Pada Mahasiswa Konsumen Online Shop*. Universitas Islam Negeri.
- Retrieved from <http://etheses.uin-malang.ac.id/1242/>
- Mattila, A. S., & Wirtz, J. (2001). Congruency of scent and music as a driver of in-store evaluations and behavior. *Journal of Retailing*.
- [https://doi.org/10.1016/S0022-4359\(01\)00042-2](https://doi.org/10.1016/S0022-4359(01)00042-2)
- Mattila, A. S., & Wirtz, J. (2008). The role of store environmental stimulation and social factors on impulse purchasing. *Journal of Services Marketing*.
- <https://doi.org/10.1108/08876040810909686>
- McGoldrick, P. (1982). How unplanned are impulse purchases? *International Journal of Retail & Distribution Management*.
- <https://doi.org/10.1108/eb018124>
- Mohan, G., Sivakumaran, B., & Sharma, P. (2013). Impact of store environment on impulse buying behavior. *European Journal of Marketing*.
- <https://doi.org/10.1108/EJM-03-2011-0110>
- Muratore, I. (2016). Teens as impulsive buyers: what is the role of price?

- International Journal of Retail and Distribution Management.*
- <https://doi.org/10.1108/IJRDM-08-2015-0120>
- Newman, A. J., & Patel, D. (2004). The marketing directions of two fashion retailers. *European Journal of Marketing*.
- <https://doi.org/10.1108/03090560410539249>
- nielsen. (2017). Dinamika FMCG: Bagaimana Promosi Membentuk Prilaku Konsumen Dalam Berbelanja. Retrieved from
<https://www.nielsen.com/id/en/insights/news/2017/BAGAIMANA-PROMOSI-MEMBENTUK-PERILAKU-KONSUMEN-DALAM-BERBELANJA.html>
- nielsen. (2018). Bagaimana pembelanjaan rutin mempengaruhi pengeluaran rumah tangga. Retrieved from
<https://www.nielsen.com/id/en/insights/news/2018/bagaimana-pembelanjaan-rutin-mempengaruhi-pengeluaran-rumahtangga.html>
- Nsairi, Z. B. (2012). Managing browsing experience in retail stores through perceived value: Implications for retailers. *International Journal of Retail and Distribution Management*. <https://doi.org/10.1108/09590551211255965>
- Park, J., & Lennon, S. J. (2006). Psychological and environmental antecedents of impulse buying tendency in the multichannel shopping context. *Journal of Consumer Marketing*. <https://doi.org/10.1108/07363760610654998>
- Pieters, R. (2013). Bidirectional Dynamics of Materialism and Loneliness: Not Just a Vicious Cycle. *Journal of Consumer Research*.
- <https://doi.org/10.1086/671564>

- Pradana, I. G. B. A. A. E., & Suparna, G. (2016). Pengaruh Store Environment Dan Impulse Buying Tendency Terhadap Urge To Buy Impulsively Dan Impulse Buying Behavior. *E-Jurnal Manajemen Unud*, Vol. 5.
- Richins, M. L. (2011). Materialism, Transformation Expectations, and Spending: Implications for Credit Use. *Journal of Public Policy & Marketing*.
<https://doi.org/10.1509/jppm.30.2.141>
- Richins, M. L., & Dawson, S. (1992). A Consumer Values Orientation for Materialism and Its Measurement: Scale Development and Validation. *Journal of Consumer Research*. <https://doi.org/10.1086/209304>
- Rook, D. W. (1987). The Buying Impulse. *Journal of Consumer Research*.
<https://doi.org/10.1086/209105>
- Saad, M., & Metawie, M. (2015). Store Environment, Personality Factors and Impulse Buying Behavior in Egypt: The Mediating Roles of Shop Enjoyment and Impulse Buying Tendencies. *Journal of Business and Management Sciences*. <https://doi.org/10.12691/jbms-3-2-3>
- Sari, D. R., & Faisal, I. (2018). PENGARUH PRICE DISCOUNT, BONUS PACK, DAN IN-STORE DISPLAY TERHADAP KEPUTUSAN IMPULSE BUYING PADA GIANT EKSTRA BANJAR. *Jurnal Sains Manajemen Dan Kewirausahaan*, 2, 51–60. Retrieved from
<https://ppjp.ulm.ac.id/journal/index.php/jsmk/article/view/5065/4356>
- Sekaran, U., & Bougie, R. (2013). Research methods for business. In *Research methods for business*. <https://doi.org/10.1017/CBO9781107415324.004>
- Sharma, P., Sivakumaran, B., & Marshall, R. (2010). Impulse buying and variety

- seeking: A trait-correlates perspective. *Journal of Business Research*.
<https://doi.org/10.1016/j.jbusres.2009.03.013>
- Sultan, A. J., Joireman, J., & Sprott, D. E. (2012). Building consumer self-control: The effect of self-control exercises on impulse buying urges. *Marketing Letters*. <https://doi.org/10.1007/s11002-011-9135-4>
- Unud, E. M. (2015). Peran Motivasi Hedonis Memediasi Pengaruh Sifat Materialisme Terhadap Perilaku Pembelian Impulsif Secara Online. *Peran Motivasi Hedonis Memediasi Pengaruh Sifat Materialisme Terhadap Perilaku Pembelian Impulsif Secara Online*.
- Verplanken, B., & Herabadi, A. (2001). Individual differences in impulse buying tendency: feeling and no thinking. *European Journal of Personality*.
<https://doi.org/10.1002/per.423>
- Vohra, A. V. (2016). Materialism, Impulse Buying and Conspicuous Consumption: A Qualitative Research. *Global Business Review*.
<https://doi.org/10.1177/0972150915610682>
- Widodo, S. W. S. (2015). Pengaruh Shopping Enjoyment Tendency dan Impulsive Buying Tendency Terhadap Impulsive Buying Behaviour di Carrefour Kota Mojokerto. *Journal of Business Research*.