

REFERENCES

Ahmed, S., Brinkley, S., Smith, E., Sela, A., Theisen, M., Thibodeau, C., Warne, T., Anderson, E., Van Dusen, N., Giuliano, P., Ionescu, K. E., & Cash, S. B. (2021). Climate change and coffee quality: Systematic review on the effects of environmental and management variation on secondary metabolites and sensory attributes of Coffea Arabica and Coffea canephora. *Frontiers in Plant Science*, 12. <https://doi.org/10.3389/fpls.2021.708013>

Akhtar E., & Sultan M. (2023). VRIO Analysis Framework in Project Management (PM) Comprehensive Approach. *International Journal of Business and Management Invention (IJBMI)* ISSN, 12, 57–72. <https://doi.org/10.35629/8028-12025772>

Barney, J. (1991). Firm Resources and Sustained Competitive Advantage. *Journal of Management*, 17(1):99-120.

Belinda, Y. (2023, June 22). *Coffee in short supply globally, but Indonesia's growers fail to gain*. Asia News Network. <https://asianews.network/coffee-in-short-supply-globally-but-indonesias-growers-fail-to-gain/>

Birdthistle, N., & Hales, R. (2023). The meaning of being a family business in the 21st Century. *Attaining the 2030 Sustainable Development Goal of Responsible Consumption and Production*, 11–20. <https://doi.org/10.1108/978-1-80455-840-920231002>

Cano-Rubio, M., Fuentes-Lombardo, G., & Vallejo-Martos, M. C. (2017). Influence of the lack of a standard definition of “family business” on research into their international strategies ☆. *European Research on Management and Business Economics*, 23(3), 132 146. <https://doi.org/10.1016/j.iieden.2016.10.002>

Chaudhary, S., Dhir, A., Ferraris, A., & Bertoldi, B. (2021). Trust and reputation in family businesses: A systematic literature review of past achievements and future promises. *Journal of Business Research*, 137, 143–

161. <https://doi.org/10.1016/j.jbusres.2021.07.052>

Chughtai, H., & Myers, M. D. (2016). Entering the field in qualitative field research: A rite of passage into a complex practice world. *Information Systems Journal*, 27(6), 795–817. <https://doi.org/10.1111/isj.12124>

Efendi, B., Zulmi, A., & Rangkuty, D. M. (2021). Family Business Resilience Strategy in Indonesia. *Jurnal Kajian Ekonomi Dan Kebijakan Publik*, 6(1).

Eisenhardt, K. M. (1989). Building theories from Case Study Research. *The Academy of Management Review*, 14(4), 532. <https://doi.org/10.2307/258557>

Eisenhardt, K. M. (2021). What is the Eisenhardt method, really? *Strategic Organization*, 19(1), 147–160. <https://doi.org/10.1177/1476127020982866>

Farida, I., & Setiawan, D. (2022). Business strategies and competitive advantage: The role of Performance and Innovation. *Journal of Open Innovation: Technology, Market, and Complexity*, 8(3), 163. <https://doi.org/10.3390/joitmc8030163>

Ferraro, O., & Cristiano, E. (2021). Family business in the digital age: The state of the art and the impact of change in the estimate of economic value. *Journal of Risk and Financial Management*, 14(7), 301. <https://doi.org/10.3390/jrfm14070301>

Ge, B., De Massis, A., & Kotlar, J. (2021). Mining the past: History scripting strategies and competitive advantage in a family business. *Entrepreneurship Theory and Practice*, 46(1), 223–251. <https://doi.org/10.1177/10422587211046547>

Gunaydan, I. (2023, May 21). *An analysis of pricing strategies within business-to-business companies* An Analysis of Pricing Strategies within Business-to-Business Companies in the Aftermarket Domain. <https://hj.divaportal.org/smash/get/diva2:1765620/FULLTEXT01.pdf>

Habibulah, Wibowo, R. P., & Ayu, S. F. (2023). Analysis of Indonesian coffee export demand in the United States using the AIDS model. *International Journal of Economic, Business, Accounting, Agriculture Management and Sharia Administration (IJEVAS)*, 3(3), 820–827. <https://doi.org/10.54443/ijebas.v3i3.924>

Husien, S., Kirana, K. C., & Hermuningsih, S. (2019). Falling down the Kingdom: Culture and Tradition on Family Business Succession. *Review of Behavioral Aspect in Organizations and Society*, 1(1), 95–108. <https://doi.org/10.32770/rbaos.vol195-108>

Khadka, K., & Maharjan, S. (2017, November). *Customer satisfaction and customer loyalty*. CUSTOMER SATISFACTION AND CUSTOMER LOYALTY. <https://core.ac.uk/download/pdf/161421179.pdf>

Kivunja, C., & Kuyini, A. B. (2017). Understanding and applying research paradigms in educational contexts. *International Journal of Higher Education*, 6(5), 26. <https://doi.org/10.5430/ijhe.v6n5p26>

Krishnan, N. (2020). Developing culture in family business. *NHRD Network Journal*, 13(1), 84–90. <https://doi.org/10.1177/2631454119900020>

Kurniawati, D., & Thukral, N. (2023b, August 14). *From too wet to bone dry: Indonesian coffee crop faces El Nino Jolt*. Reuters. <https://www.reuters.com/markets/commodities/too-wet-bone-dry-indonesian-coffee-crop-faces-el-nino-jolt-2023-08-14/#:~:text=Plantations%20in%20Sumatra%20and%20Java,coffee%20plantations%20are%20rain%2Dfed.>

Lahasan, L., Yusriadi, Y., & Nurhaedah, N. (2022). Analisis Usaha Pengolahan Biji Kopi Robusta. *Jurnal Ilmiah Ecosystem*, 22(1), 147–155. <https://doi.org/10.35965/eco.v22i1.1400>

Ljubotina, P., & Vadnjal, J. (2018). Family business succession: Does experience gained in family firm really count? *Management*, 13(4), 301–322. <https://doi.org/10.26493/1854-4231.13.301-322>

Lanka, E., Lanka, S., Rostron, A., & Singh, P. (2021). Why we need qualitative research in management studies. *Revista de Administração Contemporânea*, 25(2). <https://doi.org/10.1590/1982-7849rac2021200297.en>

Lubis, S. N., & Jufri, M. (2022). Comparative analysis of added value of green bean and roast bean in Bener Meriah Regency, North Sumatra Province, Indonesia. *Agro Bali : Agricultural Journal*, 5(3), 470–476. <https://doi.org/10.37637/ab.v5i3.1049>

Noble, H., & Smith, J. (2015). Issues of validity and reliability in qualitative research. *Evidence Based Nursing*, 18(2), 34–35. <https://doi.org/10.1136/eb-2015-102054>

Odilón, S. S., Salazar, Z. E., & Acosta, C. R. (2021, November 5). *Familiness from the approach of participation, essence and identity in ... © IEOM Society International*. <http://ieomsociety.org/proceedings/2021monterrey/49.pdf>

Oktavia, I., Efferin, S., & Darmasetiawan, N. K. (2020). Leadership and innovation in Family Business. *KELUWIH: Jurnal Sosial Dan Humaniora*, 1(1), 1–10. <https://doi.org/10.24123/soshum.v1i1.2852>

Zahle, J. (2020). Objective data sets in qualitative research. *Synthese*, 199(1–2), 101–117. <https://doi.org/10.1007/s11229-020-02630-2>

Zaki, A., Rahayu, M., & Susilowati, C. (2018). Strategies for successful family-owned business. *JURNAL APLIKASI MANAJEMEN*, 16(2), 215–223. <https://doi.org/10.21776/ub.jam.2018.016.02.04>