

PREFACE

Above of all, praise and glory to God for His blessing, Guidance, and kindness given to the writer in accomplishing final project research from the beginning until the end. This research is meant as one of the requirement to reserve bachelor degree of economy management in Universitas Pelita Harapan Surabaya.

This final project with titled : THE INFLUENCE OF PRICE, PRODUCT, HYGIENE, AND SERVICE QUALITY TOWARDS CUSTOMER SATISFACTION OF COFFEE SHOP 88 is hoped to provide information and knowledge for the society and can be usefull for the development.

This report can be finished in time due to the support of many people. The writer would thank to:

1. My mom and dad, thanks mom and dad for your everything you given to me to support my final research.
2. Mr Heru Wijayanto, MM, MBA, MMT as my advisor. Thank you sir for everything, your time, your passiion, your support.
3. Mr Yanuar Dananjaya,BSC,MM , thank you for your gidance sir
4. Mr Ronald, ST, MM and for my lecture as the head of management, thank you for everything.

The writter would like appologize if there are mistake in this research, and hopefully this research would give information to people

Surabaya, April 2012

Writter

TABLE OF CONTENTS

	Page
TITLE PAGE.....	i
STATEMENT OF AUTHENTICITY OF FINAL PAPER.....	ii
AGREEMENT OF MENTORING GUIDANCE FOR FINAL PAPER	iii
AGREEMENT OF PANELIST APPROVAL FOR FINAL PAPER	iv
ABSTRACT	v
PREFACE	vi
TABLE CONTENTS	vii
LIST OF TABLES.....	x
LIST OF FIGURES	xi
CHAPTER I INTRODUCTION.....	1
1.1 Background of the Study.....	1
1.2 Research Problems	5
1.3 Research Objectives.....	5
1.4 Research Contributions.....	6
1.5 Research Limitations	6
1.6 Research Outline	6
CHAPTER II REVIEW OF RELATED LITERATURE	8
2.1 Previous Studies	8
2.2 The Definition of Marketing	8
2.3 The Theory of Price	9
2.4 Product.....	11
2.5 Hygiene.....	14
2.6 Service Quality	18
2.7 Customer Satisfaction.....	20
2.8 Hypothesis of The Study	23
2.9 Research Model.....	24
2.10 Operational Framework.....	25
CHAPTER III RESEARCH METHODOLOGY.....	26
3.1 Research Design	26
3.2 Research Variables	26
3.2.1 Operational Definition	26

3.2.2	Variables to be tested.....	27
3.2.3	Level of Measurement and Scaling Techniques.....	28
3.3	Methods of Data Collection.....	28
3.3.1	Source of Data.....	28
3.3.2	Sample and Sampling Plan.....	28
3.3.3	Research Instrument.....	30
3.4	Methods of Data Analysis.....	30
3.4.1	Pretest.....	30
3.4.2	Classical Assumption Test.....	31
3.4.3	Multiple Regression Analysis.....	32
	CHAPTER IV RESULTS AND DISCUSSION	35
4.1	Description of Coffee shop 88.....	35
4.2	Description of Survey Respondents.....	36
4.2.1	Respondent Data Based on Gender.....	36
4.2.2	Respondent Data Based on Age.....	36
4.2.3	Respondent Data Based on Work.....	37
4.3	Descriptive Analysis of Research Variables.....	38
4.3.1	Descriptive Analysis of Price Variable.....	38
4.3.2	Descriptive Analysis of Product Variable.....	40
4.3.3	Descriptive Analysis of Hygiene Variable.....	41
4.3.4	Descriptive Analysis of Service Quality Variable.....	43
4.3.5	Descriptive Analysis of Customer Satisfaction Variable.....	46
4.4	Data Analysis.....	47
4.4.1	Validity Test.....	47
4.4.2	Reliability Test.....	48
4.4.3	Classical Test Assumption.....	49
4.5	Multiple Regression Analysis.....	53
4.5.1	Coefficient of Determination and R^2 analysis.....	54
4.5.2	F Test.....	55
4.5.3	T Test.....	56
4.6	Discussion.....	57

CHAPTER V SUMMARY, CONCLUSION, AND RECOMMENDATION.....	59
5.1 Summary	59
5.2 Conclusion.....	61
5.3 Recommendation.....	62
REFERENCES	63
APPENDICES	66

LIST OF TABLES

Table 1.1 Number of visitors at Coffee Shop 88	2
Table 4.1 Characteristics Respondent Based on Gender	35
Table 4.2 Characteristics Respondent Based on Age	36
Table 4.3 Characteristics Respondent Based on Work	36
Table 4.4 Description of Index Value	37
Table 4.5 Descriptive Analysis of Price	38
Table 4.6 Descriptive Analysis of Product	39
Table 4.7 Descriptive Analysis of Hygiene	40
Table 4.8 Descriptive Analysis of Service Quality	42
Table 4.9 Descriptive Analysis of Customer Satisfaction	44
Table 4.10 Validity Test Result	46
Table 4.11 Result of Reliability Test	47
Table 4.12 Multicollinearity Test	47
Table 4.13 Heteroscedasticity Test	48
Table 4.14 Multiple Regression Analysis Result	51
Table 4.15 Coefficient of Determination and R analysis	52
Table 4.16 F test	53
Table 4.17 T test	54

LIST OF FIGURES

Figure 2.1 Research Model	23
Figure 2.2 Operational Framework.....	24
Figure 4.1 Scatter Plot.....	49
Figure 4.2 Normality Test	50