

References

- Abdillah, W., & Hartono, J. (2015). *Partial Least Square (PLS)*. ANDI.
- Alavi, M., Visentin, D. C., Thapa, D. K., Hunt, G. E., Watson, R., & Cleary, M. (2020). Chi-square for model fit in confirmatory factor analysis. *Journal of Advanced Nursing*, 76(9), 2209–2211.
- Anekawati, A., Otok, B. W., Purhadi, & Sutikno. (2016). Structural Equation Modelling with Three Schemes Estimation of Score Factors on Partial Least Square (Case Study: The Quality Of Education Level SMA/MA in Sumenep Regency). *Journal of Physics*, 855.
- Ang, C.-S., Talib, M. A., & Tan, K.-A. (2014). Pangs of loneliness breed material lifestyle but don't power up life satisfaction of young people: The moderating effect of gender. *Social Indicators Research*, 117, 353–365.
- Anggriani, R., Abdurrahman, Ibrahim, I. D. K., & Sidharta, R. B. F. I. (2021). Pengaruh Sifat Materialisme terhadap Perilaku Impulsive Buying dan Kecenderungan Compulsive Buying Pada Remaja di Kota Mataram. *Target: Jurnal Manajemen Dan Bisnis*, 3(1).
- Anggriani, R., & Athar, H. S. (2017). PENGARUH SIFAT MATERIALISME, MOTIVASI HEDONIK TERHADAP IMPULSIVE BUYING DAN KECENDERUNGAN COMPULSIVE BUYING SECARA ONLINE DI KALANGAN MAHASISWA UNIVERSITAS MATARAM. *Jurnal Magister Manajemen*, 6(2).
- Ary, D., Jacobs, L. C., & Sorensen, C. K. (2010). *Introduction to Research in Education* (8th ed.). Cengage Learning.
- Asian Development Bank. (2022). *Pertumbuhan Ekonomi Indonesia akan Menguat pada 2022, 2023 — ADB*. <https://www.adb.org/id/news/indonesia-economic-growth-strengthen-2022-2023-adb>
- Aspinwall, Lisa G., & Taylor, S. E. (1993). Effects of social comparison direction, threat, and selfesteem on affect, self-evaluation, and expected success. *Journal of Personality and Social Psychology*, 64, 708–722.
- Babin, B., Darden, W., & Griffin, M. (1994). Work and/or Fun: Measuring Hedonic and Utilitarian Shopping Value. *Journal of Consumer Research*, 20(4), 644–656.
- Babin, B. J., & Zikmund, W. G. (2016). *Exploring Marketing Research* (11th ed.).
- Bachrudin, A., & Tobing, H. L. (2017). *Lisrel 8 Analisis Data untuk Penelitian Survei Dilengkapi dengan Contoh Kasus*. In Media.
- Bagozzi, R. P., & Yi, Y. (1990). Assessing method variance in multitrait-multimethod matrices: The case of self-reported affect and perceptions at

- work. *Journal of Applied Psychology*, 75(5), 547–560.
- Baumgartner, H., & Steenkamp, J.-B. E. M. (2001). Response styles in marketing research: A cross-national investigation. *Journal of Marketing Research*, 38(2).
- Bogna, F., Raineri, A., & Dell, G. (2020). Critical realism and constructivism: merging research paradigms for a deeper qualitative study. *Qualitative Research in Organizations and Management: An International Journal*, 15(4), 461–484.
- Bougie, R., & Sekaran, U. (2016). *Research methods for business a skill-building approach* (7th ed.). John Wiley & Sons.
- Brady, E., & Gilligan, R. (2018). No The life course perspective: An integrative research paradigm for examining the educational experiences of adult care leavers? *Children and Youth Services Review*, 87, 69–77.
- Bridges, E., Briesch, R., & Yim, C. K. (Bennett). (2006). Effects of prior brand usage and promotion on consumer promotional response. *Journal of Retailing*, 82(4), 295–307.
- Brown, G. H. (1947). A comparison of sampling methods. *Journal of Marketing*, 6(4), 331–337.
- Brown, M. E. L., & Dueñas, A. N. (2020). A Medical Science Educator's Guide to Selecting a Research Paradigm: Building a Basis for Better Research. *Medical Science Educator*, 30, 545–553.
- Budury, S., Fitriasari, A., & Khamida. (2019). The Use Of Social Media On Events Of Depression, Anxiety And Stress Among University Students. *Bali Medika Jurnal*, 6(2).
- Cahyaningsih, R. O., & Dewi, D. K. (2019). Hubungan antara konsep diri dengan konformitas dalam gaya berpakaian pada mahasiswa. *Character: Jurnal Penelitian Psikologi*, 6(3).
- Casteel, A., & Bridier, N. (2021). Describing populations and samples in doctoral student research. *International Journal of Doctoral Studies*, 16, 339–362.
- Chaplin, L. N., & John, D. R. (2007). Growing up in a material world: Age differences in materialism in children and adolescents. *Journal of Consumer Research*, 34(4), 480–493.
- Charoensukmongkol, P. (2017). The Impact of Social Media on Social Comparison and Envy in Teenagers: The Moderating Role of the Parent Comparing Children and In-group Competition among Friends. *Journal of Child and Family Studies*, 27, 69–79.
- Chatterjee, D., Kumar, M., & Dayma, K. K. (2019). Income security, social comparisons and materialism: Determinants of subjective financial well-being among Indian adults. *International Journal of Bank Marketing*, 37(4), 1041–

1061.

- Chiang, I.-C. A., Jhangiani, R. S., & Price, P. C. (2019). Reliability and Validity of Measurement. In *Research Methods in Psychology* (2nd ed.).
- Chin, W. W. (1998). The partial least squares approach to structural equation modeling. In G. Marcoulides (Ed.), *Modern methods for business research* (pp. 296–336).
- Chin, W. W., Vinzi, V. E., Henseler, J., & Wang, H. (2010). *Handbook of Partial Least Squares: Concepts, Methods and Applications*.
- Chuang, S.-C., Cheng, Y.-H., Chang, C.-J., & Chiang, Y.-T. (2013). The impact of self-confidence on the compromise effect. *International Journal of Psychology*, 48(4), 660–675.
- Chusniah, T., Wildyarti, R. Y., Danyalin, A. M., & Shodiq, A. (2020). Social Comparison as a Predictor of Self-Esteem Amongst Instagram-Using Students during the Covid-19 Pandemic. *KnE Social Sciences*, 177–186.
- Conner, T., & Barrett, L. F. (2005). Implicit self-attitudes predict spontaneous affect in daily life. *Emotion*, 5, 476–488.
- Creswell, J. W. (2012). *Educational Research: Planning, Conducting, and Evaluating Quantitative and Qualitative Research* (4th ed.). Pearson Education.
- Creswell, J. W. (2014). *Research design: qualitative, quantitative, and mixed methods approaches*. SAGE Publications, Inc.
- Cronbach, L. J. (1951). Coefficient alpha and the internal structure of tests. *Psychometrika*, 16(3), 297–334.
- Dajan, A. (1986). *Pengantar Metode Statistik* (2nd ed.).
- Dalati, S. (2018). Measurement and Measurement Scales. *Modernizing the Academic Teaching and Research Environment*.
- Dash, J. F., Schiffman, L. G., & Berenson, C. (1976). Risk- and Personality-Related Dimensions of Store Choice. *Journal of Marketing*, 40(1), 32–39.
- Davis, T. (n.d.). *How to Be More Confident: 15 Science-Based Tips & Exercises*. The Berkeley Well-Being Institute. <https://www.berkeleywellbeing.com/how-to-be-more-confident.html>
- Díaz, R. P., & Arroyob, J. C. (2017). Material values: A study of some antecedents and consequences. *Contaduría y Administración*, 62(4), 1214–1227.
- Diener, E., Suh, E. M., Lucas, R. E., & Smith, H. L. (1999). Subjective well-being: Three decades of progress. *Psychological Bulletin*, 125(2), 276–302.
- Dittmar, H., Beattie, J., & Susanne Friese. (1995). Gender identity and material symbols: Objects and decision considerations in impulse purchases. *Journal*

- of Economic Psychology*, 16(3), 491–511.
- Donelly, G. E., Ksendzova, M., Howell, R. T., & Vohs, K. D. (2016). Buying to Blunt Negative Feelings: Materialistic Escape from The Self. *Review of General Psychology*, 20(3).
- Drost, E. (2011). Validity and reliability in social science research. *Education Research and Perspective*, 38(1), 105–124.
- Duh, H. I. (2015). Antecedents and Consequences of Materialism: An Integrated Theoretical Framework. *Journal of Economics and Behavioral Studies*, 7(1).
- DW Rook, & Fisher, R. (1995). Normative influences on impulsive buying behavior. *Journal of Consumer Research*, 22(3), 305–313.
- Engel, J. F., Blackwell, R. D., & Miniard, P. W. (1990). *Consumer Behaviour* (6th ed.). The Dryden Press.
- Faul, F., Erdfelder, E., Buchner, A., & Lang, A.-G. (2009). Statistical power analyses using G*Power 3.1: Tests for correlation and regression analyses. *Behavior Research Methods*, 41, 1149–1160.
- Festinger, L. (1954). A Theory of Social Comparison Processes. *Human Relations*, 7(2), 117–140.
- Finkelstein, L. (1975). REPRESENTATION BY SYMBOL SYSTEMS AS AN EXTENSION OF THE CONCEPT OF MEASUREMENT. *Kybernetes*, 4, 215-223.
- Franzen, M. D. (2011). Test Reliability. In *Encyclopedia of Clinical Neuropsychology*. Springer.
- Friston, K., Ashburner, J., Kiebel, S., Nichols, T., & Penny, W. (2007). *Statistical Parametric Mapping*.
- Gaol, L. A. L., Mutiara, A., Saraswati, N. L., & Rahmadini, R. (2018). The relationship between social comparison and depressive symptoms among Indonesian Instagram users. *Advances in Social Science, Education and Humanities Research*, 139.
- Ghozali, I. (2016). *Aplikasi Analisis Multivariete Dengan Program IBM SPSS 23* (8th ed.). Badan Penerbit Universitas Diponegoro.
- Ghozali, I. (2021). *Aplikasi Analisis Multivariate* (10th ed.). Badan Penerbit Universitas Diponegoro.
- Gibbons, F. X., & Buunk, B. P. (2008). Individual Differences in Social Comparison: Development Scale of Social Comparison Orientation. *Journal of Personality and Social Psychology*, 76(1), 129–142.
- Gioia, D., & Pitre, E. (1990). Multiparadigm perspectives on theory building. Academy of Management Review. *Academy of Management Review*, 15(4).

- Gravetter, F. J., & Wallnau, L. B. (2006). *Statistics for the Behavioral Sciences* (7th ed.). Thomson Wadsworth.
- Hair, J. F., Black, W. C., Babin, B. J., & Anderson, R. E. (2019). *Multivariate data analysis* (8th ed.). Cengage Learning.
- Hair, J. F., Hult, G. T. M., Ringle, C. M., & Sarstedt, M. (2014). *A primer on partial least squares structural equation modeling (Pls-SEM)*.
- Hair, J. F., Matthews, L., Matthews, R., & Sarstedt, M. (2017). PLS_SEM or CB-SEM: updated guidelines on which method to use. *International Journal of Multivariate Data Analysis*, 1(2), 107.
- Hair, J. F., Risher, J. J., Sarstedt, M., & Ringle, C. M. (2018). When to use and how to report the results of PLS-SEM. *European Business Review*.
- Hair, J. F., Sarstedt, M., Risher, J. J., & Ringle, C. M. (2019). When to use and how to report the results of PLS-SEM. *European Business Review*, 31(1), 2–24.
- Hamidi. (2010). Metode Penelitian Kualitatif. In *UMM Press*.
- Harmancioglu, N. (2009). Portfolio of controls in outsourcing relationships for global new product development. *Industrial Marketing Management*, 38(4), 394–403.
- Hassan, L. M., Shiu, E., & Shaw, D. (2016). Who says there is an intention–behaviour gap? Assessing the empirical evidence of an intention–behaviour gap in ethical consumption. *Journal of Business Ethics*, 136(2), 219–236.
- Hendriana, H., Rohaeti, E. E., & Sumarmo, U. (2017). *Hard skills dan soft skills matematik siswa* (1st ed.). Refika Aditama.
- Holahan, C. J., Ragan, J. D., & Moos, R. H. (2004). Stress. In *Neuroscience and Biobehavioral Psychology* (pp. 485–493).
- Hu, L., & Bentler, P. M. (1999). Cutoff criteria for fit indexes in covariance structure analysis: Conventional criteria versus new alternatives. *Structural Equation Modeling*, 6, 1–55.
- Islam, T., Sheikh, Z., Khan, I. U., & Hameed, Z. (2018). Social comparison, materialism, and compulsive buying based on stimulus-response-model: a comparative study among adolescents and young adults. *Young Consumers Insight and Ideas for Responsible Marketers*, 19(1).
- Iyer, G. R., Blut, M., Xiao, S. H., & Grewal, D. (2020). Impulse buying: a meta-analytic review. *Journal of the Academy of Marketing Science Volume*, 48(3), 384–404.
- J. Hum, N., Chamberlin, P. E., L. Hambright, B., Portwood, A. C., Schat, A. C., & L. Bevan, J. (2011). A picture is worth a thousand words: A content analysis of Facebook profile photographs. *Computers in Human Behavior*, 27(5).

- Japarianto, E., & Sugiharto, S. (2011). Pengaruh Shopping Lifestyle Dan Fashion Involvement Terhadap Impulse Buying Behavior Masyarakat High Income Surabaya. *Jurnal Manajemen Pemasaran*, 6(1).
- Jati, A. S. (2022). *Tren Belanja Online, Bakal Tetap Ramai Usai Pandemi Berakhir?* <https://inet.detik.com/business/d-5998411/tren-belanja-online-bakal-tetap-ramai-usai-pandemi-berakhir>.
- Johnson, S. L., Elliott, M. V., & Carver, C. S. (2020). Impulsive Responses to Positive and Negative Emotions: Parallel Neurocognitive Correlates and their Implications. *Biol Psychiatry*, 87(4).
- Józsa, K., & Morgan, G. A. (2017). Reverse Items in Likert Scales: Filtering Out Invalid Responses. *Journal of Psychological and Educational Research*, 25(1).
- Jr., J. F. H., Hult, G. T. M., Ringle, C. M., Sarstedt, M., Danks, N. P., & Ray, S. (2021). An Introduction to Structural Equation Modeling. In *Partial Least Squares Structural Equation Modeling (PLS-SEM) Using R*.
- Kante, M., Chepken, C. K., & Oboko, R. (2018). Partial Least Square Structural Equation Modelling 'use in Information Systems : an updated guideline of practices in exploratory settings. *Kabarak Journal of Research & Innovation Volume*, 6(1).
- Kashdan, T. B., & Breen, W. E. (2007). Materialism and diminished well-being: Experiential avoidance as a mediating mechanism. *Journal of Social and Clinical Psychology*, 26(5).
- Kasser, T. (2002). *The High Price of Materialism*. Bradford Books.
- Kasser, T., Chon, S., Kanner, A. D., & Ryan, R. M. (2007). Some costs of American corporate capitalism: A psychological exploration of value and goal conflicts. *Psychological Inquiry*, 18(1).
- Kaur, P., Stoltzfus, J., & Yellapu, V. (2018). Descriptive statistics. *International Journal of Academic Medicine*, 4(1), 60–63.
- Khan, N., Hui, L. H., Tan, B. C., & Hong, Y. H. (2015). Impulse Buying Behaviour of Generation Y in Fashion Retail. *International Journal of Business and Management*, 11(1).
- Khatri, K. K. (2020). Research Paradigm: A Philosophy of Educational Research. *International Journal of English Literature and Social Sciences*, 5(5).
- Kline, R. B. (2011). *Principles and practice of structural equation modeling* (3rd ed.). Guilford Press.
- Kock, N. (2015). Common method bias in PLS-SEM: A full collinearity assessment approach. *International Journal of E-Collaboration*, 11(1), 1–10.
- Koh, S. . (1993). *The study on the impulse buying of clothing products*. Seoul

National University.

- Kothari, C. R. (2004). *Research Methodology: Methods and Techniques* (2nd ed.). New Age International (P) Limited.
- Kotler, P. (1994). *Marketing Management Analysis, Planning, Implementation, and Control* (8th ed.). Prentice Hall.
- Kotler, P. (1997). *Principles of Marketing*. London Prentice-Hall.
- Kotler, P., & Keller, K. (2009). *Marketing Management* (13th ed.).
- Kotler, P., & Keller, K. (2012). *Principles of Marketing* (14th ed.). Pearson Education Limited.
- Kuhar, C. W. (2010). Experimental Design: Basic Concepts. In *Encyclopedia of Animal Behavior*.
- Kumar, P., & Baradiya, V. K. (2019). Construction Risk Assessment through Partial Least Square Technique. *Proceedings of Recent Advances in Interdisciplinary Trends in Engineering & Applications (RAITEA) 2019*.
- Lange, J., & Crusius, J. (2014). What catches the envious eye? Attentional biases within malicious and benign envy. *Journal of Experimental Social Psychology*, 55.
- Lauster, P. (2002). *Tes Kepribadian*. Bumi Aksara.
- Le, M. T. H. (2020). Social comparison effects on brand addiction: A mediating role of materialism. *Heliyon*, 6(11).
- Leavy, P. (2017). *Research design: Quantitative, qualitative, mixed methods, arts-based, and community based participatory research approaches*. The Guilford Press.
- Leo, G. Di, & Sardanelli, F. (2020). Statistical significance: p value, 0.05 threshold, and applications to radiomics—reasons for a conservative approach. *European Radiology Experimental*, 4(18).
- Li, X., Hou, Z.-J., & Jia, Y. (2015). The influence of social comparison on career decision-making: Vocational identity as a moderator and regret as a mediator. *Journal of Vocational Behaviour*, 86, 10–19.
- Liamputpong, P. (2019). *Handbook of Research Methods in Health Social Sciences*. Springer Singapore.
- Lidwina, A. (2019). *Orang Indonesia Tertarik Belanja Online kalau Ada Fasilitas Ini*. Databoks. <https://databoks.katadata.co.id/datapublish/2019/12/27/gratisongkos-kirim-dorong-orang-indonesia-belanja-online>
- Liu, P., He, J., & Li, A. (2019). Upward social comparison on social network sites and impulse buying: A moderated mediation model of negative affect and rumination. *Computers in Human Behavior*, 96, 133–140.

- Liu, Q.-Q., Zhou, Z.-K., Yang, X.-J., Niu, G.-F., Tian, Y., & Cui-Ying Fan. (2017). Upward social comparison on social network sites and depressive symptoms: A moderated mediation model of self-esteem and optimism. *Personality and Individual Differences*, 113, 223–228.
- Malhotra, N. K., & Dash, S. (2011). *Marketing Research an Applied Orientation*. Pearson Publishing.
- Manampiring, R. A. (2015). Peranan Media Sosial Instagram Dalam Interaksi Sosial Antar Siswa SMA Negeri Manado 1. *Akta Diurna Komunikasi*, 4(4).
- Mari, L., & Carbone, P. (2012). Measurement Fundamentals: A Pragmatic View. *IEEE Transactions on Instrumentation and Measurement*, 61(6), 2107–2115.
- Maryani, N. L. K. S., Widyani, A. A. D., & Saraswati, N. P. A. S. (2020). Pengaruh Kompensasi Finansial Terhadap Kinerja Karyawan Dengan Motivasi Sebagai Variabel Intervening Pada PT Arta Sedana Retailindo Cabang Hardys Malls Sanur. *Values*, 1(2).
- Mattila, A., & Wirtz, J. (2008). The role of store environmental stimulation and social factors on impulse purchasing. *Journal of Services Marketing*, 22(7), 562–567.
- McCombes, S. (2021). *What Is a Research Design / Types, Guide & Examples*. <https://www.scribbr.com/methodology/research-design/>
- Meier, A., & Schäfer, S. (2018). Positive Side of Social Comparison on Social Network Sites: How Envy Can Drive Inspiration on Instagram. *Cyberpsychol Behav Soc Networking*, 21(7), 411–417.
- Memon, M. A., Ting, H., Hwa, C. J., Thurasamy, R., Chuah, F., & Cham, T. H. (2020). Sample Size for Survey Research: Review and Recommendations. *Journal of Applied Structural Equation Modeling*, 4(2).
- Mishra, P., Pandey, C., Singh, U., & Gupta, A. (2018). Scales of Measurement and Presentation of Statistical Data. *Annals of Cardiac Anaesthesia*, 21(4), 419–422.
- Moran, B., Bryant, L., & Lynn E. Kwak. (2015). Effect of Stress, Materialism and External Stimuli on Online Impulse Buying. *Journal of Research for Consumers*, 27, 26–51.
- Mothersbaugh, D., Hawkins, D., & Kleiser, S. B. (2010). *Consumer Behavior: Building Marketing Strategy* (11th ed.).
- Mowen, J. C., & Minor, M. (2002). *Consumer Behaviour* (5th ed.). Prentice Hall.
- Mukhtar, K., Abid, G., Rehmat, M., & Butt, T. H. (2021). Influence of materialism on impulse buying: Moderated mediation model. *Ilkogretim Online*, 20(5), 6104–6117.
- Muruganantham, G., & Bhakat, R. S. (2013). A Review of Impulse Buying

- Behavior. *International Journal of Marketing Studies*, 5(3).
- NapoleonCat. (n.d.). *Instagram users in Indonesia*. Retrieved August 31, 2022, from <https://napoleoncat.com/stats/instagram-users-in-indonesia/2021/01/>
- Nguyen, D. T., Wright, E. P., Dedding, C., Pham, T. T., & Bunders, J. (2019). Low Self-Esteem and Its Association With Anxiety, Depression, and Suicidal Ideation in Vietnamese Secondary School Students: A Cross-Sectional Study. *Frontiers in Psychiatry*.
- Ningtyas, M. N., & Amelindha, V. (2022). Materialism, Financial Literacy, and Online Impulsive Buying: A Study on the Post Millennial Generation in a Pandemic Period. *Jurnal Managemen Teori Dan Terapan*, 15(1).
- Olsen, S. O., Tudoran, A. A., Honkanen, P., & Verplanken, B. (2015). Differences and Similarities between Impulse Buying and Variety Seeking: A Personality-based Perspective. *Psychology & Marketing*, 33(1), 36–47.
- Othman, R., & Ibrahim, A. (2016). Overview on the Impact of Technology toward Online Shopping Studies. *International Journal of Academic Research in Business and Social Sciences*, 6(2).
- Outreville, J. F. (2014). Risk Aversion, Risk Behavior, and Demand for Insurance: A Survey. *Journal of Insurance Issues*, 37(2), 158–186.
- Oxford Business Group. (2021). *How cashless transactions support fintech growth in Indonesia*. Oxfordbusinessgroup.Com. <https://oxfordbusinessgroup.com/analysis/digital-alternatives-cashless-options-provide-new-ways-reach-unbanked-population-and-encourage>
- Pera, A. (2018). Psychopathological Processes Involved in Social Comparison, Depression, and Envy on Facebook. *Frontiers in Psychology*, 9.
- Pieters, R. (2013). Bidirectional dynamics of materialism and loneliness: Not just a vicious cycle. *Journal of Consumer Research*, 40, 615– 631.
- Podsakoff, P., & Organ, D. (1986). Self-Report in Organizational Research. *Journal of Management*, 12(4), 531–544.
- Poluan, F. J., Tampi, J., & Mukuan, D. (2019). Pengaruh Hedonic Shopping Motives dan Promosi Penjualan Terhadap Impulse Buying Konsumen di Matahari Department Store Manado Town Square. *Jurnal Administrasi Bisnis*, 8(2).
- Pradhan, D., Israel, D., & Jena, A. K. (2018). Materialism and compulsive buying behaviour: The role of consumer credit card use and impulse buying. *Asia Pacific Journal of Marketing and Logistics*, 30(5).
- Queirós, A., Faria, D., & Almeida, F. (2017). Strengths and limitations of qualitative and quantitative research methods. *European Journal of Education Studies*.

- Rahi, S. (2017). Research Design and Methods: A Systematic Review of Research Paradigms, Sampling Issues and Instruments Development. *Journal of Economics & Management Sciences*, 6(2).
- Rahman, H., & Nurlatifah, H. (2020). Analisis Pengaruh Perceived Ease of Use, Trust, Online Convenience terhadap Purchase Intention melalui Online Shopping Habits. *Jurnal Al Hazar Indonesia*, 1(1).
- Richins, M. L., & Dawson, S. (1992). A Consumer Values Orientation for Materialism and Its Measurement. *Journal of Consumer Research*, 19(3), 303–316.
- Ringle, C. M., Sarstedt, M., Mitchell, R., & Gudergan, S. P. (2018). Partial least squares structural equation modeling in HRM research. *The International Journal of Human Resource Management*, 31(12), 1617–1643.
- Roberts, J. A., & Manolis, C. (2012). Cooking Up a Recipe for Self-Control: The Three Ingredients of Self-Control and its Impact on Impulse Buying. *The Journal of Marketing Theory and Practice*, 20(2).
- Rook, D. W. (1987). The Buying Impulse. *Journal of Consumer Research*, 14(2), 189–199.
- Rook, D. W., & Gardner, M. L. (1993). In the Mood: Impulse Buying's Affective Antecedents. *Research in Consumer Behavior*.
- Rook, D. W., & Hoch, S. J. (1985). Consuming impulses. *Advances in Consumer Research Volume*, 7(1), 23–27.
- Roscoe, J. T. (1975). *Fundamental Research Statistics for the Behavioral Sciences* (2nd ed.). Holt, Rinehart and Winston.
- Royal Society of Public Health and Youth Health Movement. (2017). #StatusOfMind: Social Media and Young People's Mental Health and Wellbeing. <https://www.rsph.org.uk/our-work/campaigns/status-of-mind.html>
- Sarstedt, M., Ringle, C. M., & Hair, J. F. (2017). Partial Least Squares Structural Equation Modeling (PLS-SEM) Using R. *Practical Assessment, Research and Evaluation*, 21(1).
- Saunders, L., Thornhill, Adrian, & Lewis, P. (2007). *Research Methods for Business Students* (4th ed.). Pearson Education Limited.
- Schiffman, L., & Kanuk, L. L. (2009). *Consumer Behaviour*. Pearson Prentice Hall.
- Self esteem. (2014). Better Health Channel. <https://www.betterhealth.vic.gov.au/>
- Sen, S., & Nayak, S. (2019). Influence of Materialism on Impulse Buying Among Indian Millennials: Does Income Matter? *Indian Journal of Marketing*, 49(12).
- Shadfar, S., & Malekmohammadi, I. (2013). Application of Structural Equation Modeling (SEM) in restructuring state intervention strategies toward paddy

- production development. *International Journal of Academic Research in Business and Social Sciences*, 3(12).
- Shapiro, J. M. (1992). Impulse buying: A new framework. *Developments in Marketing Science*, 15, 76–80.
- Sharma, P., Sivakumaran, B., & Marshall, R. (2010). Impulse Buying and Variety Seeking: A Traitcorrelates Perspective. *Journal of Business Research*, 63.
- Shrauger, J. S., & Schohn, M. (1995). Self-confidence in college students: Conceptualization, measurement, and behavioral implications. *Assessment*, 2(3), 255–278.
- Sileyew, K. J. (2020). *Research design and methodology*.
- Silvera, D. H., Lavack, A. M., & Kropp, F. (2008). Impulse buying: the role of affect, social influence, and subjective wellbeing. *Journal of Consumer Marketing*, 25(1).
- Sinha, P. K. (2003). Shopping orientation in the evolving market. *Vikalpa*, 28(2), 12–22.
- Smart Insights. (2020). *Convenience is driving e-commerce growth and influencing consumer decisions*. Smartinsights.Com. <https://www.smartinsights.com/ecommerce/customer-experience-examples/convenience-is-driving-e-commerce-growth-and-influencing-consumer-decisions/>
- Sneath, J. Z., Lacey, R., & Kennett-Hensel, P. A. (2009). Coping with a natural disaster: Losses, emotions, and impulsive and compulsive buying. *Marketing Letters*, 20, 45–60.
- Stallman, H. M., Beaudequin, D., Hermens, D. F., & Eisenberg, D. (2021). Modelling the relationship between healthy and unhealthy coping strategies to understand overwhelming distress: A Bayesian network approach. *Journal of Affective Disorders Reports*, 3.
- Stallworth, P. (2008). *Consumer behaviour and marketing strategic* (9th ed.). Stern, H. (1962). The Significance of Impulse Buying Today. *Journal of Marketing*, 26(2), 59–62.
- Stringer, D. M. (2013). Negative Affect. In *Encyclopedia of Behavioral Medicine* (pp. 1303–1304).
- Sugiyono. (2005). *Memahami Penelitian Kualitatif*. Alfabeta.
- Sugiyono. (2009). *Metodologi Penelitian Kuantitatif, Kualitatif dan R&D*. Alfabeta.
- Sugiyono. (2019). *Metode Penelitian Pendidikan Pendekatan Kuantitatif, Kualitatif dan R&D*. Alfabeta.

- Tandoc, E. C., Ferrucci, P., & Duffy, M. (2015). Facebook use, envy, and depression among college students: Is facebooking depressing? *Computers in Human Behavior*, 43, 139–146.
- Taylor, S., Yperen, N. W. Van, Buunk, B. P., Collins, R. L., & Dakof, G. A. (1991). The Affective Consequences of Social Comparison: Either Direction Has Its Ups and Downs. *Journal of Personality and Social Psychology*, 59(6).
- Themba, O., Hamdat, A., Alam, N., & Salam, K. (2021). Impulse Buying on users of online shopping. *Jurnal Manajemen Bisnis*, 8(1), 104–111.
- Tjiptono, F. (2014). *Pemasaran Jasa: Prinsip, Penerapan, dan Penelitian*. Andi Offset.
- Tran, V. D. (2022). Consumer Impulse Buying Behaviour: The Role of Confidence as Moderating Effect. *Heliyon*, 8(6).
- Tran, D. Van, Nguyen, T., & Nguyen, D. M. (2022). Understanding how upward social comparison stimulates impulse buying on image-sharing social commerce platforms: A moderated mediation model of benign envy and self-esteem. *Current Psychology*.
- Tumanggor, S., Hadi, P., & Sembiring, R. (2022). Pembelian Impulsif pada e-commerce Shopee (Studi pada Konsumen Shopee di Jakarta Selatan). *Journal of Business and Banking*, 11(2), 251–270.
- Uglanova, E. (2014). Self Confidence. In *Encyclopedia of Quality of Life and Well-Being Research* (pp. 5752–5754). Springer.
- Usmani, S., & Ejaz, A. (2020). Consumer Buying Attitudes towards Counterfeit and Green Products: Application of Social Comparison Theory and Materialism. *South Asian Journal of Management Sciences*, 14(1).
- Utami, C. W. (2010). *Manajemen Ritel: Strategi dan Implementasi Operasional Bisnis Ritel Modern di Indonesia*. 2.
- Utz, S., & Breuer, J. (2017). The relationship between use of social network sites, online social support, and well-being. *Journal of Media Psychology*, 29(3), 115–125.
- Vazquez, D., Wu, X., Nguyen, B., Kent, A., Gutierrez, A., & Chen, T. (2020). Investigating Narrative Involvement, Parasocial Interactions, and Impulse buying behaviours within a Second Screen Social Commerce Context. *International Journal of Information Management*, 53.
- Ven, N. van de. (2017). Envy and admiration: emotion and motivation following upward social comparison. *Cognition and Emotion*, 31(1).
- Verplanken, B., Herabadi, A. G., Perry, J. A., & Silvera, D. H. (2005). Consumer style and health: The role of impulsive buying in unhealthy eating. *Psychology & Health*, 20(4).

- Wandira, R. (2022). *How hedonic shopping value affect impulsive buying on e-commerce in Indonesia*. <https://news.unair.ac.id/2022/01/06/how-hedonic-shopping-value-affect-impulsive-buying-on-e-commerce-in-indonesia/?lang=en>
- Wang, J.-L., Wang, H.-Z., Gaskin, J., & Hawk, S. (2017). The Mediating Roles of Upward Social Comparison and Self-esteem and the Moderating Role of Social Comparison Orientation in the Association between Social Networking Site Usage and Subjective Well-Being. *Frontiers in Psychology*, 8.
- Watson, D., Clark, L. A., & Tellegen, A. (1984). Negative affectivity: The disposition to experience negative aversive emotional states. *Psychological Bulletin*, 96(3), 465–490.
- Watson, D., Clark, L. A., & Tellegen, A. (1988). Development and validation of brief measures of positive and negative affect: The PANAS scales. *Journal of Personality and Social Psychology*, 54, 1063–1070.
- Weston, R. (2006). A Brief Guide to Structural Equation Modeling. *The Counseling Psychologist*, 34(5), 719–751.
- Wheeler, L. (1966). Motivation as a determinant of upward comparison. *Journal of Experimental Social Psychology*, 1(1).
- White, J. B., Langer, E., Yariv, L., & Welch, J. C. (2006). Frequent social comparisons and destructive emotions and behaviors: The dark side of social comparisons. *Journal of Adult Development*, 13, 36–44.
- Widagdo, B., & Kenny, R. (2021). Hedonic Shopping Motivation and Impulse Buying: The Effect of Website Quality on Customer Satisfaction. *The Journal of Asian Finance, Economics and Business*, 8(1), 395–405.
- Winantri, N. (2016). PENGARUH KONDISI EMOSI DAN STORE ATMOSPHERE TERHADAP IMPULSIVE BUYING DI INDOMARET CABANG DESA TAMPAKSIRING TAHUN 2016. *Jurnal Program Studi Pendidikan Ekonomi*, 7(2).
- Winarto, Y. (2022). Sri Mulyani Sebut Ekonomi Indonesia Sudah Mulai Membaik. Kontan.Co.Id. <https://nasional.kontan.co.id/news/sri-mulyani-sebut-ekonomi-indonesia-sudah-mulai-memb baik>
- Yi, S., & Tai, J. (2020). Impacts of consumers' beliefs, desires and emotions on their impulse buying behavior: application of an integrated model of belief-desire theory of emotion. *Journal of Hospitality Marketing & Management*, 29(6).
- Youn, S., & Faber, R. J. (2000). Impulse buying: its relation to personality traits and cues. *Advances in Consumer Research*, 27, 179–185.
- Zhang, K. Z. K., Xu, H., Zhao, S., & Yu, Y. (2018). Online reviews and impulse buying behavior: the role of browsing and impulsiveness. *Internet Research*,

28(3).

Zheng, X., Baskin, E., & Peng, S. (2018). The spillover effect of incidental social comparison on materialistic pursuits: The mediating role of envy. *European Journal of Marketing*, 52, 1107–1127.

