

DAFTAR PUSTAKA

- Akhtar, H., & Azwar, S. (2018). Development and Validation of a Short Scale for Measuring Big Five Personality Traits: the IPIP-BFM-25 Indonesia. *Journal of Innovation in Psychology, Education and Didactics*, 22(2), 167–174.
<http://iPIP.ori.org/index.htm>
- Alwisol. (2009). *Psikologi Kepribadian* (Edisi Revi). UMM Press.
- Amelia, D. (2019). *Pengaruh big-five personality , konformitas, dan faktor demografi terhadap perilaku pembelian impulsif dalam berbelanja online pada wanita.*
- APJII. (2019a). *Buletin APJII Edisi-40 2019*. 6. <https://apjii.or.id/survei>
- APJII. (2019b). Penetrasi & Profil Perilaku Pengguna Internet Indonesia Tahun 2018. *Apjii*, 51. www.apjii.or.id
- Ariga, R. A. (2020). *Buku Ajar: Konsep Dasar Keperawatan* (S. Z. Nasution, R. Amelia, F. A. Ariga, & A. Selviani (eds.); Cetakan Pe). Grup Penerbitan CV Budi Utama.
<https://books.google.co.id/books?id=sdEOEAAAQBAJ&printsec=frontcover&hl=id#v=onepage&q&f=false>
- Astutik, P. P., Chusniyah, T., & Ida Viatrie, D. (2020). Kepribadian Big Five terhadap Impulsive Buying Behavior pada Mahasiswi Fakultas Ekonomi dan Bisnis. *Journal An-Nafs: Kajian Penelitian Psikologi*, 5(1), 54–63.
<https://doi.org/10.33367/psi.v5i1.951>

- Azwar, S. (2018). *Penyusunan Skala Psikologi* (Edisi II). Pustaka Pelajar.
- Azwar, S. (2019). *Metode Penelitian Psikologi* (Edisi II). Pustaka Pelajar.
- Azwar, S. (2020). *Dasar-dasar Psikometrika* (Edisi II). Pustaka Pelajar.
- Beatty, S. E., & Ferrell, M. E. (1998). Impulse buying: Modeling its precursors. *Journal of Retailing*, 74(2), 161–167. [https://doi.org/10.1016/s0022-4359\(98\)90009-4](https://doi.org/10.1016/s0022-4359(98)90009-4)
- Bhakat, R. S., & Muruganantham, G. (2013). A Review of Impulse Buying Behavior. *International Journal of Marketing Studies*, 5(3), 149–160. <https://doi.org/10.5539/ijms.v5n3p149>
- Budiaji, W. (2013). Skala Pengukuran dan Jumlah Respon Skala Likert (The Measurement Scale and The Number of Responses in Likert Scale). *Jurnal Ilmu Pertanian Dan Perikanan*, 2(2), 127–133.
- Burgess, B., Yaoyuneyong, G., & Gibbs, S. (2014). Gender, Self-construal and Impulse Buying Behavior of Young Thai Consumers. *Asian Journal of Business Research*, 4(1). <https://doi.org/10.14707/ajbr.140001>
- Celena, D. A. (2015). Perilaku Impulse Buying Di Internet Pada Kelompok Konsumen Berdasarkan Perbedaan Self-Construal Dan Jenis Kelamin (Studi terhadap Konsumen Online Muda di Jakarta). In *Universitas Indonesia*. Universitas Indonesia.
- Chen, T., & Lee, M.-C. (2015). Personality Antecedents of Online Buying Impulsiveness. *Journal of Economics, Business and Management*, 3(4), 425–429. <https://doi.org/10.7763/joebm.2015.v3.222>

CNN Indonesia. (2018). *3,9 Miliar Orang di Dunia Telah Terhubung Internet*.

CNN Indonesia. <https://www.cnnindonesia.com/teknologi/20181210094556-192-352374/39-miliar-orang-di-dunia-telah-terhubung-internet>

CNN Indonesia. (2019). *Adu Balap Transaksi Triliunan Rupiah Shopee dan Tokopedia*. CNN Indonesia.

<https://www.cnnindonesia.com/teknologi/20190904193850-185-427589/adu-balap-transaksi-triliunan-rupiah-shopee-dan-tokopedia>

CNN Indonesia. (2020). *Transaksi e-Commerce Capai Rp180,74 T per September 2020*.

<https://www.cnnindonesia.com/ekonomi/20201215150353-78-582406/transaksi-e-commerce-capai-rp18074-t-per-september-2020>

Coley, A., & Burgess, B. (2003). Gender differences in cognitive and affective impulse buying. *Journal of Fashion Marketing and Management*, 7(3), 282–295. <https://doi.org/10.1108/13612020310484834>

Diphayana, W. (2018). *Perdagangan Internasional*. CV Budi Utama.

<https://books.google.co.id/books?id=NJvFDwAAQBAJ&pg=PA101&dq=pengertian+e-commerce&hl=id&sa=X&ved=2ahUKEwiMveTXhZfrAhUEOSsKHTSnA40Q6AEwA3oECAQQA#v=onepage&q=pengertian+e-commerce&f=true>

Farid, D. S., & Ali, M. (2018). Effects of Personality on Impulsive Buying Behavior: Evidence from a Developing Country. *Marketing and Branding Research*, 5(1), 31–43. <https://doi.org/10.33844/mbr.2018.60197>

Fitriani, R. (2010). Studi Tentang Impulse Buying Pada Hypermarket Di

Kota Semarang. In *eprints.undip.ac.id*. Universitas Diponegoro.

George, D., & Mallery, P. (2019). IBM SPSS Statistics 25 Step by Step: A Simple Guide And Reference. In *IBM SPSS Statistics 25 Step by Step* (Fifteenth). Routledge.

https://books.google.co.id/books?id=ntNyDwAAQBAJ&lpg=PP1&hl=id&pg=PT13&redir_esc=y#v=onepage&q&f=false

Gohary, A., & Hanzae, K. H. (2014). Personality Traits as Predictors of Shopping Motivations and Behaviors: A Canonical Correlation Analysis. *Arab Economic and Business Journal*, 9(2), 166–174.
<https://doi.org/10.1016/j.aebj.2014.10.001>

Hadyan, A., Mariyanti, S., & Safitri, M. (2018). Pengaruh Tipe Kepribadian Terhadap Impulsive Buying Pada Mahasiswi Psikologi Universitas Esa Unggul Yang Melakukan Pembelian Secara Online Shopping. *Jurnal Psikologi*, 1–12.

Han, Y. K., Morgan, G. A., & Kotsiopoulos, A. (1991). Impulse Buying Behavior of Apparel Purchasers. *Clothing and Textiles Research Journal*, 9(3), 15–21.
<https://doi.org/10.1177/0887302X9100900303>

Herabadi, A. G. (2003). *Buying Impulses: A Study on Impulsive Consumption*. Radboud Repository.

Iskandar, L. M., & Zulkarnain. (2013). Penyesalan Pasca Pembelian Ditinjau dari Big Five Personality. *Jurnal Psikologi*, 40(1), 81–91.
<https://doi.org/10.22146/jpsi.7068>

John, O. P., Robins, R. W., & Pervin, L. A. (2008). Handbook of Personality Theory and Research. In O. P. John, R. W. Robins, & L. A. Pervin (Eds.), *The Journal of Private Equity* (Third Edit, Vol. 4, Issue 1). The Guilford Press.

John, O. P., & Srivastava, S. (1999). The Big-Five Trait Taxonomy: History, Measurement, and Theoretical Perspectives. In *To appear in L. Pervin and O.P. John (Eds.) Handbook of personality: Theory and research (2nd ed.)*. (2nd editio, pp. 1–71). Guilford (in press).
<https://pages.uoregon.edu/sanjay/pubs/bigfive.pdf>

Kacen, J. J., & Lee, J. A. (2002). The influence of culture on consumer impulsive buying behavior. *Journal of Consumer Psychology*, *12*(2), 163–176.
<https://doi.org/10.1207/153276602760078686>

Kasali, R. (2011). *Cracking Zone: Bagaimana Memetakan Perubahan Di Abad 21 & Keluar dari Perangkap Comfort Zone* (D. Kusnati (ed.)). PT Gramedia Pustaka Utama.
https://books.google.co.id/books?id=ehkLqyG_5wC&printsec=frontcover&hl=id&source=gbs_ge_summary_r&cad=0#v=onepage&q=visa&f=true

Katadata.co.id. (2019a). *96% Pengguna Internet di Indonesia Pernah Menggunakan E-Commerce*. Katadata.Co.Id.
<https://databoks.katadata.co.id/datapublish/2019/12/03/96-pengguna-internet-di-indonesia-pernah-gunakan-e-commerce>

Katadata.co.id. (2019b). *Transaksi E-Commerce Indonesia Terbesar di Asia Tenggara*. Katadata.Co.Id.

<https://databoks.katadata.co.id/datapublish/2019/10/10/nilai-transaksi-digital-perdagangan-elektronik-indonesia-terbesar-di-asia-tenggara>

Lee, S., Lee, S., & Park, Y. (2007). A prediction model for success of services in e-commerce using decision tree: E-customer's attitude towards online service. *Expert Systems with Applications*, 33(3), 572–581. <https://doi.org/10.1016/j.eswa.2006.06.005>

Ling, L. P., & Yazdanifard, R. (2015). What Internal and External Factors Influence Impulsive Buying Behavior in online Shopping? *Global Journal of Management and Business Research Marketing*, 15(5), 25–32.

Markus, H. R., & Kitayama, S. (1991). *Culture and the Self: Implications for Cognition, Emotion, and Motivation*. 98(2), 224–253.

Mastuti, E. (2005). Analisis Faktor Alat Ukur Kepribadian Big Five (Adaptasi dari IPIP) pada Mahasiswa Suku Jawa. *Insan*, 7(3), 264–276.

Mayer, J. D. (2007). Asserting the Definition of Personality. *The Online Newsletter for Personality Science*, 1, 1–4. <https://doi.org/10.1080/0260136820020410>

Meng, X. (2009). Developing Model of E-commerce E-marketing. *Proceedings of the 2009 International Symposium on Information Processing (ISIP'09)*, 2, 225–228.

<http://citeseerx.ist.psu.edu/viewdoc/download?doi=10.1.1.403.5666&rep=rep1&type=pdf#page=236>

Navarro, J. D., & Foxcroft, D. R. (2019). Learning statistics with jamovi: A tutorial for psychology students and other beginners (Version 0.70). *Journal of*

Chemical Information and Modeling.

- Neuman, W. L. (2014). Social Research Methods: Qualitative and Quantitative Approaches. In *Teaching Sociology* (Seventh Ed, Vol. 30, Issue 3). Pearson Education Limited. <https://doi.org/10.2307/3211488>
- Ozen, H., & Engizek, N. (2014). Shopping online without thinking: Being emotional or rational? *Asia Pacific Journal of Marketing and Logistics*, 26(1), 78–93. <https://doi.org/10.1108/APJML-06-2013-0066>
- Pallant, J. (2011). Checking the reliability of a scale. *SPSS Survival Manual*, 102–106. <https://doi.org/10.4324/9781003117452-12>
- Pradana, M. (2015). Klasifikasi Bisnis E-Commerce Di Indonesia. *Modus*, 27(2), 163. <https://doi.org/10.24002/modus.v27i2.554>
- Pradaraswati, D. A. (2018). *Hubungan Antara Big Five Personality Dengan Perilaku Inovatif Pada Penyiar Radio di Surabaya*. Universitas Airlangga Repository.
- Purwanto. (2008). *Metodologi Penelitian Kuantitatif untuk Psikologi dan Pendidikan*. Pustaka Pelajar.
- Putri, R. K. (2017). Pengaruh Tipe Kepribadian (Big Five Personality) Terhadap Pembelian Impulsif (Impulsive Buying) Pada Konsumen Online Shop. In *Universitas Airlangga Repository*. Universitas Airlangga.
- Ramadhan, R. F., & Ardias, W. S. (2019). Konstrual Diri (Self Construal) Remaja Yang Mengalami Kematian Orang Tua. *Al-Qalb*, Jilid 10, 79–90.
- Ramdhani, N. (2012). Adaptasi Bahasa dan Budaya Inventori Big Five. *Jurnal*

Psikologi, 39 NO.2, 189–207.

Rook, D. W. (1987). The Buying Impulse. *Journal of Consumer Research*, 14(2), 189. <https://doi.org/10.1086/209105>

Rook, D. W., & Fisher, R. J. (1995). Normative Influences on Impulsive Buying Behavior. *Journal of Consumer Research*, 22(3), 305. <https://doi.org/10.1086/209452>

Rufaedah, A. (2012). *Hubungan Antara Self-Constual dan Subjective Well-Being Pada Etnis Jawa*. Universitas Indonesia.

Santoso, S. (2018). Mahir Statistik Multivariat dengan SPSS - Singgih Santoso - Google Buku. In *PT Elex Media Komputindo, Jakarta*. PT Elex Media Komputindo.

https://books.google.co.id/books?hl=id&lr=&id=CTOyDwAAQBAJ&oi=fnd&pg=PP1&dq=uji+statistik&ots=rGJdapBBqy&sig=MxNyNNCj-N15cd6hrcZC-iVVwBs&redir_esc=y#v=onepage&q=paired t test &f=false

Sarwono, S. W. (2009). *Pengantar Psikologi Umum* (E. A. Meinarno (ed.)). PT RajaGrafindo Persada.

Setiadi, N. J. (2003). *Perilaku Konsumen: Perspektif Kontemporer pada Motif, Tujuan, dan Keinginan Konsumen* (Edisi Keti). Prenada Media Group (Devisi Kencana).

<https://books.google.co.id/books?id=DZLyDwAAQBAJ&printsec=frontcover&hl=id#v=onepage&q&f=false>

Shahjehan, A., Qureshi, J. A., Zeb, F., & Saifullah, K. (2012). The effect of

- personality on impulsive and compulsive buying behaviors. *African Journal of Business Management*, 6(6), 2187–2194. <https://doi.org/10.5897/ajbm11.2275>
- Simanjuntak, H., Sibarani, N., Sinaga, B., & Hutabarat, N. (2015). Web Mining on Indonesia E-Commerce Site : Lazada and Rakuten. *International Journal of Database Management Systems*, 7(1), 01–13. <https://doi.org/10.5121/ijdms.2015.7101>
- Singelis, T. M. (1994). The measurement of Independent and Interdependent self construals singelis1994.pdf. *Personality and Social Psychology Bulletin*, 20(5), 580–591. <https://doi.org/10.1177/0146167294205014>
- Sirclo; Ravenry. (2019). *Navigating Market Opportunities in Indonesia's E-Commerce*.
- Stern, H. (1962). The Significance of Impulse Buying Today. *Journal of Marketing*, 59–62.
- Tresnawati. (2016). Hubungan Antara the Big Five Personality Traits Dengan Fear of Missing Out About Social Media Pada Mahasiswa. *Intuisi : Jurnal Psikologi Ilmiah*, 8(3), 179–185.
- Undang - Undang Republik Indonesia Nomor 8 Tahun 1999 Tentang Perlindungan Konsumen. (1999). 80.
- Verplanken, B., & Herabadi, A. (2001). Individual differences in impulse buying tendency: feeling and no thinking. *European Journal of Personality*, 15(S1), S71–S83. <https://doi.org/10.1002/per.423>

- Wilson, N., & Christella, R. (2019). An Empirical Research of Factors Affecting Customer Satisfaction: A Case of the Indonesian E-Commerce Industry. *DeReMa (Development Research of Management): Jurnal Manajemen*, 14(1), 21. <https://doi.org/10.19166/derema.v14i1.1108>
- Winantri, N. N. (2016). Pengaruh Kondisi Emosi dan Store Atmosphere terhadap Impulse Buying di Indomaret Cabang Desa Tampaksiring Tahun 2016. *Jurnal Program Studi Pendidikan Ekonomi (JPPE)*, 7(2).
- Woo, H., & Ahn, H. J. (2015). Big five personality and different meanings of happiness of consumers. *Economics and Sociology*, 8(3), 145–154. <https://doi.org/10.14254/2071-789X.2015/8-3/11>
- Yudha, D. K. P. (2018). Hubungan Antara Mood Dan Impulsive Buying Behavior Pada Remaja Sebagai Konsumen Department Store Di Kota Malang [Universitas Muhammadiyah Malang]. In *eprints.umm.ac.id*. Universitas Muhammadiyah Malang.
- Zhang, Y., & Shrum, L. J. (2009). The Influence of Self-Construal on Impulsive Consumption. *Journal of Consumer Research*, 35(5), 838–850. <https://doi.org/10.1086/593687>
- Zhao, H., & Seibert, S. E. (2006). The big five personality dimensions and entrepreneurial status: A meta-analytical review. *Journal of Applied Psychology*, 91(2), 259–271. <https://doi.org/10.1037/0021-9010.91.2.259>