

DAFTAR PUSTAKA

- Aghekyan-Simonian, M., Forsythe, S., Kwon, W. S., & Chattaraman, V. (2012). The role of product brand image and online store image on perceived risks and online purchase intentions for apparel. *Journal of Retailing and Consumer Services*, 19(3), 325-331.
- Arnott, D. C., Wilson, D., Massey, G. R., & Dawes, P. L. (2007). Personal characteristics, trust, conflict, and effectiveness in marketing/sales working relationships. *European Journal of Marketing*, 41(9-10), 1117-1145.
- Azwar, S. (2003). *Reliabilitas dan Validitas. (Edisi ke-3)*. Yogyakarta: Pustaka Pelajar.
- Bangkok Post. (2019, January 28). Record 38.27m tourists in 2018; 41m expected in 2019. Retrieved from <https://www.bangkokpost.com/business/1619182/record-38-27m-tourists-in-2018-41m-expected-in-2019>.
- Bar-Anan, Y., Liberman, N., Trope, Y., & Algom, D. (2007). Automatic processing of psychological distance: evidence from a Stroop task. *Journal of Experimental Psychology: General*, 136(4), 610.
- Barclays. (2019, May 23). Staycation boom driven by millennials. Retrieved from <https://home.barclays/news/press-releases/2019/05/staycation-boom-driven-by-millennials/>.
- Bart, Y., Shankar, V., Sultan, F., & Urban, G. L. (2005). Are the drivers and role of online trust the same for all web sites and consumers? A large-scale exploratory empirical study. *Journal of marketing*, 69(4), 133-152.
- Belch, G. E., Dietzel Jörg, & Belch, M. A. (2012). *Advertising and promotion: an integrated marketing communications perspective*. New York: McGraw-Hill Irwin.
- Bian, Q., & Forsythe, S. (2012). Purchase intention for luxury brands: A cross cultural comparison. *Journal of Business Research*, 65(10), 1443–1451.
- BPS. (2018). Statistik Wisatawan Nusantara 2018. Retrieved from <https://www.bps.go.id/publication/2019/07/02/5249c2b645e21291b51dfc1a/statistik-wisatawan-nusantara-2018.html>.
- Bungin, Burhan, (2005). *Metodologi Penelitian Kuantitatif Komunikasi, Ekonomi, dan Kebijakan Publik serta Ilmu-Ilmu Sosial Lainnya, Edisi Pertama, Cetakan Pertama*. Jakarta: Prenada Media.
- Carlson, M. (2015). When news sites go native: Redefining the advertising–editorial divide in response to native advertising. *Journalism*, 16, 849-865.
- CEIC Data. (2019, September 1). Thailand: Hotel Occupancy Rate and Average Room Rate (Monthly): CEIC. Retrieved from <https://www.ceicdata.com/en/thailand/hotel-occupancy-rate-and-average-room-rate-monthly>.
- CEIC Data. (2019, September 1). Malaysia: Economic Indicators, Historic Data & Forecasts: CEIC. Retrieved from <https://www.ceicdata.com/en/malaysia/hotel-room-occupancy-rate-annual>.

- Chang, H., Zhang, L., & Lee, J.-S. (2018). Not all organic food is created equal: the role of product type, perceived authenticity, and construal level. *Journal of Marketing Communications*, 1–23.
- Chung, J. Y., & Chen, C. C. (2018). The impact of country and destination images on destination loyalty: a construal-level-theory perspective. *Asia Pacific Journal of Tourism Research*, 23(1), 56-67.
- Confente, I., & Vigolo, V. (2018). Online travel behaviour across cohorts: The impact of social influences and attitude on hotel booking intention. *International Journal of Tourism Research*, 20(5), 660-670.
- Conner, M., Godin, G., Sheeran, P., & Germain, M. (2013). Some feelings are more important: Cognitive attitudes, affective attitudes, anticipated affect, and blood donation. *Health Psychology*, 32(3), 264.
- Delgado-Ballester, E., Navarro, A. and Sicilia, M. (2012), “Revitalising brands through communication messages: the role of brand familiarity”, *European Journal of Marketing*, Vol. 46 No. 1, 31-51.
- Erickson, G. M., & Johansson, J. K. (1985). The role of price in multi-attribute product evaluations. *Journal of Consumer Research*, 12(2), 195-199.
- Ferdinand, A. (2006). *Metode Penelitian Manajemen: Pedoman Penelitian untuk Penulisan Skripsi, Tesis, dan Disertasi Ilmu Manajemen*. Semarang: Badan Penerbit Universitas Diponegoro.
- Fiedler, K., Jung, J., Wänke, M., & Alexopoulos, T. (2012). On the relations between distinct aspects of psychological distance: An ecological basis of construal-level theory. *Journal of Experimental Social Psychology*, 48(5), 1014–1021.
- Francis, L. J. (2018). Was Jung Correct: Is Religion Good for the Psychological Wellbeing of Normal People?. *Challenging Religious Issues*, 8(12), 1-32
- Frewer, L. J., Howard, C., Hedderley, D., & Shepherd, R. (1996). What determines trust in information about food-related risks? Underlying psychological constructs. *Risk analysis*, 16(4), 473-486.
- Fujita, K., Henderson, M. D., Eng, J., Trope, Y., & Liberman, N. (2006). Spatial distance and mental construal of social events. *Psychological Science*, 17(4), 278-282.
- Ghozali, I., & Latan, H. (2015). *Partial Least Squares, Konsep, Teknik Dan Aplikasi Menggunakan Program Smartpls 3.0 Untuk Penelitian Empiris*. Semarang: Badan Penerbit UNDIP.
- Ghozali, Imam. (2006). *Aplikasi Analisis Multivariate dengan Eksperimen*. Cetakan Keempat. Semarang: Badan Penerbit Universitas Diponegoro.
- Ghozali, Imam. (2014). *Konsep dan Aplikasi Dengan Program AMOS 22.0 Update*
- Grayson, K., & Johnson, D. (2015). Marketplace Trust. *The Wiley Blackwell Encyclopedia of Consumption and Consumer Studies*, 1–3
- Grove, S. J., Carlson, L., & Dorsch, M. J. (2002). Addressing services’ intangibility through integrated marketing communication: an exploratory study. *Journal of services marketing*, 16(5), 393-411.

- Hair, J. F., Black, W. C., Babin, B. J., Anderson, R. E., & Tatham, R. L. (2006). *Multivariate Data Analysis (6th Edition)*. New Jersey: Prentice Hall.
- Hair, J.F., William, C.B., Barry J.B., Rolph E.A., & Ronald L.T. (2010) *Multivariate Data Analysis (7th Edition)*. New Jersey: Pearson Education
- Hansen, J. (2019). Construal level and cross-sensory influences: High-level construal increases the effect of color on drink perception. *Journal of Experimental Psychology: General*, 148(5), 890.
- Heinen, E., Maat, K., & Wee, B. van. (2011). The role of attitudes toward characteristics of bicycle commuting on the choice to cycle to work over various distances. *Transportation Research Part D: Transport and Environment*, 16(2), 102–109.
- Hooper, D., Coughlan, J., & Mullen, M. (2008). Structural equation modelling: Guidelines for determining model fit. *Articles*, 2.
- Hwang, Y., Shin, J., & Mattila, A. S. (2018). So private, yet so public: The impact of spatial distance, other diners, and power on solo dining experiences. *Journal of Business Research*, 92, 36-47.
- Hwang, Y., Shin, J., & Mattila, A. S. (2018). So private, yet so public: The impact of spatial distance, other diners, and power on solo dining experiences. *Journal of Business Research*, 92, 36-47.
- JawaPos.com. (2019, February 8). Pertumbuhan Hotel Baru di Jatim Diprediksi Turun 3-4 Persen. Retrieved from <https://radarsurabaya.jawapos.com/read/2019/02/08/118460/pertumbuhan-hotel-baru-di-jatim-diprediksi-turun-3-4-persen>.
- Kabar Bisnis. (2011, April 25). Libur panjang, okupansi hotel Surabaya jeblok. Retrieved from <https://www.kabarbisnis.com/read/2819769/libur-panjang-okupansi-hotel-surabaya-jeblok>.
- Kementrian Pariwisata RI. (2019). Statistik Akomodasi. Retrieved from <http://www.kemenpar.go.id/categories/statistik-akomodasi>.
- Khan, R., & Sindhu, S. (2015). An Investigation of Advertising Appeal on Consumer Response in Service Advertising. *Management Studies and Economic Systems*, 54(2518), 1-12.
- Kim, D. H., Sung, Y., & Drumwright, M. (2016). “Where I come from” determines, “how I construe my future”: the fit effect of culture, temporal distance, and construal level. *International Journal of Advertising*, 37(2), 270–288.
- Kim, D., & Perdue, R. R. (2013). The effects of cognitive, affective, and sensory attributes on hotel choice. *International Journal of Hospitality Management*, 35, 246–257.
- Kim, D. H., & Song, D. (2019). Can brand experience shorten consumers’ psychological distance toward the brand? The effect of brand experience on consumers’ construal level. *Journal of Brand Management*, 26(3), 255-267.
- Kim, S. (2016). *The impacts of regulatory focus and temporal distance on the evaluation of online consumer reviews*. (Doctoral dissertation, The University of Tennessee).

- Kline, P. (1994). *An Easy Guide to Factor Analysis*. London: Routledge.
- Kusmintarti, A., Thoyib, A., Ashar, K., & Maskie, G. (2014). The relationships among entrepreneurial characteristics, entrepreneurial attitude, and entrepreneurial intention. *IOSR Journal of Business and Management*, *16*(6), 25-32.
- Ladhari, R., & Michaud, M. (2015). eWOM effects on hotel booking intentions, attitudes, trust, and website perceptions. *International Journal of Hospitality Management*, *46*, 36-45.
- Lee, C. C., Wu, Y. L., Huang, W. H., Lee, Y. C., Chen, P. R., Lee, H. R., & Chang, Y. W. (2016). Information disclosure, social responsibility, trust, and attitude affect loyalty to housing agents. *Social Behavior and Personality: an international journal*, *44*(5), 717-726.
- Lee, H. J., & Yun, Z. S. (2015). Consumers' perceptions of organic food attributes and cognitive and affective attitudes as determinants of their purchase intentions toward organic food. *Food quality and preference*, *39*, 259-267.
- Leung, X. Y., Bai, B., & Erdem, M. (2017). Hotel social media marketing: a study on message strategy and its effectiveness. *Journal of Hospitality and Tourism Technology*, *8*(2), 239–255.
- Liberman, N., & Trope, Y. (2003). Construal level theory of intertemporal judgment and decision.
- Lim, S. (2018, September 28). More Singaporeans are falling in love with staycations, according to a study. Retrieved from <https://www.businessinsider.sg/more-singaporeans-are-falling-in-love-with-staycations-according-to-a-study/>.
- Lien, C. H., & Cao, Y. (2014). Examining WeChat users' motivations, trust, attitudes, and positive word-of-mouth: Evidence from China. *Computers in Human Behavior*, *41*, 104-111.
- Line, N. D., Hanks, L., & Zhang, L. (2016). Sustainability communication: The effect of message construals on consumers' attitudes towards green restaurants. *International Journal of Hospitality Management*, *57*, 143-151.
- Liu, Y., & Xu, J. (2015). The Effect of Temporal Distance and Social Distance on the Choice of Consumer's Preferences. *Modern Economy*, *6*(02), 275.
- Lu, B., Fan, W., & Zhou, M. (2016). Social presence, trust, and social commerce purchase intention: An empirical research. *Computers in Human Behavior*, *56*, 225-237.
- Lusinski, N. (2018, August 5). 10 tips for planning the perfect staycation. Retrieved from <https://www.businessinsider.sg/how-to-plan-the-perfect-staycation-2018-8/?r=US&IR=T>.
- Lutchyn, Y., & Yzer, M. (2011). *Construal Level Theory and Theory of Planned Behavior: Time Frame Effects on Salient Belief Generation*. *Journal of Health Communication*, *16*(6), 595–606.
- M., & Alexopoulos, T. (2012). On the relations between distinct aspects of psychological distance: An ecological basis of construal-level theory. *Journal of Experimental Social Psychology*, *48*(5), 1014–1021.

- Malhotra, N. K. (2008). *Satyabhushan Dash. Marketing Research: An Applied Orientation. 5th International edition.*—US: Pearson Education.
- Malhotra, N. K. (2009). *Riset Pemasaran, Edisi Keempat Jilid 1.* Jakarta: Indeks.
- Mbah, C. C., Nwatu, C. B., & Okafor, O. C. (2018). Using Creativity Tools to Achieve Advertising effectiveness in Organizations. *International Journal of Academic Research in Business and Social Sciences*, 8(7), 887-901.
- Müller, J., Alt, F., & Michelis, D. (2011). Pervasive advertising. In *Pervasive Advertising* (pp. 1-29). London: Springer
- Nabila, M. (2019, March 21). Okupansi Hotel di Indonesia Turun 3%-5% Kuartal I/2019: Ekonomi. Retrieved from <https://ekonomi.bisnis.com/read/20190321/47/902907/okupansi-hotel-di-indonesia-turun-3-5-kuartal-i2019>.
- Nath, P., Devlin, J., & Reid, V. (2016). Expectation formation in case of newer hotels: The role of advertising, price, and culture. *Journal of Travel Research*, 55(2), 261-275.
- Pan, L.-Y., & Chiou, J.-S. (2011). How Much Can You Trust Online Information? Cues for Perceived Trustworthiness of Consumer-generated Online Information. *Journal of Interactive Marketing*, 25(2), 67–74.
- Pappas, N. (2016). Marketing strategies, perceived risks, and consumer trust in online buying behaviour. *Journal of Retailing and Consumer Services*, 29, 92-103.
- Pappas, N. (2016). Marketing strategies, perceived risks, and consumer trust in online buying behaviour. *Journal of Retailing and Consumer Services*, 29, 92–103.
- Park, J., Gunn, F., Han, S.L., 2012. Multidimensional trust building in e-retailing: cross-cultural differences in trust formation and implications for perceived risk. *J. Retail. Consum. Serv.* 19(3), 304–312.
- Petriella, Y. (2018, November 13). 2019, Perhotelan Indonesia Butuh Tambahan 50.000 Kamar Baru: Ekonomi. Retrieved from <https://ekonomi.bisnis.com/read/20181113/12/859296/2019-perhotelan-indonesiabutuh-tambahan-50000-kamar-baru>.
- Peng, J., He, F., Zhang, Y., Liu, Q., Miao, D., & Xiao, W. (2013). Differences in simulated doctor and patient medical decision making: A construal level perspective. *PloS one*, 8(11), e79181.
- Ponnareddy, S., Priskin, J., Ohnmacht, T., Vinzenz, F., & Wirth, W. (2017). The influence of trust perceptions on German tourists' intention to book a sustainable hotel: a new approach to analysing marketing information. *Journal of Sustainable Tourism*, 25(7), 970–988.
- Raza, S. H., Bakar, H. A., & Mohamad, B. (2018). Relationships between the advertising appeal and behavioral intention: The mediating role of the attitude towards advertising appeal and moderating role of cultural norm. *Journal of Business and Retail Management Research*, 12(2).
- Reza Jalilvand, M., Samiei, N., Dini, B., & Yaghoubi Manzari, P. (2012). Examining the structural relationships of electronic word of mouth, destination image,

- tourist attitude toward destination and travel intention: An integrated approach. *Journal of Destination Marketing & Management*, 1(1-2), 134–143.
- Schaubroeck, J., Lam, S. S., & Peng, A. C. (2011). Cognition-based and affect-based trust as mediators of leader behavior influences on team performance. *Journal of Applied Psychology*, 96(4), 863.
- Šerić, M., & Gil-Saura, I. (2011). Integrated marketing communications and information and communication technology in the hotel sector: An analysis of their use and development in Dalmatian first-class and luxury hotels. *Journal of Retail & Leisure Property*, 9(5), 401–414.
- Šeric, M., Gil-Saura, I., & Ozretić-Došen, Đ. (2015). Insights on integrated marketing communications: implementation and impact in hotel companies. *International Journal of Contemporary Hospitality Management*, 27(5), 958–979.
- Solimun. (2002). *Structural Equation Modeling Lisrel dan Amos*. Malang: Universitas Negeri Malang
- Sparks, B. A., & Browning, V. (2011). The impact of online reviews on hotel booking intentions and perception of trust. *Tourism management*, 32(6), 1310-1323.
- Stamolampros, P., & Korfiatis, N. (2018). Exploring the behavioral drivers of review valence: The direct and indirect effects of multiple psychological distances. *International Journal of Contemporary Hospitality Management*, 30(10), 3083-3099.
- Strizhakova, Y., & Coulter, R. A. (2019). Spatial distance construal perspectives on cause-related marketing: the importance of nationalism in Russia. *Journal of International Marketing*, 27(1), 38-55.
- Suh, M. M., & Hsieh, G. (2016). Designing for future behaviors: Understanding the effect of temporal distance on planned behaviors. In *Proceedings of the 2016 CHI Conference on Human Factors in Computing Systems* (pp. 1084-1096). ACM.
- Swift, P. E., & Hwang, A. (2013). The impact of affective and cognitive trust on knowledge sharing and organizational learning. *The Learning Organization*, 20(1), 20-37.
- Tan, W. K. (2018). From fantasy to reality: a study of pre-trip planning from the perspective of destination image attributes and temporal psychological distance. *Service Business*, 12(1), 65-84.
- The Jakarta Post. (2018, June 3). Jakarta has third-largest growth rate for hotel rooms in Asia-Pacific. Retrieved from <https://www.thejakartapost.com/travel/2018/06/02/jakarta-has-third-largest-growth-rate-for-hotel-rooms-in-asia-pacific.html>.
- Theodorakis, I. G., & Painesis, G. (2018). The Impact of Psychological Distance and Construal Level on Consumers' Responses to Taboos in Advertising. *Journal of Advertising*, 47(2), 161-181.
- Tourism Malaysia. (2018, March 29). 25.9 Million International Tourists Visited Malaysia In 2017. Retrieved from

<https://www.tourism.gov.my/media/view/25-9-million-international-tourists-visited-malaysia-in-2017>.

- Tsao, W. C., Hsieh, M. T., Shih, L. W., & Lin, T. M. (2015). Compliance with eWOM: The influence of hotel reviews on booking intention from the perspective of consumer conformity. *International Journal of Hospitality Management*, 46, 99-111.
- Tussyadiah, I. P., & Park, S. (2018). When guests trust hosts for their words: Host description and trust in sharing economy. *Tourism Management*, 67, 261-272.
- Vahdati, H., Mousavi, N., & Tajik, Z. M. (2015). The study of consumer perception on corporate social responsibility towards consumers attitude and purchase behavior. *Asian Economic and Financial Review*, 5(5), 831-845.
- Vermeulen, I. E., & Seegers, D. (2009). Tried and tested: The impact of online hotel reviews on consumer consideration. *Tourism management*, 30(1), 123-127.
- Ward, S. J., Schlechter, C., & Boshoff, C. (2011). Consumers' perceived risks associated with purchasing on a branded web site: The mediating effect of brand knowledge. *South African Journal of Business Management*, 42(1), 45-54.
- Winter, S., & Schulte-Bockholt, L. (2018). When Do We Trust Online Reviews by Similar vs. Dissimilar Users? An Application of Construal Level Theory. In *Advances in Advertising Research IX* , 287-300.
- Xin, Z., & Liu, G. (2013). Homo economicus belief inhibits trust. *PloS one*, 8(10).
- Zhang, L. (2014). How effective are your CSR messages? The moderating role of processing fluency and construal level. *International Journal of Hospitality Management*, 41, 56-62.