

## **DAFTAR PUSTAKA**

- Alagöz, S. B., & Ekici, N. (2011). *Impulse purchasing as a purchasing behaviour and research on Karaman*. *International Research Journal of Finance and Economics*, 66(1), 172-180.
- Anggoro, S.P. (2011). Analisis Pengaruh *Store Atmosphere* Terhadap *Impulse Buying* Melalui *Emotional Response* Di Matahari department *Store Tunjungan Plaza Surabaya*
- Azwar, S. (2011). Validitas dan Reliabilitas. Yogyakarta: Pustaka Pelajar.
- Azwar, S. (2016). Penyusunan Skala Psikologi Edisi ke 2. Yogyakarta: Pustaka Pelajar.
- Azwar, S. (2016). Reliabilitas dan Validitas Edisi ke 4. Yogyakarta: Pustaka Pelajar.
- Baron, R.A., & Byne, D.R. (2005). Psikologi sosial. Jakarta: Erlangga.
- Bošnjak, M., Bandl, A., & Bratko, D. (2007). *Measuring impulsive buying tendencies in croatia: towards a parsimonious measurement scale*. In *marketing u društvu znanja i suvremenog poslovnog stvarnosti*. 426-435.
- Brici, N., Hodkinson, C., & Sullivan-Mort, G. (2013). *Conceptual differences between adolescent and adult impulse buyers*. *Young Consumers*, 14(3), 258-279.

- Burns, R. B. (1993). Konsep Diri: Teori, Pengukuran, Perkembangan Dan Perilaku. Jakarta: Arcan
- Cahyono, T. (2006). Uji Normalitas. PDF. Diakses pada tanggal 26 desember 2019 [www.scribd.com/doc/23910549/UJI-NORMALITAS](http://www.scribd.com/doc/23910549/UJI-NORMALITAS)
- Caprara, G.V., & Cervone, D. (2000). *Determinants dynamics and potentials.* New York: Cambridge University Press.
- Coley, A., Burgess, B. (2003). *Gender Differences in Cognitive and Affective Impulsive Buying Journal of Marketing and Management* .Vol.7No.3pp 282-295
- Dahlan, M.S. (2009). Statistik untuk Kedokteran dan Kesehatan, Edisi 4 (Deskriptif, *Bivariat* dan *Multivariat*, dilengkapi Aplikasi dengan Menggunakan SPSS). Jakarta: Salemba Medika.
- Feist, J. & Feist, G.J. (2010). *Theories of personality*. Jakarta: Salemba Humanika.
- Feist, Jess., & Gregory, J. Feist. (2009). *Theories of personality (7th Ed.)*. Singapore: McGraw-Hill
- Friedenberg, Lisa. (1995). *Psychological testing: Design, analysis, and use. USA: Library of Congress Cataloging-in-Publication Data.*
- Friedman, H. S. & Schustack, M. W. (2008). Kepribadian Teori Klasik dan Riset Modern Jilid 1. Jakarta: Erlangga

Ghani, U., & Ali Jan, F. (2010). *An exploratory study of the impulse buying behavior of urban consumers in Peshawar*. In International conference on business and economics research, IACSIT Press, Kuala Lumpur, Malaysia, 1, 157-159.

Ghufron, Nur M & Risnawati. (2010). Teori-teori psikologi. Jogjakarta: Ar:Ruzz Media.

Halim, D. K. (2008). Psikologi Lingkungan Perkotaan. Jakarta : Sinar Grafika Offset

Harahap, K. (2008). Perilaku konsumtif pada remaja putri tingkat akhir ditinjau dari gaya hidup materialistik dan kepribadian *Big Five*. (Skripsi tidak dipublikasikan). Fakultas Psikologi Universitas Gadjah Mada.

Hawkins, D.I., Mothersbaugh, & Best, R.J. (2007). *Consumer behaviour building marketing strategy*. New York: Mc Graw Hill.

Herabadi, A. G., Verplanken, B., & Knippenberg, A. V. (2009). *Consumption Experience of Impulse Buying in Indonesia: Emotional Arousal and Hedonistic Considerations*. Asian Journal of Social Psychology, 12, 20–31

Hogg, M. A., Vaughan, G. M., (2002). *Social Psychology*. 3rd Ed. London: Person Education.

Hoyer, W.D., & MacInnis, D.J. (2010). *Consumer Behavior*. Ohio: South-Western Cengage Learning.

- Hurlock, E. B. (1994). Psikologi Perkembangan, Suatu Pendekatan Sepanjang Rentang Kehidupan. Jakarta : Erlangga.
- Hurlock, E. B. (1996). Psikologi Perkembangan: Suatu Pendekatan Sepanjang Rentang Kehidupan. (Istiwidayanti & Soedjarwo, Pengalih bhs.). Jakarta : Erlangga
- Iskandar & Zulkarnain. (2013). Penyesalan Pasca Pembelian Ditinjau Dari *Big Five Personality* Jurnal Psikologi Vol. 40 No. 1
- Kim, Jiyeon. (2003). *College Student's Apparel ImpulseBuying Behaviors in Relation to Visual Merchandising*. Athens : Georgia.
- Kountour, Ronny. (2003). Metodologi Penelitian. Jakarta: PPM.
- Lee, G. Yuna., & Yi, Youjae. (2008). *The effect of shopping emotions and perceived risk on impulsive buying: the moderating role of buying impulsiveness trait*. Seoul Journal of Business, 14(2), 67-92.
- Lin, Chien-Huang., & Chuang, S. C. (2005). *The Effect Of Individual Differences on Adolescents Impulsive Buying Behavior*. Adolescence, 40(159), 551-558.
- Lin, Chien-Huang., & Lin, Hung-Ming. (2005). *An Exploration of Taiwanese Adolescents Impulsive Buying Tendency*. Adolescence, 40(157), 215- 223.
- Loudon, D.L.; Bitta, A.J. (1993). “*Consumer Behavior Concept and Application*”. 4th ed.; Singapore: McGraw Hill.

- McCrae, R.R., & Costa, Jr. P. T. (1997). *Personality trait structure as a human university*. *American Psychologist*, 52(1), 509-516.
- McCrae, R.R., & Costa, P. T. (1991). *Adding liebe und arbeit: The full five factor model and well-being*. *Personality And Social Psychology Bulletin*. 17(2), 227–232.
- Mischel, W. (2003). *Introduction to personality*. New York: John Willey & sons, Inc.
- Nisa, L. K. (2015). Hubungan Konsep Diri Dengan Pembelian Impulsif (*Impulsive Buying*) Produk Pakaian Pada Mahasiswi UIN Maliki Malang. Thesis Tidak Diterbitkan. Malang: Fakultas Psikologi Universitas Islam Negeri Maulana Malik Ibrahim.
- Niu, H. J., & Wang, Y. D. (2009). *Work experience effect on idolatry and the impulsie buying tendencies of adolescents*. *Adolescence*, 449(173), 233-234.
- Oktaviani, M. A., & Notobroto, H. B. (2014). Perbandingan Tingkat Konsistensi Normalitas Distribusi Metode *Kolmogorov-Smirnov*, *Lilliefors*, *Shapiro-Wilk*, dan *Skewness-Kurtosis*. *Jurnal Biokep* Vol. 3 No 2 Desember 2014. Surabaya: Fakultas Kesehatan Masyarakat. Universitas Airlangga
- Osgood, C.E., Suci, G. J., & Tannenbaum, P. H. (1957). *The measurement of meaning*. Urbana, IL: University of Illinois Press.
- Papalia, D. E., Olds, S. W., Feldman, R. D. (2009). *Human Development : Perkembangan Manusia* (Edisi 10, Buku 2). Jakarta : Salemba Humanika.

- Papalia, D. E., Olds, S. W., Feldman, R. D. (2008). *Human Development*. Jakarta: Salemba Humanika
- Park, J. E., & Choi, E. J. (2013). *Consequences of impulse buying crossculturally: a qualitative study*. *International Journal of Software Engineering and Its Applications*, 7(1), 240-260.
- Park, J., & Lennon, S. J. (2006). *Psychological and Environmental Antecedents of Impulsive Buying tendency in The Multichannel Shopping Context*. *Journal of Consumer Marketing*, 23(2), 56-66.
- Pervin, L. A., Cervone, D., & John, O. P. (2005). *Personality: Theory and Research (9th ed)*. New York: John Wiley & Sons, Inc.
- Robbins, S.P. (2001). Perilaku Organisasi : konsep, kontroversi, aplikasi Versi Bahasa Indonesia. Jakarta : Prehallindo
- Rook, D. W. and Hoch, S. J. (1987), *Consuming impulses, Advances in Consumer Research*, Vol. 12.
- Santrock, J. W. (2002). Psikologi Perkembangan, jilid 2. Jakarta: Erlangga
- Santy, R. D. (2018). Pembelian implusif ditinjau dari faktor kepribadian konsumen dengan menggunakan *trait the Big Five Personality*. In *Proceeding from JBPTUNIKOMPP*. Bandung: JBPTUNIKOMPP.  
<https://doi.org/10.1017/CBO9781107415324.004>

- Schiffman, Leon G. And Leslie L. Kanuk. (2000). *Consumer Behavior .Fifth Edition Prentice Hall Inc. New Jersey*
- 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.
- Siregar, Mastauli (2007). Keterlibatan Ibu Bekerja Dalam Pengembangan Pendidikan Anak. *Jurnal Sosiologi: Harmoni Sosial Vol. II No. I. Tahun 2007*, Hal 8-18
- Solomon, M., Bamossy, G., Askegaard, S., & Hogg, M.K. (2006). *Consumer Behaviour: An European Perspective. 3rd edition. Harlow, England: Prentice Hall.*
- Sugiyono. (2016). Metode Penelitian (Pendekatan Kuantitatif, Kualitatif, dan R&D. Bandung: Alfabeta.
- Supratiknya, A. (1998). Konstruksi Tes. Yogyakarta: Proyek Rancangan Aplikasi Universitas Sanata Dharma
- Suryabrata, S., (2000). Pengembangan alat ukur psikologis. Penerbit Andi: Yogyakarta
- Suryabrata, S., (2000). Psikologi kepribadian. Jakarta: Penerbit Rajawali.
- Tinarbuko, S. (2006). Pola Hidup Konsumtif Masyarakat Yogyakarta. Jakarta: Kompas

- Verplanken, B., & Herabadi, A. (2001). *Individual differences in impulse buying tendency: Feeling and no thinking*. European Journal of personality, 15(S1), S71-S83.
- Virvilaite, R. (2008). *Development of Marketing Science and Studies in Lithuania. Inzinerine Ekonomika-Engineering Economics*(4), 76-84.
- Wicaksana, S.A., & Ardiantari, M. (2016). Pengaruh Big Five Personality Trait Dan Sikap Tentang Celebrity Endorser Terhadap Perilaku Impulsive Buying Pada Remaja Putri Pengguna Instagram. Piskologi. Fakultas Psikologi. Universitas Pancasila Jakarta.
- Wood, M. (1998). *Socioeconomic Status, Delay of Gratification, and Impulse Buying*. Journal of Economic Psychology, 19 (3), 295-320.
- Yang, Dong-Jenn., Huang, K. C., & Feng, X. (2011). *A study of the factors that affect the impulsive cosmetics buying of female consumers in Kaohsiung*. International Journal of Business and Social Science, 2(24), 275-282.