

DAFTAR PUSTAKA

- Abdulkader, B., Magni, D., Cillo, V., Papa, A., Micera, R., 2020, Aligning firm's value system and open innovation: a new framework of business process management beyond the business model innovation, *Bus. Process Manag. J.* 26, 999–1020.
- Akinboade, O.O.A., Taft, T., Weber, J.F., Manoko, O.B., Molobi, V.S., 2021, How the social entrepreneurship business model designs in South Africa create value: a complex adaptive systems approach, *J. Entrep. Emerg. Econ.*
- Arfani, Budi, 2020, Laporan Hasil Diagnosis Kelompok Tirta Bahari Kabupaten Gunungkidul, Unit Pendampingan Langsung (UPL) DIY Satker Dinas Perindag DIY
- Badan Pusat Statistik Indonesia, 2017, Pengeluaran untuk Konsumsi Penduduk Indonesia per Provinsi Berdasarkan Hasil Susenas September 2017
- Blibli.com, Harga garam per kg diakses pada tanggal 30 Desember 2021, <https://www.blibli.com/jual/1-kg-garam>
- Bogers, M., Jensen, J.D., 2017, Open for business? An integrative framework and empirical assessment for business model innovation in the gastronomic sector. *Br. Food J.* 119, 2325–2339.
- Brem, A., Maier, M., Wimschneider, C., 2016, Competitive advantage through innovation: the case of Nespresso, *Eur. J. Innov. Manag.* 19, 133–148.
- Brenes, E.R., Ciravegna, L., Acuña, J., 2020, Differentiation strategies in agribusiness – A configurational approach 119, 522–539.
- Brown, T., 2008, Design Thinking. *Harvard Business Review*, June, pp. 84-92.
- Carter, M., Carter, C., 2020, The Creative Business Model Canvas., *Social Entrepreneur Journal.* 16, 141–158.
- Chen, J., Liu, L., & Wang, Y. 2021, Business model innovation and growth of manufacturing SMEs: a social exchange perspective, *Journal of Manufacturing Technology Management*, 32(2), 290–312.
- Chesbrough, H., 2011, The Case for Open Services Innovation: The Commodity Trap, *CALIFORNIA MANAGEMENT REVIEW VOL 53. NO. 3*
- Cognitive Market Research, Global Natural Salt Market Report 2022 diakses pada tanggal 20 Oktober 2022, <https://www.cognitivemarketresearch.com/medical-devices--consumables/natural-salt-market-report>
- Cooper, R. G., 1984, The Performance Impact of Product Innovation Strategies, *European Journal of Marketing*, 18(5), 5–54.

- Czinkota, M., Kaufmann, H.R., Basile, G., Ferri, M.A., 2020, For-Benefit Company (fBComp): An innovative social-business model. The Italian case, *J. Bus. Res.* 119, 377–387.
- Dinas Perindustrian dan Perdagangan Provinsi DIY, Laporan Akhir Pendampingan Garam, 2021.
- Failfection.com, 2020, The Rise and Fall of Hummer. Diakses pada 10 Agustus 2021. <https://failfection.com/the-rise-and-fall-of-hummer/>
- Franceschelli, M. V., Santoro, G., & Candelo, E., 2018, Business model innovation for sustainability: a food start-up case study, *British Food Journal*, 120(10), 2483–2494.
- Frankeberger, K., Weiblen, T., Csik, M., & Gassmann, O., 2013, The 4I-framework of business model innovation: a structured view on process phases and challenges, *Int. J. Product Delopment* vol. 18, 249–273.
- Gbadegeshin, S., A., Heinonen, L., 2016, Application of the Lean Start-Up Technique in Commercialisation of Business Ideas and Innovations, *International Journal of Business Management and Research* vol 43, Issue 1.
- Gregurec, I., Tomičić- Furjan, M., Tomičić-Pupek, K., 2020, The Impact of COVID-19 on Sustainable Business Models in SMEs, *Sustainability* 2021, 13, 1098.
- Harinaldi, 2005, Prinsip-prinsip Statistik untuk Teknik dan Sains, Penerbit: Erlangga, Jakarta.
- Hindarsah, I., Purwanto, B. H., Priadana, S., & Fahrudin, A., 2020, The owner factor: An innovation element of business model canvas by SMEs rattan industry in Cirebon Indonesia, *International Journal of Advanced Science and Technology*, 29(6), 3963–3972.
- Joyce, A., Paquin, R.L., 2016, The triple layered business model canvas: A tool to design more sustainable business models, *J. Clean. Prod.* 135, 1474–1486.
- Kaplan, R. S., 2010, Conceptual Foundations of the Balanced Scorecard Conceptual Foundations of the Balanced Scorecard 1.
- Kaplan, R. S., & Norton, D. P., 2005, The balanced scorecard: Measures That drive performance, *Harvard Business Review*, 83(7–8).
- Kelley, D., Brown, T., 2018, An introduction to Design Thinking. Institute Des. Stanford 6.
- Kukkamalla, P.K., Bikfalvi, A., Arbussa, A., 2021, The new BMW: business model innovation transforms an automotive leader, *Journal of Business Strategy*, Vol. 42 No. 4, pp. 268-277.



- Kumala, M., 2014, “Peran Diet dalam Pencegahan dan Terapi Hipertensi”, *Damianus Journal of Medicine* vol.13 No.1 Februari, halaman 50-61.
- Kumar, V., Jabarzadeh, Y., Jeihouni, P., Garza-Reyes, J.A., 2020, Learning orientation and innovation performance: the mediating role of operations strategy and supply chain integration, *Supply Chain Manag.* 25, 457–474.
- Linn, M., 2010, Cost-benefit analysis: A primer, *The Bottom Line: Managing Library Finances* vol 23, 31–36.
- Liu, R., Mannhardt, L., 2016, Design thinking and business model innovation 1. (2016). 1–29.
- Lachapelle, M., 2018, Business Model Design: Nespresso – Evolution of a \$4 Billion Business Model for Coffee, *Chartered Professional Accountants Canada*. 34–44.
- Matzler, K., Bailom, F., von den Eichen, S. F., & Kohler, T., 2013, Business model innovation: Coffee triumphs for Nespresso, *Journal of Business Strategy*, 34(2), 30–37.
- Nijhof, A., Bakker, M., Kievit, H., 2019, The role in encroachment of the sustainability aspects of value propositions, *Eur. J. Mark.* 53, 2126–2145.
- Ojasalo, J., Ojasalo, K., 2018, Service Logic Business Model Canvas, *J. Res. Mark. Entrep.* 20, 70–98.
- Osterwalder, A., 2004, *The Business Ontology A Proposition In A Design Science Approach*. Disertasi Universitas Lausanne, Switzerland.
- Osterwalder, A., Bland, D., 2020, *Testing Business Idea*, New Jersey: John Wiley & Sons, Hoboken.
- Osterwalder, A., Pigneur, Y., In Clark, T., & Smith, A., 2010, *Business model generation: A handbook for visionaries, game changers, and challengers*. England: John Wiley & Sons, Chicester.
- Ottosson, M., Kindström, D., 2016, Exploring proactive niche market strategies in the steel industry: Activities and implications, *Ind. Mark. Manag.* 55, 119–130.
- Pamungkas, I., Irawan, H. T., Arkanullah, L., Dirhamsyah, M., Iqbal, M., 2019, Penentuan Tingkat Risiko pada Proses produksi Garam Tradisional di desa IE LEubu Kabupaten Pidie, *Jurnal Optimalisasi* vol.5., 107–120.
- Pels, J., & Kidd, T. A., 2015, Business model innovation learning from a high-tech-low-fee medical healthcare model for the BOP. *International Journal of Pharmaceutical and Healthcare Marketing*, 9(3), 200–218.
- Penco, L., Torre, T., Scarsi, R., 2020, Does strategic orientation influence strategy

formulation and organisational design in Italian food medium sized enterprises? The role of the family, *Br. Food J.* 122, 1397–1419.

Pramono, J., 2013, “Strategi Pengembangan Health and Wellness di Bali”, *Jurnal Manajemen, Strategi Bisnis dan Kewirausahaan* vol. 7 No.1 Februari.

Purnomo, D., Bunyamin, A., Ihsani F., Nawawi, M., 2020, Innovative social business model development for organic rice commodity entrepreneur using business model canvas (BMC) (Case study : Gapoktan Simpatik , local farmers group entrepreneur in Cisayong Tasikmalaya). *International Conference on Food and Bio- Industry*.

Rau, C., Zbiek, A., Jonas, J.M., 2017, Creating Competitive Advantage from Services: A Design Thinking Case Study from the Commodities Industry. Service design thinking can provide the tools to help companies design value propositions that meet customer needs and sustain competitive advantage, *Res. Technol. Manag.* 60, 48–56.

Ringel, M., Baeza, M., Grassl, F., Panandiker, R., Harnoss, J., 2020, The Most Innovative Companies 2020 The Serial Innovation Imperative, BCG

Sheldon, M. R., Fillyaw, M. J., & Thompson, W. D. ,1996, The use and interpretation of the Friedman test in the analysis of ordinal-scale data in repeated measures designs. *Physiotherapy Research International*, 1(4), 221–228.

Statista.com., 2021, Global revenue of Apple from 2004 to 2020. Diakses pada 7 Juli 2021. <https://www.statista.com/statistics/265125/total-net-sales-of-apple-since-2004/>

Steptoe, A., Polard, T. M., Wardle, J., 1995, Development of a Measure of the Motives Underlying the Selection of Food: The Food Choice Questionnaire, *Appetite* 25, 267-284.

Tellis, W., 1997, Application of a Case Study Methodology, *The Qualitative Report*, 3(3), 1–19.

Tiscini, R., Testarmata, S., Ciaburri, M., Ferrari, E., 2020, The blockchain as a sustainable business model innovation, *Manag. Decis.* 58, 1621–1642.

Yun, J.H.J., Jung, W.Y., Yang, J.H., 2015, Knowledge strategy and business model conditions for sustainable growth of SMEs, *J. Sci. Technol. Policy Manag.* 6, 246–262.

Zhu, Kelly H., Tuncali Kemal, Silverman, Stuart G., 2003, “Correlation and Simple Linear Regression”, *Journal of Vetenary Clinic* volume 27, Pages 427-434.

Zott, C., Amit, R., & Massa, L., 2011, The business model: Recent developments and future research. *Journal of Management*, 37(4), 1019–1042.



UNIVERSITAS
GADJAH MADA

Inovasi Nilai Komoditas Menjadi Produk Studi Kasus: Garam Rakyat di Daerah Istimewa Yogyakarta
DWI PURNAMAWATI, Ir. Subagyo, Ph.D., IPM, ASEAN Eng.

Universitas Gadjah Mada, 2022 | Diunduh dari <http://etd.repository.ugm.ac.id/>