



DAFTAR PUSTAKA

- Black, N., J., Lockett, A., Ennew, C., Winklhofer, H., McKechnie, S., 2002, Modelling Consumer Choice of Distribution Channels: an Illustration from Financial Services, *The International Journal of Bank Marketing*, Vol. 20, pp. 161-173
- Bouwman, H., De Reuver, M., Solaimani, S., Daas, D., Haaker, T., Janssen, W., Iske, P., Walenkamp, B., 2012, Business Models Tooling and a Research Agenda, *25th Bled eConference*, Slovenia.
- Charvat, M. dan Voracek, J., 2012, *Application of Business Model Principles of Website Project Management*, Thesis, Faculty of Management, Faculty of Economics in Prague.
- Cooper, 2000, New Product Performance: What Distinguishes the Star Products, *Australian Journal of Management*, Vol. 25. The Australian Graduate School of Management.
- Cruikshank, J. L., 2006, *The Apple Way*, McGrawHill, [diakses online pada 31 Oktober 2012 15.00] URL: <http://books.google.com>.
- Febrita, D. W., 2011, *Model Peramalan Kesuksesan Produk Berbasis Pendekatan Model Kano*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Ejsing, M. B., 2012, *OSUMA-The Challenges of Establishing a Successful Business Model*, Master Thesis, Department of Business Administration, Aarhus School of Business, Aarhus University.
- Engdahl, F. dan Rensfelt, J., 2011, *Business Model Evaluation and Generation System*, Thesis, Industrial Engineering and Management, Department of Production Management, Lund Institute of Technology.
- Gensler, S., Verhoef, P., C., Bohm, M., 2012, Understanding Consumers Multichannel Choices Across the Different Stages of the Buying Process, *Mark Lett*, pp. 987-1003, Springer.
- Griffin, A. and Page, A. L., 1993, An Interim Report on Measuring Product Development Success and Failure, *Journal of Product Innovation Management*, Vol. 10, Issue 4, Elsevier.
- Hair, J. F., Black, W. C., Babin, B.J., dan Anderson, R. E., 2010, *Multivariate Data Analysis Seventh Edition*, New Jersey: Pearson Prentice Hall.



- Handaru, G. D., 2012, *Prediksi Kesuksesan Produk Berbasis Metode Kano Pada Produk Berbahan Baku Bambu*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Helsdingen, A., Janssen, B., Schuwer, S., 2010, Business Model in OER, a Contingency Approach, *Open Edits Conference 2010*.
- Indrawati, S., 2010, *Faktor-Faktor Dominan terhadap Kesuksesan Produk Notebook Kelas Menengah Ke Atas*, Tesis, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Jackson, J., 1991, *A User's Guide To Principal Components*, Canada: John Wiley & Sons, Inc.
- Johnson, P., Iacob M. E., Valja, M., Sinderen, M., Magnusson, C., Ladhe, T., 2013, Business Model Risk Analysis: Predicting the Probability of Business Network Profitability, *LNBIP 144*, pp 118-130, International Federation for Information Processing.
- Joliffe, I., 2002, *Principal Component Analysis Second Edition*, Aberdeen: Springer.
- Joller, L., 2012, Eco-Innovation in Business Models - Theoretical Considerations, *Druid Academy Conference 2012*.
- Kano, N., Seraku, N., Takahashi, F., Tsuji, S., 1984, "Attractive quality and must-be quality" (in Japanese), *Journal of the Japanese Society for Quality Control*, 14 (2): 39-48. ISSN 0386-8230.
- Khalifa, A. S., 2009, Drawing on Students Evaluation to Draw a Strategy Canvas For a Business School, *International Journal of Educational Management*, Vol. 23, Issue 6, pp. 467-483.
- Kim, W. C. and Mauborgne, R., 2006, *Blue Ocean Strategy : Strategi Samudra Biru*, Penerbit Serambi, Jakarta.
- Kleinbaum, D., Kupper, L., Nizam, A., Muller, 2008, *Applied Regression Analysis and Other Multivariable Methods*, Duxbury.
- Langford, B.E., dan Cosenza, R., M., 1998, What Is Service/Good Analysis?, *Journal of Marketing Theory and Practice*, Vol. 6, No.1, pp. 16-26.
- Lattinn, J. M., Carroll, J. D., dan Green, P. E., 2003, *Analyzing Multivariate Data*, Canada: Thomson Learning, Inc.



- Lambert, S. C., 2012, *Deconstructing Business Model Frameworks Using a Reference Model*, Occasional Working Paper, University of South Australia.
- Li, T. dan Calantone, R. J., 1998, The Impact of Market Knowledge Competence on New Product Advantage: Conceptualization and Empirical Examination, *Journal of Marketing*, Vol 62. Hal 13 -29.
- Lin, S. P., Yang, C. L., Chan, Y.-H. & Sheu, C., 2010, Refining Kano's 'Quality Attributes-Satisfaction' Model: A Moderated Regression Approach, *Intern. Journal Of Production Economics*, 126, 255-263.
- Lindgren, P., Saghaug, K. M., Suberia, C., The Pitfalls of The Blue Ocean Strategy Canvas: " The Importance of Value Related To The Strategy Canvas", *Proceedings of The 10th International CINet Conference*, pp. 588-601.
- Luftenegger, E., Grefen, P., Weisleder, C., 2012, The Service Dominant Strategy Canvas: Towards Networked Business Models, *International Federation for Information Processing*.
- Maistrenko, O., Pankratova, N., Maslianko, P., 2013, Business Model for Analysis of The University Research and Scientific Collaboration: a Case Study, *LNBIP 157*, pp. 50-61, Springer.
- Mappangara, D. dan Aldianto, L., 2012, The Innovative Business Model Concept Generation for PT. Len Industri: Business Model Solution in Achieving The Expected Net Profit Margin, *The Indonesian Journal of Business Administration*, Vol. 1, No. 2, pp. 112-117.
- Neslin, S., A., Kim, B., D., Blattberg, R., C., 2008, *Database Marketing: Analyzing and Managing Customer*, Springer Science Business Media.
- Nielsen, C. dan Montemari M., 2012, The Role of Human Resources in Business Model Performance: The Case of Network-Based Companies, *Journal of Human Resources Costing and Accounting*, Vol. 16, No.2, pp. 142-164.
- Osterwalder, A., 2004, *The Business Model Ontology a Proposition in a Design Science Approach*, Thesis, University of Lausanne.
- Osterwalder, A. dan Pigneur, Y., 2010, *Business Model Generation*, Jakarta: Elex Media Komputindo.
- Paul, R. K., 2006, *Multicollinearity: Causes, Effects, and Remedies*, New Delhi: Library Avenue.



- Pieterse, W., Teerling, M., Ebbers, W., 2008, Channel Perceptions and Usage: Beyond Media Richness Factors, *LNCS 5184*, pp. 219-230, Springer-Verlag Berlin Heidelberg.
- Piyadi, U. A., 2012, *Modifikasi Model Prediksi Kesuksesan Produk Dengan Pendekatan Model Kano Berbasis Kanvas Strategi*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Pramadani, A. I., 2011, *Modifikasi Model Matematis Kesuksesan Produk Berbasis Model Kano*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Prasetyo, T. I., 2009, *Analisis Perbandingan Metode Principal Component Regression (PCR), Partial Least Square (PLS), dan Ridge Regression (RR) Untuk Peramalan Kausal*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Rachman, S. N., 2006, *Analisis Pengaruh Keunggulan Produk; Reputasi Perusahaan Dan Asosiasi Merek Terhadap Kesuksesan Produk Baru Dalam Meningkatkan Kinerja Pemasaran*, Tesis Magister Manajemen Universitas Diponegoro.
- Ropero, M. F., Castillo, R. P., Weber, B., Piatinni, M., 2012, Empirical Assessment of Business Model Transformation Based on Model Simulation, *LNCS 7307*, pp. 137-151, Springer.
- Samu, S., Sanker, K. H., Rober, S. M., 1999, Using Advertising Alliances for New Product Introduction: Interactions Between Product Complementarity and Promotional Strategies, *Journal of Marketing*, January, p:57-74.
- Santoso, S., 2006, *Seri Solusi Bisnis Berbasis TI: Menggunakan SPSS Untuk Statistik Multivariat*, Jakarta: Elex Media Komputindo.
- Skok, D., 2010, *Channel Sales*, [diakses online: 28 November 2013], URL: forentrepreneurs.com
- Song, X. dan Parry, M. E., 1997, The Determinants of Japanese New Product Success, *Journal of Marketing Research*, Vol. XXXIV. Februari. P. 64-76.
- Subramaniam, C., Shaw, M., J., Gardner, D., M., 2000, Product Marketing and Channel Management in Electronic Commerce, *Information Systems Frontiers*, pp. 363-378, Kluwer Academic Publishers.
- Trapsilawati, F., 2010, *Analisis Faktor-Faktor Kesuksesan Produk*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.



- Tryfos, P., 1998, *Methods for Business Analysis and Forecasting: Text and Cases*, Canada: John Wiley & Sons, Inc.
- Uletika, N., 2009, *Model Prediksi Produk Sukses Berdasarkan Kanvas Strategi*, Tesis, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Widiaswari, A. S., 2012, *Pengembangan Model Matematis Prediksi Kesuksesan Produk Dengan Pertimbangan Hubungan Inter-Variabel Bebas*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Wijaya., 2011, *Pengembangan Model Prediksi Kesuksesan Produk*, Tugas Akhir, Program Studi Teknik Industri, Universitas Gadjah Mada, Yogyakarta.
- Zolnowski, A., Semmann, M., Bohmann, T., 2012, *Metamodels for Representing Service Business Models*, *Working Papers on Information Systems*, Sprouts.
- Zoric, J., 2009, *Connecting Business Models with Service Platform Designs – Quantitative, Scenario-Based Framework*, Thesis, Norwegian University of Science and Technology.
- Zott, C. dan Amit, R., 2007, *Business Model Design and the Performance of Entrepreneurial Firms*, *Organization Science*, Vol. 18, No. 2 (Mar. - Apr., 2007), pp. 181-199, INFORMS.