

DAFTAR PUSTAKA

- Abdullah, K. M., Putit, L., Humaidi, N., Ying Ying, T., Hidayati, T., & Hendrayati, H. (2025). Consumer innovativeness and uncertainty avoidance in the acceptance of sustainable food innovations. *Discover Sustainability*, 6(1). <https://doi.org/10.1007/s43621-025-02069-w>
- Almarshad, S. O. (2017). Adopting Sustainable Behavior in Institutions of Higher Education: A Study on Intentions of Decision Makers in The Mena Region. *European Journal of Sustainable Development*, 6(2). <https://doi.org/10.14207/ejsd.2017.v6n2p89>
- Alyahya, M., Agag, G., Aliedan, M., & Abdelmoety, Z. H. (2023). Understanding the factors affecting consumers' behaviour when purchasing refurbished products: A chaotic perspective. *Journal of Retailing and Consumer Services*, 75. <https://doi.org/10.1016/j.jretconser.2023.103492>
- Aristyo, R. (2020). *Harga Sepeda Motor Listrik di Indonesia per September 2020, Banyak yang Murah*. Diakses pada 1 Februari 2026. <https://www.inews.id/otomotif/niaga/harga-sepeda-motor-listrik-di-indonesia-per-september-2020-banyak-yang-murah/3>
- Asadi, S., Nilashi, M., Samad, S., Abdullah, R., Mahmoud, M., Alkinani, M. H., & Yadegaridehkordi, E. (2021). Factors impacting consumers' intention toward adoption of electric vehicles in Malaysia. *Journal of Cleaner Production*, 282. <https://doi.org/10.1016/j.jclepro.2020.124474>
- Austin, K. F., & Mejia, M. T. (2017). Household air pollution as a silent killer: women's status and solid fuel use in developing nations. *Population and Environment*, 39(1). <https://doi.org/10.1007/s11111-017-0269-z>
- Axsen, J., Cairns, J., Dushyk, N., & Goldberg, S. (2018). What drives the Pioneers? Applying lifestyle theory to early electric vehicle buyers in Canada. *Energy Research and Social Science*, 44. <https://doi.org/10.1016/j.erss.2018.04.015>
- Bhat, F. A., Verma, M., & Verma, A. (2022). Measuring and Modelling Electric Vehicle Adoption of Indian Consumers. *Transportation in Developing Economies*, 8(1). <https://doi.org/10.1007/s40890-021-00143-2>
- Bockarjova, M., & Steg, L. (2014). Can Protection Motivation Theory predict pro-environmental behavior? Explaining the adoption of electric vehicles in the Netherlands. *Global Environmental Change*, 28(1). <https://doi.org/10.1016/j.gloenvcha.2014.06.010>
- Bonisoli, L., Velepucha Cruz, A. M., & Rogel Elizalde, D. K. (2024). Revving towards sustainability: Environmentalism impact on electric motorcycle adoption. *Journal of Cleaner Production*, 435. <https://doi.org/10.1016/j.jclepro.2023.140262>
- BPS. (2023). *Jumlah Kendaraan Bermotor Menurut Provinsi dan Jenis Kendaraan (unit), 2023*. Diakses pada 10 Agustus 2025. <https://www.bps.go.id/id/statistics-table/3/VjJ3NNGRGa3dkRk5MTIU1bVNFOTVVbmQyVURSTVFUMDkjMw==/jumlah-kendaraan-bermotor-menurut-provinsi-dan-jenis-kendaraan--unit---2023.html>

- Busse, M., & Menzel, S. (2014). The role of perceived socio-spatial distance in adolescents' willingness to engage in pro-environmental behavior. *Journal of Environmental Psychology, 40*. <https://doi.org/10.1016/j.jenvp.2014.10.002>
- Carrete, L., & Arroyo, P. (2014). Social marketing to improve healthy dietary decisions: Insights from a qualitative study in Mexico. *Qualitative Market Research, 17*(3). <https://doi.org/10.1108/QMR-11-2011-0023>
- Chen, C. F., Eccarius, T., & Su, P. C. (2021). The role of environmental concern in forming intentions for switching to electric scooters. *Transportation Research Part A: Policy and Practice, 154*. <https://doi.org/10.1016/j.tra.2021.10.010>
- Cooper, D. R., & Schindler, P. S. (2014). Business Research Methods. In *McGraw-Hill*.
- Crotty, M. (1998). *The Foundations of Social Research*. Sage Publications Ltd.
- Dai, G., & Yang, S. (2024). A comparative study of motivations driving EV purchases in different-tier Chinese cities. *Transportation Research Part D: Transport and Environment, 126*. <https://doi.org/10.1016/j.trd.2023.103993>
- de Luna, I. R., Liébana-Cabanillas, F., Sánchez-Fernández, J., & Muñoz-Leiva, F. (2019). Mobile payment is not all the same: The adoption of mobile payment systems depending on the technology applied. *Technological Forecasting and Social Change, 146*. <https://doi.org/10.1016/j.techfore.2018.09.018>
- Deka, C., Dutta, M. K., Yazdanpanah, M., & Komendantova, N. (2024). When 'fear factors' motivate people to adopt electric vehicles in India: An empirical investigation of the protection motivation theory. *Cleaner and Responsible Consumption, 13*(April). <https://doi.org/10.1016/j.clrc.2024.100191>
- Delfiyan, F., Yazdanpanah, M., Forouzani, M., & Yaghoubi, J. (2021). Farmers' adaptation to drought risk through farm-level decisions: the case of farmers in Dehloran county, Southwest of Iran. *Climate and Development, 13*(2). <https://doi.org/10.1080/17565529.2020.1737797>
- Eriksson, L. (2017). The importance of threat, strategy, and resource appraisals for long-term proactive risk management among forest owners in Sweden. *Journal of Risk Research, 20*(7). <https://doi.org/10.1080/13669877.2015.1121905>
- Floyd, D. L., Prentice-Dunn, S., & Rogers, R. W. (2000). A meta-analysis of research on protection motivation theory. *Journal of Applied Social Psychology, 30*(2). <https://doi.org/10.1111/j.1559-1816.2000.tb02323.x>
- GoodStats. (2024). *Perkembangan Jumlah Kendaraan Bermotor Indonesia, Sepeda Motor Terbanyak!*. Diakses pada 12 September 2025. <https://data.goodstats.id/statistic/perkembangan-jumlah-kendaraan-bermotor-indonesia-sepeda-motor-terbanyak-KC4IR>
- GoodStats. (2025). *Jumlah Motor Listrik di Indonesia Terus Meningkat*. GoodStats. Diakses pada 12 September 2025. <https://data.goodstats.id/statistic/jumlah-motor-listrik-di-indonesia-terus-meningkat-C403L>

- Greenstone, M., & Fan, Q. (2019). Indonesia's Worsening Air Quality and its Impact on Life Expectancy. *Air Quality Life Index, March*.
- Guerra, E. (2019). Electric vehicles, air pollution, and the motorcycle city: A stated preference survey of consumers' willingness to adopt electric motorcycles in Solo, Indonesia. *Transportation Research Part D: Transport and Environment, 68*. <https://doi.org/10.1016/j.trd.2017.07.027>
- Hair, J. F., Babin, B. J., Anderson, R. E., & Black, W. C. (2019). *Multivariate Data Analysis (8th ed.)*. England: Pearson Prentice.
- Hoang, T. T., Pham, T. H., & Vu, T. M. H. (2022). Examining customer purchase decision towards battery electric vehicles in Vietnam market: A combination of self-interested and pro-environmental approach. *Cogent Business and Management, 9*(1). <https://doi.org/10.1080/23311975.2022.2141671>
- Holden, R. J., & Karsh, B. T. (2010). The Technology Acceptance Model: Its past and its future in health care. In *Journal of Biomedical Informatics* (Vol. 43, Nomor 1). <https://doi.org/10.1016/j.jbi.2009.07.002>
- Horng, J. S., Hu, M. L. M., Teng, C. C. C., & Lin, L. (2014). Energy Saving and Carbon Reduction Behaviors in Tourism - A Perception Study of Asian Visitors from a Protection Motivation Theory Perspective. *Asia Pacific Journal of Tourism Research, 19*(6). <https://doi.org/10.1080/10941665.2013.797002>
- Hunter, E., & Rööös, E. (2016). Fear of climate change consequences and predictors of intentions to alter meat consumption. *Food Policy, 62*. <https://doi.org/10.1016/j.foodpol.2016.06.004>
- Ibrahim, H., & Al-Ajlouni, M. M. Q. (2018). Sustainable consumption: Insights from the protection motivation (PMT), deontic justice (DJT) and construal level (CLT) theories. *Management Decision, 56*(3). <https://doi.org/10.1108/MD-05-2016-0323>
- International Energy Agency, I. (2023). *Global EV Outlook 2023: Catching up with climate ambitions*. Diakses pada 23 Oktober 2025.
- IQAir. (2023). World Air Quality Report 2023. *IQAir*. Diakses pada 23 Oktober 2025.
- Jain, N. K., Bhaskar, K., & Jain, S. (2022). What drives adoption intention of electric vehicles in India? An integrated UTAUT model with environmental concerns, perceived risk and government support. *Research in Transportation Business and Management, 42*. <https://doi.org/10.1016/j.rtbm.2021.100730>
- Kahneman, D. (2003). Maps of bounded rationality: Psychology for behavioral economics. In *American Economic Review* (Vol. 93, Nomor 5). <https://doi.org/10.1257/000282803322655392>
- Kapser, S., & Abdelrahman, M. (2020). Acceptance of autonomous delivery vehicles for last-mile delivery in Germany – Extending UTAUT2 with risk perceptions. *Transportation Research Part C: Emerging Technologies, 111*.

- <https://doi.org/10.1016/j.trc.2019.12.016>
- Karimi, M., Ghahremani, L., Rakhshani, T., Asadollahi, A., & Mohammadi, A. (2024). Predictors of self-care behaviors in hypertensive patients based on the protection motivation theory. *BMC Public Health*, 24(1). <https://doi.org/10.1186/s12889-024-20261-x>
- Kehutanan, K. L. H. dan. (2022). *Status Lingkungan Hidup Indonesia 2022*. <https://kemenlh.go.id/>
- Keshavarz, M., & Karami, E. (2016). Farmers' pro-environmental behavior under drought: Application of protection motivation theory. *Journal of Arid Environments*, 127. <https://doi.org/10.1016/j.jaridenv.2015.11.010>
- Kim, J., Yang, K., Min, J., & White, B. (2022). Hope, fear, and consumer behavioral change amid COVID-19: Application of protection motivation theory. *International Journal of Consumer Studies*, 46(2). <https://doi.org/10.1111/ijcs.12700>
- Kothe, E. J., Ling, M., Mullan, B. A., Rhee, J. J., & Klas, A. (2023). Increasing intention to reduce fossil fuel use: a protection motivation theory-based experimental study. *Climatic Change*, 176(3). <https://doi.org/10.1007/s10584-023-03489-1>
- Kothe, E. J., Ling, M., North, M., Klas, A., Mullan, B. A., & Novoradovskaya, L. (2019). Protection motivation theory and pro-environmental behaviour: A systematic mapping review. *Australian Journal of Psychology*, 71(4). <https://doi.org/10.1111/ajpy.12271>
- Kotler, P., & Keller, K. L. (2021). *Marketing Management 16th Global Edition*. Pearson Education Limited.
- Kottala, S. Y., Chanagala, S., Balaji, C., Reddy, V. V. N., & Babu, G. N. P. V. (2025). Exploring electric vehicle consumer behavior: impact of digital innovation, environmental concern, perceived value, and social influence on purchase intentions. *Frontiers in Sustainable Cities*, 7. <https://doi.org/10.3389/frsc.2025.1655074>
- Kukkonen, N., Lange, F., Bossche, C. Van den, & Krebs, R. M. (2025). Pro-environmental decisions are hampered by their opportunity costs – evidence from effort-based decision-making. *Journal of Environmental Psychology*. <https://doi.org/https://doi-org.ezproxy.ugm.ac.id/10.1016/j.jenvp.2025.102843>
- Lam, S. P. (2015). Predicting support of climate policies by using a protection motivation model. *Climate Policy*, 15(3). <https://doi.org/10.1080/14693062.2014.916599>
- Langbroek, J. H., Franklin, J. P., & Susilo, Y. O. (2017). Changing towards electric vehicle use in greater Stockholm. *European Journal of Transport and Infrastructure Research*, 17(3). <https://doi.org/10.18757/ejtir.2017.17.3.3199>
- Langbroek, J. H. M., Cebecauer, M., Malmsten, J., Franklin, J. P., Susilo, Y. O., &

- Georén, P. (2019). Electric vehicle rental and electric vehicle adoption. *Research in Transportation Economics*, 73. <https://doi.org/10.1016/j.retrec.2019.02.002>
- Langbroek, J. H. M., Franklin, J. P., & Susilo, Y. O. (2016). The effect of policy incentives on electric vehicle adoption. *Energy Policy*, 94. <https://doi.org/10.1016/j.enpol.2016.03.050>
- Lee, J., Baig, F., Talpur, M. A. H., & Shaikh, S. (2021). Public intentions to purchase electric vehicles in Pakistan. *Sustainability (Switzerland)*, 13(10). <https://doi.org/10.3390/su13105523>
- Leicht, T., Chtourou, A., & Ben Youssef, K. (2018). Consumer innovativeness and intentioned autonomous car adoption. *Journal of High Technology Management Research*, 29(1). <https://doi.org/10.1016/j.hitech.2018.04.001>
- Lelieveld, J., Pozzer, A., Pöschl, U., Fnais, M., Haines, A., & Münzel, T. (2020). Loss of life expectancy from air pollution compared to other risk factors: A worldwide perspective. *Cardiovascular Research*, 116(11). <https://doi.org/10.1093/cvr/cvaa025>
- Maddux, J. E., & Rogers, R. W. (1983). Protection motivation and self-efficacy: A revised theory of fear appeals and attitude change. *Journal of Experimental Social Psychology*, 19(5). [https://doi.org/10.1016/0022-1031\(83\)90023-9](https://doi.org/10.1016/0022-1031(83)90023-9)
- Manisalidis, I., Stavropoulou, E., Stavropoulos, A., & Bezirtzoglou, E. (2020). Environmental and Health Impacts of Air Pollution: A Review. In *Frontiers in Public Health* (Vol. 8). <https://doi.org/10.3389/fpubh.2020.00014>
- Mosavian, S. H., Rostami, F., & Tatar, M. (2023). Modeling farmers' intention to water protection behavior: A new extended version of the protection motivation theory. *Journal of Environmental Psychology*, 90. <https://doi.org/10.1016/j.jenvp.2023.102036>
- Murtiningrum, A. D., Darmawan, A., & Wong, H. (2022). The adoption of electric motorcycles: A survey of public perception in Indonesia. *Journal of Cleaner Production*, 379. <https://doi.org/10.1016/j.jclepro.2022.134737>
- Neuman, W. L. (2014). Social research methods: Qualitative and quantitative approaches. International ed.) Boston: Pearson Education. In *Pearson*.
- Nguyen-Phuoc, D. Q., Truong, T. M., Nguyen, M. H., Pham, H. G., Li, Z. C., & Oviedo-Trespalacios, O. (2024). What factors influence the intention to use electric motorcycles in motorcycle-dominated countries? An empirical study in Vietnam. *Transport Policy*, 146. <https://doi.org/10.1016/j.tranpol.2023.11.013>
- Nian, V., Hari, M. P., & Yuan, J. (2019). A new business model for encouraging the adoption of electric vehicles in the absence of policy support. *Applied Energy*, 235. <https://doi.org/10.1016/j.apenergy.2018.10.126>
- Niri, A. J., Poelzer, G. A., Zhang, S. E., Rosenkranz, J., Pettersson, M., & Ghorbani, Y. (2024). Sustainability challenges throughout the electric vehicle battery value chain. In *Renewable and Sustainable Energy Reviews* (Vol. 191).

- <https://doi.org/10.1016/j.rser.2023.114176>
- Öztaş Karlı, R. G., Karlı, H., & Çelikyay, H. S. (2022). Investigating the acceptance of shared e-scooters: Empirical evidence from Turkey. *Case Studies on Transport Policy*, *10*(2). <https://doi.org/10.1016/j.cstp.2022.03.018>
- Pallant, J. (2020). *SPSS Survival Manual_DataAnalysis.Pdf* (7th Editio). Routledge.
- Pang, S. M., Tan, B. C., & Lau, T. C. (2021). Antecedents of consumers' purchase intention towards organic food: Integration of theory of planned behavior and protection motivation theory. *Sustainability (Switzerland)*, *13*(9). <https://doi.org/10.3390/su13095218>
- Paramita, D., Hartono, B., Utomo, D. S., Arini, H. M., Mulyani, Y. P., Rizqiawan, A., Banjar Nahor, K. M., Spanellis, A., Beltran, M., Adrin, H. N., Baroroh, D. K., & Tjahjono, B. (2024). Exploring factors influencing intention and actual usage in household solar PV adoption. *Cleaner and Responsible Consumption*, *15*. <https://doi.org/10.1016/j.clrc.2024.100242>
- Patil, P., Tamilmani, K., Rana, N. P., & Raghavan, V. (2020). Understanding consumer adoption of mobile payment in India: Extending Meta-UTAUT model with personal innovativeness, anxiety, trust, and grievance redressal. *International Journal of Information Management*, *54*. <https://doi.org/10.1016/j.ijinfomgt.2020.102144>
- Prakhar, P., Jabeen, F., Jaiswal, R., Gupta, S., Piccardi, P., & Jose, S. (2024). Mapping the electric vehicle adoption scholarship for sustainability: an integrated theoretical framework and future research directions. *Management of Environmental Quality*, *36*(1), 249–276. <https://doi.org/10.1108/MEQ-04-2024-0153>
- R. Cooper, D., & S. Schindler, P. (2014). *Business Research Methods*.
- Rainear, A. M., & Christensen, J. L. (2017). Protection Motivation Theory as an Explanatory Framework for Proenvironmental Behavioral Intentions. *Communication Research Reports*, *00*(00), 1–10. <https://doi.org/10.1080/08824096.2017.1286472>
- Rettie, R., Burchell, K., & Riley, D. (2012). Normalising green behaviours: A new approach to sustainability marketing. *Journal of Marketing Management*, *28*(3–4). <https://doi.org/10.1080/0267257X.2012.658840>
- Rezvani, Z., Jansson, J., & Bodin, J. (2015). Advances in consumer electric vehicle adoption research: A review and research agenda. *Transportation Research Part D: Transport and Environment*, *34*. <https://doi.org/10.1016/j.trd.2014.10.010>
- Rogers, R. W. (1975). A Protection Motivation Theory of Fear Appeals and Attitude Change1. *The Journal of Psychology*, *91*(1). <https://doi.org/10.1080/00223980.1975.9915803>

- Rogers, R. W. (1983). Cognitive and physiological processes in fear appeals and attitude change: A revised theory of protection motivation. In *Social psychophysiology. A sourcebook*.
- Ru, M., Brauer, M., Lamarque, J. F., & Shindell, D. (2021). Exploration of the Global Burden of Dementia Attributable to PM2.5: What Do We Know Based on Current Evidence? *GeoHealth*, 5(5). <https://doi.org/10.1029/2020GH000356>
- Saunders, M., Lewis, P., & Thornhill, A. (2012). Research methods for business students. In *Pearson* (Vol. 30, Nomor 1). www.pearson.com/uk
- Schiffman, & Wisenbli. (2019). Consumer Behavior. In *Google Books*. https://books.google.co.th/books/about/Consumer_Behavior.html?id=IEXSAgAAQBAJ&redir_esc=y
- Shafiei, A., & Maleksaeidi, H. (2020). Pro-environmental behavior of university students: Application of protection motivation theory. *Global Ecology and Conservation*, 22. <https://doi.org/10.1016/j.gecco.2020.e00908>
- Song, C. H., Lee, J. H., & Roh, T. (2024). Exploring the Cloud Storage Service Adoption Through the Dual Perspectives: Protection Motivation Theory (PMT) and the Extended Unified Theory of Technology Acceptance Model (UTAUT2). *International Journal of Human-Computer Interaction*. <https://doi.org/10.1080/10447318.2024.2327219>
- Sugiarti, U. (2024). *Indonesia Masuk Daftar Negara dengan Polusi Udara Tertinggi*. GoodStats. <https://goodstats.id/article/indonesia-masuk-daftar-negara-polusi-udara-tertinggi-zCaUx>
- Sun, Y., Wang, N., Guo, X., & Peng, Z. (2013). Understanding the acceptance of mobile health services: A comparison and integration of alternative models. *Journal of Electronic Commerce Research*, 14(2).
- Tran, V., Zhao, S., Diop, E. B., & Song, W. (2019). Travelers' acceptance of electric carsharing systems in developing countries: The case of China. *Sustainability (Switzerland)*, 11(19). <https://doi.org/10.3390/su11195348>
- Trivedi, J. P., & Kishore, K. (2020). Investigating the factors influencing consumers' purchase intention for electric cars: An emerging market perspective. *International Journal of Economics and Business Research*, 20(2). <https://doi.org/10.1504/IJEBR.2020.109137>
- Tsang, S. S., Liu, Z. L., & Nguyen, T. V. T. (2024). Work-from-home intention during the COVID-19 pandemic: a perspective integrating inclusive leadership and protection motivation theory. *International Journal of Manpower*, 45(2). <https://doi.org/10.1108/IJM-11-2022-0541>
- Venkatesh, V., Morris, M. G., Davis, G. B., & Davis, F. D. (2003). User acceptance of information technology: Toward a unified view. *MIS Quarterly: Management Information Systems*, 27(3). <https://doi.org/10.2307/30036540>
- Wang, X. W., Cao, Y. M., & Zhang, N. (2021). The influences of incentive policy

- perceptions and consumer social attributes on battery electric vehicle purchase intentions. *Energy Policy*, 151. <https://doi.org/10.1016/j.enpol.2021.112163>
- Wei, X., & Dou, X. (2023). Application of sustainable supply chain finance in end-of-life electric vehicle battery management: a literature review. *Management of Environmental Quality: An International Journal*, 34(2). <https://doi.org/10.1108/MEQ-02-2022-0031>
- WHO. (2021). WHO global air quality guidelines: Particulate matter (PM2.5 and PM10), ozone, nitrogen dioxide, sulfur dioxide and carbon monoxide. In *World Health Organization*.
- Witte, K. (1992). Putting the fear back into fear appeals: The extended parallel process model. *Communication Monographs*, 59(4). <https://doi.org/10.1080/03637759209376276>
- Yasir, M. (2021). Pencemaran Udara Di Perkotaan Berdampak Bahaya Bagi Manusia, Hewan, Tumbuhan dan Bangunan. *jurnal OSF.Oi*.
- Yuniaristanto, Sutopo, W., Hisjam, M., & Wicaksono, H. (2024). Exploring the determinants of intention to purchase electric Motorcycles: The role of national culture in the UTAUT. *Transportation Research Part F: Traffic Psychology and Behaviour*, 100. <https://doi.org/10.1016/j.trf.2023.12.012>
- Zhao, G., Cavusgil, E., & Zhao, Y. (2016). A protection motivation explanation of base-of-pyramid consumers' environmental sustainability. *Journal of Environmental Psychology*, 45. <https://doi.org/10.1016/j.jenvp.2015.12.003>
- Zhou, M., Long, P., Kong, N., Zhao, L., Jia, F., & Campy, K. S. (2021). Characterizing the motivational mechanism behind taxi driver's adoption of electric vehicles for living: Insights from China. *Transportation Research Part A: Policy and Practice*, 144. <https://doi.org/10.1016/j.tra.2021.01.001>
- Zur, I., & Klöckner, C. A. (2014). Individual motivations for limiting meat consumption. *British Food Journal*, 116(4). <https://doi.org/10.1108/BFJ-08-2012-0193>