



DAFTAR PUSTAKA

- Agriculture and Agri-Food Canada. (2016). Foodservice Profile. Tersedia di <http://www.agr.gc.ca/resources/prod/Internet-Internet/MISB-DGSIM/ATS-SEA/PDF/6519-eng.pdf>, diakses pada 23 November 2017.
- Amit, R dan Zott, C. (2001). Value creation in eBusiness. *Strategic Management Journal*, 6–7 (22), 493–520.
- Ananda, P. (2017). Mau Jadi Barista Handal? Simak Rekomendasi Sekolah Kopi di Jakarta, Bandung, Sampai Makasar Berikut Ini. Tersedia di <https://lifestyle.okezone.com/read/2017/08/28/298/1764702/mau-jadi-barista-handal-simak-7-rekomendasi-sekolah-kopi-di-jakarta-bandung-sampai-makassar-berikut-ini>, diakses pada 23 November 2017.
- Anwar, I. (2014). Indonesia Coffee Market. Tersedia di http://www.probat.com/fileadmin/user_upload/Files/1st_Probat-Day_Indonesia/20141107_AICE_Irfan-Anwar.pdf, diakses pada 23 November 2017.
- Asking, P., Gustavsson, S. (2011). Cost Breakdown Analysis: A Study of product cost in Kitchen Appliances IKEA of Sweden. *Diploma Work*. Chalmers University of Technology, Sweden.
- Baye, M. R. (2014). *Managerial Economics and Business Strategy*, 8th edition. New York: McGraw-Hill.
- Bessant, J. dan Tidd, J. (2015). *Innovation and Entrepreneurship*. John Wiley & Sons Ltd., England.
- Blackman, A. (2017). Cara Merencanakan Exit Strategy Bisnis Kecil Yang Sukses. Tersedia di <https://business.tutsplus.com/id/tutorials/small-business-exit-strategy-planning--cms-28893>, diakses pada 22 Februari 2018.
- Bland, D. (2016). Agile Coaching Tip: What Is an Empathy Map?. Tersedia di <https://www.solutionsiq.com/resource/blog-post/what-is-an-empathy-map/>, diakses pada 11 Maret 2018.
- Bratsberg, H.M. (2012). *Empathy Maps of the FourSight Preferences*. Creative Studies Graduate Student Master's Projects. Paper 176.
- Brigham, E.F; Houston, J.F; Chiang, Y.M; Lee, H.S; Arifin, B. (2014). *Essentials of Financial Management*, 3rd ed. Singapore:Cengage Learning Asia Pte Ltd.



- Cooper, D.R dan Schindler, P.S. (2014). *Business Research Methods*, 12th ed. New York: McGraw-Hill.
- Craig, H. (2009). *Customer Segmentation: A Powerful Tool for Business Growth*. Trout Creek Consulting, L.L.C.
- Dewobroto, W. S. (2013). Penggunaan Business Model Canvas Sebagai Dasar Untuk Menciptakan Alternatif Strategi Bisnis Dan Kelayakan Usaha. *Jurnal Teknik Industri Universitas Trisakti*, 215-230.
- Dinas Pariwisata. (2016). Statistik Kepariwisataaan 2016. Tersedia di <https://visitingjogja.com/downloads/Buku%20Statistik%20Kepariwisataaan%20DIY%202016.pdf>, diakses pada 23 November 2017.
- Dinas Pendidikan Pemuda dan Olahraga Pemerintah Daerah Istimewa Yogyakarta. (2015). Perguruan Tinggi DIY. Tersedia di <http://pendidikan-diy.go.id/dikti/home>, diakses pada 25 November 2017.
- Ferrel, O.C., Hirt, G. A., dan Ferrel, L. (2016). *Business: A Changing World*, 10th Edition. New York: McGraw-Hill.
- Florenca, R. (2015). Business Model Canvas Pada CV Sekawan Cosmetics Sidoarjo. *Agora*, 3(1), 309-318.
- Fuad, M., Christin, H., Nurlela, Sugianto, dan Paulus, Y. (2006). *Pengantar Bisnis*. Jakarta: PT. Gramedia Pustaka.
- Gibbons, S. (2018). Empathy Mapping: The First Step in Design Thinking. Tersedia di <https://www.nngroup.com/articles/empathy-mapping/>, diakses pada 11 Maret 2018.
- Giesen, E., Riddleberger, E., Christner, R., dan Bell, R. (2010). When and How to Innovate Your Business Model. *Journal of Strategy and Leadership*, 38(4), 18.
- Gordi. (2016). Espresso? Piccolo? Inilah Macam-Macam Cara Penyajian Kopi. Tersedia di <https://www.gordi.id/blogs/updates/espresso-piccolo-inilah-macam-macam-cara-penyajian-kopi>, diakses pada 25 November 2017.
- Gray, D. (2017). Update Empathy Map Canvas. Tersedia di <https://medium.com/the-xplane-collection/updated-empathy-map-canvas-46df22df3c8a>, diakses pada 11 Maret 2018.
- Hisrich, R.D; Peters, M.P; dan Shepherd, D.A. (2013). *Entrepreneurship*, 9th ed. New York: McGraw-Hill.



- Horton, D., Prain., G., Thiele, G. (2009). Perspectives on Partnership: A Literature Review. *Social Sciences Working Paper*. International Potato Center (CIP), Lima, Peru.
- Hudahoff, P. (2009). The Customer Value Proposition: Differentiation Through the Eyes of Your Customer. Applied Product Marketing LLC. Tersedia di <http://www.engr.colostate.edu/~marchese/stese/reading2.pdf>, diakses pada tanggal 11 Maret 2018.
- Ibrahim, H. W. dan S. Zailani. (2010). A review on the competitiveness of global supply chain in a coffee industry in Indonesia. *Int. Business Manage*, 4(3), 105–115.
- Johnson, M.W., Christensen, C. M., Kagermann, H. (2008). Reinventing Your Business Model. *Harvard Business Review*, 3-4.
- Johnson, M. W. (2010). Seizing the White Space: Business Model Innovation for Growth and Renewal. *Harvard Business Press*.
- JPW Coffee. (2012). Specialty Coffee Indonesia. Tersedia di <http://www.jpwcoffee.com/specialty-coffee-indonesia>, diakses pada 23 November 2017.
- Kementrian Pertanian. (2016). Outlook Kopi. Tersedia di <http://epublikasi.setjen.pertanian.go.id/epublikasi/outlook/2016/Perkebunan/OUTLOOK%20KOPI%202016/files/assets/common/downloads/OUTLOOK%20KOPI%202016.pdf>, diakses pada 23 November 2017.
- Kotler, P. dan Keller, K.L. (2016). *Marketing Management*, 15th ed. Pearson Education, Inc., Upper Saddle River, N. J.
- Magretta, J. (2002). Why business models matter. *Harvard Business Review*, 80(5), 86–92.
- Morris, M., Schindehutte, M., Allen, J. (2005). The Entrepreneur's Business Model: Toward a Unified Perspective. *Journal of Business Research*, 58, 727-731.
- Mulyadi (2012). *Akuntansi Biaya*. 5th edition. Yogyakarta: AMP-YKPN
- Osterwalder, A. Pigneur, Y. (2012). *Business Model Generation*. New Jersey: John Willey & Sons, Inc.
- Panggabean, Edy. (2011). *Buku Pintar Kopi*. PT. Agromedia Pustaka. Jakarta.



- Peppers, D. dan Rogers, M. (2004). *Managing Customer Relationships*. John Wiley & Sons.
- Permana, D. J. (2013). Analisis Peluang Bisnis Media Cetak Melalui Pendekatan Bisnis Model Kanvas Untuk Menentukan Strategi Bisnis Baru. *Jurnal Faktor Exacta*, 6(4), 309-319
- Prastowo, B. *et al* (2010). Budidaya dan Pasa Panen Kopi. Tersedia di http://perkebunan.litbang.pertanian.go.id/wpcontent/uploads/2012/08/perkebunan_budidaya_kopi.pdf, diakses pada 25 November 2017.
- Rosenkranz, K. (2017). Empathy Maps: The Business Of Putting Users First. Tersedia di <https://www.invisionapp.com/blog/empathy-maps-ux/>, diakses pada 11 Maret 2018.
- Royan, F. M. (2014). *Bisnis Model Kanvas Distributor*. Jakarta: PT. Gramedia Pustaka Utama.
- Shafer, S. M., Smith, H. J., dan Linder, J. (2005). The power of business models. *Business Horizons*, 48(3), 199–207.
- Stefan, S., dan Bednar, R. (2014). Analysis of Business Model. *Journal of Competitiveness*, 4(4), 19-40.
- Stimpson, P., dan Smith, A. (2014). The Nature of Business Activity. Business and Management for the IB Diploma. *Cambridge University Press*. Tersedia di http://assets.cambridge.org/9780521147309/excerpt/9780521147309_excerpt.pdf diakses pada tanggal 11 Maret 2018.
- Teece, D. J. (2010). Business models, business strategy and innovation. *Long Range Planning*, 43, 172–194.
- Tempo. (2017). Jokowi Janjikan Beasiswa untuk 10 Orang Bersekolah di Bidang Kopi. Tersedia di <https://nasional.tempo.co/read/1021234/jokowi-janjikan-beasiswa-untuk-10-orang-bersekolah-di-bidang-kopi>, diakses pada 23 November 2017.
- Sucahyo, A. D., Fauzi, D. H., Arifin, Z. (2014). Analisis Pengaruh Customer Relationship Marketing (Pemasaran Hubungan Pelanggan Dalam Meningkatkan Kepuasan Dan Loyalitas). *Jurnal Profit*, 7(1), 151-156.
- Thompson, A.A., Peteraf, M.A., Gamble, J.E., dan Strickland III, A.J. (2017). *Crafting and Executing Strategy*, 21th ed. New York: McGraw-Hill.



- Trivia. (2017). Yuk, Kenali Jenis Kopi, Cara Pembuatannya, dan Macam-Macam Penyajiannya. Sahabat Trivia yang Suka Ngopi, Wajib Tahu Nih!. Tersedia di <http://trivia.id/post/yuk-kenali-jenis-kopi-cara-pembuatannya-dan-macam-macam-penyajiannya-sahabat>, diakses pada 25 November 2017.
- Turnip, C. E. (2002). Analisis Faktor-Faktor yang Mempengaruhi Penawaran Ekspor dan Aliran Perdagangan Kopi Indonesia. *Skripsi*. Program Sarjana Institut Pertanian Bogor, Bogor.
- Wibisono, N. (2016). *Kota yang Hidup Dari Kopi*. Tersedia di <https://tirto.id/kota-yang-hidup-dari-kopi-bmKx>, diakses pada 25 November 2017.
- Wladyslaw, P., dan Szopa, P. (2012). Distribution Channels and Their Roles in the Enterprise. *Polish Journal of Management Studies*, 6. Polandia.