UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

DAFTAR PUSTAKA

Adrita, U. W., & Mohiuddin, M. F. (2020). Impact of opportunity and ability to translate environmental attitude into ecologically conscious consumer behavior. *Journal of Marketing Theory and Practice*, *28*(2), 173–186.

Ajzen, I. (1991). The Theory of Planned Behavior. *Organizational Behavior and Human Decision Processes*, *50*, 179–211.

Akenji, L., Bengstone, M., Briggs, E., & Saleem, J. (2015). *Sustainable Consumption and Production: A Handbook for Policymakers*. (E. Briggs, Ed.) (Global Edi). United Environment Programme.

Asch, S. E. (1955). Opinions and Social Pressure. *Scientific American*, *193*(5), 31–35.

Ashforth, B. E., & Mael, F. A. (1989). Social Identity Theory and the Organization. *Academy of Management Review*, *14*(1), 20–39. https://doi.org/10.2307/258189

Ashmore, R. D., Jussim, L., & Wilder, D. (2001). *Social Identity, Intergroup Conflict, and Conflict Reduction, Volume 3* (Vol. 3). Oxford University Press.

Aungatichart, N., Fukushige, A., & Aryupong, M. (2020). Mediating Role of Consumer Identity between Factors Influencing Purchase Intention and Actual Behavior in Organic Food Consumption in Thailand. *Pakistan Journal of Commerce and Social Sciences*, *14*(2), 424–449.

Bamberg, S., & Moser, G. (2007). Twenty years after Hines , Hungerford , and Tomera : A new meta-analysis of psycho-social determinants of pro-environmental behaviour. *Journal of Psychology*, *27*, 14–25. https://doi.org/10.1016/j.jenvp.2006.12.002

Bandura, D. A. (1972). Modeling Theory : Some Traditions , Trends , and Disputes. In R. D. Parke (Ed.), *Recent Trends In Social Learning Theory* (pp. 35–61). Ohio: Academic Press, Inc. https://doi.org/10.1016/B978-0-12-545050-8.50008-0

Baron, R. M., & Kenny, D. A. (1986). The Moderator-Mediator Variable Distinction in Social Psychological Research : Conceptual , Strategic , and Statistical Considerations. *Journal Personality and Social Psychology*, *51*(6), 1173–1182. https://doi.org/10.1037/0022-3514.51.6.1173

Bartels, J., & Hoogendam, K. (2011). The role of social identity and attitudes toward sustainability brands in buying behaviors for organic products. *Journal of Brand Management*, *18*(February 2011), 697–708. https://doi.org/10.1057/bm.2011.3

Bartels, J., & Onwezen, M. C. (2014). Consumers ' willingness to buy products with environmental and ethical claims : the roles of social representations and social identity. *International Journal of Consumer Studies*, *38*, 82–89. https://doi.org/10.1111/ijcs.12067

Bartels, J., & Reinders, M. J. (2010). Social identification , social representations , and consumer innovativeness in an organic food context : A cross-national comparison. *Food Quality and*

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Preference, *21*(4), 347–352. https://doi.org/10.1016/j.foodqual.2009.08.016

Bartels, J., & Reinders, M. J. (2016). Consuming apart , together : the role of multiple identities in sustainable behaviour. *International Journal of Consumer Studies*, *40*, 444–452. https://doi.org/10.1111/ijcs.12269

Bartko, J. J. (1976). On Various Intraclass Correlation Reliability Coefficients. *Psychological Bulletin*, *83*(5), 762–765.

Beldad, A., & Hegner, S. (2018). Determinants of Fair Trade Product Purchase Intention of Dutch Consumers According to the Extended Theory of Planned Behaviour. *Journal of Consumer Policy*, *41*, 191–210.

Bentler, P. M. (1990). Comparative Fit Indexes in Structural Models. *Psychological Bulletin*, *107*(2), 238–246.

Bentler, P. M., & Chih-Ping Chou. (1987). Practical Issues in Structural Modeling. *Sociological Methods & Research*, *16*(1), 78–117. https://doi.org/10.1177/0049124187016001004

Boon, C., Teo, C., & Sidin, S. (2014). Development and Validation of Female Hedonic Orientation Scale. *Procedia - Social and Behavioral Sciences*, *130*(April), 390–399. https://doi.org/10.1016/j.sbspro.2014.04.046

Braun, P., & Mceachern, S. (2010). Climate Change and Regional Communities: Towards Sustainable Community Behaviour in Ballarat. *Australasian Journal of Regional Studies*, *16*(1), 3–21.

Brawley, L. R., Carron, A. V, & Widmeyer, W. N. (1987). Assessing the Cohesion of Teams : Validity of the Group Environment Questionnaire. *Journal of Sport Psychologyyhology*, *9*, 275–294.

Bronfman, N. C., Cisternas, P. C., López-vázquez, E., Maza, C. De, & Oyanedel, J. C. (2015). Understanding Attitudes and Pro-Environmental Behaviors in a Chilean Community. *Sustainability*, *7*, 14133–14152. https://doi.org/10.3390/su71014133

Butler, B. S., Bateman, P. J., & Gray, P. H. (2014). An Attraction-Selection-Attrition Theory of Online Community Size and Resilience. *MIS Quarterly*, *38*(3), 699–728.

Carfora, V., Caso, D., Sparks, P., & Conner, M. (2017). Moderating effects of pro-environmental self-identity on pro-environmental intentions and behaviour: A multi-behaviour study. *Journal of Environmental Psychology*, *53*, 92–99. https://doi.org/10.1016/j.jenvp.2017.07.001

Carrigan, M., & Attalla, A. (2001). The myth of the ethical consumer : do ethics matter in purchase behaviour ? *Journal of Consumer Marketing*, *18*(7), 560–577.

Carron, A. V, Widmeyer, W. ., & Brawley, L. R. (1985). The Development of an Instrument to Assess Cohesion in Sport Teams : The Group Environment Questionnaire. *Journal Of Sport Psychology*, *7*, 244–266.

Carter, M. J. (2015). Deaf Identity Centrality: Measurement, Influences, and Outcomes. *Identity*, *15*(2), 146–172. https://doi.org/10.1080/15283488.2015.1023442

Caruana, R. (2007). A sociological perspective of consumption morality. *Journal of Consumer Behavour*, *304*, 287–304. https://doi.org/10.1002/cb

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Chin, W. W., Salisbury, W. D., Pearson, A. W., & Stollak, M. J. (1999). Perceived Cohesion in Small Groups: Adapting and Test the Perceived Cohesion Scale in a Small-Group Setting. *Small Group Reasearch*, *30*(6), 751–766. https://doi.org/10.1177/104649649903000605

Cialdini, R. B., Kallgren, C. A., & Reno, R. R. (1991). A Focus Theory Of Normative Conduct : A Theretical Refinement And Reevaluation Of The Role Of Norms In Human Behavior. *Advances InExperimental Social Psychology*, *24*, 201–234.

Cialdini, R. B., Reno, R. R., & Kallgren, C. A. (1990). A Focus Theory of Normative Conduct : Recycling the Concept of Norms to Reduce Littering in Public Places. *Journal of Personality and Social Psychology*, *58*(6), 1015–1026.

Ciptono, W. S. (2020). Identifikasi dan Perbaikan Bias Metoda. In Jogiyanto Hartono (Ed.), *Bias di Penelitian dan Cara Mitigasinya* (pp. 215–247). Yogyakarta: Penerbit Andi.

Clark, C. F., Kotchen, M. J., & Moore, M. R. (2003). Internal and external influences on pro-environmental behavior : Participation in a green electricity program. *Journal of Environmental Psychology*, *23*, 237–246. https://doi.org/10.1016/S0272-4944(02)00105-6

Clark, R. A., & Goldsmith, R. E. (2006). Global Innovativeness And Consumer Susceptibiity To Iterpersonel Influence. *Journal of Marketing Theory and Practice*, *14*(4), 275–285. https://doi.org/10.2753/MTP1069-6679140402

Clark, R. A., Haytko, D. L., Hermans, C. M., & Simmers, C. S. (2019). Social Influence on Green Consumerism : Country and Gender Comparisons between China and the United States. *Journal of International Consumer Marketing*, *31*(3), 177–190.

Clayton, S. (2015). Attending to identities: Ideology, group memberships, and perceptions of justice. *In Justice*, *18*(4), 241–266. https://doi.org/10.1108/MBE-09-2016-0047

Clayton, S., Litchfield, C., & Geller, E. S. (2013). Psychological science, conservation, and environmental sustainability. *Frontiers in Ecology and the Environment*, *11*(7), 377–382.

Clayton, S., & Opotow, S. (2003). *Identity and the Natural Environment*. (S. Clayton & S. Opotow, Eds.). Cambridge, Massachsetts: The MIT Press.

Cleveland, M., Kalamas, M., & Laroche, M. (2005). Shades of green : linking environmental locus of control and pro-environmental behaviors. *The Journal of Consumer Marketing*, *22*(4/5), 198–212.

Coleman, N. V., & Williams, P. (2013). Feeling Like My Self : Emotion Profiles and Social Identity. *Journal of Consumer Research*, *40*(August), 203–222. https://doi.org/10.1086/669483

Cooke, A., & Fielding, K. (2010). Fun environmentalism ! supportive psychology to sustainable lifestyles. *Management of Enviromental Quality: An International Journal*, *21*(2), 155–164. https://doi.org/10.1108/14777831011025508

Cooper, D. R., & Schindler, P. S. (2014). *Business Research Methods* (Twelfth Ed). New York, NY: McGraw-Hill.

Crovato, S., Pinto, A., Giardullo, P., Mascarello, G., Neresini, F., & Ravarotto, L. (2016). Food safety and young consumers: Testing a serious game as a risk communication tool. *Food Control*, *62*, 134–141. https://doi.org/10.1016/j.foodcont.2015.10.009

UNIVERSITAS
GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Danaeefard, H., Boustani, H. R., Khaefelahi, A., & Delkhah, J. (2018). Attraction – Selection – Attrition Theory in the Public Organization : The Effects of Personality Traits on Psychological Ownership with Regard to the Mediating Role of Emotional Intelligence. *Iranian Journal of Management Studies*, *11*(2), 323–349. https://doi.org/10.22059/ijms.2018.238083.672753

DaSilva, A., & Kerkian, S. (2010). *Cone cause Evolution Study*. Boston, MA. Retrieved from http://ppqty.com/2010_Cone_Study.pdf

Deckers, M., Altmann, T., & Roth, M. (2018). Conceptualizing and Measuring Group Openness and Cohesion as Dimensions of Group Personality. *Psychology*, *9*, 80–100. https://doi.org/10.4236/psych.2018.91006

Dermody, J., Hanmer-Lloyd, S., Koenig-Lewis, N., & Zhao, A. L. (2015). Advancing sustainable consumption in the UK and China : the mediating effect of pro-environmental self identity. *Journal of Marketing Management*, *31*, 1472–1502.

Dermody, J., Koenig-Lewis, N., Zhao, A. L., & Hanmer-Lloyd, S. (2017). Appraising the influence of pro-environmental self-identity on sustainable consumption buying and curtailment in emerging markets: Evidence from China and Poland. *Journal of Business Research*, *86*(October 2017), 333–343. https://doi.org/10.1016/j.jbusres.2017.09.041

Devine-Wright, P., & Clayton, S. (2010). Introduction to the special issue: Place, identity and environmental behaviour. *Journal of Environmental Psychology*, *30*(3), 267–270. https://doi.org/10.1016/S0272-4944(10)00078-2

Dono, J., Webb, J., & Richardson, B. (2010). The relationship between environmental activism, pro-environmental behaviour and social identity. *Journal of Environmental Psychology*, *30*(2), 178–186. https://doi.org/10.1016/j.jenvp.2009.11.006

Dunlap, R. E., & Mccright, A. M. (2008). Movement Social Movement Identity : Validating a Measure of Identification with the Environmental Movement. *Social Science Quarterly*, *89*(5), 1045–1065.

Ellemers, N., Spears, R., & Doosje, B. (2002). Self and Social Identity. *Annual Review of Psychology*, *53*(1), 161–186. https://doi.org/10.1146/annurev.psych.53.100901.135228

Ellis, A., Abrams, M., & Abrams, L. D. (2009). *Personality Theories: Critical Perspectives*. California: SAGE Publications, Inc.

Englis, B. G., & Phillips, D. M. (2013). Does innovativeness Drive Environmentally Conscious Consumer Behavior? *Psychology & Marketing*, *30*(2), 160–172. https://doi.org/10.1002/mar

Estrada, M., Schultz, P. W., Silva-Send, N., & Boudrias, M. A. (2017). The Role of Social Influences on Pro-Environment Behaviors in the San Diego Region. *Journal of Urban Health*, *94*(2), 170–179. https://doi.org/10.1007/s11524-017-0139-0

Estrada, M., Woodcock, A., Hernandez, P. R., & Schultz, P. W. (2011). Toward a Model of Social Influence That Explains Minority Student Integration into the Scientific Community. *Journal of Educational Psychology*, (1997), 1–17. https://doi.org/10.1037/a0020743

Etezadi-Amoli, J., & Farhoomand, A. F. (1996). A structural model of end user computing satisfaction and user performance. *Information & Management*, *30*, 65–73.

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Farzana, Q., & Jihad, M. (2020). A Review of Sustainable Consumption (2000 to 2020): What We Know and What We Need to Know. *Journal of Global Marketing*, *0*(0), 1–30. https://doi.org/10.1080/08911762.2020.1811441

Feist, J., & J.Feist, G. (2006). *Theories of Personality* (Six Editio). New York: Mc Graw Hill Higher Education.

Fielding, K. S., & Hornsey, M. J. (2016). A social identity analysis of climate change and environmental attitudes and behaviors: Insights and opportunities. *Frontiers in Psychology*, *7*(FEB), 1–12. https://doi.org/10.3389/fpsyg.2016.00121

Figueroa-Garcia, E. C., Garcia-Machado, J. J., & Yabar, D. C. P.-B. (2018). Modeling the Social Factors That Determine Sustainable Consumption Behavior in the Community of Madrid. *Sustainability*, *10*(2811), 1–16. https://doi.org/10.3390/su10082811

Fishbein, M., & Ajzen, I. (2010). *Predicting and Changing Behavior: The Reason Action Approach*. New York, NY: Psychology Press, Taylor & Francis Group.

Fisher, R. J. (1993). Social desirability bias and the validity of indirect questioning. *Journal Of Consumer Reseacrh*, *20*(2), 303–315. https://doi.org/10.2307/2489277

Fisher, R. J., & Tellis, G. J. (1998a). Removing social desirability bias with indirect questioning : Is the cure worse than the disease ? *Advances in Consumer Research*, *25*(April), 563–567.

Fisher, R. J., & Tellis, G. J. (1998b). Removing social desirability bias with indirect questioning : Is the cure worse than the disease ? *Advance in Consumer Research*, *25*(April), 563–567.

Gatersleben, B., Murtagh, N., & Abrahamse, W. (2014). Values, identity and pro-environmental behaviour. *Contemporary Social Science*, *9*(4), 374–392. https://doi.org/10.1080/21582041.2012.682086

Geiger, S. M., Fischer, D., & Scrader, U. (2017). Measuring What Matters in Sustainable Consumption: An Integrative Framework for the Selection of Relevant Behaviors. *Sustainable Development*. https://doi.org/10.1002/sd.1688

Goldsmith, E. B., & Goldsmith, R. E. (2011). Social influence and sustainability in households. *International Journal of Consumer Studies*, *35*, 117–121. https://doi.org/10.1111/j.1470-6431.2010.00965.x

González, E. M., Felix, R., Carrete, L., Centeno, E., & Castaño, R. (2015). Green Shades : A Segmentation Aprroach Based on ecological Consumer Behavior in An Emerging Economy. *Journal of Marketing Theory and Practice*, *23*(3), 287–302. https://doi.org/10.1080/10696679.2015.1032395

Gupta, S. (2017). *Recycling : Encouraging Pro-Environmental Behavior*. Kharagpur, Term paper En vironment and Wellness.

Guzzo, R. A., & Dickson, M. W. (1996). Teams In Organizations: Recent Research on Performance and Effectiveness. *Annual Review of Psychology*, *38*, 307–339.

Hair, J. F., Black, J. . W. C. ., Babin, B. J., & Anderson, R. E. (2014). *Multivariate Data Analysis* (Seventh Ed). USA: Pearson New International Edition.

Hansen, M., & Hauge, B. (2017). Prosumers and smart grid technologies in Denmark ; Developing user competences in smart grid households. *Energy Efficiency*, *10*(5), 1215–

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

1234. https://doi.org/10.1007/s12053-017-9514-7

Heo, J., & Muralidharan, S. (2019). What triggers young Millennials to purchase eco-friendly products ?: The interrelationships among knowledge , perceived consumer effectiveness , and environmental concern. *Journal of Marketing Communications*, *25*(4), 421–437.

Hess, A., Samuel, R., & Burger, P. (2018). Informing a social practice theory framework with social-psychological factors for analyzing routinized energy consumption : A multivariate analysis of three practices. *Energy Research & Social Science*, *46*(June), 183–193. https://doi.org/10.1016/j.erss.2018.06.012

Hills, A. (2008). Value , Reason and Hedonism. *Utility*, *20*(1), 50–60. https://doi.org/10.1017/S0953820807002890

Hirschman, E. C. (1980). Innovativeness, Novelty Seeking, and Consumer Creativity. *Journal of Consumer Research*, *7*(December), 283–295.

Hirschman, E. C., & Holbrook, M. B. (1982). Hedonic Consumption : Emerging Concepts , Methods and Propositions. *Journal of Marketing*, *46*(3), 92–101.

Hitlin, S. (2003). Values As the Core of Personal Identity : . Drawing Links Between Two Theories of Self *. *Social Psychology Quarterly*, *66*(2), 118–137.

Hitt, M. A., Beamish, P. W., Jackson, S. E., & Mathieu, J. E. (2007). Building Theoretical and Empirical Bridges Across Levels: Multilevel Research in Management. *Academy of Management Journal*, *50*(6), 1385–1399.

Hofmann, D. A. (1997). An Overview of the Logic and Rationale of Hierarchical Linear Models. *Journal of Management*, *23*(6), 723–744.

Hofmann, D. A., & Stetzer, A. (1996). A cross-level investigation of factors influencing unsafe behaviors and accidents. *Personel Psychology*, *49*, 307–339.

Hogg, M. A., & Abrams, D. (2006). *Social Identifications*. New York, NY: Routledge.

Hulland, J., Chow, Y. H., & Lam, S. (1996). Use of causal models in marketing research : A review. *International Journal of Research in Marketing*, *13*(1), 181–197.

Hustvedt, G., & Dickson, M. A. (2009). Consumer likelihood of purchasing organic cotton apparel Influence of attitudes and self-identity. *Journal of Fashion Marketing and Management*, *13*(1), 49–65. https://doi.org/10.1108/13612020910939879

Jackson, T. (2005). *Motivating Sustainable Consumption: A review of evidence on consumer behaviour and behavioural change*.

James, L. R. (1982). Aggregation Bias in Estimates of Perceptual Agreement. *Journal of Applied Psychology*, *67*(2), 219–229.

James, L. R., Demaree, R. G., & Wolf, G. (1993). r- wg : An Assessment of Within-Group Interrater Agreement. *Journal of Apllied Psychology*, *78*(2), 306–309.

Jansson, J., Marell, A., & Nordlund, A. (2010). Green consumer behavior : determinants of curtailment and eco-innovation adoption. *Journal of Consumer Marketing*, *27*(3), 358–370. https://doi.org/10.1108/07363761011052396

Johnstone, M., & Hooper, S. (2016). Social influence and green consumption behaviour : a need

PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

for greater government involvement. *Journal of Marketing Management*, *32*, 827–855.

Johnstone, M., & Tan, L. P. (2015). Exploring the Gap Between Consumers ' Green Rhetoric and Purchasing Behaviour. *Journal of Business Ethics*, *132*, 311–328. https://doi.org/10.1007/s10551-014-2316-3

Joshi, Y., & Rahman, Z. (2016). Predictors of young consumer's green purchase behavior. *Management of Environmental Quality: An International Journal*, *27*(4), 452–472.

Kadic-maglajlic, S., Arslanagic-kalajdzic, M., Micevski, M., & Dlacic, J. (2019). Being engaged is a good thing : Understanding sustainable consumption behavior among young adults. *Journal of Business Research*, 1–11. https://doi.org/10.1016/j.jbusres.2019.02.040

Kallgren, C. A., Reno, R. R., & Cialdini, R. B. (2000). A Focus Theory of Normative Conduct : When Norms Do and Do Not Affect Behavior Gliederung. *Personality and Social Psychology Bulletin*, *26*(8), 1002–1012. https://doi.org/10.1177/01461672002610009

Kelman, H. C. (1958). Compliance, identification, and internalization three processes of attitude change. *Journal of Conflict Resolution*, *2*(1), 51–60.

Kelman, H. C. (1974). Social influence & linkanges between the individual & the social system: Further thoughts on the processes of compliance, identification, and internalization. In James T. Tedesschi (Ed.), *Perspective on Social Power* (pp. 125–171). Chicago: Aldine.

Kettle, K. (2012). Self-Identity Amplification : When (and How) Situations Promote Identity Congruent Behavior. *Advances in Consumer Research*, *38*(65).

Kettle, K. L., & Häubl, G. (2011). The Signature Effect : Signing Influences Consumption-Related Behavior by Priming. *Journal of Consumer Research*, *38*(October), 301–316. https://doi.org/10.1086/659753

Khalek, A. A. (2014). Young Consumers' Attitude towards Halal Food Outlets and JAKIM's Halal Certification in Malaysia. *Procedia - Social and Behavioral Sciences*, *121*(September 2012), 26–34. https://doi.org/10.1016/j.sbspro.2014.01.1105

Khare, A. (2015). Antecedents to green buying behaviour : a study on consumers in an emerging economy. *Marketing Intelligence & Planning*, *33*(3), 309–329. https://doi.org/10.1108/MIP-05-2014-0083

Kim, H., Lee, Y. S., & Park, K. S. (2018). The Psychology of Queuing for Self-Service : Reciprocity and Social Pressure. *Administrattive Sciences*, *8*(75), 1–15. https://doi.org/10.3390/admsci8040075

Kim, J. (2017). An Empirical Comparison of Alternative Models of Consumers ' Environmental Attitudes and Eco-friendly. *Seoul Journal of Business*, *23*(1).

Kim, T. K., Solomon, P., & Zurlo, K. A. (2009). Applying Hierarchical Linear Modeling (HLM) to Social Work Administration Research. *Administration in Social Work*, *33*(July), 262–277. https://doi.org/10.1080/03643100902987739

Kirakozian, A. (2016). The determinants of household recycling : social influence , public policies and environmental preferences. *Applied Economics*, *48*(16), 1481–1503.

Kollmuss, A., & Agyeman, J. (2002). Mind the Gap: Why do people act environmentally and what are the barriers to pro-environmental behavior? *Environmental Education Research*,

PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS
MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

8(3), 239–260. https://doi.org/10.1080/13504620220145401

Kostadinova, E. (2016). Sustainable Consumer Behavior : Literature Overview. *Economics Alternatives Issue*, (2), 224–234.

Kussudiyarsana, Setyawan, A. A., & Kuswati, R. (2019). *Riset Pemasaran: Konsep dan Aplikasi*. Surakarta: Muhammadiyah University Press.

Kuswati, R., & Irmawati, I. (2018). Consumer Innovativeness : Literature Review and Measurement Scales. In *International Conference on Economics, Business and economics education 2018, KnE Social Sciences* (Vol. 1, pp. 663–672). https://doi.org/10.18502/kss.v3i10.3162

Kuswati, R., Purwanto, B. M., & Sutikno, B. (2020). Encouraging pro-environmental behavior through consumer innovativeness. In R. Hurriyati, B. Tjahjono, I. Yamamoto, A. Rahayu, A. G. Abdullah, & A. A. Danuwijaya (Eds.), *Advances in Business, Management and Entrepreneurship* (pp. 13–19). London: CRC Press, Taylor & Francis Group. https://doi.org/https://doi.org/10.1201/10.201/9780429295348

Kuswati, R., Purwanto, B., Sutikno, B., & Aritejo, B. A. (2021). Pro Environmental Self Identity: Scale Purification in the Context of Sustainable Consumption Behavior. In D. E. Bilgin M.H., Danis H. (Ed.), *Eurasian Business and Economics Perspectives* (Vol. 17, pp. 173–185). Springer Cham. https://doi.org/10.1007/978-3-030-65147-3_12

Lange, P. A. M. Van, Kruglanski, A. W., & Higgins, E. T. (Eds.). (2012). *Handbook of Theories of Social Psychology* (Vol. 2). London: SAGE Publication Ltd.

Lao, K. (2014). Research on mechanism of consumer innovativeness influencing green consumption behavior. *Nankai Business Review International*, *5*(2), 211–224. https://doi.org/10.1108/NBRI-11-2013-0041

Lee, Christina K C, Levy, D. S., Sheau, C., & Yap, F. (2015). How does the theory of consumption values contribute to place identity and sustainable consumption ? *International Journal of Consumer Studies*, *39*, 597–607. https://doi.org/10.1111/ijcs.12231

Lee, Christina Kwai Choi, Yap, C. S. F., & Levy, D. S. (2016). Place identity and sustainable consumption : implications for social marketing. *Journal of Strategic Marketing*, *24*(7), 578–593.

Lee, K. (2014). Predictors of Sustainable Consumption among Young Educated Consumers in Hong Kong. *Journal of International Consumer Marketing*, *26*, 217–238. https://doi.org/10.1080/08961530.2014.900249

Lim, Y. J., Perumal, S., & Ahmad, N. (2019). Social Cognitive Theory in Understanding Green Car Purchase Intention. *International Journal of Economics Management Studies*, *6*(4), 1–10. https://doi.org/10.14445/23939125/IJEMS-V6I4P104

Lindeman, M., & Verkasalo, M. (2005). Measuring Values With the Short Schwartz ’ s Value Survey. *Journal of Personality Assessment*, *85*(2), 170–178.

Lindenberg, S., & Steg, L. (2007). Normative , Gain and Hedonic Goal Frames Guiding Environmental Behavior. *Journal of Social Issue*, *63*(1), 117–137.

Lowe, B., Lynch, D., & Lowe, J. (2015). Reducing household water consumption : a social

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

marketing approach. *Journal of Marketing Management*, *31*(3–4), 378–408.

Lugtig, P., Lensvelt-mulders, G., Frerichs, R., & Greven, A. (2011). Estimating nonresponse bias and mode effects in a mixed mode survey. *International Journal of Market Research*, *53*(5), 669–686. https://doi.org/10.2501/IJMR-53-5-669-686

Mallinson, D. J., & Hatemi, P. K. (2018). The effects of information and social conformity on opinion change. *Plos One*, *13*(5), 1–23.

Manning, K. C., Bearden, W. O., & Madden, T. J. (1995). Consumer Innovativeness and the Adoption Process. *Journal of Consumer Psychology*, *4*(4), 329–345.

Marsh, H. W., & Hocevar, D. (1985). Application of Confirmatory Factor Analysis to the Study of Self-Concept : First- and Higher Order Factor Models and Their Invariance Across Groups. *Psychological Bulletin*, *97*(3), 562–582.

McLeod, J., & Treuer, K. Von. (2013). Towards a Cohesive Theory of Cohesion. *International Journal of Business and Social Research*, *3*(12), 1–11. https://doi.org/10.18533/ijbsr.v3i12.338

Mcleod, S. (2016). Bandura - Social Learning Theory. Retrieved from www.simplypsychology.org/bandura.html

Mendola, J. (2006). Intuitive hedonism. *Philosophical Studies*, *128*, 441–477. https://doi.org/10.1007/s11098-004-7810-5

Michalos, A. C., Creech, H., McDonald, C., & Kahlke, P. M. H. (2009). Measuring Knowledge , Attitudes and Behaviours towards Sustainable Development : Two Exploratory Studies. *International Institute For Sustainable Development*, *1*(January).

Midgley, D. F., & Dowling, G. R. (1978). Innovativeness : The Concept and Its Measurement. *Journal of Consumer Research*, *4*(4), 229–242.

Milfont, T. L., & Gouveia, V. V. (2006). Time perspective and values : An exploratory study of their relations to environmental attitudes. *Journal of Environmental Psychology*, *26*(March), 72–82. https://doi.org/10.1016/j.jenvp.2006.03.001

Moeljadi, D. (2016). Kamus Besar Bahasa Indonesia (KBBI). Jakarta: Pusat Bahasa Kementrian Pedidikan dan Kebudayaan. Retrieved from http://kbbi.kemdikbud.go.id

Moen, O. L. E. M. (2015). Hedonism Before Bentham. *Journal of Bentham Studies*, *17*, 1–18.

Moro, A., & Holzer, A. (2020). A Framework to Predict Consumption Sustainability Levels of Individuals. *Sustainability*, *12*(1423), 1–27. https://doi.org/10.3390/su12041423

Mudrack, P. E. (1989a). Defining Group Cohesiveness, A Legacy of Confusion ? *Small Group Behavior*, *20*(1), 37–49.

Mudrack, P. E. (1989b). Group Cohesiveness and Productivity : A Closer Look. *Human Relation*, *42*(9), 771–785. https://doi.org/10.1177/001872678904200902

Neeley, C. R., Min, K. S., & Hensel, P. A. K. (2010). Contingent consumer decision making in the wine industry : the role of hedonic orientation. *Journal of Consumer Marketing*, *27*(4), 324–335. https://doi.org/10.1108/07363761011052369

Neuman, W. L. (2014). *Social Research Methods: Qualitative and Quantitative Approaches*

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

(Seventh ed). London: Pearson New International Edition.

O'Shaugnessy, J., & O'Shaughnessy, N. J. (2006). Marketing, the consumer society and hedonism. *European Journal of Marketing*, *36*(5/6), 524–547.

Onel, N., & Mukherjee, A. (2015). Understanding environmentally sensitive consumer behaviour : an integrative research perspective. *World Journal of Management and Sustainable Development*, *11*(1), 2–16. https://doi.org/10.1108/WJEMSD-07-2014-0021

Owen, A. L., & Videras, J. (2018). *Civic Cooperation , Pro-Environment Attitudes , and Individual Behavior*. New York.

Paco, A., & Rodrigues, R. G. (2016). Environmental activism and consumers ' perceived responsibility. *International Journal Of Consumer Studies*, *40*, 466–474. https://doi.org/10.1111/ijcs.12272

Parker, L., Watne, T. A., Brennan, L., Duong, H. T., & Nguyen, D. (2014). Self expression versus the environment : attitudes in conflict, *15*(2), 138–152. https://doi.org/10.1108/YC-06-2013-00383

Peattie, K. (2010). Green Consumption : Behavior and Norms. *The Annual Review of Environment and Resourcees*, *35*, 195–228. https://doi.org/10.1146/annurev-environ-032609-094328

Peattie, K., & Peattie, S. (2009). Social marketing : A pathway to consumption reduction ? *Journal of Business Research*, *62*, 260–268. https://doi.org/10.1016/j.jbusres.2008.01.033

Pensini, P. M., Slugoski, B. R., & Caltabiano, N. J. (2012). Predictors of environmental behaviour : a comparison of known groups. *Management of Environmental Quality: An International Journal*, *23*(5), 536–545. https://doi.org/10.1108/14777831211255114

Peyer, M., Balderjahn, I., Seegebarth, B., & Klemm, A. (2016). The role of sustainability in profiling voluntary simplifiers. *Journal of Business Research*, *2*(1), 1–7. https://doi.org/10.1016/j.jbusres.2016.07.008

Piligrimiene, Z., Zukauskaite, A., Korzilius, H., Banyte, J., & Dovaliene, A. (2020). Internal and External Determinants of Consumer Engagement in Sustainable Consumption. *Sustainability*, *12*(1349), 1–20.

Pinto, D. C., Herter, M. M., Rossi, P., & Borges, A. (2014). Going green for self or for others ? Gender and identity salience effects on sustainable consumption. *International Journal of Consumer Studies*, *38*, 540–549. https://doi.org/10.1111/ijcs.12114

Podsakoff, P. M., Mackenzie, S. B., Lee, J., & Podsakoff, N. P. (2003). Common Method Biases in Behavioral Research : A Critical Review of the Literature and Recommended Remedies. *Journal of Applied Psychology*, *88*(5), 879–903. https://doi.org/10.1037/0021-9010.88.5.879

Pratarelli, M. E. (2010). Social Pressure and Recycling: A Brief Review, Commentary and Extensions. *SAPIENS*, *3*(2).

Prothero, A., Dobscha, S., Freund, J., Kilbourne, W. E., Luchs, M. G., Ozanne, L. K., & Thogersen, J. (2011). Sustainable Consumption : Opportunities for Consumer Research and Public Policy. *Journal of Public Policy & Marketing*, *30*(1), 31–38.

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Purwanto, B. M. (2014). Beberapa isu pengukuran konstruk dalam riset keperilakuan dan organisasi. *Benefit, Journal Manajemen Dan Bisnis*, *18*(1), 1–4.

Quoquab, F., & Mohammad, J. (2016). Sustainable Consumption : Sacrificing for the Future. *Procedia - Social and Behavioral Sciences*, *224*, 599–604. https://doi.org/10.1016/j.sbspro.2016.05.449

Ratanakosol, K., Pathumcharoenwattana, W., & Kimpee, P. (2016). Learning identity process for creating community. In *SHS Web of Conferences* (Vol. 26, pp. 0–5). EDP Sciences.

Raudenbush, S., Bryk, A., Cheong, Y. F., Congdon, R., & Toit, M. du. (2011). *HLM 7: Herarchical Linear & Nonlinear Modeling*. United States of America: Scientific Software International, Inc. Retrieved from http://www.ssicentral.com

Raudenbush, S. W. ., & Bryk, A. S. . (2014). *Hierarchical Linear Models : Applications and Data Analysis Methods*. (Marie Davidian, Ed.) (2nd ed, Vol. 98). American Statistical Association.

Reese, G., Loew, K., & Steffgen, G. (2014). Replication and Refinements: A Towel Less : Social Norms Enhance Pro-Environmental Behavior in Hotels. *The Journal of Social Psychology*, *154*, 97–100. https://doi.org/10.1080/00224545.2013.855623

Reimers, V., Magnuson, B., & Chao, F. (2017). Happiness , altruism and the Prius effect How do they influence consumer attitudes towards environmentally responsible clothing ? *Journal of Fashion Marketing and Management*, *21*(1), 115–132. https://doi.org/10.1108/JFMM-07-2016-0053

Rettie, R., Burchell, K., & Riley, D. (2012). Normalising green behaviours : A new approach to sustainability marketing. *Journal of Marketing Management*, *28*(3–4), 420–444.

Revell, K. (2013). Promoting sustainability and pro-environmental behaviour through local government programmes : examples from London , UK local government programmes : examples from London , UK. *Journal of Integrative Environmental Sciences*. Taylor & Francis. https://doi.org/10.1080/1943815X.2013.858752

Rich, S. A., Wright, B. J., & Bennett, P. C. (2020). Development of the Voluntary Simplicity Engagement Scale : Measuring Low-Consumption Lifestyles. *Journal of Consumer Policy*, *43*, 295–313.

Rini, A. M., & Sholihin, M. (2020). Bias Metoda Bersama dalam Riset Keperilakuan. In J. Hartono (Ed.), *Bias di penelitian dan Cara Mitigasinya* (pp. 249–284). Yogyakarta: Penerbit Andi.

Roehrich, G. (2004). Consumer innovativeness Concepts and measurements. *Journal of Business Research*, *57*, 671–677. https://doi.org/10.1016/S0148-2963(02)00311-9

Rostiani, R., & Indarti, N. (2018). Metoda Survei: Apa, Mengapa dan Bagaimana. In J. Hartono (Ed.), *Strategi Penelitian Bisnis* (pp. 1–26). Yogyakarta: Penerbit Andi.

Schiffman, L. G., & Kanuk, L. L. (2007). *Consumer Behavior* (Ninth). Upper Saddle River, new Jersey: Printice-Hall, Inc.

Schiffman, L. G., & Wisenblit, J. L. (2015). *Consumer Behavior* (Global Edi). England: Pearson Education Limited.

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

Schlaile, M. P., Klein, K., & Bock, W. (2018). From Bounded Morality to Consumer Social Responsibility : A Transdisciplinary Approach to Socially Responsible Consumption and Its Obstacles. *Journal of Business Ethics*, *149*(5), 561–588. https://doi.org/10.1007/s10551-016-3096-8

Schneider, B. (1987). The People Make The Place. *Personnel Psychology*, *40*, 437–454.

Schneider, B., Goldstein, H. W., & Smith, B. (1995). The ASA Framework : An Update. *Personnel Psychology*, *48*, 747–774.

Schwartz, S. H. (1992). Universals in the content and structure of values: theoretical advances and empirical tests in 20 countries. *Advances in Experimental Social Psychology*, *25*, 1–65.

Schwartz, S. H. (2007). A Proposal for Measuring Value Orientations across Nations (pp. 259–319). Jerusalem: The Hebrew University.

Schwartz, S. H. (2012). An Overview of the Schwartz Theory of Basic Values. *Psychology and Culture*, *2*(1), 1–20.

Sedikides, C., & Brewer, M. B. (1996). Individual Self, Relational Self, and Collective Self. Partner, opponents, or Strangers? *Journal of Personality*, 1–4. https://doi.org/10.1016/B978-0-12-407188-9.00005-3

Sedikides, C., Gaertner, L., & O'Mara, E. M. (2011). Individual Self, Relational Self, Collective Self: Hierarchical Ordering of the Tripartite Self. *Psychological Studies*, *56*(1), 98–107. https://doi.org/10.1007/s12646-011-0059-0

Segev, S. (2015). Modelling household conservation behaviour among ethnic consumers : the path from values to behaviours. *International Journal of Consumer Studies*, *39*, 193–202. https://doi.org/10.1111/ijcs.12167

Seibert, S. E., Silver, S. R., & Randolph, W. A. (2004). Taking empowerment to the next level: A multiple-level model of empowerment, performance, and satisfaction. *Academy of Management Journal*, *47*(3), 332–349.

Sekaran, U., & Bougie, R. (2016). *Research Methods for Business: A skill building approach* (Seventh Ed). West Sussex United Kingdom: John Wiley & Sons Ltd. Retrieved from http://lccn.loc.gov/2015051045

Sensitivity, A. P. (2017). How Does Local – Global Identity, *81*(May), 62–79. https://doi.org/10.1509/jm.15.0206

Sesini, G., Castiglioni, C., & Lozza, E. (2020). New Trends and Patterns in Sustainable Consumption : A Systematic Review and Research Agenda. *Sustainability*, *12*(5935), 1–23.

Shrestha, P. (2017). Trait Theory of Personality. Retrieved July 8, 2019, from https://www.psychestudy.com/general/personality/trait-theory.

Slaughter, J. E., Stanton, J. M., Mohr, D. C., & Schoel, W. A. (2005). The Interaction of Attraction and Selection : Implications for College Recruitment and Schneider ' s ASA Model. *Applied Psychology: An International Review*, *54*(4), 419–441.

Soyez, K. (2012). How national cultural values affect pro-environmental consumer behavior, *29*(6), 623–646. https://doi.org/10.1108/02651331211277973

Sparks, P., & Sheperd, R. (1992). Self-Identity and the Theory of Planned Behavior : Assesing

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

the Role of Identification with " Green Consumerism ". *Social Psychology Quarterly*, *55*(4), 388–399.

Spears, R. (2011). Group Identities: The Social Identity Perspective. In S. J. Schwartz, K. Luyckx, & V. L. Vignoles (Eds.), *Handbook of Identity Theory and Research* (Volume 1, pp. 201–224). New York: Springer Science+Business Media, LLC.

Steenkamp, J.-B. E. M., Jong, M. G. De, & Baumgartner, H. (2010). Socially Desirable Response Tendencies in Survey Research. *Journal of Marketing Research*, *XLVII*(April), 199–214.

Steg, L., Perlaviciute, G., Werff, E. Van Der, & Lurvink, J. (2014). The Significance of Hedonic Values for Environmentally Relevant Attitudes , Preferences , and Actions. *Environemnt and Behavior*, *46*(2), 163–192. https://doi.org/10.1177/0013916512454730

Steg, L., & Vlek, C. (2009). Encouraging pro-environmental behaviour : An integrative review and research agenda. *Journal of Environmental Psychology*, *29*(3), 309–317. https://doi.org/10.1016/j.jenvp.2008.10.004

Stets, J. E., & Biga, C. F. (2003). Bringing Identity Theory into Environmental Sociology. *Sociological Theory*, *21*(4), 398–423.

Stets, J. E., & Burke, P. J. (1998). Identity theory and social identity theory. In *American Sociological Association, San Fransisco*.

Stets, J. E., & Burke, P. J. (2000). A Sociological Approach to Self and Identity. In M. L. J. Tangney (Ed.), *Handbook of Self and Identity*. Guilford Press.

Stryker, S., & Burke, P. J. (2000). The Past, Present, and future of An Identity Theory. *Social Psychology Quarterly*, *63*(4), 284–297. https://doi.org/10.2307/2695840.

Sussman, R., Lavallee, L. F., & Gifford, R. (2016). Pro-Environmental Values Matter in Competitive but Not Cooperative Commons Dilemmas. *The Journal of Social Psychology*, *156*, 43–55. https://doi.org/10.1080/00224545.2015.1052362

Tabachnick, B. G., & Fidel, L. S. . (2014). *Using Multivariate Statistics* (Sixth Edit). England: Pearson New International Edition.

Tadaki, M., Sinner, J., & Chan, K. M. A. (2017). Making sense of environmental values : a typology of concepts. *Ecology and Society*, *22*(1), 1–12.

Tajfel, H. (1982). Social Psychology of Intergroup Relations. *Annual Reviews Psychology*, *33*, 1–39.

Tajfel, H., & Turner, J. C. (1978). An Integrative Theory of Intergroup Conflict. In W. G. Austin & S. Worche (Eds.), *The social psychology of inter-group relations* (pp. 33–47). Monterey; CA: Brooks/Cole.

Tajfel, H., & Turner, J. C. (1987). The Social Identity Theory of Intergroup Behavior. In *Political Psychology* (pp. 276–293).

Tilikidou, I., & Delistavrou, A. (2008). Types and Influential Factors of Consumers' Non-Purchasing Ecological Behaviors. *Business Strategy and the Environment*, *76*(July 2006), 61–76.

Torma, G., Aschemann-witzel, J., & Thogersen, J. (2018). I nudge myself : Exploring ' self-

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

nudging ' strategies to drive sustainable consumption behaviour. *International Journal of Consumer Studies*, *42*(9), 141–154. https://doi.org/10.1111/ijcs.12404

Tripathi, A., & Singh, M. P. (2016). Determinants of sustainable / green consumption : a review. *Int. J. Environmental Technology and Management*, *19*(3/4), 316–358.

Trudel, R. (2018). Sustainable consumer behavior. *Consumer Psychology Review*, (October), 1–12. https://doi.org/10.1002/arcp.1045

Trudel, R., Argo, J. J., & Meng, M. D. (2016). The Recycled Self : Consumers ' Disposal Decisions of Identity-Linked Products. *Journal of Consumer Research*, *43*(January). https://doi.org/10.1093/jcr/ucw014

Turner, J. C., & Oakes, P. J. (1986). The significance of the social identity concept for social psychology with reference to individualism , interactionism and social influence. *British Journal of Social Psychology*, *25*, 237–252.

Untaru, E. N., Gh. Epuran, & Ispas, A. (2014). A Conceptual Framework of Consumers' Pro-Environmental Attitudes and Behaviours in The Tourism Context. *Bulletin of Te Transilvania, Series V: Economics Sciences*, *7*(2).

Urminsky, O., Bartels, D. M., & Giuliano, P. (2014). Choice and self : how synchronic and diachronic identity shape choices and decision making, 281–291. https://doi.org/10.1007/s11002-014-9312-3

Van der Werff, E., Steg, L., & Keizer, K. (2013a). It is a moral issue: The relationship between environmental self-identity, obligation-based intrinsic motivation and pro-environmental behaviour. *Global Environmental Change*, *23*(5), 1258–1265. https://doi.org/10.1016/j.gloenvcha.2013.07.018

Van der Werff, E., Steg, L., & Keizer, K. (2013b). The value of environmental self-identity: The relationship between biospheric values, environmental self-identity and environmental preferences, intentions and behaviour. *Journal of Environmental Psychology*, *34*, 55–63. https://doi.org/10.1016/j.jenvp.2012.12.006

Van der Werff, E., Steg, L., & Keizer, K. (2014). Follow the signal: When past pro-environmental actions signal who you are. *Journal of Environmental Psychology*, *40*, 273–282. https://doi.org/10.1016/j.jenvp.2014.07.004

Vignoles, V. L. (2011). Introduction: Toward an Integrative View of Identity. In S. J. Schwartz, K. Luyckx, & V. L. Vignoles (Eds.), *Handbook of Identity Theory and Research* (Volume 1 S, pp. 1–27). New York: Springer Science+Business Media, LLC.

Walton, T. N., & Jones, R. E. (2018). Ecological Identity: The Development and Assessment of a Measurement Scale. *Environment and Behavior*, *50*(6), 657–689. https://doi.org/10.1177/0013916517710310

Wang, C., Chen, Z., Chan, A. K. K., & Zheng, Z.-C. (2008). The Influence of Hedonic Values on Consumer Behaviors : An Empirical Investigation in China. *Journal of Global Marketing*, *14*(1–2), 169–186. https://doi.org/10.1300/J042v14n14n01_09

Wang, T. (2017). Social identity dimensions and consumer behavior in social media. *Asia Pacific Management Review*, *22*, 45–52.

UNIVERSITAS GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/

White, K., Habib, R., & Hardisty, D. J. (2019). How to SHIFT Consumer Behaviors to be More Sustainable : A Literature Review and Guiding Framework. *Journal of Marketing*, *83*(3), 22–49. https://doi.org/10.1177/0022242919825649

Whitmarsh, L., & O'Neill, S. (2010a). Green identity, green living? The role of pro-environmental self-identity in determining consistency across diverse pro-environmental behaviours. *Journal of Environmental Psychology*, *30*(3), 305–314. https://doi.org/10.1016/j.jenvp.2010.01.003

Whitmarsh, L., & O'Neill, S. (2010b). Green identity, green living? The role of pro-environmental self-identity in determining consistency across diverse pro-environmental behaviours. *Journal of Environmental Psychology*, *44*(0), 1–41.

Whitney, J. C., & Smith, R. A. (1983). Effects of Group Cohesiveness on Attitude Polarization and the Acquisition of Knowledge in Strategic lanning Context. *Journal of Marketing Research*, *XX*(May), 167–176.

Wigfield, A., & Eccles, J. S. (2000). Expectancy – Value Theory of Achievement Motivation. *Contemporary Educational Psychology*, *81*, 68–81. https://doi.org/10.1006/ceps.1999.1015

Wild, T. C., Cunningham, J. A., & Ryan, R. M. (2006). Social pressure , coercion , and client engagement at treatment entry : A self-determination theory perspective, *31*, 1858–1872. https://doi.org/10.1016/j.addbeh.2006.01.002

Williams, R. (2015). Group Comparisons : Differences in Composition Versus Differences in Models and Effects.

Wulani, F., Purwanto, B. M., & Handoko, H. (2014). Abusive Supervision Scale Development in Indonesia. *Gadjah Mada International Journal of Business*, *16*(1), 55–68.

Yarimoglu, E., & Binboga, G. (2018). Understanding sustainable consumption in an emerging country : The antecedents and consequences of the ecologically conscious consumer behavior model. *Business Strategi and Environment*, (July), 642–651. https://doi.org/10.1002/bse.2270

Young, W., Hwang, K., Mcdonald, S., & Oates, C. J. (2010). Sustainable Consumption: Green Consumer Behaviour when Purchasing Products. *Sustainable Development*, *31*(March), 20–31.

Yukelson, D., Weinberg, R., & Jackson, A. (1984). A multidimensional Group Cohesion Instrument for Intercollegiate Basketball Teams. *Journal of Sport Psychology*, *6*(1950), 103–117.

Zeugner-roth, K. P., Zabkar, V., & Diamantopoulos, A. (2015). Identity , and Consumer Cosmopolitanism as Drivers of Consumer Behavior : A Social Identity Theory Perspective. *Journal of International Marketing*, *23*(2), 25–54.

Zhang, Z., Zyphur, M. J., & Preacher, K. J. (2009). Testing Multilevel Mediation Using Hierarchical Linear Models, Problems and Solutions. *Organizational Research Methods*, *12*(4), 695–719. https://doi.org/10.1177/1094428108327450

-------(2019) Jawa Tengah Raih 13 Penghargaan Pengendalian Perubahan Iklim https://jateng.tribunnews.com/2019/10/02/jawa-tengah-raih-13-penghargaan-pengendalian-perubahan-ikilm, diunduh 4 Desember 2020, jam 09.12 WIB

UNIVERSITAS
GADJAH MADA
PERILAKU KONSUMSI BERKELANJUTAN: INTEGRASI TEORI PEMODELAN DAN TEORI TEKANAN SOSIAL DENGAN ANALISIS MULTILEVEL Ã¢ï¿½ï¿½ LINTAS LEVEL
RINI KUSWATI, BM. Purwanto, MBA., Ph.D; Bayu Sutikno, Cand. Merc., Ph.D; Bayu Aji Aritejo, MM., MSi., Ph.D.ji
Universitas Gadjah Mada, 2021 | Diunduh dari http://etd.repository.ugm.ac.id/