

Daftar Pustaka

- Abratt, R., & Goodey, S. D. (1990). Unplanned Buying and In-store Stimuli in Supermarkets. *Managerial and Decision Economics*, 111-121.
- Afandi, A. R., & Hartati, S. (2017). Pembelian Impulsif pada Remaja Akhir Ditinjau dari Kontrol Diri. *Gajah Mada Journal of Psychology*, 123-130.
- Anggraeni, F. (2016). Pengaruh Promosi, Diskon, dan Impulse Buying terhadap Keputusan Pembelian Hypermarket PTC Surabaya. *Jurnal Ilmu dan Riset Manajemen*, 1-15.
- Beatty, S. E., & Ferrel, M. E. (1998). Impulse Buying: Modeling Its Precursors. *Journal of Retailing*, 169-191.
- Dholakia, U. M. (2000). Temptation and Resistance: An Integrated Model of Consumption Impulse Formation and Enactment. *Psychology & Marketing*, 955-982.
- Diaz-Garcia, A., Gonzalez-Robles, A., Mor, S., Mira, A., Quero, S., AzucenaGarcia-Palacios, . . . Botella, C. (2020). Positive and Negative Affect Schedule (PANAS): psychometric properties of the online Spanish version in a clinical sample with emotional disorders. *BMC Psychiatry*, 1-13.
- Dittmar, H., & Bond, R. (2010). 'I want it and I want it now': Using a temporal discounting paradigm to examine predictors of consumer impulsivity. *British Journal of Psychology*, 751-776.
- Faustin, M. A., Widiana, M. E., & Istanti, E. (2021). Pengaruh Diskon, Kualitas Pelayanan dan Atmosfer Toko terhadap Pembelian Impulsif di Jungkir Balik Eat & Coffee Sidoarjo. *Benchmark*, 66-74.
- Gardner, M. P. (1985). Mood States and Consumer Behavior: A Critical Review. *Oxfordjournals: Journal of Consumer Research*, 281-300.
- Gunaefi, A. (2013). Pengaruh Kontrol Diri dan Diskon terhadap Pembelian Impulsif. *Diploma Thesis, Universitas Komputer Indonesia*.
- Halim, C., & Rembulan, C. L. (2017). Hubungan antara Mood dengan Perfectionism-Consumer Decision Making pada Perempuan Paruh Baya di Departement Store. *Universitas Ciputra: Psychopreneur Journal*, 46-62.
- Hawkins, D. I., & Mothersbaugh, D. L. (2010). *Consumer Behavior: Building Marketing Strategy*. New York: McGraw-Hill/Irwin.
- Hetharie, J. A. (2012). Model Kecenderungan Pembelian Impulsif (Studi pada Konsumen Matahari Departement Store Kota Ambon). *Jurnal Manajemen Teknologi*, 280-294.
- Howe, N., & Strauss, W. (2000). *Millenials Rising: The Next Great Generation*. New York: Vintage.
- Huang, L.-T. (2016). Flow and Social Capital Theory in Online Impulse Buying. *Journal of Business Research*, 2277-2283.
- Islam, T., Pitafi, A. H., Arya, V., Wang, Y., Akhtar, N., Mubarik, S., & Xiaobei, L. (2021). Panic Buying in the COVID-19 Pandemic: A Multi-Country Examination. *Journal of Retailing and Consumer Services*, 1-52.
- Kacen, J. J., & Lee, J. A. (2002). The Influence of Culture on Consumer Impulsive Buying Behavior. *ELSEVIER : Journal of Consumer Psychology*, 163-176.



Peran Suasana Hati dan Persepsi Diskon terhadap Kecenderungan Pembelian Impulsif pada Mahasiswa

Millenial di Universitas Gadjah Mada

RM WAHYUKUNCORO J, Dr. Sumaryono, M.Si., Psikolog

Universitas Gadjah Mada, 2021 | Diunduh dari <http://etd.repository.ugm.ac.id/>

Karbasivar, A., & Yarahmadi, H. (2011). Evaluating Effective Factors on Consumer Impulse Buying Behavior. *Asian Journal of Business Management Studies*, 174-181.

Luong, A., & Slegh, D. (2014). Hedonic Product Discounts: When is the Price Right. *Emerald Insight*, 356-364.

Miladani, D. M., & Hidayat, R. (2013). Pengaruh Stabilitas Suasana Hati (Mood) dan Teman Sebaya terhadap Pembelian Impulsif. *Tesis. Universitas Gadjah Mada (tidak dipublikasikan)*.

Miladani, D. M., & Hidayat, R. (2013). Pengaruh Stabilitas Suasana Hati (Mood) dan Teman Sebaya Terhadap Pembelian Impulsif. *Universitas Gadjah Mada (SKRIPSI tidak dipublikasikan)*.

Modin, Z., & Smith, Q. (2020). Impulsive Buying Behavior During the COVID-19 Pandemic. *Master Thesis, Mid Sweden University*, 1-60.

Muflih, T. F. (2018). Analisis Pengaruh Faktor Situasional Terhadap Pembelian Impulsif pada Binjai Supermall. *At-Tawassuth : Jurnal Ekonomi Islam*, 270-293.

Ozer, L., & Gultekin, B. (2015). Pre- and post-purchase stage in impulse buying: The role of mood and satisfaction. *Journal of Retailing and Consumer Services*, 71-76.

Primadhyta, S. (2015, November 2). *Generasi Millenial RI Paling Impulsif Belanja Barang Mewah*. Retrieved from CNN Indonesia: <http://www.cnnindonesia.com/ekonomi/20151102182452-92-88999/generasi-millenial-ri-paling-impulsif-belanja-barang-mewah/>

Putra, A. H., Said, S., & Hasan, S. (2017). Pengaruh Karakteristik Toko dan Produk Bagi Konsumen di Indonesia Terhadap Pembelian Impulsif. *Jurnal Manajemen dan Kewirausahaan*, 8-19.

Putra, N. I., Pangestuti, E., & Devita, L. D. (2018). Pengaruh Diskon dan Pemberian Hadiah terhadap Pembelian Impulsif pada Fashion Retail (Survei Online pada Konsumen Matahari Departement Store di Malang Town Square). *Jurnal Administrasi Bisnis*, 1-9.

Rachmawati, D. (2012). Hubungan Antara Persepsi Terhadap Diskon dengan Pembelian Impulsif pada Remaja. *SKRIPSI Fakultas Psikologi Universitas Muhammadiyah Malang (tidak dipublikasikan)*.

Rahayu, Y. (2017). Perilaku Belanja Impulsif Pengunjung Mall di Kota Bandung. *Jurnal Ekubis*, 20-30.

Robbins, S. P., & Judge, T. A. (2013). *Organizational Behavior*. Amerika Serikat: Pearson Education, Inc.

Roberts, J. A., & Manolis, C. (2012). Cooking Up A Recipe For Self Control: The Three Ingredients of Self Control and Its Impact on Impulsive Buying. *Journal of Marketing Theory and Practive*, 173-188.

Rook, D. W. (1987). The Buying Impulse. *Journal of Consumer Research*, 189-199.

Rook, D. W., & Fisher, R. J. (1995). Normative Influences on Impulsive Buying Behavior. *Journal of Consumer Research*, 305-313.

Satyo, M. F., & Suprihhadi, H. (2013). Pengaruh Diskon Harga, Merek Produk dan Layanan Pelanggan Terhadap Keputusan Pembelian Garmen. *Jurnal Ilmu & Riset Manajemen*, 1-19.

Solomon, M., Bamossy, G., Askegaard, S., & Hogg, M. K. (2006). *Consumer Behavior: A European Perspective*. Harlow: Prentice Hall.



Peran Suasana Hati dan Persepsi Diskon terhadap Kecenderungan Pembelian Impulsif pada Mahasiswa

Millenial di Universitas Gadjah Mada

RM WAHYUKUNCORO J, Dr. Sumaryono, M.Si., Psikolog

Universitas Gadjah Mada, 2021 | Diunduh dari <http://etd.repository.ugm.ac.id/>

Verplancken, B., & Herabadi, A. (2001). Individual Differences in Impulsive Buying Tendency: Feeling and No Thinking. *European Journal of Personality*, 571-583.

Waani, R. C., & Tumbuan, W. J. (2015). The Influence of Price Discount, Bonus Pack, and In-Store Display on Impulse Buying Decision in Hypermart Kairagi Manado. *Jurnal EMBA*, 420-428.

Widhiarso, W. (2010). *Uji Linieritas Hubungan*. Retrieved from widhiarso.staff.ugm.ac.id:
http://www.widhiarso.staff.ugm.ac.id/files/widhiarso_2010_-_uji_linieritas_hubungan.pdf

Wood, M. (1998). Socio-economic status, delay of gratification, and impulse buying. *ELSEVIER: Journal of Economic Psychology*, 295-320.

Xiao, H., Zhang, Z., & Zhang, L. (2020). A Diary Study of Impulsive Buying During the COVID-19 Pandemic. *Springer Science+Business Media*.

Yahmini, E. (2019). Kecenderungan Impulsive Buying pada Mahasiswa Ditinjau dari latar Belakang Keluarga. *EXERO Journal of Research in Bussiness and Economics*, 41-56.

Youn, S., & Faber, R. J. (2000). Impulse Buying: Its Relation to Personality Traits and Cues. *Advances in Consumer Reseach*, 27, 179-185. Retrieved from The Association for Consumer Research.