

## DAFTAR PUSTAKA

- Asch, S. E. (1955). Opinions and Social Pressure. *Scientific American*, 193 (5), 31-35.
- Averill, J. R. (1973). Personal control over aversive stimuli and its relationship to stress. *Psychology Bulletin*, 80, 286-303.
- Azwar, S. (1993). "Kelompok subjek ini memiliki harga diri rendah: Kok tahu?". *Buletin Psikologi*, 13-17.
- Azwar, S. (2012). *Penyusunan Skala Psikologi*. Yogyakarta: Pustaka Pelajar.
- Azwar, S. (2012). *Reabilitas dan Validitas*. Yogyakarta: Pustaka Pelajar.
- Azwar, S. (2015). *Metode Penelitian*. Yogyakarta: Pustaka Pelajar.
- Baumeister, R. F. (2002). Yielding to Temptation: Self-control Failure, Impulsive Purchasing, and Consumer Behavior. *Journal of Consumer Research*, 28 (4), 670-676.
- Baumeister, R. F., Heatherton, T. F., & Tice, D. M. (1994). *Losing Control: How and Why People Fail at Self-Regulation*. San Diego, California: Academic Press, Inc.
- Baumeister, R. F., Sparks, E. A., Stillman, T. F., & Vohs, K. D. (2008). Free will in consumer behavior: Self-control, ego depletion, and choice. *Journal of Consumer Psychology*, 18, 4-13.
- Baumeister, R. F., Vohs, K. D., & Tice, D. M. (2007). The Strength Model of Self-control. *Current Directions in Psychological Science*, 16 (6), 351-355.
- bbc.co.uk. (2013, Mei 30). *BBC Consumer - How to stop buying on impulse*. Diunduh dari bbc.co.uk: <http://www.bbc.co.uk/consumer/22692730>
- Bellenger, D. N., Robertson, D. H., & Hirschman, E. C. (1978). Impulse buying varies by product. *Journal of Advertising Research*, 18, 15-18.
- BPS. (2015, April 13). *Persentase Pengeluaran Rata-rata per Kapita Sebulan Menurut Kelompok Barang*. Diambil kembali dari Badan Pusat Statistik: <https://www.bps.go.id/linkTabelStatis/view/id/937>
- Burkley, E. (2008). The Role of Self-control in Resistance to Persuasion. *Personality and Social Psychology Bulletin*, 419-431.
- Calhoun, J. F., & Acocella, J. R. (1990). *Psychology of Adjustment Human Relationship 3th ed*. New York: McGraw-Hill.

- Cheung, N. W., & Cheung, Y. W. (2010). Strain, Self-control, and Gender Differences in Delinquency Among Chinese Adolescents Extending General Strain Theory. *Sociological Perspectives*, 53 (3), 321-345.
- Coley, A., & Burgess, B. (2003). Gender Differences in Cognitive and Affective Impulse Buying. *Journal of Fashion Marketing and Management: An International Journal*, 7 (3), 282-295.
- Engel, J. F., Blackwell, R. D., & Miniard, P. W. (1990). *Consumer Behavior 6th ed.* Chicago: Dryden Press.
- Engel, J. F., Kollat, D. T., & Blackwell, R. D. (1973). *Consumer Behavior 2nd Edition.* New York: Holt, Rinehart, and Winston.
- Gailliot, M. T., Baumeister, R. F., DeWall, C. N., Maner, J. K., Plant, E. A., Tice, D. M., & Brewer, L. E. (2007). Self-Control relies on Glucose as a Limited Energy Source: Willpower Is More Than a Metaphor. *Journal of Personality and Social Psychology*, 92 (2), 325-336.
- Hadi, S. (1977). *Statistika*. Yogyakarta: Andi Offset.
- Hadi, S. (2001). Isu Uji Asumsi. *Buletin Psikologi*, 1-7.
- Hadi, S. (2004). *Statistik Jilid 2*. Yogyakarta: ANDI.
- Hoch, S. J., & Loewenstein, G. F. (1991). Time-in-consistent Preferences and Consumer Self-control. *Journal of Consumer Research*, 17 (4), 492-507.
- Hurlock, E. B. (1997). *Psikologi Perkembangan: Suatu Pendekatan Rentang Kehidupan*. Jakarta: Erlangga.
- Kaplan, R. M., & Sacuzzo, D. P. (2005). *Psychological Testing: Principles, Application, and Issues*. Canada: Wadsworth.
- Kasumaningrum, Y. (2015, Agustus 8). *Masyarakat Indonesia Kian Konsumtif*. Diambil kembali dari Pikiran Rakyat: <http://www.pikiran-rakyat.com/ekonomi/2015/08/08/337508/masyarakat-indonesia-kian-konsumtif>
- Lee, J. A., & Kacen, J. J. (2008). Cultural influences on consumer satisfaction with impulse and planned purchase decisions. *Jornal of Business Research*, 61, 265-272.
- Loudon, D. L., & Bitta, A. J. (1993). *Consumer Behavior Concept and Application: Fourth Edition*. Singapore: McGraw-Hill Book co.
- Merzer, M. (2014, November 23). *Survey: 3 in 4 Americans make impulse purchases*. Diunduh dari CreditCards.com: <http://www.creditcards.com/credit-card-news/impulse-purchase-survey.php>

- Muratore, I. (2016). Teens as Impulsive Buyers: what is the role of price? *International Journal of Retail & Distribution Management*, 44 (11), 1166-1180.
- nestpensions.org.uk. (2013, Februari 25). *Impulse-buy Brits spend 6.2 billion poundsterling on things they don't use*. Diambil kembali dari National Employment Saving Trust: <http://www.nestpensions.org.uk/schemeweb/NestWeb/includes/public/new s/Impulse-buy-Brits.html>
- Pradipto, Y. D., Winata, C., Murti, K., & Azizah, A. (2016). Think Again Before You Buy: The Relationship between Self-regulation and Impulsive Buying Behaviors among Jakarta Young Adults. *Social and Behavioral Sciences*, 222, 177-185.
- Roberts, J. A., & Manolis, C. (2012). Cooking up a recipe for self-control: the three ingredients of self-control and its impact on impulse buying. *Journal of Marketing Theory and Practice*, 20 (2), 173-188.
- Rook, D. W. (1987). The Buying Impulse. *Journal of Consumer Research*, 189-199.
- Rook, D. W., & Fisher, R. J. (1995). Normative Influence on Impulse Buying Behavior. *Journal of Consumer Research*, 22, 305-313.
- Rook, D. W., & Hoch, S. J. (1985). Consuming Impulses. *Advances in Consumer Research*, 12, 23-27.
- Santrock, J. W. (2012). *Adolescence*. New York: McGraw-Hill.
- Silvera, D. H., Lavack, A. M., & Kropp, F. (2008). Impulse Buying: The Role of Affect, Social Influence, and Subjective Well-Being. *Journal of Consumer Marketing*, 25, 23-33.
- Solomon, M. R. (1996). *Consumer Behavior: Buying, Having, and Being*. New Jersey: Prentice Hall Inc.
- Stern, H. (1962). The Significance of Impulse Buying Today. *Journal of Marketing*, 26, 59-62.
- Sultan, A. J., Joireman, J., & Sprott, D. E. (2012). Building consumer self-control: the effect of self-control excercies on impulse buying urges. *Mark Lett*, 23, 61-72.
- Tangney, J. P., Baumeister, R. F., & Boone, A. L. (2004). High Self-control Predicts Good Adjustment, Less Pathology, Better Grades, and Interpersonal Succes. *Journal of Personality*, 72 (2), 271-324.
- Utami, A. F., & Sumaryono. (2008). Pembelian Impulsif Ditinjau dari Kontrol Diri dan Jenis Kelamin pada Remaja. *Jurnal Psikologi Proyeksi*, 1 (3), 46-57.



- Verplanken, B., & Herabadi, A. G. (2001). Individual Differences in Impulse Buying Tendency: Feeling and No Thinking. *European Journal of Personality*, 15, 71-83.
- Youn, S., & Faber, R. J. (2000). Impulse Buying: Its Relation to Personality Traits and Cues. *Advances in Consumer Research*, 27, 179-185.