

Daftar Pustaka

- Acutis, M., Scaglia, B., & Confalonieri, R. (2012). Perfunctory analysis of variance in agronomy, and its consequences in experimental results interpretation. *European Journal of Agronomy*, 43, 129–135. DOI: 10.1016/j.eja.2012.06.006.
- Azwar, S. (2000, Juli 22). Re: Asumsi-asumsi dalam Inferensi Statistika [web log message]. diunduh dari <http://azwar.staff.ugm.ac.id/files/2010/04/Asumsi-asumsi-dalam-Inferensi-Statistika1.pdf>, 28 Februari 2016.
- Azwar, S. (2011). *Metode Penelitian*. Yogyakarta: Pustaka Pelajar.
- Badan Pusat Statistik. (2015). *Berita Resmi Statistik No. 17/02/Th.XVIII tentang Pertumbuhan Ekonomi Indonesia*. Jakarta: Badan Pusat Statistik.
- Baumeister, R. F. (2002). Yielding to temptation: Self Control Failure, Impulsive Purchasing, and Consumer Behavior. *Journal of Consumer Research*, 28, 670-676.
- Baumeister, R. F., Vohs, K. D., & Tice, D. M. (2007). The strength model of self-control. *Current Directions In Psychological Science*, 16, 321-355.
- Bellizi, J. A., Crowley, A. E., & Hasty, R. W. (1983). The Effect Of Color In Store Design. *Journal Of Retailing*, 5(1), 21-45.
- Business Wire. (2011). *Psychology of Color is Helpful in Choosing Interior Paint Schemes*. New York: Business And Economics.
- Cheng, F. F., Wu, C. S., & Yen, D. C. (2009). The effect of online store atmosphere on consumer's emotional responses an experimental study of music and colour. *Behaviour & Information Technology*, 28(4), 323–334.
- Cyr, D. (2013). Website Design, Trust and Culture: An Eight Country Investigation. *Electronic Commerce Research and Application*, 12, 373-385.
- Dawson, S., & Kim, M. (2009). External and internal trigger cues of impulse buying Online. *Direct Marketing: An International Journal*, 3(1), 20-34.
- De Wulf, K., Schillewaert, N., Muylle, S., & Rangarajan, D. (2005). The Role Of Pleasure in Website Success. *Information & Management*, 43, 434-446.
- Dhar, R., & Wertenbroch, K. (2000). Consumer Choice Between Hedonic and Utilitarian Goods. *Journal of Marketing- Research*, 37, 60-71.
- Diekhoff, G. (1992). *Statistics for the Social and Behavioral Sciences: Univariate, Bivariate, Multivariate*. Dubuque: Wm. C. Brown Publisher.
- Epita, D. N. (in press). Efek jenis produk dan navigasi website terhadap pembelian impulsif online. *Jurnal Psikologi UGM*.
- Fajardo, I., Canas, J.J., Salmeron, L., & Abascald, J. (2009). Information structure and practice as facilitators of deaf users' navigation in textual websites. *Behaviour & Information Technology*, 28(1), 87-97.
- Elliot, A. J., & Maier, M. A. (2007). Color and Psychological Functioning. *Current Directions In Psychological Science*, 16(5), 250-254.
- Floh, A., & Madlberger, M. (2013). The role of atmospheric cues in online impulse-buying behavior. *Electronic Commerce Research and Applications*, 12(6), 425-439.
- George, B. P., & Yaoyuneyong, G. (2010). Impulse Buying and Cognitive Dissonance: A Study Conducted among the Spring Break Student Shoppers. *Young Consumers*, 11(4), 291-306.

- Hartney, E. (2016, April 18). Compulsive vs. Impulsive Shopping [web log message]. diunduh dari <https://www.verywell.com/difference-between-compulsive-and-impulsive-shopping-22336>, 6 Juni 2016.
- Herabadi, A. G. (2003). Buying impulses: A study on impulsive consumption. (Disertasi tidak terpublikasikan). Retrieved from Radboud Repository of the Radboud University of Nijmegen, <http://hdl.handle.net/2066/19379>.
- Jacob, K. J. (2004). Classification and Categorization: A Difference that Makes a Difference. *Library Trends*, 52(3), 515-540.
- Jameson, J. T. (2009). *Explanation and Structure-Mapping in Theory-Based Categorization* (Disertasi Doktor). Northwestern University (UMI Number: 3352553).
- Kacen, J, L., & Lee, J, A. (2002). The Influence of Culture on Consumer Impulsive Buying Behavior. *Journal Of Consumer Psychology*, 12(2), 163-176.
- Kahneman, D. (2010). *Thinking fast and slow*. New York: Farrar, Straus and Giroux.
- Kalla, S. M., & Arora, A. P. (2011). Impulse Buying: A Literature Review. *Global Business Review*, 12(1), 145–157.
- Kementrerian Komunikasi dan Informatika. (2014, Maret 8). Pengguna Internet di Indonesia Mencapai 82 juta [web log message]. diunduh dari https://kominfo.go.id/index.php/content/detail/3980/Kemkominfo%3A+Pengguna+Internet+di+Indonesia+Capai+82+Juta/0/berita_satker, 30 Maret 2015.
- Kurt, S., & Osueke, K. K. (2014). The Effects of Color on the Moods of College Students. *SAGE Open*, 1–12.
- Lee, S., & Rao, V. S. 2010. Color And Store Choice In Electronic Commerce: The Explanatory Role Of Trust. *Journal Of Electronic Commerce Research*, 11(2), 110-126.
- Lin, J., & Chuan, C. H. (2013). A Study on Youth Online Impulsive Purchase The Relationship between Individual Difference, Shopping Environment, Emotion Response and Purchase. *Journal of Creative Communications*, 8(283), 209–229.
- Lo, L., & Lin, S. W. (2013). Three Ways To Convert Browsing Into Impulse Buying: Website Streamline And Decoration. *Management, Knowledge and Learning International Convergence*, 1177-1186.
- Madhavaram, S. R., & Laverie, D. A. (2004). Exploring impulse purchasing on the internet. *Advance in Consumer Research*, 31, 59–66.
- Martino, J. H. (1988). Children's Categorization Of Objects And Scenes: A Study In The Internal Structure Of Categories (Disertasi tidak terpublikasi). Iowa State University, Ames.
- Miladani, D. F. (2013). *Pengaruh Stabilitas Suasana Hati (Mood) dan Teman Sebaya Terhadap Pembelian Impulsif* (Tesis tidak diterbitkan). Fakultas Psikologi Universitas Gadjah Mada, Yogyakarta.
- Mihi, M., & Kursam, I. (2010). Assessing The Situational Factors And Impulsive Buying Behavior: Market Segmentation Approach. *Management*, 15(2), 47-66.
- Mirescu, S. V. (2010). The Premises And The Evolution Of Electronic Commerce. *Journal of Knowledge Management, Economics and Information Technology*, 1-11.
- Mitra, W. (2014, September 16). Data Statistik Mengenai Pertumbuhan Pangsa Pasar E-Commerce di Indonesia Saat Ini [web log message]. diunduh dari

- <http://startupbisnis.com/data-statistik-mengenai-pertumbuhan-pangsa-pasar-e-commerce-di-indonesia-saat-ini/>, 30 Maret 2015.
- Mofarah, M. Y., Tamtan, Z. S., Dadashi, M. T., & Banihashemian, S.H. (2013). How Color Affects Marketing. *Arabian Journal of Business and Management Review (Oman Chapter)*, 2(6), 163-171.
- Montoya-Weiss, M., Voss, G.B., & Grewal, D. (2003). Determinants of Online Channel Use and Overall Satisfaction with Relational, Multichannel Service Provider. *Journal of The Academy of Marketing Science*, 31, 448-458.
- Morton, J. L. (2015). Welcome to Color Matters. Retrieved From <http://www.colormatters.com/>.
- Myer, J. L. (1979). *Fundamentals of Experimental Design* (3rd ed.). Boston: Allyn and Bacon.
- Munandar, A. S. (2004). *Psikologi Industri dan Organisasi*. Jakarta: UI-Press.
- Mulyono, F. (2013). Faktor Demografis Dalam Perilaku Pembelian Impulsif. *Jurnal Administrasi Bisnis*, 8(1), 88–105.
- Nanehkaran, Y. A. (2013). An Introduction To Electronic Commerce. *International journal of scientific & technology Research*, 2(4), 190-193.
- National Endowment for Financial Education. (2012). *Impulse Buying Survey Summary* (pp. 1–3). Retrieved from www.nefe.org/Portals/0/WhatWeProvide/PrimaryResearch/ConsumerPolls/PDF/Impulse%20Buying%20Survey%20Summary.pdf.
- Newman, B. M., & Newman, P. R. (2012). *Life-Span: A Psychosocial Approach* (11th ed.). Wadsworth: Cengage Learning.
- Parboteeah, D. V., Valacich, J. S., & Wells, J. D. (2009). The Influence of Website Characteristics on a Consumer's Urge to Buy Impulsively. *Information Systems Research*, 20(1), 60-78.
- Rook, D. W. (1987). The Buying Impulse. *The Journal Of Consumer Research*, 14(2), 189-199.
- Saraswat, R., & Prakash, G. (2013). Review Of Literature On Factor Affecting Impulse Buying Behavior Of Consumers. *4D Journal of Technology and Science*, 1(1), 60-66.
- Schiffman, L., & Kanuk, L. Z. (2008). *Perilaku Konsumen*. (7th Ed). (Kasip, Z). Jakarta: Indeks. (Original Works published 2000).
- Schmider, E., Ziegler, M., Danay, E., Beyer, L., & Bühner, M. 2010. Is it really robust? Reinvestigating the Robustness of ANOVA against violations of the normal distribution assumption. *Methodology* 4, 147–151. DOI: 10.1027/1614-2241/a000016.
- Shen, K. N., & Khalifa, M. (2012). System Design Effects On Online Impulse Buying. *Internet Research*, 22(4), 396-425.
- Shoppercentric. (2008). *Windows on Impulse* (Windows) (pp. 1–17). Retrieved from <http://www.shoppercentric.co.uk/shopper-industry-reports/Impulse>.
- Singh, S. (2006). Current Research Development Impact Of Color On Marketing. *Management Decision*, 44(6), 783-789.
- Singh, N & Srivastava, S. K. (2011). Impact of Colors on The Psychology of Marketing – A Comprehensive Over View. *Management And Labour Studies*, 36(2), 199-209.
- Spool, J. (2002). What Causes Customers to Buy on Impulse. *Bor Dollars: Discover How People Buy Online*, 2-7.
- Stern, H. (1962). The Significance of Impulse Buying Today. *Journal of Marketing*, 10(2), 59-62.



- Utami, C. W. (2010). *Manajemen Ritel: Strategi dan Implementasi Operasioanal Bisnis Ritel Modern di Indonesia*. Jakarta: Salemba Empat.
- Verhagen, T., & van Dolen, W. (2011). The influence of *online* store beliefs on consumer *online* impulse buying: A model and empirical application. *Information & Management*, 48, 320-327.
- Verplanken, B. & Herabadi, A. (2001). Individual differences in impulse buying tendency: Feeling and no thinking. *European Journal of Personality*, 15, 71-83. doi: 10.1002/per.423.
- Vrechopoulous, A. P., O'Keefe, R. M., Doukidis, G. I & Siomkosc, G. J. (2004). Virtual store layout: an experimental comparison in the context of grocery retail. *Journal of Retailing*, 80, 13–22.
- Wirdasari, D. (2009). Teknologi *E-Commerce* Dalam Proses Bisnis. *Jurnal Saintikom*, 7(2), 324-335.
- Wu, I. L., Chen, K. W., & Chiu, M. L. (2016). Defining key drivers of *online* impulse purchasing: A perspective of both impulse shoppers and system users. *International Journal of Information Management*. 36(3), 284-296.
- Yang, D. J., Huang, K. C., & Feeng, X. (2011). A Study of the Factors that Affect the Impulsive Cosmetics Buying of Female Consumers in Kaohsiung. *International Journal of Business and Social Science*, 24, 275-282.