

REFERENCES

- Abbasi, B. (2017). International Review of Management and Marketing Relationship between Consumer Characteristics and Impulse Buying Behavior: The Mediating Role of Buying Intention of New Clothing Buyers. *International Review of Management and Marketing*, 7(1), 26–33.
- Ahmad, M. B., Ali, H. F., Malik, M. S., Humayun, A. A., & Ahmad, S. (2019). Factors Affecting Impulsive Buying Behavior with Mediating role of Positive Mood: An Empirical Study. *European Online Journal of Natural and Social Sciences*, 8(1), 17–35. <https://european-science.com/eojnss/article/view/5510>
- Amiri, F., Jasour, J., Shirpour, M., & Alizadeh, T. (2012). Evaluation of Effective Fashionism Involvement Factors Effects on Impulse Buying of Customers and Condition of Interrelation between These Factors. *Undefined*.
- ASRINTA, P. S. (2018). The Influence of Sales Promotion and Store Atmosphere towards Impulse Buying with Shopping Emotion as Intervening Variable. *JOURNAL OF RESEARCH IN MANAGEMENT*, 1(2). <https://doi.org/10.32424/JORIM.V1I2.27>
- Azhari, G. F., Nugrahawati, E. N., Dwarawati, D., Psikologi, P., & Psikologi, F. (2020). Hubungan Positive Emotion dengan Online Impulsive Buying pada Mahasiswa Universitas Islam Bandung. *Prosiding Psikologi*, 6(2), 776–781. <https://doi.org/10.29313/.V6I2.24424>
- Bandyopadhyay, N. (2016). The role of self-esteem, negative affect and normative influence in impulse buying: a study from India. *Marketing Intelligence & Planning*, 34(4). <https://doi.org/10.1108/eb045784>
- Barros, L. B. L., Petroll, M. de L. M., Damacena, C., & Knoppe, M. (2019). Store atmosphere and impulse: a cross-cultural study. *International Journal of Retail and Distribution Management*, 47(8), 817–835. <https://doi.org/10.1108/IJRDM-09-2018-0209/FULL/XML>
- Baumgartner, H. (2002). Toward a Personology of the Consumer. *Journal of Consumer Research*, 29(2), 286–292. <https://doi.org/10.1086/341578>
- BEATTY, S. E., & FERRELL, M. E. (1998). Impulse Buying: Modeling Its Precursors. *Journal of Retailing*, 74(2), 169–191. https://www.academia.edu/5016549/Impulse_Buying_Modeling_Its_Precursors
- Belk, R. W. (1984). Three Scales to Measure Constructs Related to Materialism: Reliability, Validity, and Relationships to Measures of Happiness. *ACR North American Advances*, 11, 291–297. <https://www.acrwebsite.org/volumes/6260/volumes/v11/NA-11/full>
- Belk, R. W. (1985). Materialism: Trait Aspects of Living in the Material World. *Journal of Consumer Research*, 12(3), 265–280.

<https://doi.org/10.1086/208515>

- Berman, B., & Evans, J. R. (2001). *Retail management : a strategic approach*. Nj. : Prentice Hall. <https://opac.perpusnas.go.id/DetailOpac.aspx?id=6561>
- Bitner, M. J. (2018). Servicescapes: The Impact of Physical Surroundings on Customers and Employees. *Https://Doi.Org/10.1177/002224299205600205*, 56(2), 57–71. <https://doi.org/10.1177/002224299205600205>
- Boutsouki, C. (2019). Impulse behavior in economic crisis: a data driven market segmentation. *International Journal of Retail and Distribution Management*, 47(9), 974–996. <https://doi.org/10.1108/IJRDM-08-2018-0165/FULL/XML>
- Campbell, J. B., & Wayne, R. H. (2011). *Introduction to Remote Sensing, Fifth Edition* (5th ed.). Guilford Press.
- Chang, H. J., Eckmanb, M., & Yanb, R. N. (2011). Application of the Stimulus-Organism-Response model to the retail environment: the role of hedonic motivation in impulse buying behavior. *The International Review of Retail, Distribution and Consumer Research*, 21(3), 233–249. <https://doi.org/10.1080/09593969.2011.578798>
- Chavosh, A., Halimi, A. B., Namdar, J., Choshalyc, S. H., & Abbaspour, B. (2011). The Contribution of Product and Consumer Characteristics to Consumer's Impulse Purchasing Behaviour in Singapore . *Proceedings of 2011 International Conference on Social Science and Humanity*, 1, 248–252. https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2002338
- Choirul, A., & Artanti, Y. (2019). Millennia's impulsive buying behavior: does positive emotion mediate. *Journal of Economics, Business, and Accountancy Ventura*, 22(2), 223–236. <https://doi.org/10.14414/jebav.v22i2.1738>
- Cinjarevic, M., Tatic, K., & Petric, S. (2011). See It, Like It, Buy It! Hedonic Shopping Motivations and Impulse Buying. *Economic Review: Journal of Economics and Business*, 09(1), 3–15. <https://www.econstor.eu/handle/10419/193794>
- Coopersmith, S. (1967). *The antecedents of self-esteem*. W. H. Freeman. https://openlibrary.org/books/OL5543113M/The_antecedents_of_self-esteem.
- Dávila Blázquez, J. F. (2016). *A study of the factors that influence materialism in children*. <https://dialnet.unirioja.es/servlet/tesis?codigo=83200&info=resumen&idioma=ENG>
- Direktorat Jenderal Kekayaan Intelektual. (2016, February 10). *Pangkalan Data Kekayaan Intelektual*. Publikasi A . [https://pdki-indonesia.dgip.go.id/detail/J002013060741?type=trademark&keyword=mini so](https://pdki-indonesia.dgip.go.id/detail/J002013060741?type=trademark&keyword=mini%20so)

- Duh, H. I. (2015). Antecedents and Consequences of Materialism: An Integrated Theoretical Framework. *Journal of Economics and Behavioral Studies*, 7(1(J)), 20–35. [https://doi.org/10.22610/jebs.v7i1\(J\).560](https://doi.org/10.22610/jebs.v7i1(J).560)
- Duong, P., & Trade, M. K. (2018). The Effect of In-Store Marketing on Tourists' Positive Emotion and Impulse Buying Behavior—An Empirical Study in Ho Chi Minh City, Vietnam. *Asia Pacific Journal of Marketing and Logistics*, 30(5), 119–125. <https://doi.org/10.18178/ijtef.2019.10.5.648>
- Ferdinand, A. (2005). *Metode Penelitian Manajemen*. Universitas Diponegoro. <https://onsearch.id/Record/IOS7783.ai:slims-27915>
- Fitriyana, F., Mustafid, M., & Suparti, S. (2013). ANALISIS PENGARUH KUALITAS LAYANAN DAN KUALITAS PRODUK TERHADAP LOYALITAS PELANGGAN PADA ONLINE SHOP MENGGUNAKAN STRUCTURAL EQUATION MODELING. *Jurnal Gaussian*, 2(2), 99–108. <https://doi.org/10.14710/J.GAUSS.V2I2.2776>
- Fredrickson, B. L. (1998). What good are positive emotions? *Review of General Psychology*, 2(3), 300–319. <https://doi.org/10.1037/1089-2680.2.3.300>
- Ghozali, I. (2005). *Aplikasi Analisis Multivariate dengan Menggunakan Program SPSS*. https://scholar.google.com/scholar?hl=id&as_sdt=0%2C5&scioq=Baker+J+%281986%29.+The+role+of+environment+in+marketing+services%3A+the+consumer+perspective%2C+in%3A+Czpeil+JA%2C+Congram+C%2C+Shanaham%2C+J.+%28Eds.%29.+The+services+marketing+challenge%3A+Integrated+for+competitive+advantage%2C+Chicago%3A+American+Marketing+Association.+pp.+79-&q=Ghozali%2C+I.+%282005%29.+Aplikasi+Analisis+Multivariate+dengan+Program+SPSS+&btnG=
- Ghozali, I. (2014, August). *Structural Equation Modeling Metode Alternatif dengan Partial Least Squares (PLS)*. Badan Penerbit Universitas Diponegoro. https://www.researchgate.net/publication/289674653_Structural_Equation_Modeling_Metode_Alternatif_dengan_Partial_Least_Squares_PLS
- Hadjali, H. R., Shankar Bhakat, R., Hadjali, H. R., Salimi, M., Nazari, M., & Ardestani, M. S. (2012). Exploring main factors affecting on impulse buying behaviors Related papers A Review of Impulse Buying Behavior Exploring main factors affecting on impulse buying behaviors. *Journal of American Science*, 8(1). <http://www.americanscience.orghttp://www.americanscience.org245editor@americanscience.org>
- Hair, J. F., Sarstedt, M., Hopkins, L., & Kuppelwieser, V. G. (2014). Partial least squares structural equation modeling (PLS-SEM): An emerging tool in business research. *European Business Review*, 26(2), 106–121. <https://doi.org/10.1108/EBR-10-2013-0128/FULL/XML>

- Hair Jr, J., Babin, B., & State, R. A. (2010). A global perspective. *Kennesaw: Kennesaw State University*. http://sutlib2.sut.ac.th/sut_contents/H139232.pdf
- Hetharie, J. A. (2012). IMPULSE BUYING TENDENCY: STUDI PADA KONSUMEN MATAHARI DEPARTEMENT STORE KOTA AMBON. *IQTISHODUNA*, 8(2). <https://doi.org/10.18860/IQ.V0I0.2128>
- Hussain, R., & Ali, M. (2015). Effect of Store Atmosphere on Consumer Purchase Intention. *International Journal of Marketing Studies*, 7(2). <https://doi.org/10.5539/ijms.v7n2p35>
- Iyer, G. R., Blut, M., Xiao, S. H., & Grewal, D. (2020). Impulse buying: a meta-analytic review. *Journal of the Academy of Marketing Science*, 48(3), 384–404. <https://doi.org/10.1007/S11747-019-00670-W/TABLES/9>
- Jungselius, B., & Weilenmann, A. (2019). Same same but different: Changes in social media practices over time. *ACM International Conference Proceeding Series*, 184–193. <https://doi.org/10.1145/3328529.3328559>
- Kasser, T., & Ahuvia, A. (2002). Materialistic values and well-being in business students. *European Journal of Social Psychology*, 32(1), 137–146. <https://doi.org/10.1002/ejsp.85>
- Khan, M. K., Hashim, M., Akram, U., Hui, P., Kaleem Khan, M., & Rasheed, S. (2016). Impact of Store Atmosphere on Impulse Buying Behaviour: Moderating Effect of Demographic Variables. *International Journal of U-and e-Service*, 9(7), 43–60. <https://doi.org/10.14257/ijunesst.2016.9.7.05>
- Lamb, C. W., Hair, L. J. F., & McDaniel, C. (n.d.). *Pemasaran Bulu I. Salemba Empat*. Retrieved November 22, 2022, from <https://www.onesearch.id/Record/IOS13433.SBPUSAW000000000001402>
- Levy, M., Weitz, B., Grewal, D., & Madore, M. (2012). *Retailing management*. https://www.academia.edu/download/6062130/2008_winter_mark_468_lec_b2.pdf
- Lim, X. J., Radzol, A. R. bt M., Cheah, J.-H., & Wong, M. W. (2017). The Impact of Social Media Influencers on Purchase Intention and the Mediation Effect of Customer Attitude. *Asian Journal of Business Research*, 7(2), 19–36. <https://doi.org/10.14707/ajbr.170035>
- Lyubomirsky, S., Tkach, C., & DiMatteo, M. R. (2006). What are the Differences between Happiness and Self-Esteem. *Social Indicators Research*, 78(3), 363–404. <https://doi.org/10.1007/S11205-005-0213-Y>
- Mamuaya, N. C. I. (2018). THE EFFECT OF SALES PROMOTION AND STORE ATMOSPHERE ON HEDONIC SHOPPING MOTIVATION AND IMPULSIVE BUYING BEHAVIOR IN HYPERMART MANADO CITY. *Lecturer Scientific Papers*, 13(1). <http://localhost:8080/xmlui/handle/123456789/157>

- Miniso. (2022, August 15). *About Miniso*. Miniso. <http://www.miniso.co.id/>
- Mohan, G., Sivakumaran, B., & Sharma, P. (2013). Impact of store environment on impulse buying behavior. *European Journal of Marketing*, 47(10), 1711–1732. <https://doi.org/10.1108/EJM-03-2011-0110/FULL/XML>
- Moschis, G. P., & Gilbert A. Churchill, J. (2018). Consumer Socialization: A Theoretical and Empirical Analysis. *Https://Doi.Org/10.1177/002224377801500409*, 15(4), 599–609. <https://doi.org/10.1177/002224377801500409>
- Mruk, C. J. (2006). Self-Esteem Research, Theory, and Practice: Toward a Positive Psychology of Self-Esteem. In *Self-esteem research, theory, and practice: Toward a positive psychology of self-esteem*. Springer Publishing Company., https://books.google.com/books/about/Self_Esteem_Research_Theory_and_Practice.html?hl=id&id=saKuReD1_VEC
- Nascimento-Cunha, J. S., Rodrigues de Abreu, N., Agnaldo do Nascimento, J., Nascimento-Cunha, J. S., Rodrigues de Abreu, N., & Agnaldo do Nascimento, J. (2018). Materialism and its influence on the subjective quality of life of Brazilian adolescents. *Estudios Gerenciales*, 34(148), 251–261. <https://doi.org/10.18046/J.ESTGER.2018.148.2582>
- Nayebzadeh, S., & Jalaly, M. (2014). Investigating Iranian female Muslim consumer impulse buying behaviour used as a form of retail therapy. *Journal of Islamic Marketing*, 5(2), 302–320. <https://doi.org/10.1108/JIMA-05-2012-0029>
- Nuri, N., & Wahyudi, H. (2020). Hubungan Self Esteem dengan Impulsive Buying pada Mahasiswi Universitas Islam Bandung. *Prosiding Psikologi*, 6(2), 119–123. <https://doi.org/10.29313/.V6I2.22325>
- 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*, 22, 71–76. <https://doi.org/10.1016/J.JRETCONSER.2014.10.004>
- Pandey, R., Tiwari, G. K., Parihar, P., & Rai, P. K. (2019). Positive, not negative, self-compassion mediates the relationship between self-esteem and well-being. *Psychology and Psychotherapy: Theory, Research and Practice*. <https://doi.org/10.1111/papt.12259>
- Piron, F. (1991). Defining Impulse Purchasing. *ACR North American Advances*, 18, 509–514. <https://www.acrwebsite.org/volumes/7206/volumes/v18/NA-18/full>
- Pradhan, D., Israel, D., & Jena, A. K. (2018). Materialism and compulsive buying behaviour: The role of consumer credit card use and impulse buying. *Asia Pacific Journal of Marketing and Logistics*, 30(5), 1239–1258. <https://doi.org/10.1108/APJML-08-2017-0164/FULL/XML>
- Pragita, A. A., DH, A. F., & Kumadji, S. (2013). Pengaruh Store Atmosphere

- (Suasana Toko) Terhadap Emosi Dan Dampaknya Kepada Keputusan Pembelian (Survei pada Pengunjung Bakerâ€™s Kings di Mall Olympic Garden Malang). *PROFIT: JURNAL ADMINISTRASI BISNIS*, 7(1). <https://profit.ub.ac.id/index.php/profit/article/view/295>
- Purwadi, P., Devitasari, B., & Darma, D. C. (2020). Store Atmosphere, SERVQUAL and Consumer Loyalty: Case Study of Excelso Coffee Shop. *SEISENSE Journal of Management*, 3(4), 21–30. <https://doi.org/10.33215/SJOM.V3I4.385>
- Rahadhini, D. M., Lukiyanto, K., & Wibowo, E. (2020). The Role Of Positive Emotion In Hedonic Shopping Value Affecting Consumers" Impulse Buying Of Fashion Products Entrepreneurship Development for Traditional Society View project Informal Worker in Construction Project View project The Role Of Positive Emotion In Hedonic Shopping Value Affecting Consumers" Impulse Buying Of Fashion Products. *Article in International Journal of Scientific & Technology Research*, 9, 2. www.ijstr.org
- Rashid, M. A., Islam, T., Uzair, M., And, M., & Ahmer, Z. (2019). *IMPACT OF MATERIALISM ON IMPULSIVE BUYING: MEDIATING ROLE OF CREDIT CARD USE AND BRAND LOYALTY*. 57(1), 23–66.
- Rehmat, M., Farooqi, S., & Mukhtar, K. (2021). *Influence of materialism on impulse buying: Moderated mediation model*. 6104| Khadija Mukhtar *INFLUENCE OF MATERIALISM ON IMPULSE BUYING: MODERATED MEDIATION MODEL INFLUENCE OF MATERIALISM ON IMPULSE BUYING: MODERATED MEDIATION MODEL*. 20(5), 6104–6117. <https://doi.org/10.17051/ilkonline.2021.05.686>
- Rey, L., Extremera, N., & Pena, M. (2011). Perceived Emotional Intelligence, Self-Esteem and Life Satisfaction in Adolescents. *Psychosocial Intervention*, 20(2), 227–234. <https://doi.org/10.5093/IN2011V20N2A10>
- Richins, M. L., & Dawson, S. (1992). A Consumer Values Orientation for Materialism and Its Measurement: Scale Development and Validation. *Journal of Consumer Research*, 19(3), 303–316. <https://doi.org/10.1086/209304>
- Rosenberg, M. (1965). Rosenberg Self-Esteem Scale. *Self Report Measures for Love and Compassion Research: Self-Esteem*.
- Ruvalcaba-Romero, N. A., Fernández-Berrocal, P., Salazar-Estrada, J. G., & Gallegos-Guajardo, J. (2017). Positive emotions, self-esteem, interpersonal relationships and social support as mediators between emotional intelligence and life satisfaction. *Journal of Behavior, Health & Social Issues*, 9(1), 1–6. <https://doi.org/10.1016/J.JBHSI.2017.08.001>
- Salzman, M., & Matathia, I. (2015). *Next Now: Trends for the Future*. St. Martin's Publishing Group. <https://books.google.co.id/books?hl=id&lr=&id=LgwXCAAQBAJ&oi=fnd>

&pg=PR7&dq=M.+Salzman+and+I.+Matathia,+Next+now:+Trends+for+the+future.+St.+Martin's+Press,+2015.&ots=EMIsObLnZD&sig=0UP10FkN7vJeMPNI7Hsaiv99tnk&redir_esc=y#v=onepage&q=M. Salzman and I. Matathia%2C Next now%3A Trends for the future. St. Martin's Press%2C 2015.&f=false

- Sandha, T., Hartati, S., & Fauziah, N. (2012). HUBUNGAN ANTARA SELF ESTEEM DENGAN PENYESUAIAN DIRI PADA SISWA TAHUN PERTAMA SMA KRISTA MITRA SEMARANG. *Jurnal EMPATI*, 1(1), 47–82. <https://doi.org/10.14710/EMPATI.2012.420>
- Santini, F. D. O., Ladeira, W. J., Vieira, V. A., Araujo, C. F., & Sampaio, C. H. (2019). Antecedents and consequences of impulse buying: a meta-analytic study. *RAUSP Management Journal*, 54(2), 178–204. <https://doi.org/10.1108/RAUSP-07-2018-0037/FULL/PDF>
- Santoso, singgih. (2018). *Konsep Dasar dan Aplikasi SEM dengan Amos 24 - Singgih Santoso - Google Buku*. Elex Media Komputindo. https://books.google.co.id/books?id=BLFfDwAAQBAJ&dq=santoso+2018+&lr=&hl=id&source=gbs_navlinks_s
- Schiffman, L. G., & Kanuk, L. L. (2007). *Consumer Behavior* (9th ed.). Pearson Education Inc. https://scholar.google.com/scholar?hl=id&as_sdt=0%2C5&scioq=Baker+J+%281986%29.+The+role+of+environment+in+marketing+services%3A+the+consumer+perspective%2C+in%3A+Czpeil+JA%2C+Congram+C%2C+Shanaham%2C+J.+%28Eds.%29.+The+services+marketing+challenge%3A+Integrated+for+competitive+advantage%2C+Chicago%3A+American+Marketing+Association.+pp.+79-&q=Schiffman%2C+L.G.%2C+and+Kanuk%2C+L.L.+%282007%29%2C+Consumer+Behavior%2C+9th+Ed.%2C+Pearson&btnG=
- Simanjuntak, M., & Hamimi, U. K. (2019). Penanganan Komplain dan Komunikasi Word-Of-Mouth (WOM). *Jurnal Ilmu Keluarga & Konsumen*, 12(1), 75–86. <https://doi.org/10.24156/JIKK.2019.12.1.75>
- Singh, R., & Nayak, J. K. (2016). Effect of family environment on adolescent compulsive buying: mediating role of self-esteem. *Asia Pacific Journal of Marketing and Logistics*, 28(3), 396–419. <https://doi.org/10.1108/APJML-05-2015-0082/FULL/XML>
- Sobel, M. E. (1982). Asymptotic Confidence Intervals for Indirect Effects in Structural Equation Models. *Sociological Methodology*, 13, 290. <https://doi.org/10.2307/270723>
- Solimun. (2002). *Structural Equation Modeling Lisrel dan Amos* (NULL). FMIPA Univ, Brawijaya.
- Sugiono. (2016). *Metode Penelitian Kuantitatif, Kualitatif, dan R&D – MPKK* (2nd ed.). CV ALFABETA . <https://cvalfabeta.com/product/metode-penelitian->

kuantitatif-kualitatif-dan-rd-mpkk/

- Suliyanto. (2011). *Ekonometrika Terapan : Teori dan Aplikasi dengan SPSS / Suliyanto ; Editor, Fl. Sigit Suyantoro | PERPUSTAKAAN UNIVERSITAS MUHAMMADIYAH MAKASSAR. In F. S. Suyantoro (Ed.), Andi (1st ed.). Andi. <https://library.unismuh.ac.id/opac/detail-opac?id=104968>*
- Surbakti, H. (2012). *Apakah yang Dimaksud dengan “Self-Esteem”?* Halaman 2 - *Kompasiana.com*.
https://www.kompasiana.com/akf2012/552c5c7a6ea834da728b4590/apakah-yang-dimaksud-dengan-selfesteem?page=2&page_images=1
- Tamaro, A., Kesejahteraan, P., & Bandung, S. (2020). SELF ESTEEM ANAK ASUH DI PANTI SOSIAL ASUHAN ANAK PUTRA UTAMA 3 JAKARTA SELATAN. *Peksos: Jurnal Ilmiah Pekerjaan Sosial, 19(2)*.
<https://doi.org/10.31595/PEKSOS.V19I2.326>
- Thoumrungroje, A. (2014). The Influence of Social Media Intensity and EWOM on Conspicuous Consumption. *Procedia - Social and Behavioral Sciences, 148*, 7–15. <https://doi.org/10.1016/J.SBSPRO.2014.07.009>
- Tirmizi, M. A., Rehman, K.-U., & Saif, M. I. (2009). An Empirical Study of Consumer Impulse Buying Behavior in Local Markets Cite this paper An Empirical Study of Consumer Impulse Buying Behavior in Local Markets. *European Journal of Scientific Research, 28(4)*, 522–532.
<http://www.eurojournals.com/ejsr.htm>
- Troilo, G. (2017). *Marketing In Creative Industries: Value, Experience and Creativity*. Bloomsbury Publishing.
https://books.google.co.id/books?hl=id&lr=&id=MZIGEAAAQBAJ&oi=fnd&pg=PP1&dq=Troilo,+G+2015.+Marketing+in+creative+industries:+value,+experience+and+creativity,+Macmillan+&ots=FEfesCpF8u&sig=Y80mQyYfzbZl-jlXMaCJhBpZ5rA&redir_esc=y#v=onepage&q&f=false
- Turley, L. W., & Milliman, R. E. (2000). Atmospheric Effects on Shopping Behavior: A Review of the Experimental Evidence. *Journal of Business Research, 49(2)*, 193–211. [https://doi.org/10.1016/S0148-2963\(99\)00010-7](https://doi.org/10.1016/S0148-2963(99)00010-7)
- Twenge, J. M., & Campbell, K. W. (2016). Self-Esteem and Socioeconomic Status: A Meta-Analytic Review. *Http://Dx.Doi.Org/10.1207/S15327957PSPR0601_3, 6(1)*, 59–71.
https://doi.org/10.1207/S15327957PSPR0601_3
- Ünsalan, M. (2016). Stimulating Factors of Impulse Buying Behavior: A Literature Review. *Gazi Universitesi İktisadi ve İdari Bilimler Fakültesi Dergisi, 18(2)*, 572–593.
- Vaske, J. J., Beaman, J., & Sponarski, C. C. (2017). Rethinking Internal Consistency in Cronbach’s Alpha. *Leisure Sciences, 39(2)*, 163–173.
<https://doi.org/10.1080/01490400.2015.1127189>

- Vohra, A. V. (2016). Materialism, Impulse Buying and Conspicuous Consumption: A Qualitative Research. *Http://Dx.Doi.Org/10.1177/0972150915610682*, 17(1), 51–67. <https://doi.org/10.1177/0972150915610682>
- Vonkeman, C., Verhagen, T., & van Dolen, W. (2017). Role of local presence in online impulse buying. *Information & Management*, 54(8), 1038–1048. <https://doi.org/10.1016/J.IM.2017.02.008>
- Widyastuti, P. (2018). Does visual merchandising, store atmosphere and private label product influence impulse buying? Evidence in Jakarta. *Www.Jbrmr.Com A Journal of the Academy of Business and Retail Management*, 12. www.jbrmr.com
- Wilcox, K., & Kramer, T. (2011). Indulgence or Self-Control: A Dual Process Model of the Effect of Incidental Pride on Indulgent Choice. *Article in Journal of Consumer Research*. <https://doi.org/10.1086/657606>
- Youn, S., & Faber, R. J. (2000). Impulse Buying: Its Relation to Personality Traits and Cues. *ACR North American Advances*, 27, 179–185. <https://www.acrwebsite.org/volumes/8383/volumes/v27/NA-27/full>
- Yudiatantri, A., & Nora, L. (2019). The Effect of Store Atmosphere and Packaging Design toward Impulsive Buying with Shopping Lifestyle As a Moderating Variable at Carrefour in Jakarta. *KnE Social Sciences*, 2019, 474–491. <https://doi.org/10.18502/kss.v3i26.5395>

