

### Daftar Pustaka

- Aaker, J. L., & Brumbaugh, S. A. (2000). Nontarget markets and viewer distinctiveness: The impact of Target Marketing on Advertising Attitude. *Journal of Consumer Psychology*, 9(3), 127-140.
- Agung, A. A. (2012). *Metodologi Penelitian Pendidikan*. Singaraja: Undiksha.
- Ahuvia, A. C. (1992). For The Love Of Money: Materialism And Product Love. In Meaning, Measure, And Morality Of Materialism. *Association For Consumer Research, Provo, Ut.*, 188–198.
- Alcott, L. M. (2004). *Little Women*. New York: A Signet Classic.
- Alwi Hasan, d. (2005). *Kamus Besar Bahasa Indonesia*. Jakarta: Departemen Pendidikan Nasional Balai Pustaka.
- Baldwin, M., & Mussweiler, T. (2018). The Culture of Social Comparison. *Proceedings Of the National Academy of Sciences Of The United States Of America*, 115(39), E9067–E9074. <https://doi.org/10.1073/pnas.1721555115>
- Banerjee, R., & Dittmar, H. (2008). Individual Differences In Children's Materialism: The Role Of Peer Relations. *Personality And Social Psychology Bulletin*, 34(1), 17–31. <https://doi.org/10.1177/0146167207309196>
- Baron, e. a. (2012). *Social Psychology 13<sup>th</sup> Edition*. New Jersey: Pearson
- Belk, R. W. (1985). Materialism: Trait Aspects Of Living In The Material World. *Journal Of Consumer Research*, 12(3), 265. <https://doi.org/10.1086/208515>
- Berthon, P., Pitt, L., Parent, M., & Berthon, J.-P. (2009). Aesthetics And Ephemerality: Observing And Preserving The Luxury Brand. In *California Management Review* (Vol. 52, Issue 1).
- Bishop, M. (2019). Healthcare social media For Consumer Informatics. In *Consumer Informatics and Digital Health* (Pp. 61–86). Springer International Publishing. [https://doi.org/10.1007/978-3-319-96906-0\\_4](https://doi.org/10.1007/978-3-319-96906-0_4)
- Blascovich, J., & Tomaka, J. (1991). Measures Of Self-Esteem. In *Measures Of Personality And Social Psychological Attitudes* (Pp. 115–160). Elsevier. <https://doi.org/10.1016/B978-0-12-590241-0.50008-3>
- Bloch, P. H., & Richins, M. L. (1992). You Look “Mahvelous”: The Pursuit Of Beauty And The Marketing Concept. *Psychology & Marketing*, 9(1), 3–15. <https://doi.org/10.1002/Mar.4220090103>
- Black, J. (1997). *Dictionary of Economics-Oxford University Press*. New York: Oxford University Press.

- Bolton, R. N., Parasuraman, A., Hoefnagels, A., Migchels, N., Kabadayi, S., Gruber, T., Loureiro, Y. K., & Solnet, D. (2013). Understanding Generation Y And Their Use Of Social Media: A Review And Research Agenda. *Journal Of Service Management*, 24(3), 245–267. <https://doi.org/10.1108/09564231311326987>
- Boyd, D. M., & Ellison, N. B. (2007). Social Network Sites: Definition, History, And Scholarship. *Journal Of Computer-Mediated Communication*, 13(1), 210–230. <https://doi.org/10.1111/j.1083-6101.2007.00393.x>
- Braun, O. L., & Wicklund, R. A. (1989). Psychological Antecedents Of Conspicuous Consumption. In *Journal of Economic Psychology* (Vol. 10).
- Brignall, T. W., & Van Valey, T. (2005). The Impact Of Internet Communications On Social Interaction. In *Sociological Spectrum* (Vol. 25, Issue 3, Pp. 335–348). <https://doi.org/10.1080/02732170590925882>
- Branden, N. (1994). *The Six Pillars of Self-Esteem*. New York: Bantam Books.
- Branden, N. (2021). *The Power Of Self Esteem*. Deerfield Beach, Florida: Health Communications, Inc.
- Burke, M., & Kraut, R. E. (2016). The Relationship Between Facebook Use And Well-Being Depends On Communication Type And Tie Strength. *Journal Of Computer-Mediated Communication*, 21(4), 265–281. <https://doi.org/10.1111/jcc4.12162>
- Burnasheva, R., & Suh, Y. G. (2020). The Influence Of Social Media Usage, Self-Image Congruity And Self-Esteem On Conspicuous Online Consumption Among Millennials. *Asia Pacific Journal Of Marketing And Logistics*, 33(5), 1255–1269. <https://doi.org/10.1108/apjml-03-2020-0180>
- Burrow, A. L., & Rainone, N. (2017). How Many Likes Did I Get?: Purpose Moderates Links Between Positive Social Media Feedback And Self-Esteem. *Journal Of Experimental Social Psychology*, 69, 232–236. <https://doi.org/10.1016/j.jesp.2016.09.005>
- Buss, A. (1973). *Psychology Man In Perspective*. New York: John Willey & Sons.
- Cash, T. F., & Brown, T. (1987). Body Image In Anorexia Nervosa and Bulimia Nervosa. *Sage Social Science Collections*.
- Chang, L. C., & Arkin, R. M. (2002). Materialism As an Attempt To Cope With Uncertainty. *Psychology And Marketing*, 19(5), 389–406. <https://doi.org/10.1002/mar.10016>
- Chang, W.-L., Lu, L.-C., Su, H.-J., Lin, T. A., & Chang, K.-Y. (2011). The Relationship Among Consumer Vanity Trait, Materialism And Fashion

- Anxiety. *African Journal Of Business Management*, 5(9), 3466–3471.  
<https://doi.org/10.5897/Ajbm10.472>
- Chang, C.-T., & Lee, Y.-K. (2011). The ‘I’ of the beholder How gender differences and self-referencing. *International Journal of Advertising*, 30(3), 447–4778.
- Chaplin, L. N., & John, D. R. (2010). Interpersonal Influences On Adolescent Materialism: A New Look At The Role Of Parents And Peers. *Journal Of Consumer Psychology*, 20(2), 176–184.  
<https://doi.org/10.1016/J.Jcps.2010.02.002>
- Chaudhuri, H. R., & Majumdar, S. (2019). Conspicuous Consumption: Is that all bad? Investigating the alternative paradigm. *Elsevier*. Christopher, A. N., Marek, P., & Carroll, S. M. (2004). Materialism and Attitudes Toward Money: An Exploratory Investigation. *Individual Differences Research*.
- Cleveland, M., Laroche, M., & Papadopoulos, N. (2009). *Cosmopolitanism, Consumerethnocentrism, And Materialism: An Eight-Country Study Of Antecedents and Outcomes*.
- Clingingsmith, D., Sheremeta, R. M., Chen, Y., Heffetz, O., Huffman, D., List, J., Rosenblat, T., Schmidt, K., Sydnor, J., Vesterlund, L., Wilson, A., & Wilson, B. (2017). *Status And The Demand For Visible Goods: Experimental Evidence On Conspicuous Consumption*.
- Dittmar, H. (2008). *Consumer Culture, Identity and Well-being. The Search for the “Good Life” and the “Body Perfect”*. New York: Psychology Press.
- Dittmar, H., Bond, R., Hurst, M., & Kasser, T. (2014). The Relationship Between Materialism And Personal Well-Being: A Meta-Analysis. *Journal Of Personality And Social Psychology*, 107(5), 879–924.  
<https://doi.org/10.1037/A0037409>
- Domagalski, T. A., & Kasser, T. (2004). The High Price Of Materialism. *The Academy Of Management Review*, 29(1), 135.  
<https://doi.org/10.2307/20159018>
- Doosti, B. A., & Karampour, A. (2017). The Impact of Behavioral Factors on Propensity Toward Indebtedness. *Journal of Advances in Computer Engineering and Technology*.
- Douglas, M., & Isherwood, B. (1982). *The World of Goods: Towards an Anthropology of Consumption*. New York: Basic Books.
- Du, H., King, R. B., & Chi, P. (2017). Self-Esteem And Subjective Well-Being Revisited: The Roles Of Personal, Relational, And Collective Self-Esteem. *Plos One*, 12(8). <https://doi.org/10.1371/Journal.Pone.0183958>

- Duh, H. I. (2015). Antecedents And Consequences Of Materialism: An Integrated Theoretical Framework. In *Journal Of Economics And Behavioral Studies* (Vol. 7, Issue 1).
- Dunning, D., & Hayes, A. F. (1996). Evidence For Egocentric Comparison In Social Judgment. *Journal Of Personality And Social Psychology*, 71(2), 213–229. <https://doi.org/10.1037/0022-3514.71.2.213>
- Durvasula, S., & Lysonski, S. (2008). *A Double-Edged Sword: Understanding Vanity Across Cultures*. *A Double Edged Sword: Understanding Vanity Across Cultures Recommended Citation Recommended Citation*.
- Durvasula, S., & Lysonski, S. (2010). Money, Money, Money – How Do Attitudes Toward Money Impact Vanity and Materialism? – The Case of Young Chinese Consumers. *Journal Of Consumer Marketing*, 27(2), 169–179. <https://doi.org/10.1108/07363761011027268>
- Durvasula, S., Lysonski, S., & Watson, J. (2001). *The Journal of Consumer Affairs Does Vanity Describe Other Cultures? A Cross-Cultural Examination of The Vanity Scale*.
- Faraon, M., & Kaipainen, M. (2014). Much More to It: The Relation Between Facebook Usage And Self-Esteem. *Proceedings Of The 2014 Ieee 15<sup>th</sup> International Conference on Information Reuse and Integration, Ieee Iri 2014*, 87–92. <https://doi.org/10.1109/Iri.2014.7051876>
- Festinger, L. (1954). *A Theory Of Social Comparison Processes*.
- Galvagni, E. (2020). Hume On Pride, Vanity and Society. *Journal Of Scottish Philosophy*, 18(2), 157–173. <https://doi.org/10.3366/Jsp.2020.0265>
- Gil, L. e. (2017). Impact of self on attitudes towardluxury brands among teens. *Journal of Business Research* 65(10), 1425-1433.
- Gilbert, D. T., Giesler, R. B., & Morris, K. A. (1995). When Comparisons Arise. *Journal Of Personality and Social Psychology*, 69(2), 227–236. <https://doi.org/10.1037/0022-3514.69.2.227>
- Goldsmith, R. E., Flynn, L. R., & Clark, R. A. (2011). Materialism And Brand Engagement as Shopping Motivations. *Journal Of Retailing and Consumer Services*, 18(4), 278–284. <https://doi.org/10.1016/J.jretconser.2011.02.001>
- Greenberg, A. E., & Mogilner, C. (2021). Consumer Debt and Satisfaction In Life. *Journal Of Experimental Psychology: Applied*, 27(1), 57–68. <https://doi.org/10.1037/Xap0000276>
- Greenwald, A. G., Nosek, B. A., & Banaji, M. R. (2003). Understanding And Using the Implicit Association Test: I. An Improved Scoring Algorithm. *Journal Of*

- Personality And Social Psychology*, 85(2), 197–216.  
<https://doi.org/10.1037/0022-3514.85.2.197>
- Griskevicius, V., Tybur, J. M., & Van Den Bergh, B. (2010). Going Green To Be Seen: Status, Reputation, And Conspicuous Conservation. *Journal Of Personality And Social Psychology*, 98(3), 392–404.  
<https://doi.org/10.1037/A0017346>
- Gupta, N., & Singh, R. A. (2019). Role Of Materialism in Influencing Self-Esteem. In *Sis J. Proj. Psy. & Ment. Health* (Vol. 26).
- Hair, J., Black, W., Babin, B., & Anderson, R. (2010). *Multivariate Data Analysis*. (7<sup>th</sup> ed). England: Pearson Education Limited.
- Hanley, A., & Wilhelm, M. S. (1992). Compulsive Buying: An Exploration Into Self-Esteem And Money Attitudes. In *Journal Of Economic Psychology* (Vol. 13).
- Harter, S. (1993). *Causes And Consequences Of Low Self-Esteem In Children And Adolescents*.
- Hasanah, U. (2018). The Self-Esteem Among Non-Materialistic Individuals. 4<sup>th</sup> *Asean Conference on Psychology, Counselling, And Humanities (Acpch 2018)*, 6(6), 1366–1378. <https://doi.org/10.1007/S12671-015-0407-6>
- Heisley, D. D., & Cours, D. (2007). Connectedness And Worthiness For The Embedded Self: A Material Culture Perspective. *Consumption Markets & Culture*, 10(4), 425–450. <https://doi.org/10.1080/10253860701566424>
- Huang, Y. A., Lin, C., & Phau, I. (2015). Idol Attachment And Human Brand Loyalty. *European Journal Of Marketing*, 49(7–8), 1234–1255. <https://doi.org/10.1108/Ejm-07-2012-0416>
- Hung, K. Peng, Chen, A. H., Peng, N., Hackley, C., Tiwsakul, R. A., & Chou, C. Lun. (2011). Antecedents Of Luxury Brand Purchase Intention. *Journal Of Product And Brand Management*, 20(6), 457–467. <https://doi.org/10.1108/10610421111166603>
- Hwang, Y. H., & Moon, H. (2022). When social class and social norms shape word of mouth about eco-friendly tourism businesses. *Journal of Vacation Marketing*.
- Ismail, A. R., & Nguyen, B. (2018). Impact of perceived social media marketing activities on brand and value consciousness: roles of usage, materialism and conspicuous consumption. *International Journal of Internet Marketing and Advertising*.

- Jan, M., Soomro, S. A., & Ahmad, N. (2017). Impact Of Social Media On Self-Esteem. *European Scientific Journal, Esj*, 13(23), 329. <https://doi.org/10.19044/esj.2017.v13n23p329>
- Japson, F. A., Te, S. R., & Velecina, A. J. (2017). Consumer Behavior Among Filipinos: A Quantitative Study About Vanity, Materialism, and Gender Differences. *Journal Of Psychology Economics*.
- Järvinieniemi, J., Hallikainen, H., & Laukkanen, T. (2020). Using Social Media To Extract Indirect Experiential Knowledge For The Internationalization Of An Entrepreneurial Firm. *Electronic Journal Of Knowledge Management*, 18(1), 56–67. <https://doi.org/10.34190/ejkm.18.01.004>
- Jiang, J., Zhang, Y., Ke, Y., Hawk, S. T., & Qiu, H. (2015). Can't Buy Me Friendship? Peer Rejection And Adolescent Materialism: Implicit Self-Esteem As A Mediator. *Journal Of Experimental Social Psychology*, 58, 48–55. <https://doi.org/10.1016/j.jesp.2015.01.001>
- Kaplan, A. M., & Haenlein, M. (2010). Users Of The World, Unite! The Challenges And Opportunities Of Social Media. *Business Horizons*, 53(1), 59–68. <https://doi.org/10.1016/j.bushor.2009.09.003>
- Karikari, S., Osei-Frimpong, K., & Owusu-Frimpong, N. (2017). Evaluating Individual Level Antecedents And Consequences Of Social Media Use In Ghana. *Technological Forecasting And Social Change*, 123, 68–79. <https://doi.org/10.1016/j.techfore.2017.06.023>
- Koole, S. L., Dijksterhuis, A., & Van Knippenberg, A. (2001). What's In A Name: Implicit Self-Esteem And The Automatic Self. *Journal Of Personality And Social Psychology*.
- Kumar, B., Bagozzi, R. P., Manrai, A. K., & Manrai, L. A. (2021a). Conspicuous Consumption: A Meta-Analytic Review Of Its Antecedents, Consequences, And Moderators. *Journal Of Retailing*. <https://doi.org/10.1016/j.jretai.2021.10.003>
- Kumar, B., Bagozzi, R. P., Manrai, A. K., & Manrai, L. A. (2021b). Conspicuous Consumption: A Meta-Analytic Review Of Its Antecedents, Consequences, And Moderators. *Journal Of Retailing*. <https://doi.org/10.1016/j.jretai.2021.10.003>
- Lasch, C. (1978). *The Culture Of Narcissism: American Life In An Age Of Diminishing Expectations*.
- Leary, M. R. (1999). *Making Sense Of Self Esteem*.
- Lee, M. e. (2021). The effect of materialism on conspicuous vs inconspicuousluxury consumption: focused on need for uniqueness, self-

- monitoring and self-construal. *Asia Pacific Journal of Marketing and Logistics*, 869-887.
- Lee, J., & Shrum, L. J. (2012). Conspicuous Consumption Versus Charitable Behavior In Response To Social Exclusion: A Differential Needs Explanation. *Journal Of Consumer Research*, 39(3), 530–544. <https://doi.org/10.1086/664039>
- Leung, L. (2013). Generational differences in content generation in social media: The roles of the gratifications sought and of narcissism.
- Leyrer-Jackson, J. M., & Wilson, A. K. (2018). The Associations Between Social-Media Use And Academic Performance Among Undergraduate Students In Biology. *Journal Of Biological Education*, 52(2), 221–230. <https://doi.org/10.1080/00219266.2017.1307246>
- Li, J., Lu, M., Xia, T., & Guo, Y. (2018). Materialism As Compensation For Self-Esteem Among Lower-Class Students. *Personality And Individual Differences*, 131, 191–196. <https://doi.org/10.1016/j.paid.2018.04.038>
- Lockwood, P., & Kunda, Z. (1997). Superstars And Me: Predicting The Impact Of Role Models On The Self. In *Journal Of Personality And Social Psychology* (Vol. 73, Issue 1).
- Lometti, G. E., Reeves, B., & Bybee, C. R. (2015). *Investigating The Assumptions Of Uses And Gratifications Research* (Vol. 20).
- Loureiro, S. C., Sarmiento, E. M., & Bellego, G. L. (2017). The effect of Social Media to Vanity in Michigan University. *Journal Of Business Research*.
- Mahadevan, N., Gregg, A. P., & Sedikides, C. (2019). Is Self-Regard A Sociometer Or A Hierometer? Self-Esteem Tracks Status And Inclusion, Narcissism Tracks Status. *Journal Of Personality And Social Psychology*, 116(3), 444–466. <https://doi.org/10.1037/pspp0000189>
- Mason, R. (1995). Interpersonal Effects On Consumer Demand In Economic Theory And Marketing Thought, 1890-1950. *Journal Of Economic Issues*, 29(3), 871–881. <https://doi.org/10.1080/00213624.1995.11505713>
- Matter, O., Harman, M. G., Bennett, J., Schu-Macher, P., Greenberg, C., Heidegger, M., & McLuhan, M. (2014). Materialism Is Not The Solution. In *The Nordic Journal Of Aesthetics, No* (Vol. 47).
- Ming, T., Xingdong, W., & Kexin, G. (2023). The double-edged sword effect of materialism on energy saving behaviors. *Elsevier*. doi:<https://doi.org/10.1016/j.jclepro.2023.137382>

- Morse, S., & Gergen, K. J. (1970). Social Comparison, Self-Consistency, And The Concept Of Self \*. In *Journal T>I Personality and Social Psychology* (Vol. 16, Issue 1).
- Muise, A., Christofides, E., & Desmarais, S. (2009). More Information Than You Ever Wanted: Does Facebook Bring Out The Green-Eyed Monster Of Jealousy? *Cyberpsychology And Behavior*, 12(4), 441–444. <https://doi.org/10.1089/cpb.2008.0263>
- Mulyono, F. (2011). Materialisme: Penyebab Dan Konsekuensi. *Bina Ekonomi Majalah Ilmiah Fakultas Ekonomi Unpas*, 15.
- Murphy, C., Stosny, S., & Morrel, T. (2005). *Change In Self-Esteem And Physical Aggression During Treatment For Partner Violent Men*. 20.
- Myers, D. G., & Houghton, J. (2013). *Social Psychology's Contribution To A Sustainable Future 7 Journal Of Management For Global Sustainability 1 (2013): 7-28 Social Psychology's Contribution To A Sustainable Future*
- Netemeyer, R. G., Burton, S., & Lichtenstein, D. R. (1995). *Trait Aspects Of Vanity: Measurement And Relevance T O Consumer Behavior*.
- Nguyen Chaplin Deborah Roedder John, L. (2007). Growing Up In A Material World: Age Differences In Materialism In Children And Adolescents. In *Journal Of Consumer Research, Inc.* (Vol. 34).
- Niesiołędzka, M. (2018). *Relations Between Conspicuous Consumption And Materialism*. <https://doi.org/10.15804/kie.2018.04.04>
- Nurdin, I., & Hartati, S. (2019). *Metodologi Penelitian Sosial*. Surabaya: Media Sahabat Cendekia.
- Öztek, M. Y. Ç. (2020). *The Role Of Self-Esteem And Materialism On Conspicuous Consumption Tendency: A Futuristic Approach*.
- Palencia-Roth, M., & Lyman, S. M. (1979). The Seven Deadly Sins: Society And Evil. *Sociological Analysis*, 40(2), 171. <https://doi.org/10.2307/3709791>
- Palmer, B. (1993). Critical Theory, Historical Materialism, and the Ostensible End of Marxism: The Poverty of Theory Revisited. *International Review of Social History*, 133-162.
- Paramita, R. D. (2021). *Metode Penelitian Kuantitatif*. Lumajang: Widya Gama Press.
- Pascucci, F., Ancillai, C., & Cardinali, S. (2018). Exploring Antecedents Of Social Media Usage In B2b: A Systematic Review. In *Management Research Review* (Vol. 41, Issue 6, Pp. 629–656). Emerald Group Holdings Ltd. <https://doi.org/10.1108/mrr-07-2017-0212>



- Petric, D. (2020). Vanity. *Research Gate*.  
<https://doi.org/10.13140/Rg.2.2.19907.76322>
- Podoshen, J., & Andrzejewski, S. (2012). An Examination Of The Relationships Between Materialism, Conspicuous Consumption, Impulse Buying, And Brand Loyalty. *Journal Of Marketing Theory And Practice*, 20(3), 319–334.  
<https://doi.org/10.2753/Mtp1069-6679200306>
- Pranoto, W., & Mahardayani, I. H. (2021). Perilaku Konsumen Remaja Menggunakan Produk Fashion Bermerek Ditinjau Dari Kepercayaan Diri. *Jurnal Psikologi*.
- Primack, B. A., Shensa, A., Escobar-Viera, C. G., Barrett, E. L., Sidani, J. E., Colditz, J. B., & James, A. E. (2017). Use Of Multiple Social Media Platforms And Symptoms Of Depression And Anxiety: A Nationally-Representative Study Among U.S. Young Adults. *Computers In Human Behavior*, 69, 1–9.  
<https://doi.org/10.1016/j.chb.2016.11.013>
- Putri, N. K., Mumtazah, S. A., & Agustin, E. (2022). The Influence Of Social Media On Flexing Culture Phenomenon In Indonesian Society. *Prosiding Konferensi Ilmiah Pendidikan*.
- Rahmadina, A., Nashori, F., & Andrianto, S. (2020). The Mediating Effect Of Self-Esteem On Emerging Adults' Materialism And Anxiety. *Psikohumaniora: Jurnal Penelitian Psikologi*, 5(1), 1.  
<https://doi.org/10.21580/pjpp.v5i1.5484>
- Ramazani, A., & Kermani, M. (2022). Spiritualism Versus Materialism: Can Religiosity Reduce Conspicuous Consumption? *Journal Of Islamic Marketing*, 13(8), 1639–1655. <https://doi.org/10.1108/jima-09-2019-0184>
- Rand, A. (1986). *The Ayn Rand Lexicon*. New York: A Meridian Book.
- Reid, S. A., & Hogg, M. A. (2005). Uncertainty Reduction, Self-Enhancement, And Ingroup Identification. *Personality And Social Psychology Bulletin*, 31(6), 804–817. <https://doi.org/10.1177/0146167204271708>
- Richins, M. L., & Dawson, S. (1992). *A Consumer Values Orientation For Materialism And Its Measurement: Scale Development And Validation*. <http://jcr.oxfordjournals.org/>
- Rogers, R. (2018). Otherwise Engaged: Social Media and Vanity. *International Journal of Communication*.
- Rosenberg. (1965). *Rosenberg Self-Esteem Scale*.

- Rostiani, R., & Kuron, J. (2019). Purchase Of Fast Fashion By Younger Consumers In Indonesia: Do we like it or Do we have to like it? *Journal of Indonesian Economy and Business*.
- Roy Chaudhuri, H., Mazumdar, S., & Ghoshal, A. (2011). Conspicuous Consumption Orientation: Conceptualisation, Scale Development And Validation. *Journal Of Consumer Behaviour*, 10(4), 216–224. <https://doi.org/10.1002/Cb.364>
- Saad, G., & Vongas, J. G. (2009). The Effect Of Conspicuous Consumption On Men's Testosterone Levels. *Organizational Behavior And Human Decision Processes*, 110(2), 80–92. <https://doi.org/10.1016/j.obhdp.2009.06.001>
- Saenger, C., Thomas, V. L., & Johnson, J. W. (2013). Consumption-Focused Self-Expression Word Of Mouth: A New Scale And Its Role In Consumer Research. *Psychology And Marketing*, 30(11), 959–970. <https://doi.org/10.1002/Mar.20659>
- Saiphoo, A. N., Dahoah Halevi, L., & Vahedi, Z. (2020). Social Networking Site Use And Self-Esteem: A Meta-Analytic Review. In *Personality And Individual Differences* (Vol. 153). Elsevier Ltd. <https://doi.org/10.1016/j.paid.2019.109639>
- Saranya, K. (2019). Relationship Among Vanity, Narcissism, Materialism & Compulsive Buying – A SEM Analysis. *International Journal on Global Business Management & Research*, 25-32.
- Sarathy, S. (2018). Antecedents Of Conspicuous Consumption In Decision-Making Process Using Ahp. *Contemporary Management Research*, 13(3), 177–192. <https://doi.org/10.7903/CMR.17937>
- Schaefer, D., Correspondence Allen Schaefer, Al D., Schaefer, A. D., Hermans, C. M., & Stephen Parker, R. (2004). Article A Cross-Cultural Exploration Of Materialism In Adolescents A Cross-Cultural Exploration Of Materialism In Adolescents. In *International Journal Of Consumer Studies* (Vol. 28, Issue 4).
- Sedikides, C., & Hart, C. M. (2022). Narcissism And Conspicuous Consumption. In *Current Opinion In Psychology* (Vol. 46). Elsevier B.V. <https://doi.org/10.1016/j.copsyc.2022.101322>
- Segal, B., & Podoshen, J. S. (2013). An Examination Of Materialism, Conspicuous Consumption And Gender Differences. *International Journal Of Consumer Studies*, 37(2), 189–198. <https://doi.org/10.1111/J.1470-6431.2012.01099.X>
- Segev, S., Shoham, A., & Gavish, Y. (2015). A Closer Look Into The Materialism Construct: The Antecedents And Consequences Of Materialism And Its Three

- Facets. *Journal Of Consumer Marketing*, 32(2), 85–98. <https://doi.org/10.1108/Jcm-07-2014-1082>
- Sekaran, U., & Bougie, R. (2017). *Metode Penelitian untuk Bisnis: Pendekatan Pengembangan-Keahlian*. Jakarta Selatan: Salemba Empat.
- Sharda, N., & Bhat, A. K. (2018). Austerity To Materialism and Brand Consciousness: Luxury Consumption In India. *Journal Of Fashion Marketing and Management*, 22(2), 223–239. <https://doi.org/10.1108/Jfmm-03-2017-0025>
- Sheldon, P., Antony, M. G., & Sykes, B. (2021). Predictors of Problematic Social Media Use: Personality and Life-Position Indicators. *Psychological Reports*, 124(3), 1110–1133. <https://doi.org/10.1177/0033294120934706>
- Shukla, P. (2012). The Influence Of Value Perceptions On Luxury Purchase Intentions In Developed And Emerging Markets. *International Marketing Review*, 29(6), 574–596. <https://doi.org/10.1108/02651331211277955>
- Sigelman, C. (1999). *Life Span Human Development*. New York: Brooks/Cole Publishing
- Simamora, B. (2004). *Panduan Riset Perilaku Konsumen*. Jakarta: PT Gramedia Pustaka Utama.
- Simon, F. (2004). *Vanity Economics*. Edward Elgar Publishing
- Smith, A. (1759). *The Theory Of The Moral Sentiments*. <http://www.adamsmith.org/Smith/Tms/Tms-P3-C3b.htm>
- Sosiawan, E. A. (2017). Penggunaan Situs Jejaring Sosial sebagai Media Interaksi dan Komunikasi di Kalangan Mahasiswa. *Jurnal Ilmu Komunikasi*, 60-75.
- So, K. K. F., Wu, L., Xiong, L., & King, C. (2018). Brand Management In The Era Of Social Media: Social Visibility Of Consumption And Customer Brand Identification. *Journal Of Travel Research*, 57(6), 727–742. <https://doi.org/10.1177/0047287517718354>
- Sradha, S., & Jiyeon, K. (2017). Social media marketing: The effect of information sharing, entertainment, emotional connection and peer pressure on the attitude and purchase intentions. *GSTF Journal on Business Review (GBR)*.
- Srivastava, A., Locke, E. A., & Bartol, K. M. (2001). Money And Subjective Well-Being: It's Not The Money, It's The Motives. *Journal Of Personality And Social Psychology*, 80(6), 959–971. <https://doi.org/10.1037/0022-3514.80.6.959>
- Steinbeis, N., & Singer, T. (2013). The Effects Of Social Comparison On Social Emotions And Behavior During Childhood: The Ontogeny Of Envy And

- Schadenfreude Predicts Developmental Changes In Equity-Related Decisions. *Journal Of Experimental Child Psychology*, 115(1), 198–209. <https://doi.org/10.1016/j.jecp.2012.11.009>
- Stuart, G., Laraia, M., & Sundeen, S. (1998). *Stuart & sundeen's principles and practice of psychiatric nursing*. Mosby.
- Sugiono. (2016). *Metode Penelitian Kuantitatif, Kualitatif, dan R&D*. Bandung: PT. Alfabet.
- Suliyanto. (2011). *Ekonometrika Terapan : teori dan aplikasi dengan SPSS*. Yogyakarta: Andi Offset.
- Tang, T. L.-P. (1992). The Meaning Of Money Revisited. In *Journal O F Organizational Behavior* (Vol. 13).
- Tatzel, M. (2002). “Money Worlds” And Well-Being: An Integration Of Money Dispositions, Materialism And Price-Related Behavior. [www.elsevier.com/locate/joep](http://www.elsevier.com/locate/joep)
- Tazghini, S., & Siedlecki, K. L. (2013). A Mixed Method Approach To Examining Facebook Use And Its Relationship To Self-Esteem. *Computers In Human Behavior*, 29(3), 827–832. <https://doi.org/10.1016/j.chb.2012.11.010>
- Tesser, A. (1988). *Toward A Self-Evaluation Maintenance Model Of Social Behavior*.
- Tewari, R., & Pathak, S. (2019). *Impact Of Social Media On The Vanity Level Of Youngsters In India*.
- Thomas, I., & Sam Sananda Raj, H. (1985). A Factor Analytical Study On The Antecedents Of Self-Esteem. In *Psychological Studies* (Vol. 30, Issue 2).
- Tio, D., & Sobari, N. (2022). Conspicuous Consumption On Gen Z In Indonesia. *Proceedings Of The Brawijaya International Conference On Economics, Business And Finance 2021 (Bicebf 2021)*, 206. <https://doi.org/10.2991/aebmr.k.220128.018>
- Timbowo, D. (2017). Manfaat Penggunaan Smartphone Sebagai Media Komunikasi (Studi pada Mahasiswa Jurusan Ilmu Komunikasi Fakultas Ilmu Sosial dan Politik Universitas Sam Ratulangi). *E-journal “Acta Diurna”*, V.
- Tongeren, V., & Myers, D. (2017). *A social psychological perspective on humility*. Routledge.
- Tsai, S.-P. (2005). Impact Of Personal Orientation On Luxury-Brand Purchase Value: An International Investigation An International Investigation. In *International Journal Of Market Research* (Vol. 47, Issue 4).

- Tsang, J. A., Carpenter, T. P., Roberts, J. A., Frisch, M. B., & Carlisle, R. D. (2014). Why Are Materialists Less Happy? The Role Of Gratitude And Need Satisfaction In The Relationship Between Materialism And Life Satisfaction. *Personality And Individual Differences*, 64, 62–66. <https://doi.org/10.1016/j.paid.2014.02.009>
- Twenge, J. M., & Kasser, T. (2013). Generational Changes In Materialism And Work Centrality, 1976-2007: Associations With Temporal Changes In Societal Insecurity And Materialistic Role Modeling. *Personality And Social Psychology Bulletin*, 39(7), 883–897. <https://doi.org/10.1177/0146167213484586>
- Valkenburg, P., Beyens, I., Pouwels, J. L., Van Driel, I. I., & Keijsers, L. (2021a). Social Media Use and Adolescents' Self-Esteem: Heading For A Person-Specific Media Effects Paradigm. *Journal Of Communication*, 71(1), 56–78. <https://doi.org/10.1093/joc/jqaa039>
- Valkenburg, P. M., Peter, J., & Schouten, A. P. (2006). Friend Networking Sites and Their Relationship To Adolescents' Well-Being And Social Self-Esteem. *Cyberpsychology And Behavior*, 9(5), 584–590. <https://doi.org/10.1089/cpb.2006.9.584>
- Veblen, T. (1899). *The Theory of the Leisure Class*, Random House, Inc., New York, NY. *Emerald Insight*.
- Veblen, T. (1899). *The Theory of the Leisure Class*. Oxford University Press.
- Veer, E., & Shankar, A. (2011). Forgive Me, Father, For I Did Not Give Full Justification for My Sins: How Religious Consumers Justify The Acquisition Of Material Wealth. *Journal Of Marketing Management*, 27(5–6), 547–560. <https://doi.org/10.1080/0267257x.2010.517707>
- Verduyn, P., Gugushvili, N., Massar, K., Täht, K., & Kross, E. (2020). Social Comparison on Social Networking Sites. In *Current Opinion In Psychology* (Vol. 36, Pp. 32–37). Elsevier B.V. <https://doi.org/10.1016/j.copsyc.2020.04.002>
- Vigneron, F., & Johnson, L. W. (1999). *Vigneron And Johnson / A Review And A Conceptual Framework Of Prestige A Review And A Conceptual Framework Of Prestige-Seeking Consumer Behavior*. <http://www.amsreview.org/articles/vigneron01-1999.pdf>
- Vogel, E. A., Rose, J. P., Roberts, L. R., & Eckles, K. (2014). Social Comparison, Social Media, And Self-Esteem. *Psychology Of Popular Media Culture*, 3(4), 206–222. <https://doi.org/10.1037/ppm0000047>

- Wang, Y., & Griskevicius, V. (2014). Conspicuous Consumption, Relationships, And Rivals: Women's Luxury Products As Signals To Other Women. *Journal Of Consumer Research*, 40(5), 834–854. <https://doi.org/10.1086/673256>
- Watchravesringkan, K. T. (2008). A Cross-Cultural Comparison Of Consumer Vanity In The People's Republic Of China, South Korea And Thailand: An Exploratory Study. *International Journal Of Consumer Studies*, 32(2), 103–112. <https://doi.org/10.1111/J.1470-6431.2007.00632.X>
- Wiedmann, K.-P., & Hennigs, N. (2014). *Measuring Consumers' Luxury Value Perception: A Cross-Cultural Framework Strategic Orientations And The Performance Of Social Entrepreneurial Organisations View Project Luxury Brand And Consumer Behavior View Project*. <https://www.researchgate.net/publication/228344191>
- Wills, T. A. (1981). Downward Comparison Principles in Social Psychology. In *Psychological Bulletin* (Vol. 90, Issue 2).
- Wiratama, B. (2022). Does social media Strengthen the Effect Of Narcissism, Envy, And Materialism On Conspicuous Consumption? In *Management Analysis Journal*. <http://maj.unnes.ac.id>
- Wheeler, L., & Suls, J.M. (2020). A History of Social Comparison Theory.
- Wolfers, L. N., & Utz, S. (2022). Social Media Use, Stress, And Coping. In *Current Opinion in Psychology* (Vol. 45). Elsevier B.V. <https://doi.org/10.1016/J.Copsyc.2022.101305>
- Workman, J. E., & Lee, S. H. (2011). Materialism, Fashion Consumers And Gender: A Cross-Cultural Study. *International Journal of Consumer Studies*, 35(1), 50–57. <https://doi.org/10.1111/J.1470-6431.2010.00935.X>
- Zhang, Y., & Hawk, S. T. (2019). Considering The Self in The Link Between Self-Esteem and Materialistic Values: The Moderating Role Of Self-Construal. *Frontiers In Psychology*, 10(Jun). <https://doi.org/10.3389/Fpsyg.2019.01375>
- Zhang, Y., & Hawk, S. T. (2022). I Buy Stability in A Buying World: Social Norms About Materialism Moderate the Relation Between Perceived Self-Esteem Stability And Materialistic Values. *Personality And Individual Differences*, 184. <https://doi.org/10.1016/J.Paid.2021.111184>
- Zhao, Y., Zheng, Z., Pan, C., & Zhou, L. (2021). Self-Esteem And Academic Engagement Among Adolescents: A Moderated Mediation Model. *Frontiers In Psychology*, 12. <https://doi.org/10.3389/Fpsyg.2021.690828>