

## DAFTAR PUSTAKA

- Adelaar, Thomas; Susan Chang; Karen M Lancendorfer; Byoungkwan Lee; dan Mariko Morimoto, (2003), “ Effects of media formats on emotions and impulse buying intent,” *Journal of Information Technology*
- Assael, H (2002). *Consumer Behaviour and Marketing Action*. Fourth Edition. Kent Publishing Company. Boston
- Astuti Rifelly & Fillippa Maria (2008). “Perbedaan Pembelian Secara Impulsif Berdasarkan Tingkat Kecenderungan, Kategori Produk dan Pertimbangan Pembelian” *Jurnal Ichsan Gorontalo*, Vol. 3. No. 1
- Babin, Barry J dan Jill S Attaway (2000), “Atmospheric Affect As A Tool for Creating Value and Gaining Share of Customer”, *Journal of Business Research*, 49, 91-99
- Bati, Ugur; dan Bunyamin Atici, (2010), “Impulse purchasing behaviors of the Turkish consumers in websites as a dynamic consumer model: technology product example,” *Yeditepe University*
- Belk (1975), “Situational Variables and Consumer Behavior”, *Journal of Consumer Research*, Vol 2, p. 157-164
- Bellizzi, J.A., Crowley, A.E, an Hasty, R.W. (1983), “The Effects of Color in Store Design,” *Journal of Retailing*, 59 (1), 21-45
- Bitner, M.J. (1992). “Servicescapes: The Impact of Physical Surrounding on Customers and Employees”, *Journal of Marketing*, 56: 57-71
- C.J.Lin, and S.C.Wu. (2006). “Influence of Audio Effects on Consumption Emotion and Temporal Perception”, *Journal of American Academy of Bussiness*, Cambridge, Vol. 10. No. 1, p . 174-177
- D .L. Loudon, A. J. D. Bitta (1993). *Consumer Behavior Concept and Applications*, Binarupa Aksara
- Dholakia, Utpal M (2000), “Temptation and Resistance: An Integrated Model of Consumption Impulse Formation and Enactmen”, *Psychology and Marketing*, 17 (11), p. 955 – 982.
- Donovan, Robert J. and John R. Rossiter. 1982. “Store Atmosphere: An Enviromental Psychology Approach”, *Journal of Retailing*, 58 (Spring), 34-57.

- Engel, J.F., R.D, Blackwell, dan P.W. Miniard. 1995. *Perilaku Konsumen*. Edisi Keenam Jakarta: Binarupa Aksara.
- Fatchurrohman (2009), “Peran Nilai Hedonik Konsumsi dan Reaksi Impulsif Sebagai Mediasi Pengaruh Faktor Situasional terhadap Keputusan Pembelian Impulsif di Butik Kota Malang”, *Jurnal Aplikasi Manajemen*, Vol 7 no. 2.
- Ferdinand, Augusty T. 2006. *Metode Penelitian Manajemen*. Edisi II. Semarang: BP Undip
- Hausman, A (2000), “A Multi-Method Investigation of Consumer Motivations in Impulse Buying Behavior”, *Journal of Consumer Marketing*, Vol.17 No.5, pp. 403-417
- Hawkins, Del, I, Roger, J.B., and Kenneth A.C. (2007), *Consumer behaviour building marketing strategy*. Tenth Edition, Mc Graw- Hill Irwin. New york
- Kacen, J.J., and Julie, A.L. 2002. “The Influence on Consumer Impulse Buying Behavior”, *Journal of Consumer Psychology*, 12 (2) , pp 162-176
- Karbasivar; Alireza dan Hasti Yarahmadi, (2011); “Evaluating effective factors on consumer impulse buying behavior,” *Asian Journal of Bussiness Management Studies*
- Kervenoael, Ronan De; D Selcen O Aykac; dan Mark Palmer, (2009), “Online social capital: Understanding e-impulse buying in practice,” *Journal of Retailing and Consumer Services*
- Kotler, P., and Gary, A. 2006. *Principles of Marketing*. Eleventh Edition. New Jersey: Prentice-Hall
- Lan Yin Huang dan Ying Jiun Hsieh, (2010), “What drives consumer impulse buying? Evidence from a retail setting in Taiwan,” *National Changhua University*
- Mehrabian A. Dan JA Russell (1974), *An Approach to Environmental Psychology*, in Fisher, Feffrey D., Paul A. Bell, and Andrew Baum (1984). *Environmental Psycholog*. 2nd ed. New York: Holt, Rinehart and Winston
- Mowen, John, C., and Minor, M (2003). *Perilaku konsumen*. Jilid I & II. Edisi lima. Jakarta : Erlangga
- Negara, Danes Jaya (2002), “The Relationship Between Shopping Environment and Shopping Environment and Shopping Behavior: An Approach to Structural Equation Modeling”, *Sinrem I*, 29 Juni: 305

- Nicholls, J.A.F, and Rosslow, S., Dublisch, S (2006). "Relationship between situational variables and purchasing in India and the USA", *International Marketing Review*: vol. 13. No.6 pp 6-21
- Park, Fihye dan Sharron F Lennon (2006), "Psychological and Environmental Antecedents of Impulse Buying Tendency in The Multichannel Shopping Context", *Journal of Consumer Marketing*, 23 (2), p. 58-68
- Peck, Joann dan Terry L Childers (2006), "If I Touch it I Have to Have It: Individual and Environmental Influences on Impulse Purchasing," *Journal of Business Research*, 59, p. 765-769
- Pentecost, Robin; dan Lynda Andrews, (2010), "Fashion retailing and bottom line: the effects generational cohorts, gender, fashion fanship, attitudes, and impulse buying on fashion expenditure," *Department of Marketing*
- Perdani, Raka Fitriayu, (2012), "Faktor-faktor yang mempengaruhi pembelian impulsif pada tip top supermarket depok," *Universitas Gunadarma*
- Peter. J.Paul and Olson J.C. 2008. *Consumer Behavior and Marketing Strategy* 8th ed. Mc Graw- Hill Irwin. New york
- Premananto, Gancar Candra 2007. "Proses Pengambilan Keputusan Pembelian Impuls Dengan Pendekatan Psikologi Lingkungan Dan Rantai Kausalitas," *Jurnal Antisipasi*, Vol.10, No. 1, Hal. 172-184
- Purjono, 2007. "Berharap dari Impulse Buying", *Marketing*. Agustus 2007
- Rachmawati, Veronika. 2009. "Hubungan Antara Hedonic Shopping Value, Positive Emotion, Dan Perilaku Impulse Buying Pada Konsumen Ritel", *Jurnal Majalah Ekonomi*, Agustus 2009, h. 192-208
- Rajagopal, (2010), "Consumer culture and purchase intentions towards fashion apparel," *Working Papper*
- Russell, J.A. and Pratt, G. (1980). "A Description of the Affective Quality Attributed to environments", *Journal of personality and Social Psychology*, 38(2): 311-322
- Rook, D.W. and Fisher R. J. 1995, "A Normative Influences on Impulse Buying Behavior", *Journal of Consumer Research*, Vol. 22, December, pp. 305-313
- Semuel, Hatane (2005). "Respon Lingkungan Belanja Sebagai Stimulus Pembelian Tidak Terencana pada Toko Serba Ada (Toserba)", *Jurnal Manajemen & Kewirausahaan*, Vol.7, No.2, h. 152-170

- Sullivan, Gia j., Dr. Iris B. Mauss. 2008. "Got To Have It: The Effect Stress and Automatic Regulation of Stress on Impulse Buying", *Journal of Personality and Social Psychology*, p. 1-49
- Tinne, Wahida Shahan, (2011), "Factors effective impulse buying behavior of consumers at superstores in Bangladesh," *ASA Unieversity Review*
- Tirmizi, Muhammad Ali, Ur Kashif Rehman dan M. Iqbal Said, 2009, "An Empirical Study of Consumer Impulse Buying Behaviour in Local Markets," *European Journal of Scientific Research*, Vol. 28, No. 4, p.522-532
- Turley, L.W. and Milliman, Ronald, (2000). "Atmospherics Effects on Shopping Behavior: A review of The Experiential Evidence", *Journal Of Bussiness Research*. 49, 193-211
- Tustin, Deon, (2011), "The prevalence of impulsive, compulsive and innovative shopping behavior in the economic retail hub of south of Africa: A marketing segmentation approach," *African Journal of Bussiness Management*
- Utami, Christina Whidya. 2006. *Manajemen Ritel: Strategi dan Implementasi Ritel Modern*. Jakata : Salemba Empat
- Yalch, Richard F dan Eric R Spangenberg (2000), "The Effects of Music in a Retail Setting on Real and Perceived Shopping Times", *Journal of Business*, 49, p. 139-147
- Zhuang, G, Tsang, A.S.L, Zhou, N., Li, F, Nicholis J.A.F (2006). "Impact of situational factors on buying desicions in shopping malls, An empeerical study with multinational data", *European Journal of Marketing*, vol. 40. No I/ 12 pp 17-43s