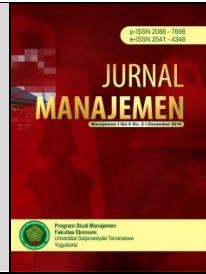




JURNAL MANAJEMEN

Terbit online : <http://jurnalfe.ustjogja.ac.id>



PENGARUH CELEBRITY WORSHIP DAN KECANDUAN INTERNET TERHADAP PEMBELIAN KOMPULSIF (STUDI PADA PEMBELIAN MERCHANDISE IDOLA K-POP FANS BTS DI KUNINGAN)

Nana Darna¹

Kasman²

Lilim Nurhalimah³

^{1,2} Dosen Program Studi Manajemen, Fakultas Ekonomi, Universitas Galuh Ciamis

³ Mahasiswa Program Studi Manajemen, Fakultas Ekonomi, Universitas Galuh Ciamis

Email: lilimhalimah128@gmail.com

Kontak : 082216396607

Informasi Naskah

Diterima:

Revisi:

Terbit:

Kata Kunci:

celebrity worship,
kecanduan internet,
pembelian
kompulsif

Abstrak

This study aims to determine the effect of Celebrity Worship on compulsive buying of merchandise, the effect of internet addiction on compulsive buying of merchandise, the effect of Celebrity Worship and internet addiction together on compulsive buying of BTS merchandise in Kuningan.

The research method used is a survey method with a quantitative approach and descriptive analysis. The population in this study was 778 people and the sample in this study was taken as many as 89 people from the results of calculations using the Slovin technique. Meanwhile, to analyze the data obtained; Analysis of Simple Correlation Coefficient, Simple Regression Multiple Correlation Coefficient, Multiple Regression, Coefficient of Determination, and Hypothesis Testing using Significance Test (t-test and F-test).

The results of the F-test calculations obtained a value of $t_{count} 9.9 > t_{table} 3.10$ or, $sig 0.000 < 0.05$, then the hypothesis is accepted, meaning that there is an influence of celebrity worship on compulsive buying. This means that if celebrity worship and internet addiction increase, compulsive buying will also increase.

REFERENSI

- Alain, D., Maltalis, J., Roberge, C. 1990. *Compulsive Buying Tendencies Of Adolanceent Customers*. Advances In Customer Research. 306-312.
- Anastasia, S. 2017. Pengaruh kontrol diri, celebrity worship dan kepribadian big five terhadap perilaku pembelian kompulsif penggemar JKT48 di Jabodetabek. Bachelor's Thesis pada Program Studi Psikologi Fakultas Psikologi UIN Syarif Hidayatullah Jakarta. Tersedia : <https://repository.uinjkt.ac.id/dspace/handle/123456789/36909>
- Asrie, N. D., & Misrawati, D. 2020. *Celebrity worship dan Impulsive buying pada Penggemar KPOP Idol*. Journal of Psychological Perspective, 2(2), 91-100.
- Assauri, S. 2013. *Manajemen Pemasaran*. Dasar, Konsep dan Strategi. Jakarta : PT. Grafindo Persada.

- Assauri, S. 2013. *Manajemen Pemasaran*. Jakarta : Rajawali Pers.
- Ayu, N. W. R. S., & Astiti, D. P. 2020. *Gambaran celebrity worship pada penggemar k-pop*. Psikobuletin: Buletin Ilmiah Psikologi, 1(3), 203-210.
- Baraba, G. S. *Pengaruh materialism self control dan celebrity worship terhadap pembelian kompulsif pada penggemar k-pop di Jabodetabek*. Bachelor's Thesis pada Program Studi Psikologi Fakultas Psikologi UIN Syarif Hidayatullah Jakarta. Tersedia : <https://repository.uinjkt.ac.id/dspace/handle/123456789/52491>
- Bhatia, V. 2019. *Impact of fashion interest, materialism and internet addiction on e-compulsive buying behaviour of apparel*. Journal of Global Fashion Marketing, 10(1), 66-80.
- Budianto, A. 2015. *Manajemen Pemasaran*. Yogyakarta: Penerbit Ombak.
- Claes, L., Müller, A., Norré, J., Van Assche, L., Wonderlich, S., & Mitchell , J. E. 2012. *The Relationship Among Compulsive Buying, Compulsive Internet Use and Temperament in a Sample of Female Patients with Eating Disorders*. John Wiley & Sons, Ltd. 20 (2), 126–131.
- Darna, N., & Herlina, E. 2018. Memilih Metode Penelitian Yang Tepat: Bagi Penelitian Bidang Ilmu Manajemen. *Jurnal Ekonomi Ilmu Manajemen*, 5(1), 287-292.
- Dewi, D. P. K. S., dan Indrawati, K. R. 2019. *Gambaran celebrity worship pada penggemar K-Pop usia dewasa awal di Bali*. Jurnal Psikologi Udanaya. Vol 6 (2), 291-300.
- Dittmar, H. 2005. *Compulsive Buying-A Growing Concern? An Examination of Gender, Age, and Endorsement of Materialistic Values As Predictors*. British Journal of Psychology. Vol. 96 (4), 467-491.
- Driana, H. I., & Indrawati, A. 2021. *Pengaruh celebrity worship, gaya hidup hedonis, dan kecanduan internet terhadap pembelian kompulsif merchandise band day6 pada online shop Uriharu Id*. Jurnal Ekonomi, Bisnis dan Pendidikan, 1(5), 452-469.
- Firmansyah, Anang. Mahardika, Budi W. 2018. *Pengantar Manajemen*. Yogyakarta. Penerbit : Budi Utama.
- Gayle S, S. 1991. *The Celebrity Appeal Questionare*. Pshycological Report. 859-866.
- Hasibuan, S. P. Malayu. 2016. *Manajemen Sumber Daya Manusia*. Jakarta: Bumi Aksara
- Kotler, P. dan Keller, K. L. 2016. *Manajemen Pemasaran edisi 12 Jilid 1 & 2*. Jakarta: PT. Indeks
- Lynn, M., Lange, R, dan Houran, J. 2002. *Conceptual and Measurement Of Celebrity Worship*. British Journal Of Psyhology, 93(1), 67-87.
- Maltby, J., dan Day, L. 2011. *Celebrity Worship and Incidence of Elective Cosmetic Surgery: Evidence of a Link Among Young Adults*. Journal of Adolescent Healt 49(5) 483-489.
- Maltby, J., Day, L., McCutcheon, L.E., Houran, J., & Ashe, D. 2006. *Extreme celebrity worship, fantasy proneness and dissociation: Developing the measurement and understanding of celebrity worship within a clinical personality context*. Personality and Individual Differences, 40(2), 273–283.
- Maltby, J., Giles, D. C., Barber, L., & McCutcheon, L. E. 2005. *Intense-personal celebrity worship and body image: evidence of a link among female Adolescents*. British Journal of Health Psychology, 10(1), 17-32.
- Melinda, Diena. 2021. *Pengaruh Price Discount dan Bonus Pack Terhadap Impulse Buying (Suatu Studi pada Konsumen Produk Fashion Merk Nevada di PT. Matahari Departement Store Tasikmalaya)*. Pada Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Ciamis.
- Ningtyas, S. D. Y. 2012. *Hubungan antara self control dengan internet addiction pada mahasiswa*. Educational Psychology Journal, 1(1).
- Omar, N. A., Wel, C. A. C., Alam, S. S., Nazri, M. A. 2015. *Understanding Students Compulsive Buying of Apparel: An Empirical Study*. Jurnal Personalia Pelajar. 18 (2). 107 – 113.

- Panayides, P., Walker, M. J. 2012. *Evaluation of the Psychometric Properties of the Internet Addiction Test (IAT) in a Sample of Cypriot High School Students: The Rasch Measurement Perspective*. Europe's Journal of Psychology. Vol. 8(3), 327–351.
- Rahyuni, O. 2021. *Pengaruh Celebrity Worship, Self Esteem Dan Kecanduan Internet Terhadap Compulsive Buying (Studi Pada Pembelian Merchandise Idola K-Pop Fans BTS Di Kebumen)*. Doctoral Dissertation pada Program Studi Manajemen Fakultas Ekonomi Universitas Putra Bangsa. Tersedia : <http://eprints.universitasputrabangsa.ac.id/id/eprint/232/>
- Reeves, R. A., Baker, G. A., & Truluck, C. S. 2012. *Celebrity worship, materialism, compulsive buying, and the empty self*. Psychology & Marketing, 29(9), 674-679.
- Rohmah, Nurul S. 2019. *Hubungan Hedonic Shopping Value Dengan Impulsive Buying Pada Penggemar Korean Idol*. Skripsi. Jurusan Psikologi Fakultas Ilmu Pendidikan Universitas Negeri Semarang
- Setiawan, Y. 2016. *Perilaku Konsumtif Penggemar Grup Idola JKT48 Dalam Fanbase WANI (Studi Kasus terhadap Enam Anggota Fanbase WANI)*. Doctoral dissertation pada Program Studi Sastra Jepang Fakultas Ilmu Budaya Universitas Airlangga Surabaya. Tersedia : <https://repository.unair.ac.id/30292/>
- Shamvique, A. S. 2020. *Pengaruh Kecanduan Internet Terhadap Online Compulsive Buying Di Masa Pandemi Coronavirus Disease (Covid-19)*. Doctoral Dissertation pada Program Studi Psikologi Fakultas Psikologi Universitas Muhammadiyah Malang. Tersedia : <https://eprints.umm.ac.id/69295/>
- Siswanto. 2011. *Pengantar Manajemen*. Jakarta : Bumi Aksara.
- Sudaryono. 2016. *Manajemen Pemasaran Teori Dan Implementasi*. Yogyakarta : ANDI.
- Sugiono. 2012. *Metode Penelitian Kuantitatif, Kualitatif dan R&D*. Bandung: CV Alfabeta.
- Sugiono. 2013. *Statistika Untuk Penelitian*, Bandung: CV Alfabeta.
- Sugiono. 2014. *Metode Penelitian Pendidikan Pendekatan Kuantitatif, Kualitatif, dan R&D*. Bandung: Alfabeta.
- Sugiono. 2015. *Metode Penelitian Kuantitatif, Kualitatif, dan R&D*. Bandung : Alfabeta.
- Sugiono. 2016. *Metode Penelitian Kuantitatif, Kualitatif dan R&D*. Bandung: Alfabeta.
- Sugiono. 2017. *Metode Penelitian Kebijakan*. Bandung: Alfabeta.Umar. 1997. *Metodologi Penelitian*. Jakarta: PT. Gramedia Pustaka.
- Suhardi. 2018. *Pengantar Manajemen dan Aplikasinya*. Yogyakarta : Gava Media
- Suhartanto, D. 2014. *Metode Riset Pemasaran*. Bandung : Alfabeta.
- Valence, G., d'Astous, A, dan Fortier, L. 1988. *Compulsive Buying Concept and Measurement*. Journal Of Customer Policy. 11(4), 419-433.
- Wann, D. L. 1995. *Preliminary Validation Of The Sport Fun Motivation Scale*. Journal Of Sport & Social. 19(4) 377-396.
- Wulandari, K. 2018. *Pengaruh Kecanduan Internet dan Materialisme terhadap Perilaku Pembelian Kompulsif Online*. Doctoral Dissertation pada Fakultas Ekonomi dan Bisnis Udayana University. Tersedia <https://ojs.unud.ac.id/index.php/Manajemen/article/download/35445/22455>
- Young, K. S. 1998. *Internet addiction: the emergence of a new clinical disorder*. Cyberpsychology and Behavior, 1(3), 237-244.
- Young, K. S. 1998. *Internet addiction: the emergence of a new clinical disorder*. Paper Presented at the 10th annual meeting of the American Psychology Association. Canada.
- Yuliana, Winda. 2017. *Pengaruh Service Quality dan Experiential Marketing Terhadap Customer Loyalty Pada Teserba Yogyo Ciamis*. Pada Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Ciamis.