

**THE IMPACT OF BRAND IMAGE, BRAND TRUST, SATISFACTION,  
AND BRAND LOYALTY USING BRAND LOVE AND BRAND  
RESPECT AS MODERATION VARIABLE (Study at Starbucks coffee  
Special Region of Yogyakarta )**

**DAMPAK CITRA MEREK, KEPERCAYAAN MEREK, KEPUASAN,  
DAN LOYALITAS MEREK DENGAN KECINTAAN MEREK DAN  
RESPEK MEREK SEBAGAI VARIABEL MODERASI ( Studi di Kopi  
Starbucks Daerah Istimewa Yogyakarta )**

**Undergraduate Thesis proposal**

Submitted to Fulfill the Requirements to Get a Bachelor's  
Degree at the Faculty of Economics, Management Department,  
Universitas Muhammadiyah Yogyakarta



**Written by :**

**AMANY THAHIRA NUR AZINI**

**20190410138**

**INTERNATIONAL PROGRAM OF MANAGEMENT AND BUSINESS  
FACULTY OF ECONOMIC AND BUSINESS  
UNIVERSITAS MUHAMMADIYAH YOGYAKARTA**

**2023**

**THE IMPACT OF BRAND IMAGE, BRAND TRUST, SATISFACTION,  
AND BRAND LOYALTY USING BRAND LOVE AND BRAND  
RESPECT AS MODERATION VARIABLE (Study at Starbucks coffee  
Special Region of Yogyakarta )**

**DAMPAK CITRA MEREK, KEPERCAYAAN MEREK, KEPUASAN,  
DAN LOYALITAS MEREK DENGAN KECINTAAN MEREK DAN  
RESPEK MEREK SEBAGAI VARIABEL MODERASI ( Studi di Kopi  
Starbucks Daerah Istimewa Yogyakarta )**

**Undergraduate Thesis proposal**



**Written by :**

**AMANY THAHIRA NUR AZINI**

**20190410138**

**INTERNATIONAL PROGRAM OF MANAGEMENT AND BUSINESS  
FACULTY OF ECONOMIC AND BUSINESS  
UNIVERSITAS MUHAMMADIYAH YOGYAKARTA**

**2023**



## DECLARATION

Name : Amany Thahira Nur Azini  
Student Number : 20190410138  
Department : Management  
Faculty : Economic and Business  
College : Universitas Muhammadiyah of Yogyakarta

I hereby declare that this thesis entitled: "**The Impact of Brand Image on Brand Trust, Satisfaction, and Brand Loyalty Using Brand Love and Brand Respect as Moderation Variable**" does not contain any work submitted to obtain a bachelor's degree at a university, and to my knowledge there are also no works opinions that have been written or published by other people, except for those that are referred to in the manuscript and written in bibliography. If any violation intellectual right is later found in this manuscript, I agree to accept any relevant academic consequences.

Yogyakarta, Agustus 2023

  
Amany Thahira Nur Azini

**MOTTO**

**فَبِأَيِّ آءِآءِ رَبِّكُمَا تُكَذِّبَانِ**

**“ So which of the favors of your Lord would you deny ”**

**(QS. Arrahman 55 : Ayat 13)**

**قُلْ كُلٌّ يَعْمَلُ عَلَىٰ شَاكِلَتِهِ فَرَبُّكُمْ أَعْلَمُ بِمَنْ هُوَ أَهْدَىٰ سَبِيلًا**

**“ Everyone acts in their own way, but your Lord knows best whose way is rightly  
guided ”**

**(QS. Al-isra' 17 : Ayat 84)**

**And it's fine to fake it 'til you make it, 'til you do, 'til it's true**

**Taylor swift <3**

**“Carry out a random act of kindness, with no expectation of reward, safe in the  
knowledge that one day someone might do the same for you”**

**(Diana, Princess of Wales)**

**“ The capacity to learn is a gift, the ability to learn is a skill, the willingness to learn is a  
choice ”**

**( Brian Herbert)**

## DEDICATION

I always give thanks to Allah SWT, thanks to His Grace and Grace, i can complete the preparation of this thesis.

I would not be able to do the preparation and writing of this thesis from the help, guidance and support of various parties. Therefore, on this occasion the researcher would like to express gratitude to:

1. My beloved family, especially my mother and father, thank you for always support and believes that I could finish it someday, tthank you for the strength, thank you for never giving up on me although me as daughter not yet making both of you proud, thank you for all the love and the unconditional one from my familia, couldn't go this far without all of that <3
2. My Supervisor, Radian Dananjoyo, SE., M.M., M.Sc., Ph.D. who has patiently guided, provided knowledge so that I can complete this thesis.
3. Thanks for all of my friends that give me lot of help during the process, this journey couldn't be more easy, if one of the help weren't come from you, anyway once more, thank you it really means a lot for me
4. Thanks for my highschool mates, tomingse, for always supporting me and always appreciate my achievement doesn't matter how small it is, thank you for for always supporting me guys
5. Thanks for rahmawati, biya, nisput, gita and sarsa for always stay on my side and support
6. And last but not least, I really wanna thank me for always being strong, and never give up no matter how hard it is. Thanks to myself after super long

journey, finally getting to this point. Thank you to the hearts that are still strong and willing to go through everything. I am proud of myself

Yogyakarta, 28 Agustus 2023

A handwritten signature in black ink, appearing to read 'alle', with a horizontal line underneath the letters.

Amany Thahira Nur Azini

## TABLE OF CONTENTS

<b>APPROVAL PAGE</b> .....	<b>4</b>
<b>DECLARATION</b> .....	<b>5</b>
<b>MOTTO</b> .....	<b>6</b>
<b>DEDICATION</b> .....	<b>7</b>
<b>CHAPTER I</b> .....	<b>16</b>
<b>INTRODUCTION</b> .....	<b>16</b>
<b>A. Research Background</b> .....	<b>16</b>
<b>B. Problem Formulation</b> .....	<b>21</b>
<b>C. Research Objectives</b> .....	<b>22</b>
<b>D. Research Benefit</b> .....	<b>23</b>
<b>CHAPTER II</b> .....	<b>1</b>
<b>LITERATURE REVIEW</b> .....	<b>1</b>
<b>A. Main Theory</b> .....	<b>1</b>
<b>B. Conceptual Definition</b> .....	<b>3</b>
1. Brand Image.....	3
2. Brand loyalty.....	4
3. Brand trust.....	5
4. Satisfaction.....	6
5. Brand Love.....	7
6. Brand Respect .....	8
<b>C. Previous Research Findings</b> .....	<b>9</b>
<b>D. Hypothesis Development</b> .....	<b>12</b>
1. Brand Image on Satisfaction .....	12
2. Brand Image on Brand Trust.....	14
3. Satisfaction on Brand Trust .....	15
4. Satisfaction on Brand Loyalty .....	16
5. Brand Trust on Brand Loyalty .....	19
6. Satisfaction on Brand Loyalty moderated by Brand Love.....	20
7. Brand Trust on Brand Loyalty moderated by Brand Love .....	22
8. Satisfaction on Brand Loyalty moderated by Brand Respect .....	23
9. Brand Trust on Brand Loyalty moderated Brand Respect.....	24
10. Brand Image on Brand Loyalty.....	26
<b>E. Research model</b> .....	<b>27</b>
<b>CHAPTER III</b> .....	<b>29</b>
<b>RESEARCH METHOD</b> .....	<b>29</b>
<b>A. Research Approaches</b> .....	<b>29</b>
<b>B. Research Object</b> .....	<b>29</b>
<b>C. Research Subject</b> .....	<b>29</b>
<b>D. Sampling Method</b> .....	<b>30</b>
<b>E. Type of Data and Data Collection Method</b> .....	<b>31</b>
1. Type of Data .....	31
2. Data Collection Method.....	31

<b>F. Variable Identification .....</b>	<b>32</b>
1. Dependent Variables .....	32
2. Independent Variables .....	33
3. Moderating variable .....	33
<b>G. Operational Definition.....</b>	<b>34</b>
<b>H. Instrument Quality Test.....</b>	<b>35</b>
1. Validity Test.....	35
2. Reliability Test.....	36
3. Normality Test .....	36
<b>I. Data Analysis Method .....</b>	<b>37</b>
1. Descriptive Analysis .....	37
2. Hypothesis Testing.....	37
<b>CHAPTER IV.....</b>	<b>41</b>
<b>RESULT AND DISSCUSION.....</b>	<b>41</b>
<b>A. Research Object.....</b>	<b>41</b>
<b>B. Research Subject.....</b>	<b>42</b>
<b>C. Descriptive analysis .....</b>	<b>44</b>
<b>D. Instrument Testing .....</b>	<b>48</b>
1. Validity Testing .....	48
2. Reliability Testing .....	50
3. Conclusion of Instrument Test .....	51
<b>E. Structural Equation Model.....</b>	<b>51</b>
1. Creating a model based on theory.....	52
2. Compose a path diagram to illustrate the causal relationship between variables.....	52
3. Transform a path diagram into a structural equation.....	53
4. Select the type of matrix to use and then input the proposed model estimates .....	54
5. Assessing the Goodness-of-Fit Criteria. ....	58
6. Model interpretation and modifications.....	61
<b>F. Hypothesis test .....</b>	<b>61</b>
1. The direct effect of Brand Image on Satisfaction (H1).....	62
2. The direct effect of Satisfaction on Brand Trust (H2).....	62
3. The direct effect of Brand Image on Brand Trust (H3) .....	63
4. The direct effect of Satisfaction on Brand Loyalty (H4).....	63
5. The direct effect of Brand Trust on Brand Loyalty (H5).....	63
6. The direct effect of Brand Image on Brand Loyalty (H8) .....	64
<b>G. Moderation test .....</b>	<b>64</b>
The table above shows: .....	68
7. The moderation effect of Brand Love on Satisfaction and Brand Loyalty (H6a) .....	68
8. The moderation effect of Brand Love on Brand Trust and Brand Loyalty (H6b).....	69
9. The moderation effect of Brand Respect on Satisfaction and Brand Loyalty (H7a)....	69
10. The moderation effect of Brand Respect on Brand Trust and Brand Loyalty (H7b)70	
<b>H. Discussion .....</b>	<b>70</b>
1. The effects of Brand Image and Satisfaction.....	70
2. The effect of Brand Image on Brand Trust.....	71
3. The effect Satisfaction on Brand Trust .....	71
4. The effect of Satisfaction on Brand Loyalty.....	72
5. The Effect of Brand Trust on Brand Loyalty.....	72
6. The Effect of Brand Image on Brand Loyalty. ....	73
7. The moderation effect of Brand Love on Satisfaction and Brand Loyalty.....	73
8. The moderation effect of Brand Love on Brand Trust and Brand Loyalty .....	74
9. The moderation effect of Brand Respect on Satisfaction and Brand Loyalty .....	74
10. The moderation effect of Brand Respect on Brand Trust and Brand Loyalty .....	75
<b>CHAPTER V .....</b>	<b>75</b>

<b>CONCLUSIONS, RESEARCH IMPLICATIONS,</b> .....	<b>75</b>
<b>RESEARCH LIMITATIONS, SUGGESTIONS</b> .....	<b>75</b>
<b>A. Conclusions</b> .....	<b>75</b>
<b>B. Research Implication</b> .....	<b>77</b>
<b>C. Research Limitations</b> .....	<b>78</b>
<b>APPENDIX</b> .....	<b>91</b>

## LIST OF TABLE

Table 1.1 Popular Brand of Coffeeshop.....	18
Table 1.2 Popular Coffeeshop in Indonesia .....	18
Table 1.3 Number of Colleges in several cities .....	19
Table 2.1 Previous Research Findings .....	10
Table 2.2 Relationship between Brand Image on Satisfaction .....	14
Table 2.3 Relationship between Brand Image on Brand Trust .....	15
Table 2.4 Relationship between Satisfaction on Brand Trust.....	16
Table 2.5 Relationship between Satisfaction Brand Loyalty .....	18
Table 2.6 Relationship between Brand Trust on Brand Loyalty.....	19
Table 2.7 Relationship between Satisfaction on Brand Loyalty moderated Brand Love .....	21
Table 2.8 Relationship between Brand Trust on Brand Loyalty moderated Brand Love.....	22
Table 2.9 Relationship between Satisfaction on Brand Loyalty moderated by Brand Respect.....	23
Table 2.10 Relationship between Brand Trust on Brand Loyalty moderated Brand Respect .....	25
Table 2.11 Relationship between Brand Image on Brand Loyalty .....	26
Table 3.1 Likert Scale .....	32
Table 3.2 Operational Definition .....	34
Table 3.3 Classification of Fit Indices and Their Cutoff Value.....	39
Table 4.1 Distribution of Respondent by Gender .....	42
Table 4.2 Distribution of Respondent by Age .....	43
Table 4.3 Distribution of Respondent by Education.....	43
Table 4.4 Distribution of Respondent by Job .....	44
Table 4.5 Descriptive Statistics of Brand Image Variables .....	45
Table 4.6 Descriptive Statistics of Satisfaction Variables .....	46
Table 4.7 Descriptive Statistics of Brand Trust Variables.....	46
Table 4.8 Descriptive Statistics of Brand Love Variables .....	47
Table 4.9 Descriptive Statistics of Brand Respect Variables.....	47
Table 4.10 Descriptive Statistics of Brand Loyalty Variables.....	48
Table 4.11 The Result of Validity Testing using Amos .....	49
Table 4.12 The Result of Realibity Testing .....	51
Table 4.13 Normality Test Results .....	54
Table 4.14 Mahalanobis Distance Limit Value .....	56
Table 4.15 Outliers Test Results .....	56
Table 4.16 Assessing Goodness of Fit .....	59
Table 4.17 Relationship between Variables.....	62
Table 4.18 Loading Factor .....	65
Table 4.19 Error Variance.....	66
Table 4.20 Moderation Hypothesis.....	69

## LIST OF FIGURES

Figure 2.1 Research Model .....	28
Figure 4.1 Research Model .....	53
Figure 4.2 Path Diagram .....	54
Figure 4.3 Moderation Path Diagram .....	68