THE EFFECT OF BRAND COMMUNICATION AND EWOM ON REPURCHASE INTENTION USING BRAND PREFERENCE AND BRAND IMAGE AS AN INTERVENING VARIABLE

PENGARUH KOMUNIKASI MEREK DAN EWOM TERHADAP NIAT PEMBELIAN KEMBALI DENGAN MENGGUNAKAN PREFERENSI MEREK DAN CITRA MEREK SEBAGAI VARIABEL INTERVENSI

UNDERGRADUATE THESIS



Compiled by:

SHOFIYAH BELA LATIFAH

20200410470

INTERNATIONAL PROGRAM OF MANAGEMENT AND BUSINESS FACULTY OF ECONOMICS AND BUSINESS UNIVERSITY OF MUHAMMADIYAH YOGYAKARTA

THE EFFECT OF BRAND COMMUNICATION AND EWOM ON REPURCHASE INTENTION USING BRAND PREFERENCE AND BRAND IMAGE AS AN INTERVENING VARIABLE

PENGARUH KOMUNIKASI MEREK DAN EWOM TERHADAP NIAT PEMBELIAN KEMBALI DENGAN MENGGUNAKAN PREFERENSI MEREK DAN CITRA MEREK SEBAGAI VARIABEL INTERVENSI

UNDERGRADUATE THESIS

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



Compiled by:

SHOFIYAH BELA LATIFAH

20200410470

INTERNATIONAL PROGRAM OF MANAGEMENT AND BUSINESS FACULTY OF ECONOMICS AND BUSINESS UNIVERSITY OF MUHAMMADIYAH YOGYAKARTA

DECLARATION

Name: Shofiyah Bela Latifah

Student Number: 20200410470

At this moment, I declare that the thesis entitled "The Effect of Brand Communication and EWOM on Repurchase Intention Using Brand Preference and Brand Image as an Intervening Variable" does not contain any work required for a bachelor's degree. As far as I know, work or selection has yet to be written or published by anyone else except as mentioned in the text and listed in the bibliography. I agree to accept any academic consequences associated with intellectual property violations.

Yogyakarta, 29 July 2024

Shofiyah Bela Latifah

MOTTO

"Whoever fears Allah, surely, He will open a way out for him and bestow upon him sustenance from a direction he did not expect. Whoever puts his trust in Allah surely Allah will fulfill his (needs). Indeed, Allah is the one who completes His affairs. Indeed, Allah has made provision for everything." (QS At Thalaq: 2-3).

"Oh Allah, make my affairs easy and not difficult.

"That's the power of remembering Allah. It's the best way to purify your heart,

And know you will be loved by The Merciful one cause that's the power of
remembering Allah."

(Maher Zain)

DEDICATION

Praise Allah SWT for all the blessings, grace, and health so that the author can complete the thesis "The Effect of Brand Communication and EWOM on Repurchase Intention Using Brand Preference and Brand Image as an Intervening Variable." In preparing this script, the author has gained much guidance, knowledge, and support from many parties who helped complete it. With a sincere heart, the author expresses his thanks to:

- 1. My beloved mother, Mrs. Eni Indrawati, always provides support, listens to my complaints, and asks about the situation while completing the final project. Hopefully, what I have completed can make you proud, Mom.
- 2. My beloved father, Mr. Chandra Jaya, always tried and worked hard for whatever I needed during my studies. Thank you, papa, for being a proud and responsible father.
- 3. My small family, Dedi Setiawanan, Hani Handayani, Annajwa, Bimo Hartanto, and Putri Indah Cahyani, always tried to provide encouragement, advice, and prayers to complete the final project well. Thank you very much.
- 4. My old friends Salwa Hisana, Shinta Wildaturrahmah, Akilla, Azzah, Jannatin, Hamidah, Malika, Shafa, Adella, Zakia, Dara, Aqil, Rafid, who always provide support, prayers, and ask about my condition while completing the thesis. Thank you very much. May you always be happy.
- My special friends during my studies, Nilla Dewi Aryanti, Taufiqu Rahman, Zurahma Tri Astuti, Trisna Aldilla, Luthfia Azzahri, Azzahrah

Mawardah, Lusy Agustiani who has always been there for me from the beginning of the semester and who accidentally became close during the process of completing this thesis, thank you for providing much help, listening, sharing ups and downs, may your life always be happy.

PREFACE

Praise Allah SWT, who has provided ease, mercy, and grace in writing the thesis "The Effect of Brand Communication and EWOM on Repurchase Intention Using Brand Preference and Brand Image as an Intervening Variable." This thesis was prepared to fulfill one of the requirements: obtaining a bachelor's degree at the Department of Economics and Business, Yogyakarta Muhammadiyah University. In writing this thesis, the author faced many challenges and obstacles. However, thanks to prayers, encouragement, guidance, and advice, as well as assistance from various parties, both morally and materially, which was invaluable, this thesis was finally completed. For this reason, on this occasion, the author would like to express words of thanks to:

- Prof Rizal Yaya, S. E, M.Sc, Ph.D., Ak, CA CRP, Dean of the Faculty of Economics, Universitas Muhammadiyah Yogyakarta, who has provided instructions, guidance, and convenience for the author to complete the study.
- Mrs. Sri Handari Wahyuningsih, SE., MSi., Head of Management Study Program, Faculty of Economics and Business, Universitas Muhammadiyah Yogyakarta, who has patiently provided input and guidance while completing this thesis.
- 3. Mr. Radyan Dananjoyo, SE., MM., M., M.Sc., Ph.D., Secretary of International Program of Management and Business (IMaBs), Faculty of Economics and Business, Universitas Muhammadiyah Yogyakarta, who

has provided guidance and convenience for the author in completing this thesis.

- As my supervisor, Dr. Indah Fatmawati, S.E., M. Si. who has patiently provided input and guidance while completing this thesis.
- 5. All management lecturers at Muhammadiyah University of Yogyakarta.
- All parties provided support, assistance, convenience, and enthusiasm in completing this final assignment (thesis).

Yogyakarta, 29 July 2024



TABLE OF CONTENTS

DECI	LARATION	III
MOT	то	V
DEDI	ICATION	VI
INTIS	SARI	IX
ABST	TRACT	X
PREF	FACE	X
TABI	LE OF CONTENTS	XII
LIST	OF TABLES	XV
LIST	OF FIGURES	XV
CHA	PTER I	1
A.	Research Background	1
B.	Research Question	7
C.	Research Objective	8
D.	Research Benefit	8
CHA	PTER II	10
A.	Theoretical Framework	10
B.	Conceptual Definition	12
C.	Previous Research	15
D.	Relationship Among Research Variables	19
E.	Research Model	30
CHA	PTER III	32
A.	Research Approach	32
B.	Research Setting and Respondents	32
C.	Population and Sample	33
D.	Data Collection Method	34
E.	Operationalization of Variable	35
F.	Instrument Test	38
G.	Hypothesis Test and Data Analysis	39
CHA	PTER IV	44

A.	General Description of Object and Subject Research	. 44
B.	Instrument and Data Quality Test	. 47
C.	Descriptive Statistic	. 49
D.	Research Result Analysis and Structural Equation Modelling (SEM)	. 50
E.	Hypotheses Testing.	. 59
F.	Discussion (Interpretation)	. 65
CHAF	PTER V	. 74
A.	Conclusion	. 74
B.	Research Limitation	. 75
C.	Recommendation	. 76
REFERENCE		. 77
APPENDIX		

LIST OF TABLES

Table 1.1 TikTok Shop Rank	6
Table 2.1 Previous Research	15
Table 2.2 Relationship variable Brand Communication to Brand Preference	20
Table 2.3 Relationship variable EWOM to Brand Image	22
Table 2.4 Relationship variable Brand Communication to Brand Image	23
Table 2.5 Relationship variable EWOM to Brand Preference	24
Table 2.6 Relationship variable Brand Preference to Repurchase Intention	26
Table 2.7 Relationship variable Brand Image to Repurchase Intention	27
Table 2.8 Relationship variable Brand Preference mediates Brand Communica	tion
and Repurchase intention	29
Table 2.9 Relationship variable Brand image mediates EWOM and Repurchas	e
intention	30
Table 3.1 Operational Definition	36
Table 3.2 Goodness of Fit Indicates	42
Table 4.1 Data Respondent	45
Table 4.2 Data Demographic	46
Table 4.3 Validity and Reliability of CFA with AMOS	47
Table 4.4 Average Level Categories	49
Table 4.5 Description Statistic	50
Table 4.6 Computation of degrees of freedom (Default model)	53
Table 4.7 Normality Test	54
Table 4.8 Outliers Test	56
Table 4.9 Result Test Goodness of Fit	57
Table 4.10 Relationship Between Variables	63
Table 4.11 The result of the Mediating test	64

LIST OF FIGURES

Figure 1.1 Prediction of E-commerce User Numbers in Indonesia 2024	2
Figure 2.1 Research Model	31
Figure 4.1 Diagram Path SEM AMOS	51
Figure 4.2 CHIINV Square Value	56
Figure 4.3 SEM Modelling Output	57
Figure 4.4 Research Hypothesis 7	61
Figure 4.5 Sobel Test Calculator	62
Figure 4.6 Research Hypothesis 8	62
Figure 4.7 Sobel Test Calculator	62