FINAL PAPER

ANALYSIS OF MALL DESIGN, MALL EMPLOYEES AND MALL ATMOSPHERE TOWARDS MALL PATRONAGE THROUGH SELFCONGRUITY, STORE IMAGE, UTILITARIAN VALUE AND HEDONIC VALUE OF GALAXY MALL'S CUSTOMER IN SURABAYA

Submitted as a final requirement to obtain the degree of Sarjana Ekonomi Strata Satu

By:

NAME: PUTU SOVIYANTI

NPM : 00000027191



PROGRAM STUDI MANAJEMEN FAKULTAS EKONOMI UNIVERSITAS PELITA HARAPAN SURABAYA 2018



UNIVERSITAS PELITA HARAPAN SURABAYA STATEMENT OF AUTHENTICITY OF FINAL PAPER

I am student from Jurusan Manajemen, Fakultas Ekonomi, Universitas Pelita Harapan Surabaya.

Student Name

Putu Soviyanti

NPM

00000027191

Department

Manajemen

Hereby declare that the work of Final Paper that I created with the title of "ANALYSIS OF MALL DESIGN, MALL EMPLOYEES AND MALL ATMOSPHERE TOWARDS MALL PATRONAGE THROUGH SELF-CONGRUITY, STORE IMAGE, UTILITARIAN VALUE AND HEDONIC VALUE OF GALAXY MALL'S CUSTOMER IN SURABAYA" is.

- Created and completed by my own, by using the result of lectures, field reviews and books and journal references listed in the list of references at the end of my Final Paper.
- 2) Not a duplication of other papers that have been published or have ever been used to get a degree at another university, except in parts of the information sources listed by proper reference.
- 3) Not the work of translated collections of reference books or journals listed the reference at the end of my Final Paper

If it is proved that I did not fulfill what has been stated above, the work of this Final Paper is invalid,

Surabaya, 3rd August 2018

Declared by.

4BAFF253277078

(Putu Soviyanti)



UNIVERSITAS PELITA HARAPAN SURABAYA STATEMENT OF AUTHENTICITY OF FINAL PAPER

AGREEMENT OF MENTORING GUIDANCE FOR FINAL PAPER

ANALYSIS OF MALL DESIGN, MALL EMPLOYEES AND MALL ATMOSPHERE TOWARDS MALL PATRONAGE THROUGH SELFCONGRUITY, STORE IMAGE, UTILITARIAN VALUE AND HEDONIC VALUE OF GALAXY MALL'S CUSTOMER IN SURABAYA

By.

Student Name

Putu Soviyanti

NPM

00000027191

Department

Manajemen

Has been examined and approved for submission and defended in a comprehensive presentation in order to obtain the degree of *Sarjana Ekonomi Strata Satu* in *Fakultas Ekonomi, Universitas Pelita Harapan* Surabaya.

Surabaya, 3rd August 2018

Approving:

Advisor 1

Dr. Ronald Suryaputra, ST, M.M

Co-Advisor

Dr.Amelia, SE, MM

Head of Management

Department

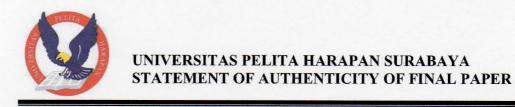
Dr.Amelia, SE, MM

SURABAY

Dean of Faculty

of Economy

Dr. Ronald Survaputra, ST, M.M.



AGREEMENT OF PANELIST APPROVAL FOR FINAL PAPER

On September 2018 has been held a comprehensive presentation in order to fulfill academic requirement to obtain *Sarjana Ekonomi Strata Satu* in *Fakultas Ekonomi, Universitas Pelita Harapan* Surabaya on the behalf of:

Student Name

Putu Soviyanti

NPM

00000027191

Department

Manajemen

Including Final Paper comprehensive test by the title of "ANALYSIS OF MALL DESIGN, MALL EMPLOYEES AND MALL ATMOSPHERE TOWARDS MALL PATRONAGE THROUGH SELF-CONGRUITY, STORE IMAGE, UTILITARIAN VALUE AND HEDONIC VALUE OF GALAXY MALL'S CUSTOMER IN SURABAYA" panelist team consisting of:

Board of Panelist	Status	Signature
1 Dr Ronald, ST, M.M.	as the Chairman and Advisor	Penal
2. Dr. Oliandes Sondakh, S.E.,M.M	as the Member	- Olde
3. Yanuar Danajaya, B.Sc,MM	as the Member	4

PREFACE

Praises and gratefulness are delivered to The Almighty God for all His mercy in helping and guiding the author during the preparation of the thesis as the final paper for the undergraduate study. For this, the author also would like to greatly appreciate the following people for their valuable contributions in helping the author from beginning until the completion of the thesis.

- 1. Dr. Ronald Suryaputra, S.T., M.M. as the Academic Director of *Universitas Pelita Harapan* Surabaya and the Advisor, for the guidance, advices, mentoring as well as the encouragement during the whole process of the thesis preparation and the patience in checking every single mistake in the paper before the submission. Also, a big gratitude for defending, guidance, and helping the author in her proposal and final defense.
- 2. Dr. Amelia, S.E., M.M., as one of the co-advisor that helps the author in the preparation of this thesis, as well as for the advice and guidance during the whole process of the thesis preparation.
- 3. Yanuar Dananjaya, B.Bs, M.M.., as the academic advisor as well as one of the panelist during the final defense, for giving guidance, encouragement, advice during the whole process of the thesis preparation and the author's three years of learning process in UPH.
- 4. Dr. Oliandes Sondakh, S.E., M.M., as one of the panelist during the final defense for the advice and guidance during the whole process of the thesis preparation.
- 5. Mrs. Ni Nyoman Pantiasih and Mr. I Ketut Sonten, my beloved parents, for all the priceless assistances, encouragements, patience and motivational supports during the whole process of thesis preparation and my whole entire life.
- 6. My family for their endless support and love.
- 7. My friends in UPH, who struggled with me through the ups and downs of the life as a university student.

8. For all my friends, lecturers, university staffs, and all other people

involved in the preparation of the thesis.

Although the thesis is still far from being perfect, the author does believe

that this thesis will be useful for further usage. As the thesis is completed, with the

effort and love from all the people involved in the preparation stage as mentioned

before, and to them, the author dedicates this final paper.

Surabaya, 16 August 2018

Putu Soviyanti

vii

TABLE OF CONTENTS

TITLE PA	AGE	i
STATEM	ENT OF AUTHENTICITY OF FINAL PAPER	ii
AGREEM	ENT OF MENTOTING GUIDANCE FOR FINAL PAPER	iii
AGREEM	ENT OF PANELIST APPROVAL FOR FINAL PAPER	iv
ABSTRAC	CT	v
PREFACE	E	vi
TABLE O	F CONTENTS	viii
LIST OF	ΓABLES	xii
LIST OF	PICTURES	xiv
LIST OF	APPENDICES	XV
CHAPTE	R I INTRODUCTION	1
1.1.	Background	1
1.2.	Research Limitations	9
1.3.	Research Problems	9
1.4.	Research Objectives	10
1.5.	Research Contributions	11
1.6.	Research Outlines.	11
CHAPTE	R II LITERATURE REVIEW	13
2.1.	Theoretical Framework.	13
2.1.1.	Mall Design	13
2.1.2.	Mall Atmosphere	14
2.1.3	Mall Employees	15
2.1.4.	Self-Congruity	16
2.1.5.	Store Image	17
2.1.6	Utilitarian Value	18
2.1.7	Hedonic Value	19
2.1.8.	Mall Patronage	20
2.2.	Previous Study	21
2.3.	Hypotheses	23

	2.3.1.	The influence of mall design on self-congruity	23
	2.3.2.	The influence of mall atmosphere on self-congruity	24
	2.3.3.	The influence of mall employees on self-congruity	24
	2.3.4.	The influence of self-congruity on store's image	24
	2.3.5.	The influence of store's image on utilitarian value	25
	2.3.6.	The influence of store's image on hedonic value	25
	2.3.7.	The influence of utilitarian value on mall patronage	26
	2.3.8.	The influence of hedonic value on mall patronage	27
	2.4.	Research Model	27
	2.5.	Operational Framework	28
(CHAPTER 1	III RESEARCH METHODS	29
	3.1.	Research Design.	29
	3.2.	Type of Research	29
	3.3.	Population and Samples	30
	3.3.1.	Population	30
	3.3.2.	Samples	30
	3.4.	Data Collection Methods.	31
	3.5.	Operational Definition and Variable Measurement	34
	3.6.	Data Analyzing Method.	35
	3.6.1.	Reliability Test	45
(CHAPTER I	IV DATA ANALYSIS AND DISCUSSION	47
	4.1.	Overview of Galaxy Mall	47
	4.2.	Data Analysis	47
	4.2.1.	Descriptive Statistics.	47
	4.2.1.1.	Characteristic of Respondents	47
	4.2.1.2.	Overview of Respondents by Age	48
	4.2.1.3.	Overview of Respondents by Gender	48
	4.2.1.4.	Respondents' Response	49
	4.2.2.	Descriptive Variable Analysis	57
	4.2.2.1.	Respondent explanation regarding Mall Design	57
	4.2.2.2.	Respondent explanation regarding Mall Atmosphere	59
	4.2.2.3	Respondent explanation regarding Mall Employees	61

	4.2.2.4.	Respondent explanation regarding Self-Congruity	62
	4.2.2.5.	Respondent explanation regarding Store Image	63
	4.2.2.6.	Respondent explanation regarding Hedonic Value	65
	4.2.2.7.	Respondent explanation regarding Utilitarian Value	66
	4.2.2.8.	Respondent explanation regarding Mall Patronage	67
	4.2.3.	Results of Data Quality Testing.	68
	4.2.3.1.	Evaluation of Data Normality	70
	4.2.3.2.	Evaluation of Outliers	71
	4.2.3.2.1.	Univariate Outliers	71
	4.2.3.2.2.	Multivariate Outliers	73
	4.2.3.3.	Evaluation of Multicollinearity and Singularity	73
	4.2.3.4.	Confirmatory Factor Analysis	74
	4.2.3.4.1.	Confirmatory Analysis of Exogenous Variables	74
	4.2.3.4.2.	Confirmatory Analysis of Endogenous Variables	75
	4.2.3.5.	Analysis of Full Structural Equation Modeling	77
	4.2.3.6.	Reliability Test.	80
	4.2.4.	Results of Hypothesis Testing	81
	4.2.3.1.	Hypothesis Testing 1 (H1)	82
	4.2.3.2.	Hypothesis Testing 2 (H2)	82
	4.2.3.3.	Hypothesis Testing 3 (H3)	83
	4.2.3.4.	Hypothesis Testing 4 (H4)	83
	4.2.3.5.	Hypothesis Testing 5 (H5)	84
	4.2.3.6.	Hypothesis Testing 6 (H6)	85
	4.2.3.7.	Hypothesis Testing 7 (H7)	86
	4.2.3.8.	Hypothesis Testing 8 (H8)	86
	4.3.	Discussion.	97
(CHAPTER V	V CONCLUSION	101
	5.1.	Conclusion	101
	5.1.1.	Conclusion for Hypotheses.	101
	5.1.1.1.	The influence of Mall Design on Self-Congruity	102
	5.1.1.2.	The influence of Mall Atmosphere on Self- congruity	102
	5.1.1.3.	The influence of Mall Employees on Self-congruity	102

5.1.1.4.	The influence of Self-congruity on Store's Image	103
5.1.1.5.	The influence of Store's Image on Hedonic Value	103
5.1.1.6.	The influence of Store's Image on Utilitarian Value	103
5.1.1.7.	The influence of Hedonic Value on Mall Patronage	104
5.1.1.8.	The influence of Utilitarian Value on Mall Patronage	104
5.1.2.	Conclusion for Research Problem.	104
5.2.	Implication	106
5.2.1.	Theoretical Implication.	106
5.2.2.	Managerial Implication.	107
5.3	Recommendation.	115
REFERENCES		116
APPENDIX	A	A-1
APPENDIX B.		
ADDENINIY	C	C 1

LIST OF TABLES

CHAPTER I INTRODUCTION

	1.1.	Indonesia's Quarterly Gross Domestic Product Growth 2009 to 2017	2	
CHAPTER III				
	3.1.	Core Design of the Questionnaire	33	
	3.2.	Definition of Operational Variable	34	
	3.3.	Description of Constructor Indicator	37	
	3.4.	Relationship of Construct.	39	
	3.5.	The Conversion Results into the Equations of the Exogenous Construct		
		Measurement Model	39	
	3.6.	The Conversion Results into the Equations of the Endogenous Construct		
		Measurement Model	40	
	3.7.	Feasibility Index of a Model (Goodness of Fit)	44	
C	HAPT	TER IV		
	4.1.	Respondents by Age	48	
	4.2.	Respondents by Gender	49	
	4.3.	Degree of Assessment of Each Variable	50	
	4.4.	Respondents' Response toward Mall Design	50	
	4.5.	Respondents' Response toward Mall Atmosphere	51	
	4.6.	Respondents' Response toward Mall Employees	52	
	4.7.	Respondents' Response toward Self-Congruity	53	
	4.8.	Respondents' Response toward Store Image	54	
	4.9.	Respondents' Response toward Hedonic Value Variable	55	
	4.10.	Respondents' Response toward Utilitarian Value Variable	56	

4.11.	Respondents' Response toward Mall Patronage Variable	57
4.12.	Distribution of Respondents' Answer to Mall Design	58
4.13.	Distribution of Respondents' Answer to Mall Atmosphere	60
4.14.	Distribution of Respondents' Answer to Mall Employees	61
4.15.	Distribution of Respondents' Answer to Self-Congruity	62
4.16.	Distribution of Respondents' Answer to Store Image	63
4.17.	Distribution of Respondents' Answer to Hedonic Value	65
4.18.	Distribution of Respondents' Answer to Utilitarian Value	66
4.19.	Distribution of Respondents' Answer to Mall Patronage	67
4.20.	Goodness of Fit Index	69
4.21.	Test Result of Data Normality	70
4.22.	Descriptive Statistics of Z-Score	72
4.23.	Mahalanobis Distance	73
4.24.	Test of Weight Factor and Factor Loading Value of Exogenous Variables	75
4.25.	Test of Weight Factor and Factor Loading Value of Endogenous Variables	76
4.26.	Feasibility Testing Index	78
4.27.	Regression Weights Full Structural Equation Model	78
4.28.	Reliability Test	80
4.29.	Hypothesis Test Result	81
4.30.	Mall Design Indicators	88
4.31.	Mall Atmosphere Indicators	91
4.32.	Mall Employees Indicators	92
4.33.	Self-Congruity Indicators	93
4.34.	Store Image Indicators	94
4.35.	Utilitarian Shopping Value Indicators	96
4.36.	Hedonic Shopping Value Indicators	98
4.37.	Mall Patronage Indicators	99

CHAPTER V

5.1.	Theoretical Implication	106
5.2.	Managerial Implication	112

LIST OF FIGURES

CTTA	DTED	1
CHA	PTER	

1.1.	Forecast of retail growth in Indonesia between 2008 and 2018 by volume	3
1.2.	Example of renowned brand in Galaxy Mall	4
1.3.	The exterior design of Galaxy Mall Surabaya	6
1.4.	The interior design of Galaxy Mall Surabaya	6
CHAP'	TER II	
2.1.	Research Model	27
CHAP'	TER III	
3.1.	Flow Diagram of Theoretical Framework	38
CHAP'	TER IV	
4.1.	Diagram of Respondents by Age	48
4.2.	Diagram of Respondents by Gender	49
4.3.	Confirmatory Analysis of Exogenous Variables	74
4.4.	Confirmatory Analysis of Endogenous Variables	75
4.5.	Full Structural Model	77

LIST OF APPENDICES

Appendix A	Questionnaire	A-1
Appendix B	Questionnaire Data	B-1
Appendix C	Analysis Summary	C-1