

DAFTAR PUSTAKA

- Abd Ellatif Elsayed, H. (2025) "Fear of Missing Out and its impact: exploring relationships with social media use, psychological well-being, and academic performance among university students," *Frontiers in Psychology*, 16. Available at: <https://doi.org/10.3389/fpsyg.2025.1582572>.
- Abdelsalam, S. *et al.* (2020) "Understanding Online Impulse Buying Behavior in Social Commerce: A Systematic Literature Review," *IEEE Access*, 8, pp. 89041–89058. Available at: <https://doi.org/10.1109/ACCESS.2020.2993671>.
- Aenaya, A.S. *et al.* (2024) "The Effect of Electronic Word of Mouth (EWOM) and Fear of Missing Out (FOMO) on Impulse Buying in Shopee Moderated Self-Control," *Journal of Economics, Finance And Management Studies*, 07(07). Available at: <https://doi.org/10.47191/jefms/v7-i7-19>.
- Barclay, D.W., Thompson, R. and Higgins, C. (1995) "The Partial Least Squares (PLS) Approach to Causal Modeling: Personal Computer Use as an Illustration."
- Çelik, I.K., Eru, O. and Cop, R. (2019) "The Effects of Consumers' FoMo Tendencies On Impulse Buying and The Effects of Impulse Buying on Post- Purchase Regret: An Investigation on Retail Stores*," *BRAIN. Broad Research in Artificial Intelligence and Neuroscience*, 10(3), p. 124. Available at: <https://doi.org/10.70594/brain/v10.i3/13>.
- Coley, A. and Burgess, B. (2003) "Gender differences in cognitive and affective impulse buying," *Journal of Fashion Marketing and Management*, 7(3), pp. 282–295. Available at: <https://doi.org/10.1108/13612020310484834>.

- Eroglu, S.A., Machleit, K.A. and Davis, L.M. (2003) “Empirical Testing of a Model of Online Store Atmospherics and Shopper Responses,” *Psychology and Marketing*, 20(2), pp. 139–150. Available at: <https://doi.org/10.1002/mar.10064>.
- Feng, Z. *et al.* (2023) “Modeling the significance of advertising values on online impulse buying behavior,” *Humanities and Social Sciences Communications*, 10(1). Available at: <https://doi.org/10.1057/s41599-023-02231-7>.
- Francis, T. and Hoefel, F. (2018) *Generation Z characteristics and its implications for companies* | McKinsey. Available at: <https://www.mckinsey.com/industries/consumer-packaged-goods/our-insights/true-gen-generation-z-and-its-implications-for-companies> (Accessed: September 17, 2025).
- Ghaniyah, S. hasna and Rufidah, P. (2024) “*International Journal Of Business Studies ipmi* This study explores how the Fear of Missing Out (FOMO) affects impulsive buying during Shopee’s Twin Date event in Indonesia.”
- Gottumukkala, M. and Kalvakolanu, N.S. (2023) *Impulse Buying Behavior of Consumers: An Empirical Study*. Available at: <https://www.researchgate.net/publication/370843718>.
- Habib, S. and Almamy, A. (2025) “Impact of FOMO on social media engagement and impulse buying of lifestyle products: mediation analysis,” *Journal of Innovative Digital Transformation*, 2(2), pp. 176–195. Available at: <https://doi.org/10.1108/jidt-01-2025-0004>.
- Hair, J.F. *et al.* (2019) “When to use and how to report the results of PLS-SEM,” *European Business Review*. Emerald Group Publishing Ltd., pp. 2–24. Available at: <https://doi.org/10.1108/EBR-11-2018-0203>.

- Hair, J.F.. et al. (2022) *A Primer on Partial Least Squares Structural Equation Modeling (PLS-SEM) Third Edition*.
- Hanaysha, J.R. (2022) “Impact of social media marketing features on consumer’s purchase decision in the fast-food industry: Brand trust as a mediator,” *International Journal of Information Management Data Insights*, 2(2). Available at: <https://doi.org/10.1016/j.ijime.2022.100102>.
- Kartika Wulan, S.B. et al. (2025) *Social Media Advertising, Fear of Missing Out (FOMO), and Impulsive Purchase Decision of iPhone among Generation Z in Indonesia: Evidence from Jambi City*, *International Journal of Science and Society*. Available at: <http://ijsoc.goacademica.com>.
- Khorrami, M.S., Esfidani, M.R. and Delavari, S. (2015) “The Effect of Situational Factor on Impulse Buying and Compulsive Buying: Clothing,” *Clothing. International Journal of Management, Accounting and Economics*, 2(8), pp. 823–837. Available at: www.ijmae.com.
- Kotler, Philip. and Keller, K.Lane. (2016) *Marketing management*. Pearson.
- Lamis, S.F., Handayani, P.W. and Fitriani, W.R. (2022) “Impulse buying during flash sales in the online marketplace,” *Cogent Business and Management*, 9(1). Available at: <https://doi.org/10.1080/23311975.2022.2068402>.
- Mehrabian, A. and Russell, J.A. (1974) *An approach to environmental psychology*, *An approach to environmental psychology*. Cambridge, MA, US: The MIT Press.
- Neumann, D. (2020) “Fear of Missing Out,” *The International Encyclopedia of Media Psychology*. Wiley, pp. 1–9. Available at: <https://doi.org/10.1002/9781119011071.iemp0185>.

- Oktaviani, W. *et al.* (2024) “The Role of Lifestyle, Advertising, and Discount on Impulsive Buying (Survey of Tokopedia Application Users in Kuningan Regency),” *International Journal Administration, Business & Organization*, 5(4), pp. 29–38. Available at: <https://doi.org/10.61242/ijabo.24.426>.
- Ordóñez, L. and Benson, L. (1997) “Decisions under Time Pressure: How Time Constraint Affects Risky Decision Making,” *Organizational Behavior and Human Decision Processes*, 71(2), pp. 121–140. Available at: <https://doi.org/https://doi.org/10.1006/obhd.1997.2717>.
- Perdagangan, K. (2023) *s2023 Pusat Data dan Sistem Informasi*.
- Pratiwi, D.A. (2024) *Shopee Catat Peningkatan Transaksi Tujuh Kali Lipat di Kampanye 10.10 Brands Festival*. Available at: <https://www.idxchannel.com/ecotainment/shopee-catat-peningkatan-transaksi-tujuh-kali-lipat-di-kampanye-1010-brands-festival> (Accessed: September 17, 2025).
- Przybylski, A.K. *et al.* (2013) “Motivational, emotional, and behavioral correlates of fear of missing out,” *Computers in Human Behavior*, 29(4), pp. 1841–1848. Available at: <https://doi.org/10.1016/j.chb.2013.02.014>.
- Ringle, C.M., W.S., & B.J.M. (2024) “SmartPLS 4. SmartPLS.”
- Rosiqin, K. and Setiyo Pambudi, B. (2025) *YUME : Journal of Management The Influence of Scarcity Marketing, Urgency Marketing, and Interactivity in Live Streaming on Impulsive Buying through Fear of Missing Out (FOMO) as a Mediating Variable in TikTok Live Shopping Consumers, YUME : Journal of Management*.

- Sarstedt, M. *et al.* (2019) “How to specify, estimate, and validate higher-order constructs in PLS-SEM,” *Australasian Marketing Journal*, 27(3), pp. 197–211.
Available at: <https://doi.org/10.1016/j.ausmj.2019.05.003>.
- Schiffman, L.G. and Wisenblit, J. (2019) *Consumer Behavior*.
- Sekaran, U. and Bougie, R. (2020) *Research Methods for Business*.
- Septiyani, S. and Hadi, E.D. (2024) “Pengaruh Flash Sale, Live Streaming Dan Hedonic Shopping Motivation Terhadap Impulse Buying (Study Pembelian Produk Berrybenka Pada Pengguna Aplikasi Shopee),” *Jesya*, 7(1), pp. 970–980.
Available at: <https://doi.org/10.36778/jesya.v7i1.1505>.
- Statista (2023) “*Most preferred e-commerce platforms among Gen Z by gender.*”
- Statista (2025) “*Most popular online retailers on the National Online Shopping Day (Harbolnas).*”
- Sun, B., Zhang, Y. and Zheng, L. (2023) “*Relationship between time pressure and consumers’ impulsive buying—Role of perceived value and emotions,*” *Heliyon*, 9(12). Available at: <https://doi.org/10.1016/j.heliyon.2023.e23185>.
- Verhagen, T. and Van Dolen, W. (2011) “*The influence of online store beliefs on consumer online impulse buying: A model and empirical application,*” *Information and Management*, 48(8), pp. 320–327. Available at: <https://doi.org/10.1016/j.im.2011.08.001>.
- Wegmann, E. *et al.* (2017) “*Online-specific fear of missing out and Internet-use expectancies contribute to symptoms of Internet-communication disorder,*” *Addictive Behaviors Reports*, 5, pp. 33–42. Available at: <https://doi.org/10.1016/j.abrep.2017.04.001>.