

PENGARUH FAKTOR HUBUNGAN SOSIAL ATAS MINAT WISATA GEN Y TERHADAP BANGKA BELITUNG DENGAN eWOM SEBAGAI MEDIATOR

Michelle Caroline Suciadi

Program Manajemen Perhotelan Program Studi Manajemen Fakultas Ekonomi
Universitas Kristen Petra
Jl. Siwalankerto 121-131, Surabaya
michellesuciadi@gmail.com

Abstrak: Industri pariwisata bertumbuh pesat seiring berjalananya waktu. Di sisi lain, hubungan sosial individu pun dapat berpengaruh terhadap perilaku dan keputusan individu tersebut, termasuk dalam aspek pariwisata. Dengan eWOM sebagai perantara, berbagai informasi tentang pariwisata dapat ditemukan di media sosial. Oleh sebab itu, penelitian ini bertujuan untuk mengetahui pengaruh faktor hubungan sosial atas minat wisata Gen Y terhadap Bangka Belitung dengan eWOM sebagai mediator. Data yang diperoleh dari 202 responden dianalisis menggunakan metode PLS. Hasil penelitian ini menunjukkan faktor hubungan sosial berpengaruh positif signifikan atas perilaku eWOM Gen Y. Hasil penelitian ini juga menunjukkan perilaku eWOM berpengaruh positif signifikan atas minat wisata terhadap Bangka Belitung. eWOM juga berperan sebagai mediator antara faktor hubungan sosial dengan minat wisata.

Kata Kunci :

Faktor hubungan sosial, Minat wisata, eWOM

Abstract: Tourism industry has been notably growing throughout the years. On the other hand, one's social relationships can affect his behavior and decisions, including in tourism subjects. With eWOM as the mediator, there are various tourism information on social media could be found. This research was carried out to see social relationship factors effects on Gen Y's travel intention towards Bangka Belitung with eWOM as mediator. Data collected from 202 respondents were analyzed using PLS method. The result shows that social relationship factors have positive and significant effects on Gen Y's eWOM behaviour. Furthermore, eWOM behaviour is shown to have a positive and significant effects on travel intention towards Bangka Belitung. eWOM is also shown to be a mediator between social relationship factors and travel intention.

Keyword:

Social relationship factors, Travel intention, eWOM

Referensi

- Abrantes, J. L., Seabra, C., Lages, C. R., & Jayawardhena, C. (2013). Drivers of in-group and out-of-group electronic word-of-mouth (eWOM). *European Journal of Marketing*. 47(7), 1067-1088. doi:10.1108/03090561311324219
- Abubakar, A. M. (2016). Does eWOM influence destination trust and travel intention: a medical tourism perspective. *Economic Research-Ekonomska Istrazivanja*, 29(1), 598-611. doi:10.1080/1331677x.2016.1189841
- Arifin, Z. (2010). *Penelitian pendidikan dan metode paradigma baru*. Bandung : Remaja Rosdakarya
- Arikunto, S. (2010). *Prosedur penelitian suatu pendekatan praktik*. Jakarta : PT. Rineka Cipta
- Asa, B. (2017, July 06). 10 Sosial media paling populer di Indonesia. Retrieved October 28, 2017, from <http://dunia-komputer.com/10-sosial-media-paling-populer-di-indonesia/>

- Asano, E. (2017, January 4). How much time do people spend on social media. Retrieved September 12, 2017, from <http://www.pdiatoday.com/marketing/how-much-time-do-people-spend-social-media-infographic>.
- Asdhiana, I. M. (2013, November 22). Keindahan pantai, andalan pariwisata Bangka Belitung. Retrieved November 30, 2017, from <http://nationalgeographic.co.id/berita/2013/11/keindahan-pantai-andalan-pariwisata-bangka-belitung>
- Bachtiar, M. (2016, November 09). 8 Reasons Why You Should Not Visit Belitung Island, Ever! Retrieved December 14, 2017, from <http://www.globalindonesianvoices.com/20209/8-reasons-why-you-should-not-visit-belitung-island-ever/>
- Bailey, A. A. (2005), Consumer awareness and use of product review websites. *Journal of Interactive Advertising*, 6(1), 90-108.
- Bangka Belitung. (n.d.). Retrieved October 22, 2017, from <http://www.indonesia-tourism.com/bangka-belitung/>
- Benmetan, T. (2017, April 26). These are the new Bali of Indonesia. Retrieved October 22, 2017, from <https://seasia.co/2017/04/26/these-are-the-new-bali-of-Indonesia>
- Bennett, S. (2013, May 30). 68% of millennials get their news from social media [INFOGRAPHIC]. Retrieved November 30, 2017, from <http://www.adweek.com/digital/millennial-news/#/>
- Bilgihan, A., Peng., C., & Kandampully, J. (2014). Generation Ys dining information seeking and sharing behavior on social networking sites. *International Journal of Contemporary Hospitality Management*, 26(3), 349-366. doi:10.1108/ijchm-11-2012-0220
- Bimo, S. (2011, December 12). PERANAN MEDIATOR DALAM PLS MODEL. Retrieved December 16, 2017, from <http://www.statistikolahdata.com/2011/12/peranan-mediator-dalam-pls-model.html>
- Bolton, R. N., Parasuraman, A., Hoefnagels, A., Migchels, N., Kabadayi, S., Gruber, T. & Komarova, L. Y. (2013). Understanding Generation Y and their use of social media: a review and research agenda. *Journal of Service Management*, 24(3), 245-267.
- Boyd, D. M., & Ellison, N. B. (2008). Social network sites : definition, history, and scholarship. *Journal of Computer-Mediated Communication*, 13, 210-230. Retrieved September 13, 2017.
- Brosdahl, D. J., & Carpenter, J. M. (2011), Shopping orientations of US males: a generational cohort comparison. *Journal of Retailing and Consumer Services*, 18, 548-554.
- Brown, T.J., Barry, T.E., Dacin, P.A. & Gunst, R.F. (2005), Spreading the word: investigating antecedents of consumers' positive word of mouth intentions and behaviors in a retailing context. *Journal of the Academy of Marketing Science*, 33(2), 123-138
- Budiargo, D. (2015). *Berkomunikasi ala net generation*, Elex Media Komputindo, Jakarta.
- Bumi Serumpun Sebalai. (n.d.). Retrieved November 30, 2017, from <http://www.babelprov.go.id/content/letak-geografis>
- Chandler, B. (2016, August 3). 34 Makanan Khas Bangka Belitung yang Wajib Dicoba. Retrieved November 30, 2017, from <http://makananoleholeh.com/makanan-khas-bangka-belitung/>
- Chen, C., Nguyen, B., Klaus, P, & Wu, M. (2015). Exploring electronic word-of-mouth (eWOM) in the consumer purchase decision making process: The case of online holidays – Evidence from United Kingdom (UK) consumers. *Journal of Travel and Tourism Marketing*, 32(8), 953-970.
- Chu, S. C., & Kim, Y. (2011). Determinants of consumer engagement in Electronic Wordof-Mouth (eWOM) in social networking sites. *International Journal of Advertising*, 30(1), 47-75.

- D'Netto, B. (2010). Generation Y: Human resource management implications. Retrieved October 3, 2017
- Ferdinand, A. (2002). *Metode penelitian manajemen*. Semarang : Badan Penerbit Universitas Diponegoro.
- Fournier, G. (2016, July 17). Locus of Control. Retrieved October 24, 2017, from <https://psychcentral.com/encyclopedia/locus-of-control/>
- Gama, H. (2016, October 17). 8 Oleh-oleh khas Pulau Belitung yang wajib di bawa buat orang rumah! Retrieved November 30, 2017, from <https://gamaholiday.com/8-oleh-oleh-khas-pulau-belitung/>
- Gheysen, P. (2013, September 17). Gen Y Trends: The end of conspicuous branding? Retrieved December 16, 2017, from <http://www.howcoolbrandsstayhot.com/2013/09/17/gen-y-trends-the-end-of-conspicuous-branding/>
- Godes, D., & Mayzlin, D. (2004). Using online conversations to study word-of-mouth communication. *Journal of Marketing Science*, 23(4), 545-560.
- Gorlinski, V. (2012, May 04). Bangka Belitung. Retrieved November 30, 2017, from <https://www.britannica.com/place/Bangka-Belitung>
- Grewal, D., & Levy, M. (2010). Marketing, 2nd ed., McGraw Hill/Irwin, New York, NY.
- Harsaputra, I. (2012, February 8). Heaven on earth in Bangka Belitung. Retrieved November 30, 2017, from <http://www.thejakartapost.com/news/2012/02/08/heaven-earth-bangka-belitung.html>
- Hausmann, A., & Poellmann, L. (2016). eWOM in the performing arts: exploratory insights for the marketing of theaters. *Arts and the Market*, 6(1), 111-123. <https://doi.org/10.1108/AAM-08-2013-0013>
- Hawkins, D. I., Best, R.J. & Coney, K.A. (2004). *Consumer behaviour: building marketing strategy*, 9th ed., McGraw Hill/Irwin, New York, NY.
- Hennig-Thurau, T., Gwinner, K.P., Walsh, G. & Gremler, D.D. (2004). Electronic word-of-mouth via consumer-opinion platforms: what motivates consumers to articulate themselves on the internet?. *Journal of Interactive Marketing*, 18(1), 38-52.
- Hernandez-Mendez, J., Munoz-Leiva, F., & Sanchez-Fernandez, J. (2013). The influence of e-word-of-mouth on travel decision-making: consumer profiles. *Current Issues in Tourism*.
- Hsu, Y., & Tran, T. H. C. (2013). Social relationship factors influence on eWOM behaviors in social networking sites: empirical stury: Taiwan and Vietnam. *International Journal of Business, Humanities and Technology* 3(3), 22-31.
- Hyun, H. L., & Yoon, J. M. (2012). Consumer perceptions of online consumer product and service reviews: Focusing on information processing confidence and susceptibility to peer influence. *Journal of Research in Interactive Marketing*, 6(2). 110-132.
- Jalilvand, M. R., & Samiei, N. (2012). The impact of electronic word of mouth on a tourism destination choice: Testing the theory of planned behavior (TPB). *Internet Research*, 22(5), 591-612.
- Ismagilova, E., Dwivedi, Y. K., Slade, E. L., & Williams, M. D. (2017). *Electronic word of mouth (eWOM) in the marketing context: a state of the art analysis and future directions*. Cham: Springer.
- Jang, S., Bai, B., Hu, C., & Wu, C. E. (2009). Affect, travel motivation and travel intention: a senior market. *Journal of Hospitality & Tourism Research*, 33(1), 51-73.
- Jogiyanto, H. M., & Abdillah, W. (2009). Konsep dan aplikasi PLS (Partial Least Square) untuk penelitian empiris. Badan Penerbit Fakultas Ekonomi Dan Bisnis UGM, Yogyakarta.
- Keller, K. L., & Lehmann, D. R. (2006). Brands and branding: research findings and future priorities. *Marketing Science*, 25(6), 740-759. doi:10.1287/mksc.1050.0153

- Kietzmann, J., & Canhoto, A. (2013). Bittersweet! Understanding and managing electronic word of mouth. *Journal of Public Affairs*, 13(2), 146-159. doi:10.1002/pa.1470
- Kotler, P., & Keller, K. L. (2007). *Marketing management*. Upper Saddle River, N.J:Pearson Prentince Hall.
- Lazarevic,V.(2012),Encouraging brand loyalty in fickle Generation Y consumers. *Young Consumers: Insight and Ideas for Responsible Marketers*, 13(1), 45-61.
- Lewis, R.C. & Chambers, R.E. (2000), *Marketing leadership in hospitality. foundations and practices*, 3rd ed., Wiley, New York, NY.
- Lin, P. J. (2009). Factors influencing purchase intention for online travel products – case study of Taiwanese consumers. *Journal of Hospitality & Tourism Research*, 33(1), 129-147.
- Lo, L. Y., & Lin, S. (2017). An approach to initiating eWOM intentions: A study on the effects of reference price and value homophily. *Internet Research*, 27(2), 277-302. doi:10.1108/intr-05-2015-013
- Mangold, W. G., & Smith, K. T. (2012). Selling to millennials with online reviews. *Business Horizons*, 55(2), 141-153.
- Matute, J., Polo-Redondo, Y., & Utrillas, A. (2016). The influence of EWOM characteristics on online repurchase intention: Mediating roles of trust and perceived usefulness. *Online Information Review*, 40(7), 1090-1110. doi:10.1108/oir-11-2015-0373
- McAllister, D. C. (2014, September 15). What's Behind Millennials' Trust Issues? Retrieved December 16, 2017, from <http://thefederalist.com/2014/09/09/whats-behind-millennials-trust-issues/>
- McLeod, S. (2008). Social roles. Retrieved October 28, 2017, from <https://www.simplepsychology.org/social-roles.html>
- Meier, J., Austin, S., & Crocker, M. (2010). Generation Y in the workforce: Managerial challenges. *The Journal of Human Resource and Adult Learning*, 6, 68-79.
- Memarzadeh, F., Blum, S. C., & Adams. C. (2015). The impact of positive and negative e-comments on business travelers' intention to purchase a hotel room. *Journal of Hospitality and Tourism Technology*, 6(3), 258-270. doi:10.1108/jhtt-09-2014-0049.
- Miller, R. & Lammas, N. (2010). Social media and its implications for viral marketing. *Asia Pacific Public Relations Journal*, 11(1), 1-9.
- Morgan, N. (2015, September 02). We humans are social beings- and why that matters for speakers and leaders. Retrieved October 27, 2017, from <https://www.forbes.com/sites/nickmorgan/2015/09/01/we-humans-are-social-beings-and-why-that-matters-for-speakers-and-leaders/#2bfb4aa96abd>
- Na'Desh, F. (2008). Gen-Y implications for organizations: Perceptions of the "grown up digital" generation. *Florida: Graduate School of Education and Psychology Pepperdine University*.
- Ripiu, M. (2017, July 06). Liburan Keluarga ke Belitung. Retrieved December 14, 2017, from <https://missripiu.com/2017/07/03/liburan-keluarga-ke-belitung/>
- Ryu, G. & Han, J.K. (2009). Word-of-mouth transmisssimion in settings with multiple opinions: the impact of other opinions on WOM likelihood and valence. *Journal of Consumer Psychology*, 19(3), 403-15.
- Savini, I. (2014). The influence of electronic word of mouth on consumers' decision making process: The Tripadvisor case. *Libera Universita Internazionale Degli Studi Sociali*.
- Sa'ait, N., Kanyan, A., & Nazrin, M. F. (2016) The effect of e-WOM on customer purchase intention. *International Academic Research Journal of Social Science*, 2(1), 73-80.
- Schmitt, P., Skiera, B. & Van den Bulte, C. (2011), Referral programs and customer value. *Journal of Marketing*, 75(1), 46-59.
- Senecal, S., & Nantel, J. (2004). Online interpersonal influence: A framework. *Working Paper: RBC Financial Groups Chair E-Commerce*, HEC Montreal, University of Montreal.

- Sernovits, Andy. (2012). *Word of mouth marketing : how smart companies get people talking*, 3rd edition.
- Silalahi, Ulber. (2006). *Metode penelitian sosial*. Bandung : Unpar Press.
- Sofyani, H. (2016). *Modul praktik patial least square (PLS)*. Yogyakarta : Universitas Muhammadiyah Yogyakarta.
- Solomon, M., R. (2015). *Consumer behaviour*, 11th ed., Pearson Education, Essex, England.
- Steffes, E. M., & Burgee, L. E. (2009). Social ties and online word of mouth. *Internet Research*, 19(1), 42-59. doi:10.1108/10662240910927812
- Strutton, D., Taylor, D. G., & Thompson, K. (2011). Investigating generational differences in e-WOM behaviours. *International Journal of Advertising*, 30(4), 559-586.
- Sugiyono. (2011). *Metode penelitian kuantitatif kualitatif dan R&D*. Bandung : Alfabeta
- Swastha & Handoko. (2000). *Manajemen pemasaran, analisis perilaku konsumen*, Edisi 1, Cetakan 3. Yogyakarta.
- Tren destinasi travel domestik dan internasional populer 2017. (2017, February 10). Retrieved October 22, 2017, from <https://www.msn.com/id-id/travel/ideperjalanan/tren-destinasi-travel-domestik-dan-internasional-populer-2017/ar-AAmKHjY>
- Trend pariwisata Indonesia tahun 2017 yang harus kamu ketahui. (2017, June 25). Retrieved October 22, 2017, from <http://www.prasmultourism.com/2017/06/27/tren-pariwisata-indonesia-tahun-2017>
- Valentine, D. B., & Powers, T. L. (2013). Generation Y values and lifestyle segments. *Journal of Consumer Marketing*, 30(7), 597-606. doi:10.1108/jcm-07-2013-0650
- Wang, Z., Walther, J. B., Pingree, S., & Hawkins, R. P. (2008). Health information, credibility, homophily, and influence via the internet: Web sites versus discussion groups. *Health Communication*, 23(4), 358-368.
- Wesner, M.S. & Miller, T. (2008), Boomers and millenials have much in common. *Organizational Development*, 26(3), 89-96.
- What is a Social Networking Site (SNS)? – Definition from Techopedia. (n.d). Retrieved September 13, 2017, from <https://www.techopedia.com/definition/4956/social-networking-site-snssch>
- Yoon, H. (2015). Use of social networking sites and word-of-mouth in tourism service. *Advances in Hospitality and Leisure*, 21-40. doi: 10.1108/21745-354220150000011002
- Zhang, T., Omran, B. A., & Cobanoglu, C. (2017). Generation Y's positive and negative eWOM: use of social media and mobile technology. *International Journal of Contemporary Hospitality Management*, 29(2), 732-761. doi:10.1108/ijchm-10-2015-0611