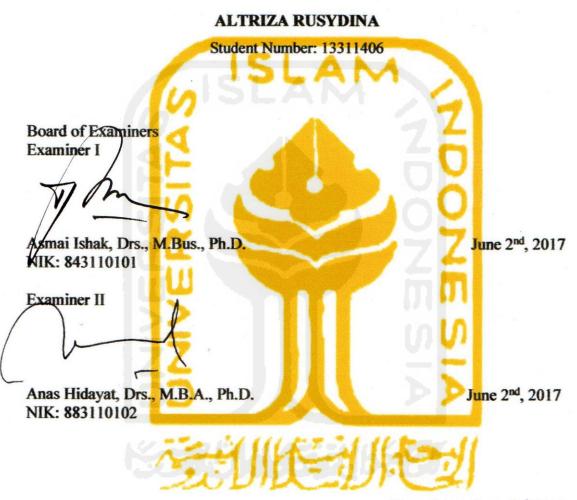
THE EFFECTS OF VSN ATTRIBUTES, FLOW, TRUST, AND E-WOM IN

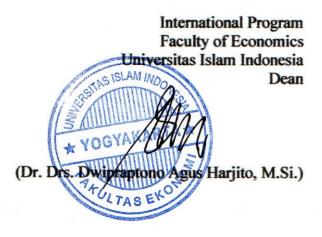
INFLUENCING VSN USERS' PURCHASE INTENTION

A BACHELOR DEGREE THESIS

By:

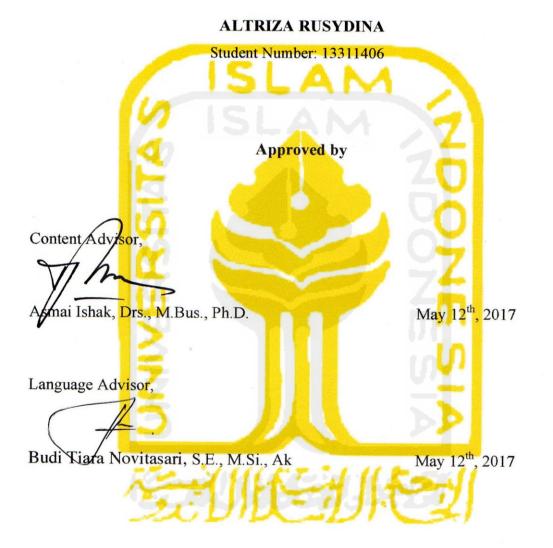


Yogyakarta, June 2nd, 2017



THE EFFECTS OF VSN ATTRIBUTES, FLOW, TRUST, AND E-WOM IN INFLUENCING VSN USERS' PURCHASE INTENTION

Written By:



DECLARATION OF AUTHENTICITY

Here in I declare the originality of the thesis; I have not presented anyone else's work to obtain my university degree, nor have I presented anyone else's words, ideas or expression without acknowledgement. All quotations are cited and listed in the bibliography of the thesis.

If in the future this statement is proven to be false, I am willing to accept any sanction complying with the determined regulation or its consequence.

Yogyakarta, May 12th , 2016 Altriza Rusydina

ACKNOWLEDGMENTS

_____مِلْلَّهُ الْرَجِينِ الْحِيمَ

Asssalamualaikum Wr. Wb.

Alhamdulillahi rabbil'alamin, the researcher feel gratitude to Allah SWT, because of His blessing and grace, the researcher can finish writing the thesis with the title "The Effects of VSN Attributes, Flow, Trust, and e-WOM in Influencing VSN Users' Purchase Intentions in Indonesia". This thesis writing is one of the requirements to finish the study and to get an undergraduate degree in Marketing Study, Department of Management, Faculty of Economics, Universitas Islam Indonesia.

The preparation of this research is not separated from the encouragement and the support from several parties. In this occasion, the researcher wants to give thanks to:

- Allah SWT, for all Your Kindness, Mercy, and Lessons that You always give to me.
- 2. Prophet Muhammad SAW, for being a great figure as the Last Prophet and making this life becomes better than before.
- Mr. Anas Hidayat, Drs., M.B.A., Ph.D. as the Head of Business and Economics Department, International Program UII and Mr. Rokhedi Priyo Santoso, S.E., MIDEc., as the Deputy Head of Business and Economics Department, International Program UII.
- 4. Mr. Asmai Ishak, Drs., M.Bus., Ph.D. as the Content Advisor that has provided time, energy, and thought in giving a direction in the thesis preparation.

- 5. Ms. Budi Tiara Novitasari, S.E., M.Si., Ak as the language advisor who has provided time, energy, and willingness in correcting my grammar.
- 6. Mr. Anas Hidayat, Drs., M.B.A., Ph.D. as the examiner for thesis exam who has provided suggestion and advice to my thesis.
- 7. My mother who always support me whenever and wherever I need, Tantri Sulastri as my motivation to do the best and become a better person. Thank you for your unconditional love.
- 8. All of GF Family, who always give supports to me whenever I need.
- All of students of Mr. Asmai Ishak: Andi Khalishah, Rahma Maulida, Ahmad Miftah B., Chandra Dhitia. Thank you for your support, and for being good listeners.
- My senior high school friends: Azizah, Almira, Dyayi, Ai, Lila. Thank you for being good friends who always give supports, jokes, and laughter. Hopefully, our friendship will last long.
- 11. All of IP Management 2013 students: Adhiya, Miftah, Budi, Alma, Anan, Annis, Seta, Astrid, Asya, Avi, Agiv, Dhito, Citra, Dd, Batman, Ayang, Robot, Hady, Henry, Ayik, Upit, Nur, Midut, Serge, Roppun, Winny. Thank you for togetherness and cheerfulness during this time.
- 12. My seniors in IP FE UII: Kak Ria and Kak Dilla, who always helped me, and gave me suggestion and always encouraged me.
- 13. IP family, *Mbak* Alfi, *Pak* Ahmad, *Mas* Kandri, *Pak* Kus, *Pak* Erwan, and all of IP family that always give support and help.
- 14. Furthermore, great thanks dedicated for all of you who always give me

support, help and pray for all this time, so that I can finish this thesis.

This research is far from perfect but, hopefully, this research may be useful for the management study, especially in marketing study.

Wassalamualaikum Wr. Wb.

