

# Evaluasi experience pada adverggame teh pucuk harum melalui analisa efek attitude towards adverggame pada purchase intention = Evaluation of experience on teh pucuk harum adverggame through analysis of attitudes toward adverggame to the purchase intention

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## Abstrak

[<b>ABSTRAK</b><br>

Tesis ini menganalisis mengenai bagaimana experience pada Adverggame Teh Pucuk Harum dapat mempengaruhi Purchase Intention kepada produk teh pucuk harum melalui hedonic affection toward adverggame, utilitarian affection toward adverggame, attitudes toward brand, dan purchase intention pada target pasar teh pucuk harum. Penelitian ini melihat hubungan antara adverggame sebagai media advertising yang memiliki banyak potensi di masa depan nanti kepada purchase intention produk yang diiklankan melalui adverggame. Model Penelitian ini diadaptasi dari Penelitian Lai dan Huang (2011) yang melakukan penelitian terkait pengaruh attitude toward advergaming terhadap purchase intention dengan juga adaptasi dari Advertising effect dari Belch & Belch. Di mana didalam jurnal tersebut itu menggunakan adverggame dari brand fiktif berupa pulpen. Terdapat 5 hipotesis yang diuji. Berdasarkan 155 responden dengan populasi umur 17 sampai 30 tahun, peneliti menemukan hedonic affection toward adverggame dan utilitarian affection toward adverggame memiliki pengaruh yang positif terhadap purchase intention, sedangkan attitudes toward the brand tidak mempengaruhi purchase intention. Hedonic affection toward adverggame dan utilitarian affection toward adverggame memiliki pengaruh yang positif terhadap attitudes toward brand

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<b>ABSTRACT</b><br>

This thesis studied about how the experience on Teh Pucuk Harum's Adverggame can affect the Intention to Purchase the teh pucuk harum's products through affection toward adverggame hedonic, utilitarian affection toward adverggame, attitudes toward the brand, and purchase intention to the teh pucuk harum's target market. This study looked at the relationship between adverggame as an advertising media that has a lot of potential in the future to purchase intention of products that is advertised through the adverggame. The research model was adapted from research Lai and Huang (2011) who conduct research related to the influence of attitude toward advergaming also purchase intention with the adaptation of Advertising effect of Belch & Belch. Where in the journal of the adverggame using a fictitious brand on ballpoint. There are 5 hypotheses were tested. Based on 155 respondents to the population aged 17 to 30 years old, researchers found that the affection toward hedonic and utilitarian adverggame affection toward adverggame has

a positive influence on purchase intention, while attitudes toward the brand does not affect the purchase intention. Hedonic and utilitarian affection toward advergaming affection toward advergaming has a positive influence on attitudes toward the brand., This thesis studied about how the experience on Teh Pucuk Harum's Advergaming can affect the Intention to Purchase the teh pucuk harum's products through affection toward advergaming hedonic, utilitarian affection toward advergaming, attitudes toward the brand, and purchase intention to the teh pucuk harum's target market. This study looked at the relationship between advergaming as an advertising media that has a lot of potential in the future to purchase intention of products that is advertised through the advergaming. The research model was adapted from research Lai and Huang (2011) who conduct research related to the influence of attitude toward advergaming also purchase intention with the adaptation of Advertising effect of Belch & Belch. Where in the journal of the advergaming using a fictitious brand on ballpoint. There are 5 hypotheses were tested. Based on 155 respondents to the population aged 17 to 30 years old, researchers found that the affection toward hedonic and utilitarian advergaming affection toward advergaming has a positive influence on purchase intention, while attitudes toward the brand does not affect the purchase intention. Hedonic and utilitarian affection toward advergaming affection toward advergaming has a positive influence on attitudes toward the brand.]