

## DAFTAR PUSTAKA

- American Psychological Association. (2020). APA Dictionary of Psychology. [online]. <https://dictionary.apa.org/social-influence> [27 Desember 2021].
- Agarwal, R. dan Prasad, J. (1998). *A Conceptual and Operational Definition of Personal Innovativeness in the Domain of Information Technology*. Information Systems Research, Vol. 9, 204-224.
- Aronson, Elliot. (2012). *The Social Animal (11<sup>th</sup> Edition)*. New York: Elsevier.
- Aslam, Wajeeha dan Farhat, Kashif. (2020). *Impact of after-sales service on consumer behavioural intentions*. Int. J. Business and System Research, Vol. 14, 44-55.
- Ayoub, S., Dastgir, G., dan Waqas, M. (2019). *Factors Affecting Consumer Purchase Intentions for Solar Energy Application at Domestic Level*. International Journal of Economics, Commerce, and Management, Vol. 7, No. 10, 349-363.
- Awa, H. O., Ukoha, O., dan Igwe, S. R. (2017). *Revisiting technology-organization-environment (T-O-E) theory for enriched applicability*. The Bottom Line, Vol. 30, 2-22.
- Baker, Jeff. (2011). *The Technology-Organization-Environment Framework*. Information Systems Theory, Vol. 12, 231-245.
- Bandi, S. R. dan Anandarao, V. (2021). *Factors affecting the adoption of solar thermal energy adoption*. Master's Programme in Industrial Management and Innovation, Uppsala Universitet.
- Bandara, U. C. dan Amarasena, T. S. M. (2020). *Factors influencing solar energy technology adoption by households in western province Sri Lanka*. Vidyodaya Journal of Management, Vol. 6, 131-152.
- Bartles, Jos dan Onwezen, M. C. (2014). *Consumer Willingness to Buy Products with Environmental and Ethical Claims: the Roles of Social Representation and Social Identity*. International Journal of Consumer Studies, Vol. 38, 82-89.

- Cho, Y. Y. dan Sagynov, E. (2015). *Exploring Factors That Affect Usefulness, Ease of Use, Trust, and Purchase Intention in The Online Environment*. International Journal of Management and Information Systems, Vol. 19, No. 1, 21-36.
- Cialdini, R. B. dan Goldstein, N. J. (2004). *Social Influence: Compliance and Conformity*. Annual Review of Psychology, Vol. 55, 591-621.
- Collins, Harper. (2022). Collins English Dictionary. [online]. <https://www.collinsdictionary.com/dictionary/english/technology> [27 Desember 2021].
- Davis, F. D. (1989). *Perceived Usefulness, Perceived Ease of Use, and User Acceptance of Information Technology*. MIS Quarterly, Vol. 13, No. 3, 319-340.
- Fagan, M. H., Neill, S., dan Wooldridge, B. R. (2008). *Exploring the Intention to Use Computers: An Empirical Investigation of The Role of Intrinsic Motivation, Extrinsic Motivation, and Perceived Ease of Use*. Journal of Computer Information System, 31-37.
- Ferdinand, Augusty. (2014). *Metode Penelitian Manajemen: Pedoman Penelitian Untuk Penulisan Skripsi, Tesis, dan Disertasi Ilmu Manajemen*. Semarang: Badan Penerbit Universitas Diponegoro.
- Gass, R. H. (2015). *Social Influence, Sociology of*. California: Elsevier.
- Ghozali, Imam. (2018). *Aplikasi Analisis Multivariate dengan Program IBS SPSS 25 (Edisi 9)*. Semarang: Badan Penerbit Universitas Diponegoro.
- Grewal, D., Levy, M., Mathews, S., Harrigan, P., Bucic, T., dan Kopanidis, F. (2021). *Marketing (3<sup>rd</sup> Edition)*. Sydney: McGraw Hill Education.
- Grover, S. (2007). *Energy, Economic, and Environmental Benefits of the Solar America Initiative*. Portland: ECONorthwest.

- Gu, D., Khan, S., Khan, I. U., Khan S. U., Xie, Y., Li, X., dan Zhang, G. (2021). *Assessing the Adoption of e-Health Technology on a Developing Country: An Extension of the UTAUT Model*. Sage Open, Vol. 11, 1-16.
- Gupta, K. P. (2019). *Investigating the adoption of MOOCs in a developing country*. Interactive and Smart Technology, Vol. 1, 1-21.
- Heryanto, Imam dan Triwibowo, Totok. (2018). *Path Analysis Menggunakan SPSS dan Excel*. Bandung: Informatika Bandung.
- Hossain, C. A., Chowdhury, N., Longo, M., dan Yaici, W. (2019). *System and Cost Analysis of Stand-Alone Solar Home System Applied to a Developing Country*. Sustainability, Vol. 11, 1-13.
- Hsu, C. L. dan Lin, J. C. C. *Effect of Perceived Value and Social Influences on Mobile-App Stickiness and In-App Purchase Intention*. Technological Forecasting and Social Change.
- Hubert, M., Blut, M., Brock, C., Zhang, R. W., Koch, V., dan Riedl, R. (2018). *The influence of acceptance and adoption drivers on smart home usage*. European Journal of Marketing, Vol. 53, 1073-1098.
- Hunafa, K., Hidayanto, A. N., dan Sandhyaduhita, P. (2017). *Investigating Mobile Payment Acceptance Using Technological-Personal-Environmental (TPE) Frameworks: A Case of Indonesia*. ICACISIS, 159-165.
- Hwang, B. N., Huang, C. Y., dan Wu, C. H. (2016). *A TOE Approach to Establish a Green Supply Chain Adoption Decision Model in The Semiconductor Industry*. Sustainability, Vol. 8, 2-13.
- Indrawan, Rully dan Yaniawati, Poppy. (2017). *Metodologi Penelitian: Kuantitatif, Kualitatif, dan Campuran untuk Manajemen, Pembangunan, dan Pendidikan (Edisi Revisi)*. Bandung: Refika Aditama.

- Indrawati. (2015). *Metode Penelitian Manajemen dan Bisnis: Konvergensi Teknologi Komunikasi dan Informasi*. Bandung: Refika Aditama.
- Institute for Essential Services Reform. (2019). Market Potential Rooftop Solar PV in Surabaya: A Report. Jakarta: IESR.
- Institute for Essential Services Reform. (2021). Survei Potensi pasar Rooftop Solar di Jabodetabek. Jakarta: IESR.
- International Energy Agency. (2021). Global Energy Review 2021. Paris: IEA Publications.
- International Renewable Energy Agency. (2020). Solar Energy. [online]. <https://www.irena.org/solar> [27 Desember 2021].
- Jacob, M. R. dan Tan, P. H. P. (2021). *The Influence of Country Image, Brand Familiarity, Product Quality, and Social Influence Towards Purchase Intention: The Case Study of Samsung*. Jurnal Ilmiah Manajemen Bisnis dan Inovasi Universitas Sam Ratulangi, Vol. 8, No. 1, 199-216.
- Karakaya, E., Hidalgo, A., dan Nuur, C. (2015). Motivators for adoption of photovoltaic system at grid parity: a case study from Southern Germany. *Renewable and Sustainable Energy Reviews*, Vol. 43, 1090-1098.
- Kementrian ESDM. (2017). Peraturan Presiden Republik Indonesia Nomor 22 Tahun 2017 tentang Rencana Umum Energi Nasional. Jakarta: KESDM.
- Kementrian ESDM. (2019). Daftar Badan Usaha Pembangunan dan Pemasangan PLTS. [online]. <https://ebtke.esdm.go.id/post/2019/08/02/2306/daftar.badan.usaha.pembangunan.dan.pemasangan.plts> [27 Desember 2021].
- Kementrian ESDM. (2019). Peluang Besar Kejar Target EBT Melalui Energi Surya. [online].

<https://ebtke.esdm.go.id/post/2019/09/26/2348/peluang.besar.kejar.target.ebt.melalui.energi.surya>. [27 Desember 2021].

Kementrian ESDM. (2019). Peraturan Menteri Energi dan Sumber Daya Mineral Republik Indonesia Nomor 16 Tahun 2019 tentang Perubahan Kedua Atas Peraturan Menteri Energi dan Sumber Daya Mineral Nomor 49 Tahun 2018 tentang Penggunaan Sistem Pembangkit Listrik Tenaga Surya Atap oleh Konsumen PT Perusahaan Listrik Negara (Persero). Jakarta: KESDM.

Kementrian ESDM. (2020). Panduan Perencanaan dan Pemanfaatan PLTS Atap di Indonesia. Jakarta: ICED – Indonesia Clean Energy Development.

Kementrian ESDM. (2021). Keputusan Menteri Energi dan Sumber Daya Mineral Republik Indonesia No. 188.K/HK.02/MEM.L/2021 tentang Pengesahan Rencana Usaha Penyediaan Tenaga Listrik PT Perusahaan Listrik Negara (Persero) Tahun 2021 sampai dengan Tahun 2030. Jakarta: KESDM.

Kementrian ESDM. (2021). Perubahan Aturan PLTS Atap: Stimulus Pengembangan Energi Bersih dan Peningkatan Nilai Keekonomian. [online]. <https://www.esdm.go.id/id/media-center/arsip-berita/-perubahan-aturan-plts-atap-stimulus-pengembangan-energi-bersih-dan-peningkatan-nilai-keekonomian-> [27 Desember 2021].

Keni, Keni. (2020). *How Perceived Usefulness and Perceived Ease of Use Affecting Intent to Repurchase?*. Jurnal Management, Vol. 29, 481-496.

Khemani, R.S. dan Shapiro, M. D. (1993). *Glossary of Industrial Organisation Economics and Competition Law*, Directorate for Financial, Fiscal and Enterprise Affairs, OECD, 1993.

Kian, T. P., Boon, G. H., Fong, S. W. L., dan Ai, Y. J. (2017). *Factors That Influence the Consumer Purchase Intention in Social Media Websites*. International Journal of Supply Chain Management, Vol. 6, No. 4, 208-214.

- Kim, H. W., Xu, Y., dan Gupta, S. (2012). *Which is more important in Internet shopping, perceived price or trust?*. *Electronic Commerce Research and Application*, Vol. 11, 241-252.
- Kotler, Philip dan Armstrong, Gary. (2021). *Principles of Marketing (18<sup>th</sup> Edition)*. Harlow: Pearson Education Limited.
- Krejcie, R. V. dan Morgan, D. W. (1970). *Determining Sample Size for Research Activities*. *Educational and Psychological Measurement*, Vol. 30, 607-610.
- Lu, M., Lin, A., dan Sun, J. (2019). *The Impact of Photovoltaic Application on Urban Landscapes Based on Visual Q Methodology*. *Sustainability*, Vol. 10, 1-15.
- Ma, L. dan Lee, C. S. (2018). *Investigating the adoption of MOOCs : a technology-user-environment perspective*. *Journal of Computer Assisted Learning*, Vol.35, 89–98
- Mairura, K. O., Ngugi, P. K., dan Kanali, C. (2016). *The Role of Compatibility in Technology Adoption among Automobile Mechanics in Micro and Small Enterprises in Kenya*. *International Journal of Academic Research in Business and Social Sciences*, Vol. 6, 503-511.
- Mardikanto, Totok. (2009). *Sistem Penyuluhan Pertanian*. Solo: Universitas Sebelas Maret.
- Merriam-Webster. (2021). *Essential Meaning of Cost*. [online]. <https://www.merriam-webster.com/dictionary/cost> [27 Desember 2021].
- Morwitz, Vicki. (2012). *Consumers' Purchase Intentions and Their Behavior*. *Foundation and Trends in Marketing*, Vol. 7, No. 3, 181-230.
- Mothersbaugh, D. L., Hawkins, D. I., dan Kleiser, S. B. (2020). *Consumer Behavior: Building Marketing Strategy (14<sup>th</sup> Edition)*. New York: McGraw-Hill.

- Moussaid, M., Kammer, J. E., Analytis, P. P., dan Neth, H. (2013). *Social Influence and The Collective Dynamics of Opinion Formation*. PLoS ONE, Vol. 9, No. 11, 1-8.
- Muslim. (2016). *Varian-varian Paradigma, Pendekatan, Metode, dan Jenis Penelitian dalam Ilmu Komunikasi*. Wahana, Vol. 1, No. 10, 77-85.
- Myers, G. D. (2010). *Social Psychology (10<sup>th</sup> Edition)*. New York: Mc-Graw Hill.
- Neuburger, H. L. I. (1971). *Perceived Cost*. Environment and Planning, Vol. 3, 369-376.
- Nguyen, L., Nguyen, T. H., dan Tan, T. K. P. (2020). *An Empirical Study of Customer's Satisfaction and Repurchase Intention on Online Shopping in Vietnam*, Journal of Asian Finance, Economics, and Business, Vol. 8, 971-983.
- Oscar, Yessica dan Oscar. (2019). *Pengaruh Brand Image, Persepsi Harga, dan Service Quality terhadap Keputusan Pembelian Konsumen*. Jurnal Muara Ilmu Ekonomi dan Bisnis, Vol. 3, No. 1, 20-28.
- Our World in Data. (2021). Electricity Production By Source, World. [online]. <https://ourworldindata.org/grapher/electricity-prod-source-stacked> [27 Desember 2021].
- Palm, Jenny. (2018). *Household installation of solar panels – Motives and barriers in 10 year perspective*. Energy Policy, Vol. 113, 1-8.
- Perreault Jr., W. D., Cannon, J. P., dan McCarthy, E. J. (2011). *Basic Marketing: A Marketing Strategy Planning Approach (18<sup>th</sup> Edition)*. New York: McGraw-Hill/Irwin
- Perusahaan Listrik Negara. (2021). *Statistik PLN 2020*. Jakarta: Sekretariat Perusahaan PT PLN (Persero).

- Puriza, M. Y., Yandi, W., dan Asmar. (2021). *Perbandingan Efisiensi Konversi Energi Panel Surya Tipe Polycrystalline dan Panel Surya Tipe Monocrystalline Berbasis Arduino di Kota Pangkalpinang*. Jurnal ECOTIPE, Vol. 8, No. 1, 47-52.
- Prihatini, W. dan Gumilang, D. A. (2021). *The Effect of Price Perception, Brand Image and Personal Selling on the Repurchase Intention of Consumers B to B of Indonesian General Fishery Companies with Customer Satisfaction as Intervening Variables*. European Journal of Business and Management Research, Vol. 6, 91-95.
- Primanda, R., Setyaning, A. N. A., Hidayat, A., dan Ekasasi, S. R. (2020). *The Role of Trust on Perceived Usefulness and Perceived Ease of Use toward Purchase Intention among Yogyakarta's Students*. Jurnal Inovasi Bisnis dan Manajemen Indonesia, Vol. 3, No. 3, 316-326.
- Qureshi, T. M., Ullah, K., dan Arentsen M. J. (2017). *Factors responsible for solar PV adoption at household level: A case of Lahore, Pakistan*. Renewable and Sustainable Energy Reviews, Vol. 78, 754-763.
- Rashote, Lisa. (2007). *The Blackwell Encyclopedia of Sociology: Social Influence*. Oxford: John Wiley & Sons, Ltd.
- Rogers, E. M. (1995). *Diffusion of Innovations*. (4<sup>th</sup> Edition), New York: The Free Press.
- Saunders, M. N. K., Lewis, P., dan Thornhill, A. (2019). *Research Methods for Business Students (8<sup>th</sup> Edition)*. Harlow: Pearson Education Limited.
- Schaie, K. W. dan Willis, S. L. (2016). *Handbook of the Psychology of Aging (8<sup>th</sup> Edition)*. London: Elsevier.
- Schiffman, Leon dan Wisenblit, Joe. (2019). *Consumer Behavior (12<sup>th</sup> Edition)*. New York: Pearson Education.



- Sekaran, Uma dan Bougie, Roger. (2016). *Research Methods for Business: A Skill-Building Approach (7<sup>th</sup> Edition)*. Chichester: John Wiley and Sons Ltd.
- Setiawan, Ricky dan Achyar, Adrian. (2012). *Effects of Perceived Trust and Perceived Price on Costumer' Intention to Buy in Online Store in Indonesia*. ASEAN Marketing Journal, Vol. 4, No. 1, 26-36.
- Spears, Nancy dan Singh, S. N. (2004). *Measuring Attitude Toward the Brand and Purchase Intention*. Journal of Current Issues and Research in Advertising, Vol. 26, No. 5, 53-66.
- Soewarno, N., Tjahjadi, B., dan Permatanadia, D. (2020). *Competitive Pressure and Business Performance in East Java Batik Industry*. Journal of Asian Finance, Economics, and Business, Vol. 7, 329-336.
- Sugiyono. (2017). *Metode Penelitian Kuantitatif, Kualitatif, dan R&D*. Bandung: Alfabeta.
- Sun, P. C., Wang, S. M., Huang, H. L., dan Ho, C. W. (2020). *Consumer Attitude and Purchase Intention Toward Rooftop Photovoltaic Installation: The Roles of Personal Trait, Psychological Benefit, and Government Incentives*. Energy and Environment, Vol. 31, No. 1, 21-39.
- Sutia, S., Adha, S., Fahlevi, M. (2019). *Why do costumers intend to repurchase transportation online In Indonesia?.* ICENIS 2019, Vol. 125, 1-5.
- Thakur, Rakhi dan Srivastava, Mala. (2013). *Adoption readiness, personal innovativeness, perceived risk, and usage intention across costumer groups for mobile payment services in India*. Internet Research, Vol. 24, 369-392.
- Tiwari, P. dan Tiwari, S. K. (2020). *Integration of Technology Acceptance Model with Perceived Risk, Perceived Trust, and Perceived Cost: Costumer's Adoption of M-Banking*. International Journal on Emerging Technologies, Vol. 11, No. 2, 447-452.

- Tjokrosaputro, Miharni dan Cokki, Cokki. (2019). *The Role of Social Influence Towards Purchase Intention with Value Perception as Mediator: A Study on Starbucks Coffee as an Environmentally Friendly Product*. *Advances in Economics, Business, and Management Research*, Vol. 145, 183-189.
- Tornatzky, L. G. dan Fliescher, M. (1990). *The Processes of Technological Innovation*. Lexington: Lexington Book.
- Tsaur, R. C. dan Lin, Y. H. (2018). *Exploring the Consumer Attitude of Building-Attached Photovoltaic Equipment Using Revised Technology Acceptance Model*. *Sustainability*, Vol. 10, 1-19.
- U.S Energy Information Administration. (2021). *Renewable Energy Explained*. [online]. <https://www.eia.gov/energyexplained/renewable-sources/> [27 Desember 2021].
- Ventre, Ivan dan Kolbe, Diana. (2020). *The Impact of Perceived Usefulness of Online Reviews, Trust, and Perceived Risk on Online Purchase Intention in Emerging Markets: A Mexican Perspective*. *Journal of International Consumer Marketing*. Vol. 32, 287-299.
- VOAIndonesia. (2018). *Rendah, Minat Masyarakat Indonesia Gunakan Listrik Surya Atap*. [online]. <https://www.voaindonesia.com/a/rendah-minat-masyarakat-indonesia-gunakan-listrik-surya-atap/4607746.html> [27 Desember 2021].
- Wei, Z., Zhao, Z., dan Zheng, Y. (2019). *Following the Majority: Social Influence in Trusting Behavior*. *Frontiers in Neuroscience*, Vol. 13, No. 89, 1-8.
- Yang, J., Li, X., Peng, W., Wagner, F., dan Mauzerall, D. L. (2018). *Climate, Air Quality, and Human Health Benefits of Various Solar Photovoltaic Deployment Scenarios in China 2030*. *Environment Research Letters*, Vol. 13, 1-10.
- Yasa, N. N. K., Ratnaningrum, L. P. R, dan Sukaatmadja, P. G. (2014). *The Application of Technology Acceptance Model on Internet Banking User in The City of Denpasar*. *Jurnal Manajemen dan Kewirausahaan*, Vol. 16, No. 2, 93-102.

- Younus, S., Rasheed, F., dan Zia, A. (2015). *Identifying the Factors Affecting Costumer Purchase Intention*. *Global Journal of Management and Business Research: A Administration and Management*, Vol. 15, No. 2, 9-14.
- Zeithaml, V. A. (1988). *Consumer Perception of Price, Quality, and Value: A Means-End Model and Synthesis of Evidence*. *Journal of Marketing*, Vol. 52, 2-22.
- Zhang, S., Zhou, C., dan Liu, Y. (2020). *Consumer Purchasing Intentions and Marketing Segmentation of Remanufactured New-Energy Auto Parts in China*. *Mathematical Problem in Engineering*, Vol. 2020, 1-8.
- Zhang, W., Zhao, Y., Huang, F., Zhong, Y., dan Zhou, J. (2021). *Forecasting the Energy and Economic Benefit of Photovoltaic Technology in China's Rural Areas*. *Sustainability*, Vol. 13, 1-22.
- Zietsman, M. L., Mostert, P., dan Svensson, G. (2018). *Perceived Price and Service Quality as Mediators Between Price Fairness and perceived Value in Business Banking Relationship*. *International Journal of Bank Marketing*, Vol. 37, No. 1, 2-19.
- Zuelseptia, S., Rahmiati, dan Engriani, Y. (2018). *The Influence of Perceived Risk and Perceived Ease of Use on Consumer's Attitude and Online Purchase Intention*. *Advances in Economics, Business, and Management Research*. Vol. 57, 384-390.