The Influence Of Service Quality, Product Quality, And Brand Image On Purchasing Decisions

Case Study of Nako Kebon Jati Bogor Coffee

Determinant of Purchasing Decision

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Submitted: **JANUARY 2024**

Accepted: MAY 2024

ABSTRACT

This study aims to determine the effect of Service Quality, Product Quality, and Brand Image on Purchasing Decisions of Nako Kebon Jati Coffee. The number of samples is 385 respondents. The sampling method used is purposive sampling. The data analysis method used is Multiple Regression Analysis to find out whether service quality, product quality, and brand image can influence purchasing decisions on Kebon Jati Nako coffee. Data Processing Using the Statistical Package for the Social Science (SPSS). From the research results, the following data were obtained: (1) Service quality has a positive and significant effect on purchasing decisions for Kebon Jati Nako coffee. (2) Product quality has a positive and significant effect on purchasing decisions for Kebon Jati Nako Coffee. (3) Brand Image has a positive and significant effect on Purchasing Decisions. (4) Service Quality, Product Quality, and Brand Image simultaneously have a positive and significant effect on Purchasing Decisions.

Keywords: Service Quality, Brand Quality, Brand Image, Purchasing Decision

INTRODUCTION

Society as a consumer in do purchase naturally expect the best service in fulfil needs and desires, because development economy, technology, and power think make consumer realize that they have right For get A good service and satisfaction consumer is interesting thing For researched. See in the current era business coffee or A coffee shops increasingly numerous and widespread especially For Now culture drink coffee and gather in circles child young increase. Especially For coffee shop nowadays it 's enough many competing companies make they For favor their quality give to consumer. So from That interesting researched For A satisfaction from consumers are influenced by several factor covers quality provided by the company the from service nor from facet products offered nor from existing company brand image formed. Based on explanation about background behind that, then researcher interested For do study regarding: "THE INFLUENCE OF SERVICE QUALITY, PRODUCT QUALITY, AND BRAND IMAGE ON PURCHASING DECISIONS AT KOPI NAKO KEBON JATI"

Formulation Problem

- 1. How influence quality product to decision purchase?
- 2. How influence quality service to decision purchase?
- 3. How influence image brand to decision purchase?
- 4. How quality product, quality service, and image brand in a way simultaneous influential to decision purchase?

METHODS

Based on type the information study This including into the type study quantitative because, research This done For research a population and sample unit with technique data collection in the form of set research and data analysis that can be done be measured with use method statistics For test hypothesis that has been made previously. According to Sugiyono (2018) quantitative data is method positivistic based research (concrete data),

JIMKES

Jurnal Ilmiah Manajemen Kesatuan Vol. 12 No.3, 2024 pp. 599 - 608 IBI Kesatuan ISSN 2337 - 7860 E-ISSN 2721 - 169X DOI: 10.37641/jimkes.v12i3.2539 600

research data form the numbers will be measured use statistics as calculation test equipment, related with the problem under study For produce something conclusion.

Object research used in study this and has been determined is on Quality Service, Quality Products and Brand Image on Purchasing Decisions at Kopi Nako Kebon Jati Subject study is something things that are important and must be arranged and chosen since beginning study. According to Arikunto (2016) subject study is give limitation subject study as thing, thing or the person the data is for variable study attached, and what is at issue. Arikunto explain understanding This is in a book entitled Procedure Research: A Approach Practice "in 2016. Meanwhile in study This subject his research are visitors to Kopi Nako Kebon Jati in the city of Bogor.

Withdrawal technique samples in research This is non probability sampling technique with purposive sampling method. Purposive sampling method is A method withdrawal a sample based on a consideration special in accordance with study so that sample used worthy and appropriate with study. In research this, researcher use Cochran's formula because amount population there are no visitors to Kopi Nako Kebon Jati in the Bogor area is known. For determine amount a population that does not known, then in determination sample used Cochran's formula. Based on amount a population that does not is known in a way Certain the amount with using a sampling error of 5% = 0.05, then amount samples taken in study This is as following:

$$n = \frac{1,96^2(0,5)(0,5)}{(0,05)^2} = 385$$

Based on calculation use Cochran's formula above so specified sample in study This that is as many as 385 respondents.

The data source is origin from the data obtained in study. On research This data sources used for secondary data obtained from journals previous books, e-books and websites on the internet which are applied to:

- 1. Study previously based journals previous
- 2. E-book containing material to be used as material theory study
- 3. Information about the Nako Kebon Jati Coffee that you get from the official website
- 4. The formulas used in study This obtained from books, *E-books, and* relevant internet websites

For analyzing data and processing the data obtained from questionnaire, then researcher use scale likert with method give weight evaluation from every answer. There's a reason Why researcher use scale likert in study This. According to Malhotra (2012) said that Because makes it easier respondents For answer questionnaire is agree or No agree. Every question has 5 (five) alternative answers gradation from very positive to very negative.

Data analysis according to Sugiyono (2018) is a process of searching and compiling in a way systematic data obtained from results interview, notes field and documentation, with method organize data into category, describes to in units, do synthesis, compose to in patterns, choosing what is important and what will be learn, and create conclusion so that easy understood by oneself Alone nor anyone else. Data analysis method used in study This is SPSS (*Statistical Product and Service Solution*).

According to Sugiono (2016) variable study is all something shaped What only those determined by research For studied so that obtained information about matter it, then pull it the conclusion. In accordance with title selected research writer namely "Influence Quality Service, Quality Products and Brand Image on Purchasing Decisions" then writer grouping the variables used in study This into independent variables (X) and dependent variables (Y). as for title the explanation as following:

1. Variable Independent

Variable independent (X) this variable including Quality Service, Quality Products, and Brand Image. In Indonesian often called with independent variables. According to Sugiono (2016) Operational variables are really needed For help determine types and indicators from existing variables in A research, operational variables can also be interpreted as operations that have core goal for determined proportion

measurement from various type variable, so assessment hypothesis with tool help can accurate, more details operational in research This can be seen in table below This

2. Variable Dependent

Variable dependent (Y) variable This that is decision purchase. Sugiono explained something variable whose value influenced to variable other. Known as variable bound Because modified by variables independent (variable free). In research This variable dependent used is Y ie decision purchase.

RESULTS AND DISCUSSION

On research This explain about results and Discussion in testing a research data. With data and materials originating research from primary data, namely through author 's questionnaire share it to all over people who know and have visited Kopi Nako Kebon Jati Bogor, and had obtained as many as 385 respondents have fulfil criteria that have been determined by the author, ie respondents who know and have visit to Kopi Nako Kebon Jati.

Profile Respondents

The respondents who filled out the questionnaire was 385 with a percentage of 100%. This was divided into 188 male respondents with a percentage of 48.8%, and 197 female respondents with a percentage of 51.2%. So it can be concluded that the characteristics of respondents who know and have visited Kopi Nako Kebon Jati are female.

Based on age of respondens, 145 people aged 15-24 years or 37.7%, aged 25-34 as many as 156 people or 40.5%, aged 35-44 years as many as 44 people or 11.4%, aged 45-54 years as many as 30 people or 7.8%, and aged 55-64 years as many as 10 people or 2.6%. Based on work of respondens, students who filled out the research questionnaire had a frequency of 145 people or 37.7%, civil servants had a frequency of 40 people or 10.4%, private employees had a frequency of 92 or 23.9%, TNI/Polri had a frequency of 15 or 3.9%, lecturers/teachers have a frequency of 22 or 5.7%, entrepreneurs have a frequency of 48 or 12.5%, housewives have a frequency of 23 or 6.0%.

Data Testing Results

A. Validity test

Validity Test Results Variable Quality Service

	r-product	r-product moment			
Question no	moment	table ($N = 385$;	Significance	Conclusion	
	calculate	= 5%)			
1	0.607	0.182	0,000	Valid	
2	0.631	0.182	0,000	Valid	
3	0.594	0.182	0,000	Valid	
4	0.514	0.182	0,000	Valid	
5	0.471	0.182	0,000	Valid	

Source: SPSS23 data processing

Validity Test Results Variable Quality Product

	the state of the s						
Question no	<i>r-product</i> <i>moment</i> calculate	oment moment table (N		Conclusion			
1	0.531	0.182	0,000	Valid			
2	0.682	0.182	0,000	Valid			
3	0.601	0.182	0,000	Valid			
4	0.593	0.182	0,000	Valid			
5	0.468	0.182	0,000	Valid			

Source: SPSS23 data processing

Validity Test Results Brand Image Variables

+ u==v=vy = vvv ==v==v==v ===ugv + v==vv=vv						
Question no	r-product moment calculate	<i>r-product moment</i> table (N = 385; = 5%)	Significance	Conclusion		
1	0.556	0.182	0,000	Valid		
2	0.569	0.182	0,000	Valid		
3	0.549	0.182	0,000	Valid		
4	0.519	0.182	0,000	Valid		
5	0.540	0.182	0,000	Valid		

Source: SPSS23 data processing

Validity Test Results Purchase Decision Variables

Question no	r-product moment calculate	<i>r-product moment</i> table (N = 385; = 5%)	Significance	Conclusion
1	0.602	0.182	0,000	Valid
2	0.623	0.182	0,000	Valid
3	0.449	0.182	0,000	Valid
4	0.536	0.182	0,000	Valid
5	0.565	0.182	0,000	Valid

Source: SPSS23 data processing

B. Reliability Test

Reliability table to variable

No	Variable Name	Cronbach's Alpha Compute	Cut Off	Conclusion
1	Quality Service	0.604	0.600	Reliable
2	Quality Product	0.645	0.600	Reliable
3	Brand Image	0.610	0.600	Reliable
4	Buying decision	0.619	0.600	Reliable

C. Normality test

Normality test variable Quality Service (X1), Quality Product (X2), Brand Image (X3), and Purchase Decision (Y)

One-Sample Kolmogorov-Smirnov Test

			Unstandardized Residuals
N			385
Normal	Mean		,0000000
Parameters a, b	Std. Deviation	on	2.45395724
Most	Absolute		,047
Extreme	Positive		,046
Differences	Differences Negative		-,047
Statistical Te	ests		,047
Asymp. Sig.	(2-tailed)		.038 ^c
Monte	Sig.		.352 ^d
Carlo Sig.	99%	Lower	240
(2-tailed)	Confidence	Bound	,340
	Interval	Upper Bound	,365

- a. Test distribution is Normal.
- b. Calculated from data.
- c. Lilliefors Significance Correction.
- d. Based on 10000 sampled tables with starting seed 1502173562.

Coefficients ^a

	Collinearity Statistics		
Model	Tolerance	VIF	
1 (Constant)			
Quality Service	,995	1,005	
Quality Product	,980	1,020	
Brand Image	,981	1,019	

a. Dependent Variable: Purchase Decision

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Heteroscedasticity Test E.

Coefficients ^a

	Unstandardized Coefficients		Standardized Coefficients	Q	Sig.
Model	B Std. Error		Beta		
1 (Constant)	,942	1,357		,694	,488
Quality Service	,009	,017	,027	,519	,604
Quality Product	-,016	,030	028	-,538	,591
Brand Image	,051	,054	,049	,946	,345

a. Dependent Variable: Purchase Decision Analysis of Regression Multiple

F.

Coefficients ^a

	Unstandardized Coefficients		Standardized Coefficients		
	Std.				
Model	В	Error	Beta	Q	Sig.
1 (Constant)	8,052	1,317		6,114	,000
Quality Service	,122	,057	,117	2,128	,034
Quality Product	,215	,063	,197	3,410	,001
Brand Image	,306	,051	,305	6,033	,000

a. Dependent Variable: Purchase Decision

G. **Analysis Correlation**

Correlations

		X1	X2	X3	Y
Quality	Pearson Correlation	1	,056	,046	,072
Service	Sig. (2-tailed)		,271	,370	,157
	N	385	385	385	385
Quality	Pearson Correlation	,056	1	.132 **	,342 **
Product	Sig. (2-tailed)	,271		,010	,000
	N	385	385	385	385
Brand	Pearson Correlation	,046	.132 **	1	,189 **
Image	Sig. (2-tailed)	,370	,010		,000
	N	385	385	385	385
Buying	Pearson Correlation	,072	,342 **	,189 **	1
decision	Sig. (2-tailed)	,157	,000	,000	
	N	385	385	385	385

^{**.} Correlation is significant at the 0.01 level (2-tailed).

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H. Analysis Coefficient of Determination

Model Summary b

3.6 .1.1	n	D.C	Adjusted R	Std. Error of
Model	R	R Square	Square	the Estimate
1	.375 a	.141	.134	2,464

a. Predictors: (Constant), Brand Image, Quality Service,

Quality Product

b. Dependent Variable: Y

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HYPOTHESIS TEST

T Test (Partial)

Influence between Quality Service (X1) on Purchasing Decisions (Y)

H0: β = 0, Quality Service No influential positive and significant on Purchasing Decisions H1: $\beta \neq 0$, Quality Service influential positive and significant on Purchasing Decisions Based on table 4.22, influence Quality Service (X1) with Purchase Decision (Y) obtained t count of 2.128 and more big from t table (df = n-4 or df = 161-4 = 157) = 1.975 and value significant 0.000 < 0.05; H0 is rejected and H1 is accepted which is meaningful Quality Service influential positive and significant on Purchasing Decisions

Influence between Quality Product (X2) on Purchasing Decisions (Y)

H0: $\beta 1 = 0$, Quality Product No influential positive and significant on Purchasing Decisions

H2: $\beta 2 \neq 0$, Quality Product influential positive and significant on Purchasing Decisions Based on table 4.22, influence Quality Product (X2) with Purchase Decision (Y) obtained t count of 3,410 and more big from t table (df = n-4 or df = 161-4 = 157) = 1.975 and value significant 0.000 < 0.05; H0 is rejected and H1 is accepted which is meaningful Quality Product influential positive and significant on Purchasing Decisions

Influence between Brand Image (X3) on Purchasing Decisions (Y)

H0: $\beta 1 = 0$, Brand Image no influential positive and significant on Purchasing Decisions H3: $\beta 3 \neq 0$, Brand Image has an influence positive and significant on Purchasing Decisions.

F Test (Simultaneous)

ANOVA a

		Sum of		Mean		
M	odel	Squares	Df	Square	F	Sig.
1	Regression	410,559	3	136,853	43,734	,000 b
	Residual	1192,231	381	3,129		
	Total	1602,790	384			

a. Dependent Variable: Purchase Decision

H0 : β 1, β 2 = 0, Quality Service, Quality Products, and Brand Image together No influential positive on Purchasing Decisions.

H1: β 1, β 2 \neq 0, Quality Service, Quality Products, and Brand Image together influential positive on Purchasing Decisions

Discussion

Influence Quality Service (X1) on Purchasing Decisions (Y). Study This based on from the statistical test above hypothesis first to sound quality service influential positive to decision purchase can accepted. This matter showed with calculated t value of 2.128 and t table is 1.975, then t count is > from t table, and is supported with mark significance of 0.000 < 0.005 based on analysis test results regression multiple variable X1 (quality service) amounting to

Influence Quality Product (X2) on Purchasing Decisions (Y). This Research based on from statistical tests on hypothesis the second one sounds quality product influential positive to decision purchase can accepted. This matter showed with calculated t value of

3.410 and t table is 1.975, then t count is > from t table, and is supported with mark significance of 0.000 < 0.005 based on analysis test results regression multiple on variable X2 (quality product) amounting to.

Influence of Brand Image (X3) on Purchasing Decisions (Y). This Study based on from statistical tests on hypothesis the third one sounds image brand influential positive to decision purchase can accepted. This matter showed with calculated t value of 6.003 and t table is 1.975, then t count is > from t table, and is supported with mark significance of 0.000 < 0.005 based on analysis test results regression multiple variable X3 (image brand) amounting to

Influence Quality Service (X1), Quality Product (X2), and Brand Image (X3) on Purchasing Decisions (Y). This Study based on the statistical tests above hypothesis the fourth one reads quality service, quality product, and image brand in a way together influential positive and significant to decision purchase can accepted. This matter show calculated F value amounting to 43,734 which is more bigger than F table that is of 2.66 and is supported mark significance 0.000 < 0.005, where H0 is rejected and H1 is accepted or quality service (X1), quality product (X2), and image brand (X3) on a regular basis together influential positive and significant to decision purchase (Y).

CONCLUSION

Based on analysis and submission hypothesis regarding "Influence Quality Service, Quality Product, and Brand Image on Purchasing Decisions (Case Study of Kopi Nako Kebon Jati Bogor)". On so can concluded that: Quality Service influential positive and significant on Purchasing Decisions on Kopi Nako Kebon Jati. Quality Product influential positive and significant on Purchasing Decisions on Kopi Nako Kebon Jati.

Brand Image matters positive and significant on Purchasing Decisions on Kopi Nako Kebon Jati. Quality Product and Brand Image simultaneous have an impact positive and significant on Purchasing Decisions on Kopi Nako Kebon Jati.

Based on results conclusion research that has been displayed so will provide possible suggestions made material as well as consideration for company or For research to be carried out by researchers or student next, as following: For Nako Kebon Jati Coffee company, as already stated explained above, and you can seen from study on expected party management can use results study This For increase quality service. Enhancement quality service the like give training special to the barista from side giving service to consumer so that from tangible side, responsiveness, assurance, and empathy will increase

For next researcher, writer hoping to get it enter other possible variables can influence satisfaction consumer more strong. So that can obtained factors strong influence decision purchase.

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