



**DOMINANT FACTORS OF FOREIGN MUSIC
ATTRIBUTE FOR STUDENTS
STUDY IN PRESIDENT UNIVERSITY**

By

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014201400207

**A Skripsi presented to the
Faculty of Business President University
in partial fulfillment of the requirements for
Bachelor Degree in Management**

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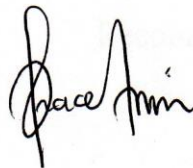
**PANEL OF EXAMINERS
APPROVAL SHEET**

The Panel of Examine declare that the skripsi entitled
“**DOMINANT FACTORS OF FOREIGN MUSIC ATTRIBUTE
FOR STUDENTS STUDY IN PRESIDENT UNIVERSITY**”
That was submitted by Dinda Chintamy Vellissa majoring in
Management from the Faculty of Business was assessed and
approved to have passed the Oral Examination on 30th January 2019.



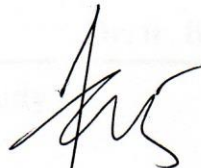
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RECOMMENDATION LETTER**

This skripsi entitled “**DOMINANT FACTORS OF FOREIGN MUSIC ATTRIBUTE FOR STUDENTS STUDY IN PRESIDENT UNIVERSITY**” The skripsi prepared, and submitted by Dinda Chintamy Vellissa in partial fulfillment of the requirement for the degree of Bachelor in the Faculty of Business has been reviewed and found to have satisfied the requirements for a skripsi to be examined. I, therefore, recommend this skripsi for Oral Defense.

Cikarang, Indonesia, 17th January 2019

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DECLARATION OF ORIGINALITY

I declare that this skripsi, entitled “**DOMINANT FACTORS OF FOREIGN MUSIC ATTRIBUTE FOR STUDENTS STUDY IN PRESIDENT UNIVERSITY**” is, to the best of my knowledge and belief, an original piece of work that has not been submitted, either in whole or in part, to another university to obtain a degree.

Cikarang, Indonesia, 17th January 2019



Dinda Chintamy Vellissa
014201400207

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I would like to express my greatest gratitude to Allah SWT for blessing, mercy and opportunity as well as health and well-being that He has showered me throughout my life, especially during the period of my skripsi completion, so I am able to finish the research in order to complete my undergraduate study requirement.

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Sincerely,

Dinda Chintamy Vellissa

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ABSTRACT

The competition in the industry is not limited to locals only, but also to foreign musicians. In the past 3 year there are only 4 local songs listeners top 40 chart in Prambors Radio. That local songs could not generate more value to listener. Local listener value more foreign music than local music. This research aims to identify the dominant factors of music listener behavior by applying Consumption Value Theory which comprises functional value, social value, emotional value, epistemic value, and conditional value. Questionnaire is distributed personally to 179 The research used purposive sampling method with music listeners in President University, Cikarang, Indonesia area as the population. The data obtained is analyzed with factor analysis method. The result found two dominant factors namely Personal Sentiment and Socialization Ability.

Keywords: *Music Listener Behavior, Consumption Value Theory, Indonesian Music*

CHAPTER I

INTRODUCTION

In the first chapter, the researcher wants to introduce about the skripsi itself. It will contained the background that underlie this skripsi and the problem stated in problem statement. The rest of this chapter will mentioned research question, research objective, significance of study, limitation, and skripsi organization.

1.1 Background

Music industry is one of the defined 15 subsectors of creative industry in Indonesia. The industry includes all kinds of businesses and creative activities which related to education, creation/composition, recording, promotion, distribution, sales, and performance of musical art (Asmoro, 2015). How the music is received by the listener becomes a clear part of social and cultural in music making aspect. In which, the specialist in music maker must need an audience and patronage, therefore when audiences don't like a music being played, and patrons aren't continue to subscribe the musicians, music makers will lost their attractiveness and must find a way to change. Then, when audiences and patrons want another type of music, the music maker or musicians must follow up the demand or move to other target market (The Open University, 2016).

Market of music industry in Indonesia has high potential according to Adam Kidron, CEO of US-based digital music streaming service Yonder Music. The reason is because of the unique mixed characteristics of Indonesia various artist, listeners and labels compare with other nations. Then, Kidron also praises the Indonesian citizens who actively use social media for share information regarding their idol or admired artists, with purpose to let other know about their idol. Also, in term of society music taste, Indonesian people have listened to various kind of music, which start from electronic dance music (EDM) to local genre, Dangdut. In

addition, music fans in Indonesia still enjoy music from live music performance (The Jakarta Post, 2016). Cannot be separated, the variety of music in the industry also get western-influenced genres such as Indonesian pop, rock, jazz fusion, underground metal, and indie (Wallach & Clinton, 2013).

Beside Indonesian music get influenced by western music genre, the foreign musicians have also found their way to the Indonesia music market (Wallach & Clinton, 2013). Even though Indonesia as a country has a lot of potential from natural to human resources, especially for the human resources who have a lot of innovation and creative idea for create new product, however, lack of attention from market cause the innovation to weaken. Consumers in Indonesia prefer to buy and consume product from foreign countries (Binus Education, 2016).

Wallach and Clinton (2013) noted that record stores in Indonesia were full of American popular music. Supported by the existence of social media, bring access for the nation to new songs and even new foreign musicians in a split of seconds. As result western, K-Pop, and J-Pop artists made their presence in the Indonesian music scene.

The exposure of foreign musicians towards Indonesian market serves as a threat to the country's own musician. A lot of Indonesian youths prefer foreign musics, to be way 'cooler' and more 'modern' compared to the country's own musics (Wallach, 2002). Indonesian products face barrier to compete with foreign product in its own country, where Indonesia lost in competing in the commerce world due to a lack of public awareness for using their local products. Due to the preference of most Indonesian to consume or using product from foreign country. Additionally, a high level of prestige is also a major factor of Indonesia product loses (Binus Education, 2016).

1.2 Problem Statement

In order to find out whether Indonesia music market dominate by local or foreign music, we can look into top chart from Prambors, radio broadcast from and targeted Indonesia youth people which established in 1971. The radio broadcast with full name of Prambors Rasisonia (which stands for Prambanan, Mendut, Borobudur, dan Sekitarnya dan Radio Siaran Sosial Niaga), being broadcasted in 8 big cities in Indonesia which is Jakarta, Bandung, Semarang, Solo, Yogyakarta, Surabaya, Medan and Makassar. Broadcasting the best and listeners' song has provided top 40 charts every month. Thus, those are data from Prambors top 40 charts from 2016 to 2017 as comparison of local and foreign music domination.

Those top 40 charts are lists of songs that often played on request from Prambors radio listeners, in which those data shown request month by month in year of 2016, 2017 and 2018 dominated by foreign music rather than Indonesia music.

The domination of foreign music show on graphs how strong the impact of foreign culture on exposure through music to Indonesia, which looks stronger in 2017 year. The issue of exposure is how to increase awareness of Indonesian local culture to protect and enhance cultural attractiveness itself, especially songs, in younger communities. On the other hand, the increasing of interest from Indonesia people toward local songs can stimulate the growth of the Indonesian music industry and give positive impact toward the country's economy in general. Therefore, the issue above motivate writer to do research for identify values that determine perception of Indonesia citizens toward local and foreign music.

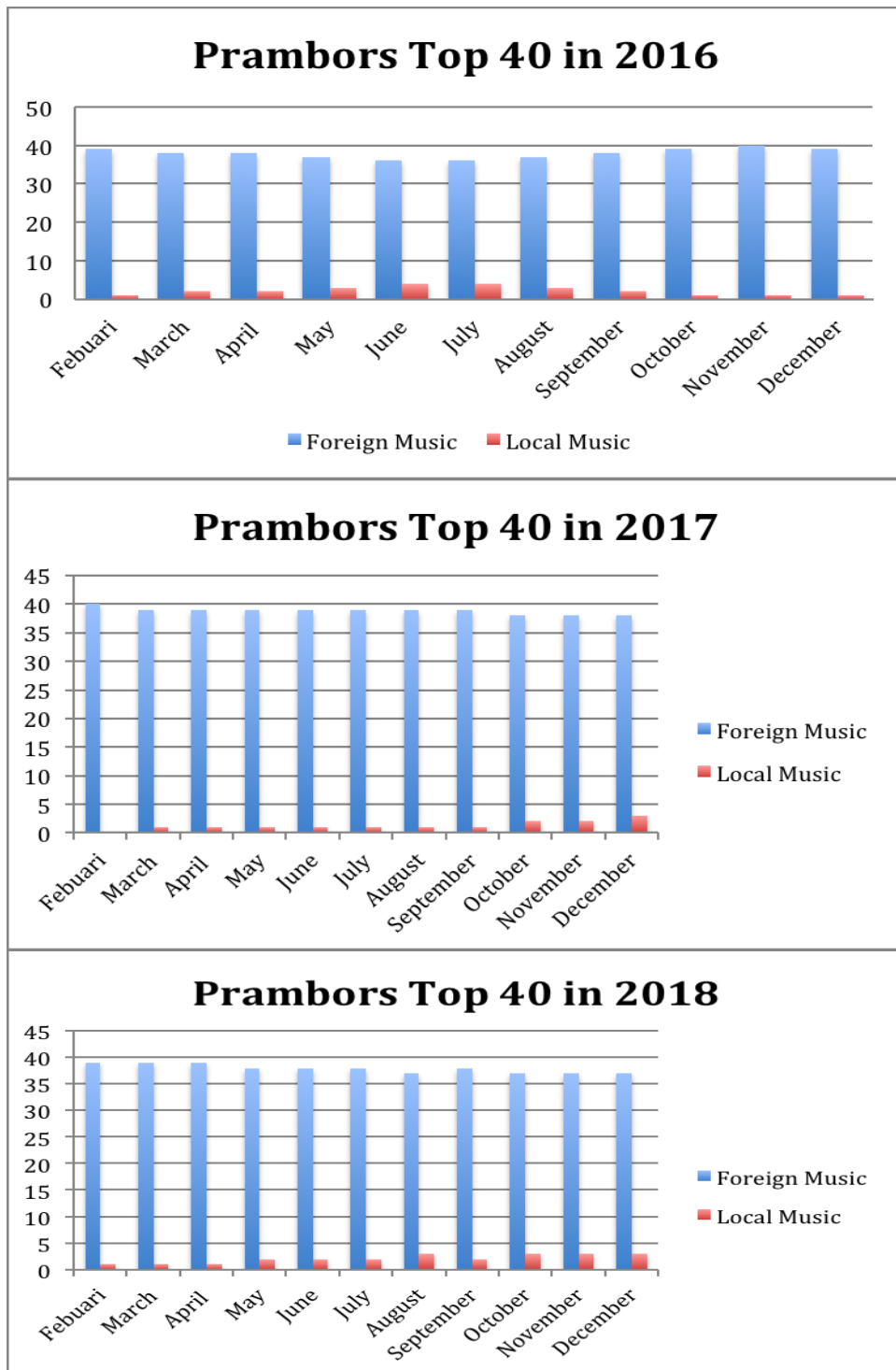


Figure 1.1 Prambors Top 40 Charts

(Source : Prambors.com)

1.3 Research Questions

The motivation behind this exploration is to inspect the connection between's music saw values and audience conduct on the music. The examination is led by utilizing the Consumption Value Theory demonstrate which created by Sheth et. al (1991) that fuses functional value, social value, emotionalvalue, epistemic value, and conditional value. This exploration will cover these inquiries:

What are there are two dominant factors from the consumption values that influences the behavior of music listeners to choose foreign songs rather than local song of President University students?

1.4 Research Objectives

The objective of this research is to examine how each values influences music listener behavior in President University. The output of this research are stated as follows:

To identify the dominant factors of consumption values theory which affect the behavior of omusic listeners to choose foreign songs rather than local song of President University students.

Significance of Study

1. Reader

This research will be useful for the reader to understand the factors that affect the cultural dominance of the music to the culture in Indonesia.

2. The Younger Generation

This research will be used in full for the younger generation to consider learn their own culture than the culture of another country, at the same time they can also promote traditional cultures in Indonesia and beyond Indonesia.

3. The Future Researcher:

This research can be used for upcoming researchers as a reference for their research in the same or related topics on the local music culture in Indonesia

1.5 Limitation

The research is conducted to identify the dominant factors of music listener behavior by applying Consumption Value Theory which comprises functional value, social value, emotional value, epistemic value, and conditional value. The data is obtained by using purposive sampling technique, which only specific types of people who have the information or conform to some criteria set by researcher that can provide information (Sekaran, 2013).

This study will do by knowing the factors that influence the foreign cultural domination against traditional culture, especially among teenagers. Where is targeting the late adolescence in the age of 17-25 years as respondents is study in President University. It is chosen considering the age range of the students, which represents the adolescents. Adolescents tend to be more experimental and prefer to try something new, which caused them to be more influenced by the globalization compared to other age groups.

The population is the Management (MGT) and International Relations Batch (IR) 2016 students in President University, as the two majors known to have the most number of students compared to other majors in the University. The total number of sample is 179, which acquired by using the Solvin Theory

Name	Age
Toddler's age	0 - 5 years,
Childhood	5 - 11 years
Early adolescence	12 - 16 years
Late adolescence	17-25 years
Early adulthood	26-35 years
Late adulthood	36-45 years
Early Age	46-55 years
Late Elderly Period	56 - 65 years
Seniors	65 – up

Table 1.1 List of Age Category

Depkes RI (2009)

1.6 Thesis Organization

This thesis is divided into five chapters. The chapter I titled introduction, covers background, problem statement, research question, research objective, significance of study, scope and limitation of the research, and thesis organization. Literature review is in chapter II. It includes explanation regarding the related theory, variables, research gap, and previous research. Chapter III is explained about theoretical framework, research framework and methodology used in this research. Chapter IV includes analysis and interpretation of the data obtained. The last chapter, Chapter V, delivers the conclusion from this particular research and recommendation. Questionnaire detail, ordinal and interval data, and SPSS' results are listed in the appendix.

CHAPTER II

LITERATURE REVIEW

The chapter will explain the structure of the theoretical in this research. Literature reviews and theories that associated will be contained in this chapter. To extend the new factors researcher will testing five consumption value theory variables in theoretical framework.

2.1 Consumer Behavior

Define consumer behavior is the conduct that shown by consumers when searching, buying, using, evaluating, and trying to get clear of products or services that are expected to help meet their needs, Milliman (1986). The information that contain for consumer behavior must be series of detail what, where, when, how, how much, and why for certain products or services according Kotler and Armstrong (2017). Then, there are five steps that consumer to making the decision-making process (Philip Kotler & Armstrong, 2017). The stages are listed below;

- (1) **Recognize consumer needs**, when the currently goods or services that already owned could not be fulfilled their certain need.
- (2) **Seeking information**, where the consumers investigate the information about relevant products and brand that currently available in market
- (3) **Alternative evaluation**, when consumer going to consider the any option of that already found and choose which the best criteria among all available brands.
- (4) **Consumers decide**, when consumer with awareness decide to really buy or enjoy.
- (5) **Post-purchase behavior or enjoyment**, when consumers terminate experiencing a product with two possibilities of the feeling that will come out. It will be meet expectation with the satisfaction feeling or not with crestfallen feeling and almost certainly will not purchase and use the same product in the future (Kotler and Armstrong, 2017).

Cognitive to emotional and from social to physiological are the dimension varying that music likely had based on music approach. Mention that there are big three of music listening that researcher propose that are to achieve self-awareness, social relatedness, and arousal and mood regulation as the big reasons why people listening music Schäfer et al., (2013).

2.2 Consumption Value Theory

There are five consumption values that influence consumer choice behavior, they are functional value, social value, emotional value, epistemic value, and conditional values (Gross, 1991). Consumption value assess both outer and inward that contribution the factors in the base of consumer survey and help to set up the base of customer examine in devouring certain item (Happonen, 2016). Sheth et al (1991) built up this theory to apply on different scopes of item types including solid merchandise, non-durable products, industrial items, services and others incorporate music industry in this computerized era. The Consumption Value theory instance is built up on three undeniable fundamental recommendation:

- (1) Purchaser inclination is consumption values that differ a component,
- (2) Distinctive commitments had been made by consumption values in some random circumstances, and
- (3) the consumption values are stand by itself or independent (Sheth et al., 1991).

2.3 Functional Value

Functional value is likely estimation of the item performance to fulfill functional, utilitarian or physical execution attributes (Sheth et al., 1991). In the perspective of functional value, purchasers will in general purchase and utilize certain products or items or administrations dependent on their credits to address utilitarian issues (Hedman, 2014). The estimation of a product will in the long run

change after some time. With regards to functional value, a few people discover it to increment after selection however others observe it to be less serious than the pre-reception arrange (Hedman, 2014). Long toughness and absence of item glitches include practical incentive as far as unwavering quality which prompts genuine buy expectations. Subsequently, continuance is an essential factor gotten from useful items that are some of the time related with certain assembling for a gathering of individuals (Happonen, 2016).

2.4 Social Value

After that, Sheth et al., (1991), elaborate that social value is the apparent utility of a product identified with at least one social gatherings. Social value gives item picture. Social value can be diminished when an item gives advantages to clients in their social circumstance. Customers are relied upon to utilize items to get endorsement from their social condition, or items are likewise utilized as images to enhance their societal position (Sheth et al., 1991). Added that Social value can be found in items, administrations, or articles that are proposed to be imparted to others, for example, endowments, where items are bound to be decided for the social picture they convey than their physical capacity (Hedman, 2014). Another way to deal with getting the social estimation of an item is through close to home connections. Purchasers will in general change their utilization conduct in light of the impact brought by their friends and family, for example, relatives, companions, or accomplices whose suppositions are critical to them (Wood & Hayes, 2012).

2.5 Emotional Value

Sheth et al., (1991) then explained that a product is to have emotional value when it can change the enthusiastic state of customers when utilizing it. The result from the immediate effect of positive feeling was coming from the item consumption choices, for example, devotion, wistfulness, and delight, and additionally negative

feelings, for example, lament and dread (Wu & Chang, 2016). Enthusiastic value is for the most part identified with item understanding and fulfillment, which is framed from two measurements, specifically enthusiasm/peacefulness and inconvenience (Mano & Ollver, 2003). Negative and positive emotional reactions add to item utilization (Wu & Chang, 2016). As indicated by Gregory Gimpel (2011), the enthusiastic estimation of an item originates from tasteful angles including magnificence and craftsmanship. A few people encounter sentiments of having a place with the item for quite a while, however numerous additionally encounter enthusiastic connection diminishes with time (Hedman, 2014).

2.6 Epistemic Value

Interest, curiosity and something new to the client, or fulfills the client's requirement for learning are the epistemic value that can brought interest. Consumers of these items are normally keen on having a go at something new and abnormal, constantly inquisitive, and willing to go out on a limb to look for development (Sheth et al., 1991). In the event that the organization can make item advancement alluring and create consumer interest, it may make them purchase items since it is new or mainstream which conveys curiosity to purchasers (Wu & Chang, 2016). Epistemic value emerges when customers start to feel exhausted about the consumption of their present items and plan to purchase an alternate item, or simply need to know something new and want to meet new encounters (Hedman, 2014). As indicated by a similar research, individuals are well going out the epistemic qualities since the costumers got the comfort for that product.

2.7 Conditional Value

The conditional estimation of an item originates from specific circumstances or conditions looked by buyers to decide. There are five elements of conditional value including the physical condition, social circumstance, fleeting point of view, errand definition, and precursor status (Sheth et al., 1991). Items that have huge contingent qualities are typically utilized or acquired in specific circumstances or conditions (Bødker et al., 2009). Louise Barkhuus and Valerie (Polichar, 2011) then explain about customers regularly modify the utilization of the item as indicated by the circumstance they should look at the season of appropriation. In the interim, the conditional value was had been emphatically identified with the accessibility of elective items to meet a similar consumer needs according Jonas Hedman (2009) that they proposed their research.

2.8 Previous Research

Table 2.1 Previous Research

No	Author(s) (year)	Location	Sample	Theory	Variables	Method	Result
1	Pia Happonen (2010)	Finlandia	23 Finnish young adults were interviewed 39 young Finnish adults online open-ended questionnaire	Consumption Value Theory	Perceived value, psychology of music, and value of music	Quantitative and Qualitative	consumption value in apparent value expend music on everyday schedule and consider in vital for respondents live. The center explanation behind music utilization are brain sciences, for example, disposition direction and self-work
2	Ofir Turel, Alexander Serenko, and Nick Bontis (2010)	North America	22 respondents who at any point downloaded a ringtone	Consumption Value Theory	Escapism, enjoyment, playfulness, social, appeal, and value for money	Quantitative	The examination found that social value does not give a huge effect on the appropriation of the gadget, particularly with regards to ringtones.
3	Luo, Dey, Yalkin, Sivrajah, Punjaisri, et al.,	China	287 Chinese millennial tourists	Perceived Brand Value	Emotional, Social, and Epistemic values	Quantitative	The effect of the value they felt from the brand's goals on the loyalty of their brand goals as a return visit and their recommendations. Three dimensions of the brand value of goals are found to influence the loyalty of their goals.

	(2018)						
4	Mads Bødker, Jonas Hedman (2009)	Denmark	16 participants who given an iPhone each for six months usage	Consumption Value Theory	Functional, social, emotional, epistemic, and conditional value	Qualitative	This exploration demonstrated that consumption values have solid commitment in understanding the utilization of correspondence innovation
5	Yi-Fan Chen (2013)	Taiwan and United States	A number of participants from Norfolk, Virginia, New York, Taipei, and Kaohsiung	Domestication Approach	General tablet usage and sharing behavior	Qualitative	The technology adoption of tablet is different for each user based on the location and situations they faced. Both countries showed different result in sharing behavior as Taiwanese are more collective culturally, they are most likely to share the device among family members, while Americans more concern about the data privacy therefore the use of the device is limited to personal purpose.
6	Olle A. Jarenfors and Sara H. Sturesson (2012)	Gothenburg, Sweden	10 members in the age of 21 - 26 years, either in their initial proficient professions or selected in advanced education, and living in Gothenburg, Sweden	Motivational Variables and Consumption Value Theory	Convenient entertainment, social stimulation, experiential learning, escapism, purchase information/ advice, functional, social, emotional, epistemic, conditional	Qualitative	The examination distinguished four circumstances in which members will in general utilize their cell phones to be specific in the first part of the day, pausing, exhausted, and being associated. Also, just a single or two value variables that developed amid in every circumstance

7	Won-Moo Hur, Jeong-Ju Yoo, and Te-Lin Chung (2012)	South Korea	506 respondents in several shopping centers in urban area	Consumption Value Theory	Functional, social, emotional, conditional, and epistemic value, consumer innovativeness, and control variables	Quantitative	The most significant variables that found in the adoption of the device are functional, emotional, and epistemic values. It also found that emotional value has greater impact in purchase intention for highly innovative group.
8	Kinn Abass Bakon and Zubair Hasan (2013)	Malaysia	122 full-time advanced education understudies	Consumption Value Theory	Functional, social, emotional, and epistemic value	Quantitative	The examination found that consumption value related with cell phone use is basic in overseeing degenerate practices and scholastic exhibitions of the understudies
9	Shwu-Ing Wu and Hui-Ling Chang (2016)	Taiwan	760 Taiwan regular folks	Consumption Value Theory	Functional, emotional, epistemic, social, and conditional	Quantitative	Among five consumption values, conditional value demonstrated the most noteworthy effect on the gadget selections.

Source : Develop by Researcher (2018)

2.9 Research Gap

Happonen (2016) suggest through the exploration that consumption value in apparent value expend music on consistent schedule and consider in critical for respondents live. The center purpose behind music utilization are brain sciences, for example, inclination control and self-composition. Aside from the significance of music, free elective inventories have made music a thing with the simple restricted financial value. Innovation advancement drives the path for music utilization; this examination reflects utilization and frames of mind at the season of the investigation. The example utilized in this examination constrained to youthful grown-up with met and open-finished inquiry online survey.

Bontis (2010) recommend through their examination that the consumption value show applies to the appropriation of libertine computerized ancient rarities. This investigation indicates clients are bound to receive non-physical elements of the gadget while thinking about the indulgent estimation of the gadget. In view of social value look into does not significantly affect consumer conduct of computerized epicurean gadgets, particularly with regards to the decision of ring tones. The example utilized for this examination was restricted to youthful American grown-ups who had downloaded ring tones previously.

Luo et al., (2018) applying the apparent brand value idea that clarifies the dedication of Chinese thousand years sightseers, whose exceptional and compelling conduct on the Chinese and worldwide markets found that proof featured the impact of the value they felt from the brand's objectives on the faithfulness of their image objectives as an arrival visit and their suggestions. Three components of the brand estimation of objectives that are seen to be emotional, social, and epistemic qualities are found to impact the steadfastness of their objectives. This examination information got from an online overview was received to gather information from 287 Chinese millennial vacationers.

Bødker et al., (2009) found that consumption values do have a solid commitment in understanding customer conduct from data and correspondence innovation gadgets by end clients. This exploration was done by applying the subjective strategy to 16 members who were given an iPhone subsequent to finishing the information organize for a half year. The time of members extended from 22 to 51 years. The reaction was centered around one cell phone model and brand. The outcomes demonstrate that the practical value is probably going to change after some time, a few members find that their value increments when they utilize the gadget, while others discover it diminishes over the long haul. It likewise recommends that utilitarian characteristics can't remain solitary and are firmly identified with the other four consumption values. Among the five consumption values, this examination found that epistemic qualities declined quickly as individuals turned out to be increasingly acquainted with gadgets.

Chen (2013) proposed in his examination on tablet reception and use in cross-national investigations among Taiwan and the United States that gadget selection was diverse for each center gathering. Guardians regularly utilize the instrument to keep their youngsters occupied and engaged in occupied spots. While youngsters regularly use gadgets for excitement purposes by playing recreations or viewing a couple of recordings. With respect to understudies, they are destined to embrace innovation for instructive purposes. The larger part of Taiwanese clients are bound to share gadget use among relatives. In the mean time, Americans will in general utilize this item as an individual gadget that worries information security that might be in it. The utilization of the item likewise contrasts as per the area and contingent variables looked by every client. Further research on this examination should be possible utilizing distinctive examples, including nations, age gatherings, and different attributes. Uncommon cross-national investigations for the reception of innovative gadgets are uncommon in light of the fact that there are a few impediments that should be viewed as, for example, get to, reasonableness, network, and arrangements in various parts of the world.

According to Jarenfors and Stureson (2012), five consumption values contribute distinctively to the customer conduct of cell phone clients. Just various qualities have a higher commitment contrasted with different qualities. As far as cell phone appropriation, clients are bound to think about epistemic, social, and conditional qualities than the other two qualities, in particular practical and enthusiastic qualities. This exploration was led through subjective techniques by applying four unique circumstances to every member to arrange the conduct of every client as per contingent variables. The examples utilized are individuals who live in Gothenburg, Sweden and toward the start of their expert vocations or are selected in advanced education.

Hur and Yoo (2012) found in their investigation that among the five consumption values, the predominant variable affecting union item buy goal was practical epistemic enthusiastic value. Enthusiastic value has an increasingly predominant impact on a gathering of individuals with advancement. This exploration is restricted to South Koreans whose outcomes can't be summed up to different nations given every one of the distinctions in the qualities of every nation. Reactions were likewise gotten in a restricted time, so there was no nonstop reaction to how customer conduct of the item changed after it was embraced.

Bakon and Kinn Abbas (2013) found through clear investigation that the most critical consumption value in connection to cell phone use is useful, enthusiastic, and epistemic. In the mean time, social qualities rank last among different qualities with regards to cell phone buy and utilization goals. This examination additionally endeavored to recognize the connection between cell phone reception and freak conduct from understudies. In any case, it was discovered that there was no connection between the utilization of gadgets with degenerate conduct. Research demonstrates that there are some straightforward size confinements utilized from that point forward at a college in Malaysia. This will give better

outcomes and comprehension if future research is completed at a few colleges and universities with a similar number of respondents.

Chang (2016), proposed in their examination that contingent qualities demonstrated a solid relationship in the goal to purchase Apple Watch. The two gatherings of members demonstrated that situational measurements, for example, physical and social conditions, transient points of view, assignment definitions, and precursor nations had a positive commitment to the goal to buy and embrace gadgets.

Past research referenced above has estimated purchaser conduct by applying diverse strategies and methodologies. There are likewise a portion of the individuals who grew new models dependent on the first hypothesis of consumption values. Notwithstanding, none of the examination directed and led to investigate customer conduct of cell phone reception in Indonesia, particularly Cikarang. Subsequently, this exploration was led in the expectation of filling in the holes of past research with regards by Sheth, Newman, and Gross who create the Consumption Value Theory. With their five variables are actualized for this examination, to be specific emotional value, functional value, social value, epistemic value, and conditional value. Features from past research in which analysts were utilized as a reason for leading this specific research are displayed in the previous research that show in Table 2.1 on the following page.

CHAPTER III

METHODOLOGY

This chapter assesses the examination approach utilized by specialists to lead investigate. It comprises of an exploration structure, all means taken to actualize the system, information accumulation, and measurable examination. In this specific examination, quantitative techniques are utilized. The information utilized are essential information gathered through the dissemination of printed surveys to target respondents specifically. Statistical Package for Social Sciences (SPSS) variant 24.0 will be used for the product to break down the information is the, and the outcomes will be clarified completely in Chapter IV.

3.1 Theoretical Framework

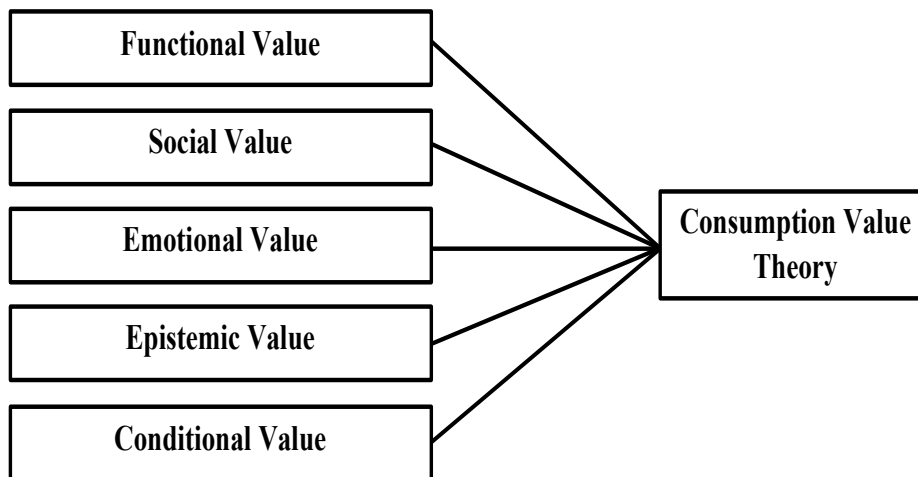


Figure 3.1 Theoretical Framework

Source: (Sheth et al., 1991)

3.2 Research Framework

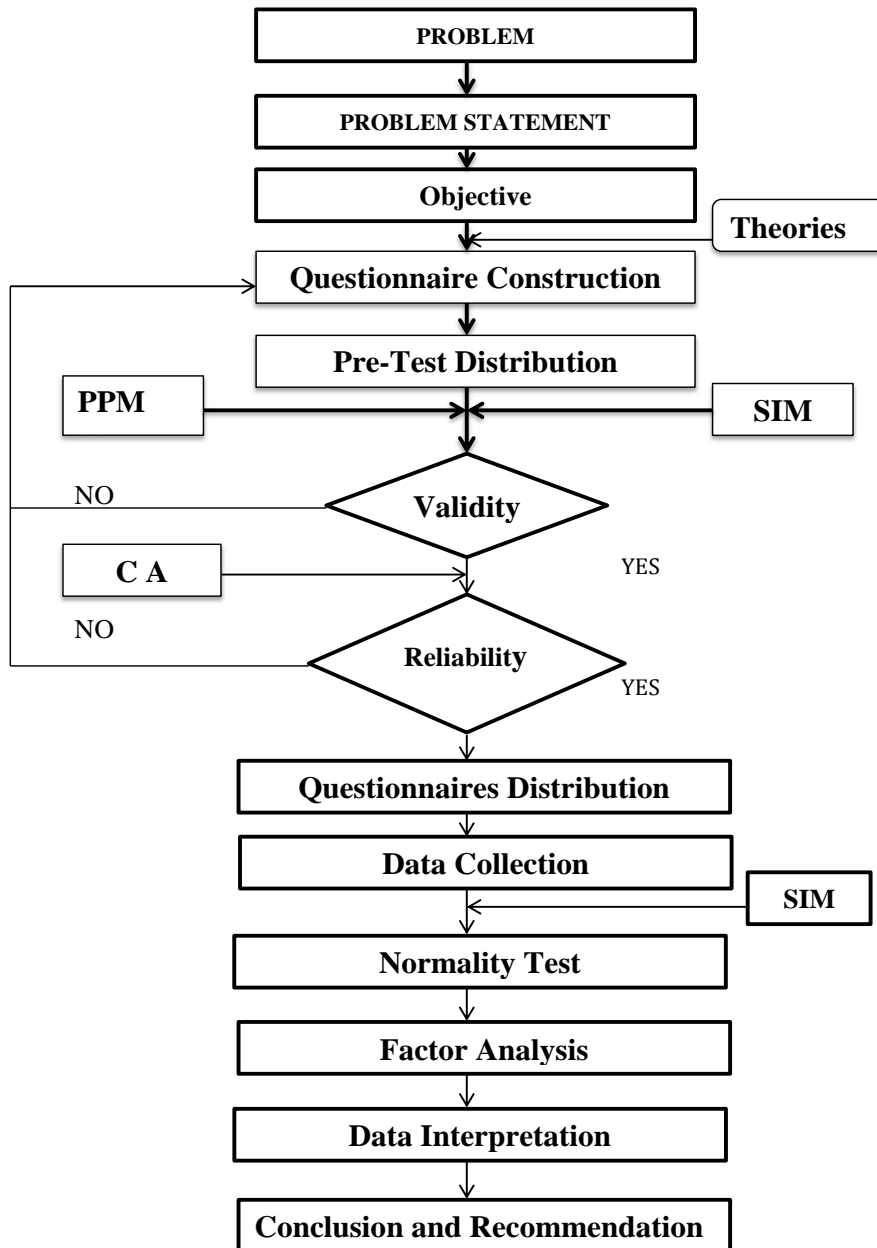


Figure 3.2 Research Framework

3.3 Operational Definition of Variables

Table 3.1 Operational Definition of Variables

Variables	Definition	Indicators	Definitions of Indicators
Functional Value (Sheth et al., 1991)	An utility estimation of an item which created had been a Practical value that from its physical or useful reason.	1. Function of Music 2. Efficacy 3. Property (Boer, 2009)	1. Capacity of music is essential in the vast majority's live free of their social cause. Music can cultivate securities among individuals and convey value and character. 2. Music treatment, because of the attributes and potential restorative applications, increment effectiveness and give treatment to the physical unwinding. In compelling treatment are utilized from all around prepared music specialists for giving the voice, non-verbal communication and outward appearances. 3. Music from different sounds by perceiving the four principle properties of melodic sounds: pitch, elements (clamor or delicateness), tone shading, and span. there are a couple of physical properties that we can recognize in sound waves, either in a melodic or non-melodic setting, and every last one of these properties has an effect in the manner in which we see sound.

<p>Social Value (Sheth et al., 1991)</p>	<p>Social value is the purchaser emotions which risen up out of being related with certain social gathering.</p>	<p>1. Prestige 2. Status</p>	<p>1. Music is the most highly stylized of social forms, widespread respect and admiration felt for someone or something on the basis of a perception of their achievements or quality. 2. Music is socially significant not by any stretch of the imagination however to a great extent since (it gives) implies by which individuals to perceive characters and puts, and the limits which separate them.</p>
	<p>Epistemic value when it brings interest, oddity and in addition something new to the client, or fulfills client's needs of learning.</p>	<p>3. Curiosity 4. Seeking new knowledge (Lavranos, 2015)</p>	<p>3. Curiosity is fundamental part of our inclination that we are hardener mindful of the across the board in our lives. Consider, however, is how much time we spend searching for and expend data, for example, tuning in to the new tunes and the significance of a tune. 4. Looking for conduct and melodic imaginative, for example, structure, as execution and act of spontaneity, tuning in and investigation.</p>

Source: Developed by Researcher (2018)

3.4 Questionnaire

A questionnaire is a pre-formulated written set of questions to which respondents record their answers, usually within rather closely defined alternatives (Sekaran, 2013). The questionnaire in this research is divided into seven parts. In the first part, it contains respondent identity. The respondent identity consisted of respondent's age, gender, and occupation. The second part until seventh part are contained with statement that related with variables. This research uses Likert scale which is tool used to measure the degree of agreement toward given statements that symbolizes with five point anchors (Sekaran, 2013).

Table 3.2 Example of Likert Scale Questionnaire

No.	Statement	Scale				
		1	2	3	4	5
1.						
2.						
3.						
4.						
5.						

Source: (Sekaran, 2013)

Notes :

1= Strongly Disagree

2= Disagree

3= Neutral

4= Agree

5= Strongly Agree

Likert scale is utilized to answer each explanation that formed by the specialist to speak to customers' level of understanding. The respondent is emphatically can't

help contradicting from 1 to 5, where 1 is utilized when they are firmly concur with the statement.

The Likert scale is accepted to be ordinal information, the analyst required the lead information change utilizing Method of Successive Interval to change over the information from ordinal into interim which executed by utilizing programming called STAT97 and execute measurement of that investigation with SPSS 24.0.

3.5 Population and Sampling Design

Sekaran (2016) explain that population is portrayed a gathering of individuals, occasion, or diminishes of intrigue that the analyst needs to analyze. The populace utilized in an examination should partners with the protest in which consider is led (Sekaran, 2016).

Then, music consumer in President University area are the population of this research. It is chosen considering the age range of the students, which compose the majority of the population, represents the adolescents, which tend to be more experimental and prefer to try new things. This characteristic of adolescent implies that they are more prone to the effect of globalization (Larsen et al., 2009). At that point, the geological position between focused populace and the scientist that generally picked which is increasingly advantageous is appropriating the printed surveys for the examination reason.

According to Sekaran (2016), sample is various individuals who are a piece of the population or gathering of people which speak to certain populace that the scientist desire to human resource investigate. There are a few motivations to direct an examination by utilizing testing rather than population, including restricted time and human resource. The examining framework likewise actualized to limit the mistakes while dissecting the gathered information.

This research is executing non-probability sampling method, particularly purposive sampling method. In light of the focused population, the sample used for this research is music consumer on students Management & International Relations 2016, in President University.

The total of student 2016 for management is 153 and the total International Relations is 170. The Slovin formula used for known population to calculate how many sample needed by the researcher for research from the total known population in Management and International relations 2016, in President University. Then, Bahasa Indonesia would be used for the questionnaire, since a focused-respondents are Indonesian, so that can make easier for the respondents and the researcher that have a similar elucidation of every announcement written in the survey.

Slovin's Formula :

$$n = \frac{N}{1 + Ne^2} = 153 + 170 = 323$$

$$n = \frac{323}{1 + (323 (0,5)^2)}$$

$$= 179 \text{ Students}$$

where :

n = Number of samples

N = Total population

e = Error tolerance.

3.6 Research Instrument

3.6.1 Data Collection Process

Primary data was utilized for this investigation and gathered through surveys. The poll is a lot of inquiries composed and defined as per the figured variables utilized for the examination, which focused respondents to record their answers (Sekaran & Bougie, 2016). Surveys can be appropriated to respondents specifically, via mail or electronic dissemination channel (Sekaran & Bougie, 2016). Furthermore, for this examination, specialists by and by conveyed polls to respondents to guarantee that the individuals who addressed the survey met the criteria of the focus on respondents. The poll conveyance period begins from 26 October 2018.

3.6.2 Validity Test

Lawrence Gamst, (2013) explore that validity testing is method that used to quantify the rate at which tests arranged for research or different checks really measure what the specialist needs to gauge. There are two outcomes from the validity test, the first is substantial when the respondent is surely knew about the inquiry and answers as indicated by what the scientist proposed and is invalid when the respondent misjudges the inquiries that lead them to answer inquiries in a way that should (Greener, 2008) In this specific investigation, specialists utilized a legitimacy test to screen the surveys arranged, in which proclamations estimated as invalid were overlooked from the poll which were then appropriated to respondents.

Karl Pearson create the method that named Pearson Product Moment (PPM). PPM is a factual apparatus used to quantify relationships between's variables where information must be as interims or proportions. This is indicated by r when estimated in the example and ρ when estimated in the populace. The PPM must be had value between - 1 until 1 then, symbolize with $- 1 \leq r = 1$. If the value of r is 0, it implies that there is no connection between's the deliberate variables. While

positive (+) and negative (-) images demonstrate the course of variable connection (Lane, 2009). The following is an equation from PPM in statistics:

$$r = \frac{n(\Sigma xy) - (\Sigma x)(\Sigma y)}{\sqrt{[n\Sigma x^2 - (\Sigma x)^2]}\sqrt{[n\Sigma y^2 - (\Sigma y)^2]}} \dots (1)$$

Equation 1 Pearson Product Moment Equation

Where:

- r = Pearson r correlation coefficient
- n = The number of paired observation
- Σx = The sum of x-values
- Σy = The sum y-values
- Σx^2 = The sum of squared x-values
- Σy^2 = The sum of squared y-values
- Σxy = The sum of x-values and y-values

This test involved with pretest survey that printed 15 test respondents for this measure, which is then determined utilizing SPSS rendition 24.0. Contrast the thing connection value with the r -value in the dispersion table had been used to decide if a valid or invalid proclamation is to, where the dimension of opportunity (df) is equivalent to the example estimate (N) minus 2. So if $N = 15$, then df is 13, and the r -value will be equal to 0.514. A statement with the lower one will be measured as invalid, and a correlation higher than 0.514 is measured as valid.

3.6.3 Reliability Test

To make sure consistency or reiteration the research is using Reliability testing that used to measure the of research every now and then with the goal that a similar research strategy can be held a few times and create indistinguishable outcomes from the past one (Greener, 2008). The capacity to gauge to keep the

outcomes consistent after some time demonstrates that this exploration is steady and low in situational change weakness (Sekaran, 2013).

Reliability testing was done at the pre-test phase of the examination. Before the poll was totally disseminated to the respondents, the unwavering quality of the announcements composed must be tried. This test is finished utilizing SPSS programming, and the gathered information is changed over from ordinal to interim by applying Microsoft Excel factual augmentation program in the past.

The reliability test value is from 0 to 1 that coming from the method of the Cronbach Alpha coefficient. In the event that the thing does not connect with one another, the coefficient will be 0, on the off chance that all things tried contain a high relationship, the coefficient will be more like 1. As a rule, the unwavering quality coefficient is under 0.60 is characterized as poor, those around 0.70 are viewed as adequate and coefficients up of 0.80 are great (Sekaran, 2013). Below is the formula of equation of unwavering quality measure created by Cronbach:

$$\alpha = \frac{N \cdot \rho}{1 + \rho(N - 1)} \dots (2)$$

Equation 2 Cronbach's Alpha Equation

Where:

α = Instrument reliability's coefficient

ρ = Mean interitem correlation

N = Number of items

3.7 Normality Test

Recurrence appropriation of numerous occasions happening at every variable value. In this examination, scientist utilized two strategies to assess the typicality dispersion of information. The first is to utilize the Shapiro-Wilk and Kolmogorov-Smirnov tests gave in the SPSS programming. In the two tests, the

information is characterized as typical when the critical number is more noteworthy than 0.05. At that point, second technique is by looking at the histogram and plot of typical likelihood. Typical information demonstrates a bell-shaped curve in its histogram. The Y-axis represents the frequency of events, while the X-axis histogram represents the value of the quantitative variable. a graphical method represented a probability plot that by a plot that refers to a set of data and diagonal lines as the expected normal distribution. Normal data distribution is achieved when the plot is scattered and follows the diagonal line (Lawrence S. Meyers Glenn C. Gamst, 2013).

3.8 Factor Analysis

Is an exploration strategy used to characterize connections among various variables, at that point convert them into littler numbers by diminishing or abridging. It characterizes which variables are connected and which variables are most certainly not. Specialists need to keep up these related variables by gathering them together and giving them another mark or name another gathering shaped from the investigation. Factor investigation isn't just constrained in deciding connection between variable yet in addition among respondents (Hair, Black, Babin, & Anderson, 2010).

3.8.1 Correlation Matrix

The initial step of variable examination is to decide the connection framework between the variables broke down. In the event that one variable has a high reliance with different variables, it very well may be reasoned that these variables can be assembled together on the grounds that they have a high relationship. Then again, variables with a lower relationship would not be conceivable to frame gatherings.

In this examination, the relationship grid was dictated by dissecting Kaiser-Meyer-Olkin (KMO) and Bartlett Test and Anti-image Correlation. Number of KMO Adequacy Sampling Size extents from 0 to 1, where $KMO = 1$ implies that variables are anticipated without mistake by different variables. KMO record range can be translated as the accompanying criteria:

- $KMO < 0.50$ are unacceptable
- $KMO > 0.50$ are inadequate
- $KMO > 0.60$ are mediocre
- $KMO > 0.70$ are decent
- $KMO > 0.80$ are good
- $KMO > 0.90$ are excellent

Source: Hair et al., (2010)

The Bartlett Duration Test is a factual test used to gauge the nearness of relationships between's variables. The connection between's variables is higher if the number is essentially near 0.

Anti-picture Matrix is the last advance of the relationship grid, which likewise plans to anticipate the connection between's variables. Variables with an Anti-Image Matrix record an incentive underneath 0.50 will not be examined or wiped out further. Those above 0.50 as the required record scopes of good relationship are.

3.8.2 Factoring Extraction

Starting Eigenvalue

Starting Eigenvalue is a value that intends to quantify how solid the relationship between information. Very related information suspicion is to assess its eigenvalues, Information with an eigenvalue of under 1.00 won't be utilized

further to survey the quantity of elements built up where it ought to be more prominent than 1.00. (Lawrence Gamst, 2013).

Level of Variance

The level of variations depicts the rate estimation of a variable against a given variable, in which every variable has 1 change. The aggregate change is the aggregate variable duplicated by 1 or 100%. What's more, the combined change is resolved as the aftereffect of the collection everything being equal. The equation for computing the rate change is $(\text{eigenvalue} \div \text{add up to difference}) \times 100\%$ (Gamst, 2013).

Communality

Communality in the variable examination characterizes the rate difference of every variable ordered in the quantity of elements removed. The more common means the relationship between the variables and the set up elements turns out to be increasingly serious (Gamst, 2013).

Factor Loadings

Relationship among variables and segments are decided by Factor loading. This is the yield of the determined part grid that is not turned. This decides the dimension of relationship among factors and variables. Implication of the variable that set to to be variable is valued by factor loading, which depicts the job of every factor in each variable (Hair et al., 2010). Researcher need to consider the factor of loading when interpreting variables. The following are significant criteria for evaluating correlations:

Table 3.3 Criteria of Significant Factor Loading Based on Sample Size

Factor Loading	Sample Size Needed for Significance^a
0.75	30
0.70	60
0.65	70
0.60	85
0.55	100
0.50	120
0.45	150
0.40	200
0.35	250
0.30	350

Source: Hair et al., (2010)

3.8.3 Factor Rotation

Rotated component factors demonstrated a progressively itemized and clear variable circulation. Execution of segment components to clear up the situation of factors in the elements set. While un-pivoted parts separate variables dependent on change, the turned segment grid attempts to appropriate the fluctuation of the foreordained components (Hair et al., 2010). There are two methods of factor rotation, oblique and orthogonal rotation. Orthogonal rotation is broadly used to figure symmetrical strategies. Another technique is called skewed pivot where it enables components to veer off from 90 degrees turn. The orthogonal rotation is assumed expected when the variable is pivoted on a 90 degrees revolution, which results in every variable being firmly connected with a few variables while in the meantime having a less solid relationship with different components. Gamst (2013) then, explain that variable connection results are appeared after the

revolution procedure is finished. The most normally utilized turn for the diagonal strategy is Promax revolution.

3.8.4 Labeling the Established Factors

Is an exploration strategy used to characterize connections among various variables, at that point convert them into littler numbers by diminishing or abridging. It characterizes which variables are connected and which variables are most certainly not. Specialists need to keep up these related variables by gathering them together and giving them another mark or name another gathering shaped from the investigation. Factor investigation isn't just constrained in deciding connection between variable yet in addition among respondents (Hair, Black, Babin, & Anderson, 2010).

CHAPTER IV

DATA ANALYSIS

In this chapter, researcher will elaborate and explain the data obtained. The explanation begins in pre-test part. The next part is elaborating the result of normality test from the data obtained. Factor analysis is used as the method to analyze the obtained in this research.

4.1. Validity Test

The validity test will be considered as legitimate if the relationship estimation of everything more prominent than 0.514 with r table conveyance for $N=15$ with the hugeness dimension of 0.05. The invalid explanation if everything correlation value are underneath 0.514. Furthermore, the invalid statement will be disposed of.

1. Functional Value

Table 4.1 Validity of Functional Value

Statement	R Table	R Compute Value	Result
Functional value 1	0.514	0.717	Valid
Functional value 2	0.514	0.607	Valid
Functional value 3	0.514	0.721	Valid
Functional value 4	0.514	0.741	Valid
Functional value 5	0.514	0.600	Valid
Functional value 6	0.514	0.535	Valid
Functional value 7	0.514	0.629	Valid

Source: Developed by the Researcher (2018)

As indicated by the table 4.1 demonstrates that there is no r value beneath 0.514 all Functional Value explanation are substantial with r value more noteworthy than 0.514 which implies all the announcement still be utilized in the following stage of the exploration.

2. Social Value

Table 4.2 Validity of Social Value

Statement	R Table	R Compute Value	Result
Social Value 1	0.514	0.551	Valid
Social Value 2	0.514	0.622	Valid
Social Value 3	0.514	0.660	Valid
Social Value 4	0.514	0.803	Valid
Social Value 5	0.514	0.682	Valid
Social Value 6	0.514	0.663	Valid
Social Value 7	0.514	-0.208	Invalid

Source: Developed by the Researcher (2018)

As indicated by the table 4.2 above shows Social Value proclamation, there are one explanation that not substantial in light of the fact that the r value beneath 0.514, hence social value 7 will be disposed of and will continue to the following stage of the exploration.

3. Emotional Value

Table 4.3 Validity of Emotional Value

Statement	R Table	R Compute Value	Result
Emotional Value 1	0.514	0.721	Valid
Emotional Value 2	0.514	0.643	Valid
Emotional Value 3	0.514	0.591	Valid
Emotional Value 4	0.514	0.771	Valid
Emotional Value 5	0.514	0.743	Valid
Emotional Value 6	0.514	0.292	Invalid
Emotional Value 7	0.514	-0.166	Invalid

Source: Developed by the Researcher (2018)

As indicated by the table 4.3 above shows Emotional Value Statement, there are two statements that are not legitimate with r value 0.292 and -0.166 underneath 0.514, and the other articulation has r value Greater than 0.514 which mean the five explanation will be utilized to the subsequent stage of research.

4. Epistemic Value

Table 4.4 Validity of Epistemic Value

Statement	R Table	R Compute Value	Result
Epistemic Value 1	0.514	0.890	Valid
Epistemic Value 2	0.514	0.896	Valid
Epistemic Value 3	0.514	0.647	Valid
Epistemic Value 4	0.514	0.789	Valid
Epistemic Value 5	0.514	0.714	Valid
Epistemic Value 6	0.514	0.624	Valid
Epistemic Value 7	0.514	0.251	Invalid

Source: Developed by the Researcher (2018)

As indicated by the table 4.4 demonstrates the principal explanation of the epistemic value is invalid with the r value is 0.251 which is underneath 0.514, and the other five statements that has r value more than 0.514 will be continue to the following stage of the exploration.

5. Conditional Value

Table 4.5 Validity of Conditional Value

Statement	R Table	R Compute Value	Result
Conditional Value 1	0.514	0.618	Valid
Conditional Value 2	0.514	0.721	Valid
Conditional Value 3	0.514	0.660	Valid
Conditional Value 4	0.514	0.768	Valid
Conditional Value 5	0.514	0.717	Valid
Conditional Value 6	0.514	0.640	Valid
Conditional Value 7	0.514	0.385	Invalid

Source: Developed by Researcher (2018)

The table 4.5 demonstrates all the six statements are substantial which has r values more prominent than 0.514 and one statement will be dispensed with cause has r value < 0.514 and won't continue to subsequent stage of research.

The legitimacy test for all announcement are appeared in the table above, there are seven explanation which considered invalid as the r value underneath 0.514 as its required. And all the five statements eliminated and will no longer include again incorporate on the poll that conveyed to the respondents for further examination prepared.

4.2. Reliability Test

The result of the test that will be viewed as acknowledged whether the unwavering quality coefficients are 0.70. Then, In table 4.6 beneath demonstrates the reliability test result for all variables.

Table 4.6 Reliability Test Result

Reliability Statistics	
Cronbach's Alpha	N of Items
,757	31

Source: Primary Data and SPSS Version 24.00 (2018)

The reliability test in the table 4.6 demonstrated that the coefficient estimation of all variables is above 0.70. That mean all variables that has experienced reliability test are reliable and solid. Thus, the variables are appropriate for the future research.

4.3. Normality Test

By analyzing importance estimation of Lilliefors the ordinariness information would be considered as an ordinary information when the information value is more noteworthy than 0.5. which implies when the information is more noteworthy than 0.5 the information is qualified to the further broke down. In the table 4.7 demonstrates the every one of the information is typical since all the variable meet all required importance estimation of Lilliefors test which implies all variables can be continue to the following dissected since all the variable is ordinary. Along these lines, multivariate examination can be connected for this exploration and the scientist utilizes variable analysis.

Table 4.7 Kolmogrov - Smirnov with Adjusted Lilliefors Normality Test

Tests of Normality			
	Kolmogorov-Smirnov ^a		
	Statistic	Df	Sig.
FUNCTIONAL	,052	179	,200*
SOCIAL	,054	179	,200*
EMOTIONAL	,055	179	,200*
EPISTEMIC	,058	179	,200*
CONDITIONAL	,057	179	,200*

*. This is a lower bound of the true significance.

a. Lilliefors Significance Correction

Source: Primary Data and SPSS (2018)

In addition determining the significance value in Lilliefors test, should be possible by analyzing the likelihood plots of the information, in the figure 4.1 demonstrated that the one of the variable is typical as the plot are dissipated and pursue the slanting line of likelihood plots.

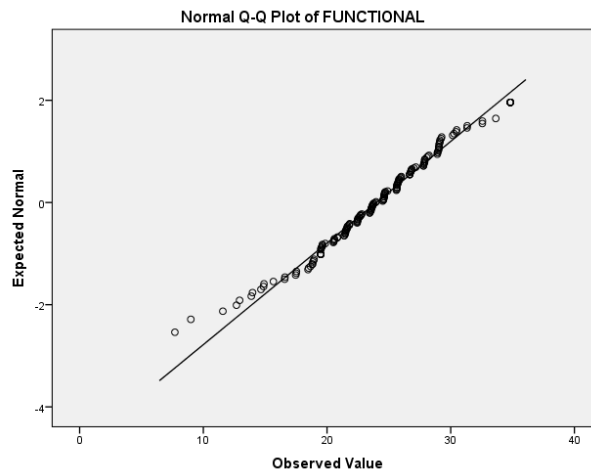


Figure 4.1 Probability plot of functional value

Source: Primary Data and SPSS (2018)

4.4. Factor Analysis

This research is using factor analysis as the method to analyze the data. The detailed explanation regarding factor analysis could be found in Chapter III. In this chapter, the displayed result of factor analysis will be limited to particular part. The complete result of factor analysis is available in the Appendix D.

4.4.1. Preliminary Analysis

a. Correlation Matrix

The researcher put the connection lattice table from SPSS in Appendix D, the outcome on the calculation in SPSS for relationship grid demonstrates the determinant value is 1.000 which implies it is near zero. The estimation of relationship grid characterize there is high connection between variables. That is implies one of the prerequisite of variable investigation effectively satisfied.

b. KMO and Bartlett's Test

Table 4.8 KMO and Bartlett's Test

KMO and Bartlett's Test		
Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,782
Bartlett's Test of Sphericity	Approx. Chi-Square	2194,169
	df	435
	Sig.	,000

Source: Primary Data and SPSS (2018)

The table 4.8 above shows, the estimation of Kaiser Meyer Olkin Measure of Sampling Adequacy is .782, which is more prominent than the required value 0.5. Accordingly, the examination can be continuing to the following stage and the testing strategy is additionally worthy.

c. Anti-Image Matrices

In breaking down MSA of each show variable it is simpler utilizing the Anti-image Matrices. At the point when the MSA value is more noteworthy than 0.5. the variables can be utilized to anticipate with no error by different variables and dissected by utilizing variable investigation. The table 4.9 beneath demonstrated all the estimation of all variables are above 0.5. as required which is the variable examination can be connected in this exploration.

Table 4.9 Anti-Image Matrices

Variable	MSA	Variable	MSA	Variable	MSA
F1	.779 ^a	S4	.834 ^a	EP4	.652 ^a
F2	.837 ^a	S5	.836 ^a	EP5	.716 ^a
F3	.867 ^a	S6	.836 ^a	EP6	.699 ^a
F4	.872 ^a	E1	.798 ^a	C1	.723 ^a
F5	.834 ^a	E3	.659 ^a	C2	.714 ^a
F6	.765 ^a	E4	.843 ^a	C3	.757 ^a
F7	.820 ^a	E5	.814 ^a	C4	.705 ^a
S1	.726 ^a	EP1	.765 ^a	C5	.801 ^a
S2	.827 ^a	EP2	.773 ^a	C6	.732 ^a
S3	.864 ^a	EP3	.820 ^a		

Source : Primary Data and SPSS (2018)

NOTE :

F : Functional Value EP : Epistemic Value
 S : Social Value C : Conditional Value
 E : Emotional Value

4.4.2. Factor Extraction

Table 4.10 Communalities

	Initial	Extraction		Initial	Extraction		Initial	Extraction
F1	1,000	,500	S4	1,000	,463	EP4	1,000	,149
F2	1,000	,514	S5	1,000	,579	EP5	1,000	,221
F3	1,000	,527	S6	1,000	,608	EP6	1,000	,162
F4	1,000	,438	E1	1,000	,349	C1	1,000	,075
F5	1,000	,549	E3	1,000	,064	C2	1,000	,104
F6	1,000	,549	E4	1,000	,353	C3	1,000	,081
F7	1,000	,579	E5	1,000	,485	C4	1,000	,020
S1	1,000	,404	EP1	1,000	,201	C5	1,000	,013
S2	1,000	,504	EP2	1,000	,181	C5	1,000	,021
S3	1,000	,529	EP3	1,000	,294			

Source : Primary Data and SPSS (2018)

Communalities shows the variance from manifest variable in the amount of extracted factors. Initial communalities of all variables are showing 1 because it is defined before extraction process. High value of communalities indicates high correlation with the extracted factor.

b. Total variance Explained

Based on 4.11, there are nine factors that has eigenvalue greater than 1. In order to simplify the new factor that formed from the analysis, the researcher decide to increase the eigenvalue to 1.5 and there are only four new factors formed.

Table 4. 11 Total Variance Explained

Total Variance Explained									
Component	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	5,174	17,840	17,840	5,174	17,840	17,840	5,036	17,367	17,367
2	4,344	14,979	32,819	4,344	14,979	32,819	4,481	15,452	32,819
3	3,541	12,209	45,028						
4	1,755	6,051	51,080						
5	1,340	4,621	55,701						
6	1,077	3,714	59,415						
7	1,004	3,462	62,877						
8	,947	3,265	66,141						
9	,879	3,033	69,174						
10	,833	2,872	72,046						
11	,794	2,738	74,783						
12	,717	2,473	77,256						
13	,658	2,269	79,525						
14	,567	1,955	81,480						
15	,537	1,851	83,331						
16	,517	1,782	85,112						
17	,486	1,676	86,788						
18	,471	1,624	88,412						
19	,448	1,545	89,957						
20	,413	1,424	91,381						
21	,400	1,380	92,760						
22	,345	1,189	93,949						
23	,322	1,111	95,061						
24	,303	1,044	96,105						
25	,295	1,017	97,122						
26	,253	,874	97,996						
27	,222	,764	98,760						
28	,183	,632	99,392						
29	,176	,608	100,000						

Extraction Method: Principal Component Analysis.

Source: Primary Data and SPSS(2018)

The percentage of variance shows the percentage value of variable on established factors. The variance of each variable is 1 and the total variance is 29. So, the percentage of variance can be calculated by dividing eigenvalue with the total variance, then multiply by 100%.

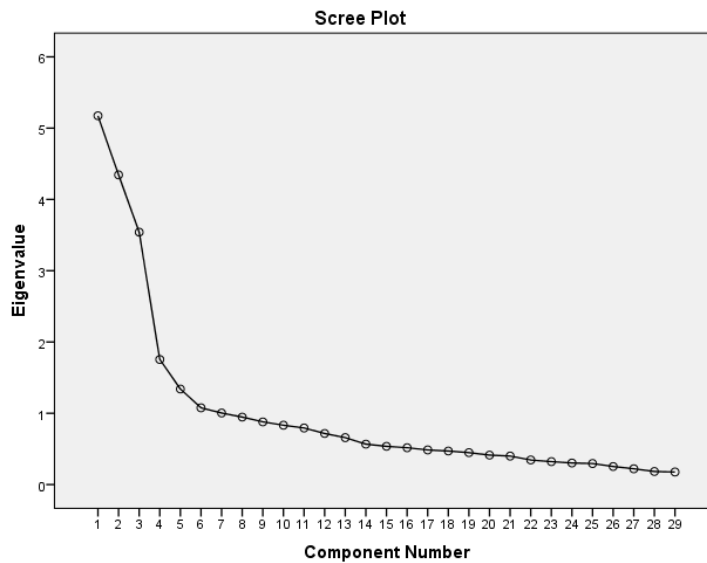


Figure 4.2 Factor Analysis Screen Plot
Source: Primary Data and SPSS (2018)

Figure appears in 4.2 above diagrams segment number in X-pivot against eigenvalue in Y-hub. The diagram can used to decide what number of components are there to be extricated. It tends to be seen from the bend first Variable plot to second and third variable is decrease marginally as the scope of Eigenvalue between those variables are very far. And after that begin from fifth variable plot the bend is getting compliment through the last variable. The scree plot additionally demonstrated that there are really nine variables which qualified to be utilized further in variable examination since the Eigenvalue of those components are above. In any case, the considering procedure is ceased at fifth variable since the Eigenvalue is changed to 3,6. The endeavor is done so as to streamline the quantity of separated variables.

4.4.3. Factor Rotation

In the table 4.12 demonstrates the turned factor loading of each show variable under four removed elements. The factor loadings are utilized to arrange the conveyance of every factor into produced factors. The arrangement procedure

finished by contrasting the connection estimation of every segment in everything. The higher estimation of factor loading, the relationship between the variable and the factor is likewise higher.

Table 4.12 Rotated Component Matrix

Component					
	1	2		1	2
F1	,705	-,048	E4	-,030	,593
F2	,716	,027	E5	,031	,696
F3	,724	,054	EP1	,445	,052
F4	,662	-,012	EP2	,387	,177
F5	,741	,010	EP3	,537	-,074
F6	,741	-,025	EP4	,385	,027
F7	,760	-,045	EP5	,444	,156
S1	,108	,626	EP6	,374	,147
S2	,082	,705	C1	-,261	,080
S3	,095	,721	C2	-,213	,243
S4	-,073	,677	C3	-,263	,108
S5	,097	,755	C4	-,082	,116
S6	,046	,778	C5	-,110	,034
E1	,058	,588	C6	-,109	,097
E3	-,066	,245			

Source: Primary and SPSS (2018)

The turn is required since there are a ton of show variables with high loading. It likewise influences the investigation to wind up simpler the connection is adequate if the loading facto of every variable is equivalent to or above 0.5. The relationship level of variables with loading variable beneath 0.5 is viewed as feeble, in this way will be wiped out for the following stage of variable investigation. The grouping of every variable will be appeared table 4.14 below.

Table 4.13 Component Transformation Matrix

Component Transformation Matrix		
Component	1	2
1	,914	,407
2	-,407	,914
Extraction Method: Principal Component Analysis.		
Rotation Method: Varimax with Kaiser Normalization.		

Source: Primary Data and SPSS (2018)

Table 4.13 of segment change lattice speak to the connection between the extricated variables by analyze the value corner to corner. The relationship between the components is viewed as high since the estimation of every variable is more than 0.5.

Table 4.14 Factor Classification

Factor	Manifest				
1	F7	F5	F6	F3	F2
2	S6	S5	S3	S2	E5

Source: Primary Data and SPSS (2018)

Notes :

F : Functional Value

EP : Epistemic Value

S : Social Value

C : Conditional Value

E : Emotional Value

4.4.4. Dominant Factor

From the test by actualizing variables examination technique there are new factors that produced from 29 factors, the new factors indicates 32.819% combined value

which implies that the elements can speak to 32.819% changeability everything being equal.

a. First Factors

The principal new factor framed shape extraction has fluctuation value 17.367% after the turn. This factor shaped frames the of variables functional value. The following are table 4.15 show eight variables that develop the main components.

Table 4.15 Construction of the First Factor

No	Variables	Statement
1	Functional Value 7	The song has a lot of foreign engineering tempo to convey the message of the song.
2	Functional Value 5	Foreign song lyrics often uplifting.
3	Functional Value 6	Many of the lyrics and tempo matching the perceived foreign songs convey the message of the song.
4	Functional Value 3	Listen to foreign music often makes it easy for me to rest.
5	Functional Value 2	Foreign song lyrics are often easy to understand.

Source: Developed by the Researcher (2018)

As shown in the table above, the distinct variables that formed the first factor represented the user connection to the messages and rhythm in foreign music. Thus, the author decides to define the second factor as “Personal Sentiment.” For adolescents, music may provide a sense of comfort and companionship (DiRaimondo, 2002). Shevy (2006) also explained the ability of music to be a communication tool, which has the potential of bringing to mind any number of associations, emotional and non-emotional.

b. Second Factor

The second factor produced from variable investigation are built by five show variables, conditional value and four functional value. The new variable extraction has difference value 15,452% after the pivot. The table 4.16 demonstrate the second factor developed.

Table 4.16 Construction of the Second Factor

No	Variables	Statement
1	Social Value 6	Listen to foreign music makes me more elegant.
2	Social Value 5	Foreign music tends to have a deep message.
3	Social Value 3	Often I listen to foreign music to avoid outdated.
4	Social Value 2	I tend to feel more foreign slang while listening to music.
5	Epimestic Value 5	I am always looking for foreign music to melt the atmosphere.

Source: Developed by the Researcher (2018)

As shown in the table above, the distinct variables that formed the second factor represented the ability to socialize through foreign music. Thus, the author decides to define the second factor as “Socialization Ability.” Franken et. al (2017) explained that music preference has a vital role in relationship formation. Similarity in music may increase the likelihood of friendship, as they may talk about their common preferences as well as use the music to lighten the mood.

CHAPTER V

CONCLUSION AND RECOMMENDATION

5.1 Conclusion

The distinguish components of consumption value hypothesis that impacts purchaser the music audience conduct in Indonesia, with five variables used to the investigation to be specific practical value, social value, emotional value, epistemic value, conditional value. The exploration is conductive to 90 impacts music audience in President college. The examination we done by receiving factor investigation technique. The consequence of the examination demonstrated that there are two overwhelming component which created from the, in particular execution of engaging quality and reliance. In view of the rate difference after pivot of each variable, execution of engaging quality is the most prevailing one among components with formation of the first factor is "Personal Sentiment." For adolescents, music may provide a sense of comfort and companionship and the second factor as "Socialization Ability." explained that music preference has a vital role in relationship formation. Similarity in music may increase the likelihood of friendship, as they may talk about their common preferences as well as use the music to lighten the mood.

5.2 Recommendation

For the reader : This research will be useful for the reader to understand the factors that affect the cultural dominance of the music to the culture in Indonesia.

The Younger Generation : This research will be used in full for the younger generation to consider learn their own culture than the culture of another country, at the same time they can also promote traditional cultures in Indonesia and beyond Indonesia.

The Future Researcher: This research can be used for upcoming researchers as a reference for their research in the same or related topics on the local music culture in Indonesia

In spite of the fact that this investigation contributes for specific ramifications, there are restrictions that should be tended to for future research. Right off the bat, the subject of this examination is just restricted to few music of neighborhood who work in President University territory.

While, those consumers are not just one who have the entrance to receive the music utilizations conduct in other place might be not the same as those partook in this investigation. Subsequently, it is recommended for future research to be directed in better places with various sorts of respondents.

Consumption value is a wide which is relevant for various sorts of music local. Hence, is still need further investigation to grow new information by utilizing diverse methodology demonstrated in this examination which surely give commitments scholastically and for handy usage.

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APPENDIX

Appendix A – Questionnaire

Questionnaire in Bahasa Indonesia

Berilah tanda sesuai pendapat Anda, dengan ketentuan skala Likert sebagai berikut:

5: Sangat Tidak Setuju 4: Setuju 3: Netral 2: Tidak Setuju 1: Sangat Tidak Setuju

PERNYATAAN	1	2	3	4	5
FUNCTIONAL VALUE					
Musik asing banyak memberikan pilihan kepada saya untuk mendengarkan sesuai suasana hati					
Saat mendengarkan lirik lagu asing seringkali mudah dipahami					
Mendengarkan musik asing seringkali memudahkan saya untuk beristirahat					
Seringkali saat sedang galau saya mendengarkan musik asing					
Lirik lagu asing sering kali membangkitkan semangat saya					
Banyak lirik dan tempo lagu asing yang dirasakan padu menyampaikan pesan lagu tersebut					
Lagu asing memiliki banyak variasi tempo untuk menyampaikan pesan lagu tersebut					
SOCIAL VALUE					
Saya cenderung lebih percaya diri saat mendengarkan musik asing					
Saya cenderung merasa lebih gaul saat mendengarkan musik asing					
Sering kali saya mendengarkan musik asing agar tidak ketinggalan jaman					
Musik asing cenderung memiliki kesan tersendiri					
Musik asing cenderung mempunyai pesan yang mendalam					
Mendengarkan musik asing membuat saya lebih elegan					
EMOTIONAL VALUE					
Saya lebih memilih lagu lagu melankolis					
Beraktifitas sambil mendengarkan lagu cenderung membuat saya produktif					
Saya selalu antusias mendengarkan musik asing					
Saya selalu merasa termotivasi saat mendengarkan lagu asing					
Saya selalu mencari musik asing untuk mencairkan suasana					
EPISTEMIC VALUE					
Sering kali musik asing terbaru selalu membuat saya ingin mendengarkannya					
Saya selalu mencari tahu makna dari lagu asing					
Saya selalu ingin tahu lagu asing apa yang di dengarkan oleh teman saya					
Saya selalu mencari tau musik asing yang selalu di putar di radio					
Saya selalu menerjemahkan arti dari musik yang saya					

Appendix B – Raw Data

FUNCTIONAL VALUE					SOCIAL VALUE					EMOTIONAL VALUE					EPISTEMIC VALUE					CONDITIONAL VALUE										
3	4	3	3	4	4	4	4	3	2	3	3	3	3	4	3	5	3	3	3	3	3	4	3	4	4	3	3	4		
4	4	3	2	3	4	3	3	4	4	4	3	3	3	2	4	3	4	3	3	4	4	3	4	4	4	3	3	4		
3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3		
5	5	5	3	1	3	3	3	3	3	5	3	5	3	5	5	3	3	5	5	5	3	3	3	5	3	5	5	3	5	
5	5	5	5	5	5	5	5	5	5	5	5	5	5	4	3	5	5	4	5	5	5	5	5	5	5	4	5	5	3	
5	4	3	5	3	4	4	4	4	4	4	4	4	4	4	5	5	4	5	5	4	5	4	5	4	5	4	5	4	5	
4	3	3	4	3	5	4	3	3	2	3	1	1	3	2	5	3	3	2	3	3	2	2	2	5	3	3	2	2	4	
4	4	4	5	4	4	4	4	3	3	4	4	4	3	3	4	4	4	4	4	4	4	3	3	4	4	4	3	3	3	
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3	4	3	4	4	5	4	2	1	2	3	4	3	4	3	3	5	4	3	4	4	5	3	3	4	5	5	3	3	4	
5	4	5	5	5	4	5	4	4	4	4	5	3	2	3	5	2	4	4	3	4	4	3	3	4	1	4	3	3	5	
4	5	5	5	3	4	4	2	3	2	3	4	2	5	3	4	4	4	3	4	5	4	3	3	5	4	4	4	3	5	
3	4	3	3	3	3	4	3	3	3	3	3	2	2	4	4	3	3	3	3	2	3	2	2	5	4	5	3	3	2	
5	5	5	5	5	5	5	5	5	5	5	5	5	3	1	5	5	5	5	5	5	5	5	5	5	5	3	5	5	3	
4	4	5	4	5	4	4	5	5	3	4	5	4	5	3	4	5	4	3	5	4	3	4	4	5	5	5	3	3	5	
4	4	3	4	4	5	4	4	4	4	4	2	3	2	3	5	3	3	3	3	4	3	4	3	4	2	5	4	4	4	
5	5	5	5	5	5	5	3	2	3	4	5	3	1	1	5	5	5	5	5	5	5	5	4	2	3	5	5	1	3	5
5	4	4	3	3	5	4	5	5	5	2	2	4	5	5	4	5	4	4	5	3	3	3	3	4	3	4	4	4	5	
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5	5	1	1	1	5	5	4	1	5	5	5	5	1	5	5	5	2	2	2	2	2	2	2	5	1	5	5	5	3	5
5	5	1	5	5	5	5	5	1	5	5	1	1	3	3	5	5	5	5	5	5	1	3	5	5	5	5	5	5	5	5
4	4	3	5	5	2	4	3	2	2	3	3	2	5	3	5	5	4	3	3	3	5	5	3	4	5	5	5	3	4	
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4	5	4	3	4	5	4	4	5	5	3	4	4	3	3	4	5	3	3	3	3	4	3	3	4	4	5	4	4	4	
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5	5	4	5	4	5	5	2	2	4	4	4	4	3	5	4	5	5	4	3	5	5	5	5	4	5	5	5	5	5		
4	3	4	3	5	5	5	4	4	5	4	5	3	3	4	5	5	5	5	4	5	5	5	5	5	5	5	4	5	5		
5	4	3	4	4	4	4	3	3	2	3	3	2	3	4	5	3	3	3	3	3	5	3	3	4	5	3	3	3	5		
4	3	4	4	3	4	3	4	4	2	3	4	3	4	4	5	3	4	3	4	3	4	3	4	5	3	2	3	3	5		
4	2	3	3	4	3	2	4	4	5	3	5	3	5	3	5	3	5	5	3	5	3	5	3	2	4	5	3	5	4		
5	4	5	3	4	3	4	4	4	5	3	4	4	3	1	4	5	3	4	4	5	3	4	4	3	3	3	3	3	4		
3	2	2	2	3	3	4	2	4	4	4	3	3	4	5	4	4	3	4	4	5	4	4	3	4	4	3	2	1	2		
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3	4	3	4	3	4	3	4	4	4	4	4	1	1	2	3	2	3	4	3	4	4	3	4	3	3	4	3	3	4		
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4	4	4	5	4	5	5	4	4	4	4	4	4	4	3	4	4	4	4	5	4	4	4	4	2	4	4	4	4	4		
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Interval Data

Functional value				Social value				Emotional value				Epistemic value				Conditional value														
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9	7	9	9	6	7	0	3	5	8	4	5	4	4	7	3	0	4	9	6	9	0	7	8	9	8	8	0			
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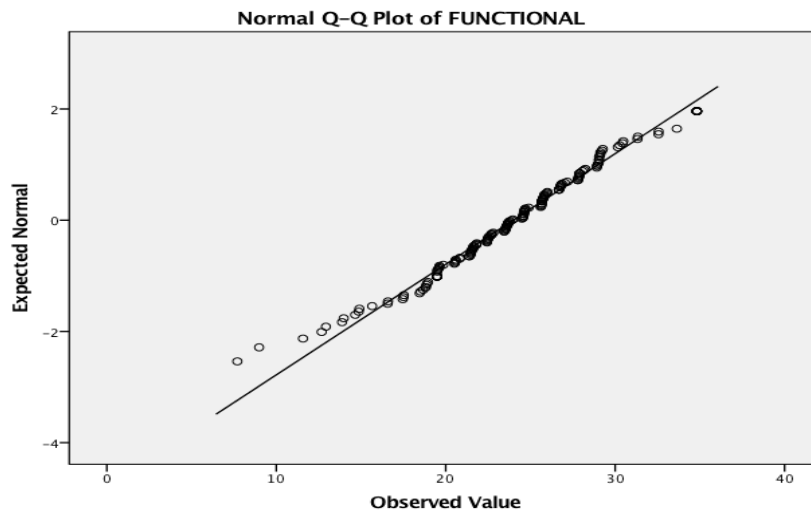
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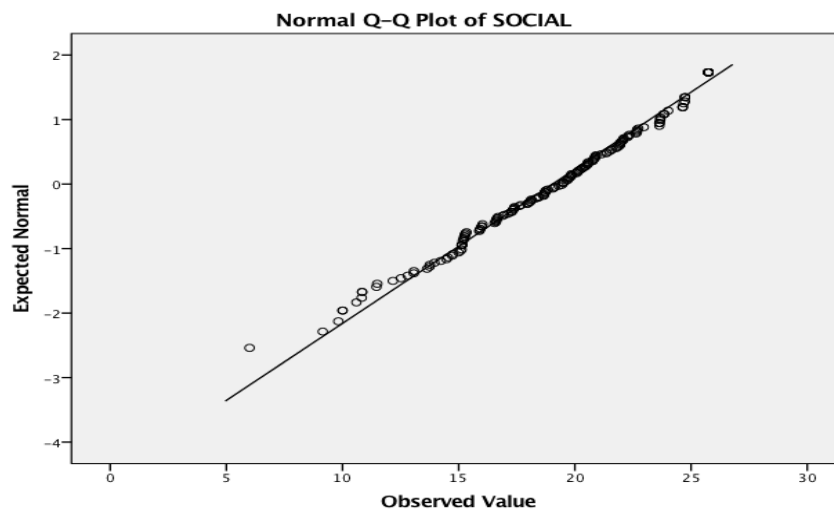
Appendix C – Normality

Normal Q-Q Plots

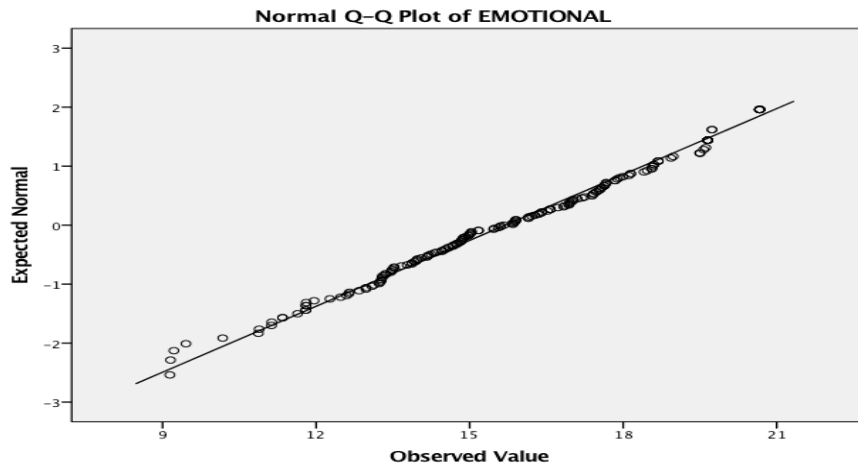
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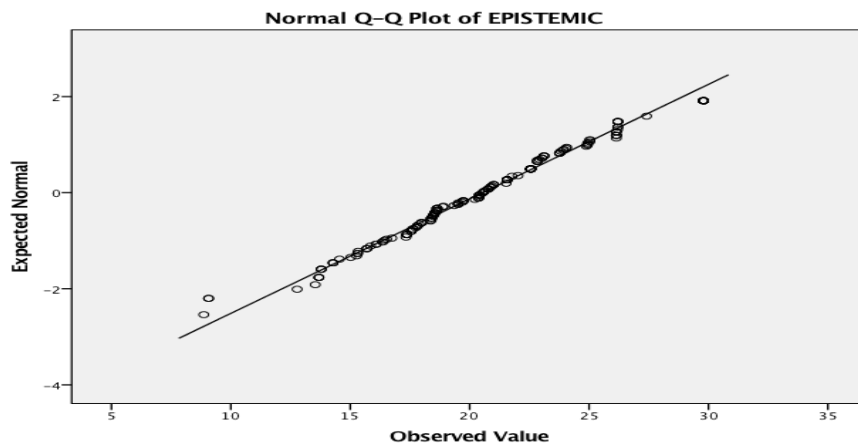
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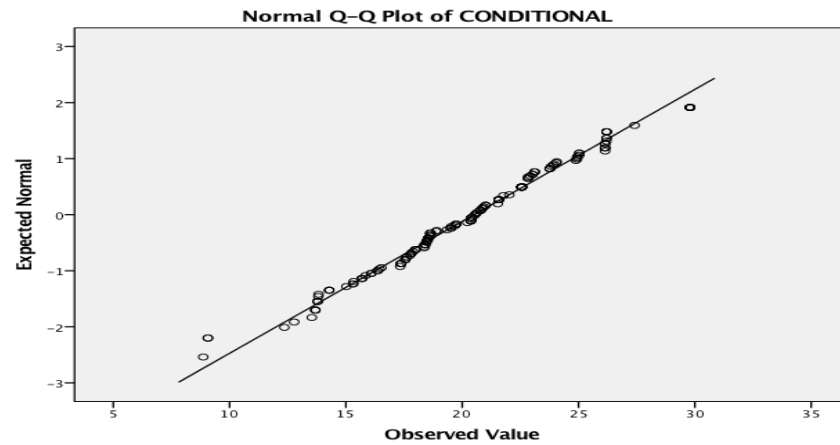
Emotional Value



Epistemic Value



Conditional Value



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P	0	0	0	0	0	0	3	4	3	2	2	2	1	3	3	1	4		3	0	0	0	3	0	4	4	2			
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P	0	0	0	0	0	0	2	1	4	1	0	1	4	4	0	0	0		0	0	0	0	0	3	0	4	0	0		
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P	0	0	0	0	0	0	2	0	3	2	0	1	2	3	1	2	0		0	0	0	0	0	4	0	4	0	0		
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2	3	1	0	3	1	0	2	3	0	0	0	2	1	4	0	1	0		0	1	0	3	0	0	0	0	0	0		
	1	7	1	1	3	0	1	4	9	9	0	1	7	5	8	5	8		9	0	4	7	0	8	0	0	0	0		
	6	0	6	8	1	8	6	8	5	1	1	9	7	3	1	1	7		0	7	5	9	4	9	0	0	0	0		
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3	0	0	0	3	4	1	0	2	1	4	0	2	3	1	0	3	2		4	3	0	0	4	4	0	0	0	0		
	8	4	5	4	6	2	6	7	8	2	5	6	2	4	5	6	7		5	4	3	0	1	5	0	0	0	0		
	9	0	1	6	0	4	4	3	8	1	1	5	6	0	5	3	6		1	1	7	2	2	4	0	0	0	0		
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4	4	2	4	3	4	2	4	4	1	3	0	2	1	2	3	2	0		4	2	1	4	0	0	0	0	0	0		
	8	7	3	3	6	5	4	1	4	1	5	8	8	6	4	0	8		7	3	4	6	0	1	4	0	0	0		
	8	7	1	4	0	4	3	9	1	4	1	8	1	6	9	6	3		2	1	9	0	0	0	0	0	0	0		

