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Author(s): Yanki Hartijasti and Surya Dwi Kusuma Darpita

Affiliation: Universitas Indonesia, Indonesia

Keywords: Intrinsic Motivators; Extrinsic Motivators; Financial Rewards; Gen Y; Gen X; Baby Boomers; Indonesian

Workplace.

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Author(s): Syed Jamal Abdul Nasir Syed Mohamad, Roshidi Hassan and Mohamed Zakaria Mohamed Yahya

Affiliation: Universiti Teknologi MARA (UiTM), Malaysia.

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Green Purchase Behavior: The Role of Religiosity, Environmental Attitude, and Environmental Knowledge

Julina 1*, Dwi Kartini², Popy Rufaidah³ and Martha Fani Cahyandito⁴

¹UIN Suska Riau, Jl. H.R. Soebrantas, 28293, Pekanbaru, Indonesia. ^{2,3,4}Universitas Padjadjaran, Jl. Dipati Ukur, 40132, Bandung, Jawa Barat, Indonesia.

ABSTRACT

Objective – This study attempts to determine the effect of religiosity, environmental attitudes, and environmental knowledge towards green purchase behavior.

Methodology/Technique – Data were collected by distributing questionnaire to 14 shopping centers in Pekanbaru City during April - September 2016. Pekanbaru city is one of the provincial capital in Indonesia which experienced many environmental problems. A total of 421 eligible respondents participated in this study. Data were analyzed using structural equation modeling.

Findings – The results found that the effect of religiosity, environmental knowledge, and attitude toward green purchase behavior are significant. These three variables explain the green purchase behavior at 67.6%. Besides it also found that religiosity and environmental knowledge have the positive and meaningful impact on environmental attitudes. Therefore, it can be concluded that these two variables affect the green purchase behavior through environmental attitudes.

Novelty – The model built in this study tried to integrate the spiritual aspect that has not been touched by previous researchers. The results of this study open up opportunities for further research to further improve both aspects of modeling in combination with other variables as well as the use of statistical analysis

Type of Paper: Empirical

Keywords: Religiosity; Environmental Attitude; Environmental Knowledge; Green Purchase Behavior.

JEL Classification: I21, Q56, Q57.

1. Introduction

Studying consumer behavior is a fascinating and never-ending topic along with the dynamic development of consumption patterns. Even the issue of environmental damage is also strongly associated with consumer behavior. The principles of seeking profit or benefit as much as possible sometimes lead to uncontrolled exploitation of nature. Imbalances in life, economics, and social situation are one of the problems caused by the current model of economic growth that is maximizing production and consumption. Nowadays, the companies adopting the concept of environmental attitude is not just an adjustment to the issues of particular legislation, but also due to an increasing consumer concern about the environment. Based on the phenomenon, it is important to study consumer behavior to prevent environmental damage from getting worse. Grunert

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* Corresponding author:

E-mail: julina@uin-suska.ac.id

Affiliation: Faculty of Economic and Social Sciences, UIN Suska Riau, Indonesia.

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