

**PERANAN BAURAN PEMASARAN DALAM UPAYA MENINGKATKAN
KEPUASAN DAN LOYALITAS KONSUMEN HOTEL**

by

Cuk Taruna Hendrajaya

Undiknas Graduate School
Jl. Waturenggong No.164 Denpasar, Bali

hcuktaruna@yahoo.com

ABSTRACT

The purpose of this study 1) To determine the effect of price on consumer satisfaction factor The Kunja Bali? 2) To determine the influence of product to consumer satisfaction The Kunja Bali? 3) To determine the effect of promotions on consumer satisfaction factor The Kunja Bali? 4) To determine the effect of service quality on customer satisfaction The Kunja Bali? 5) To determine the effect of site factors on consumer satisfaction The Kunja Bali? 6) To determine the effect of customer satisfaction on consumer loyalty Hotel The Kunja Bali?

The study found 1) From the structural equation showed Regression Weight) seen there are three variables are significant positive effect, γ namely the effect of price (X2) of the Consumer Satisfaction (Y), the effect of Quality of Service (X5) of the Consumer Satisfaction (Y), the influence Consumer satisfaction (Y) to the Consumer Loyalty (Z) There is no significant positive effect between the product (X1) of the Consumer Satisfaction (Y), the influence of place (X3) of the Consumer Satisfaction (Y) and the effect of promotion (X4) of the Consumer Satisfaction (Y) 2) Effect on Product (X1), price (X2), place (X3), Promotion (X4), Quality of Service (X5) of the Consumer Satisfaction (Y) is equal to 90.8%, and the influence of consumer satisfaction (Y) of the Consumer Loyalty (Z) of 60.3%.

Keywords: marketing mix, customer satisfaction and customer loyalty

DAFTAR PUSTAKA

- Arsriani, I.A.I., and Darma, G.S. (2013). Peran Media Sosial Online Dan Komunitas Terhadap Keputusan Nasabah Bank, *Jurnal Manajemen dan Bisnis*, **10** (2): 48-68.
- Cravens. (2007). *Manajemen Pemasaran Jasa*. Jakarta: PT. Rineka Cipta.
- Childers, T.L. 2011. Product Quality and Service Quality for customersatisfaction and customer loyalty retailer shop, *Journal of Retailing*.
- Darma, G.S. (2012). *100 Konsultasi Praktis Strategi Bisnis*. Denpasar: Undiknas Press.
- Darma, G.S. (2006). *Manajemen Strategi: Solusi dalam Dunia Nir Kabel*. Denpasar: Undiknas Press.
- Darma, G.S. (2006). *Mobile Marketing: Sebuah Strategi Keunggulan Bersaing Online*. Denpasar: Undiknas Press.
- Darma, G.S. (2005). *88 Konsultasi Praktis Marketing Strategy*. Denpasar: Undiknas Press.
- Darma, G.S. (2004). Improving the Aligment of Business and Information Strategies, *Jurnal Ekonomi & Bisnis*, **16** (1): 1-28.
- Farela, D., and Darma, G.S. (2014). Celebrity Endorser, Daya Tarik Iklan, Brand Awareness dan Brand Attitude, *Jurnal Manajemen & Bisnis*, **11** (1): 35-47.
- Lo, B., and Darma, G.S. (2000). Employee Perception of the Impact of Information Technology Investment in Organisations: A Survey of the Hotel Industry, *Australasian Journal of Information Systems*, **7** (2) : 32-51
- Saefulloh, D.A., and Darma, G.S. (2014). Strategi Marketing Wisata Wedding Sebagai Destinasi Alternatif, *Jurnal Manajemen & Bisnis*, **11** (1): 17-34.
- Dutt, H. 2008. Shopping Behaviors Implications for the Design of Retail Departement Store Spaces. *The Quality Management Journal*.
- Ferdinand, A.T. (2006). *Metode Penelitian Manajemen*. Semarang: Badan Penerbit Universitas Diponegoro.
- Keegan, W.J. (2010). *Manajemen Pemasaran Global (Global Marketing Mangement, Sixth Edition)*. Prentice Hall, Jakarta: PT. Indeks.
- Kotler, Philip. (2010). *Manajemen Pemasaran*, (Terjemahan Bahasa Indonesia). Edisi Kesebelas. Jilid 1 dan 2. Jakarta: PT. INDEKS Kelompok Gramedia.
- Mangkunegara, A. P. (2011). *Prilaku Konsumen*. Bandung: Rineka Aditama.
- Mardalis, A. 2005. *Pengaruh Merchandising, Basic Principle dan Service Terhadap Kepuasan dan Loyalitas Pelanggan Mangga Dua Mall Jakarta*. Tesis, Program Magister Manajemen, Universitas Udayana, Denpasar.

- Mowen, J. C., and Michael, M. 1998. *Perilaku Konsumen*. Jilid I. Edisi Kelima. Jakarta : PT Penerbit Erlangga.
- Oliver, F., Ben Shaw-Ching Liu and D. Sudharshan, 2007. The Relationship Between Culture and Service Quality perceptions, *Journal of service research*, 2(4), May.
- Omar, O.E. 2009. *Retail Marketing*. Harlow. England : Pearson Education.
- Payne, A. (2008). *The Essence Of Service Marketing*. Diterjemahkan oleh Fandy Tjiptono, Edisi Pertama. Yogyakarta: Andi.
- Prawirosentono, S. (2009). *Manajemen Operasi (Operations Management)*, Edisi ke Empat, Jakarta: Sinar Graffika Offset.
- Purnama, L. (2010). *Strategic Marketing Plan*. Jakarta: PT. Gramedia Pustaka Indonesia.
- Rangkuti, F. (2011).*SWOT Balanced Scorecarg*. Jakarta: PT. Gramedia Pustaka Utama.
- Sastradipoera, K.(2009). *Manajemen Marketing Suatu Pendekatan Ramuan Marketing*. Bandung: Kappa-Sigma.
- Santoso, S. (2007). *Structural Equation Modeling Konsep dan Aplikasi dengan AMOS*. Jakarta: PT. Elex Media Komputindo.
- Swastha, B., and Handoko. (2007). *Manajemen Pemasaran Analisa Perilaku Konsumen*. Edisi Pertama, cetakan ketiga. Jakarta: BPFE.
- Tjiptono, F. (2008). *Prinsip-Prinsip Total Quality Service*. Jogjakarta: Penerbit Andi.
- Umar, H. (2005). *Riset Pemasaran*, Alih Bahasa : Alexander Sindoro Jilid I. Jakarta: Erlangga.
- Yazid. (2009). *Pemasaran Jasa Konsep dan Implementasi*, Edisi Kedua. Yogyakarta: Ekonesia Fakultas UII.