

**SERVICE QUALITY, CUSTOMER SATISFACTION, CUSTOMER LOYALTY
AND WORD OF MOUTH AT PT. VILLA MITRA SEHATI BADUNG**

by

George Elvis Ludji Koro

Undiknas Graduate School

Jl. Waturenggong No.164 Denpasar, Bali

george.lk19@yahoo.com

ABSTRACT

The purpose of this study were 1) to determine and analyze the effect of the Increasing competition and customers are more selective and knowledgeable require service providers to constantly improve the quality of service. In order to improve the quality of care, it must first be known whether the service provided to customers had been in accordance with customer expectations or not.

The problem in this study are: The main problem as an institution that services many of its competitors is the service provided consumer expectations if it is appropriate or not?, While the purpose of this research is to improve service quality, customer satisfaction customer loyalty in order to create word of mouth is positive. From the analysis of the data using a SEM analysis showed that the relationship between the variables affect each other positively and significantly.

Keywords: *Quality of Service, Customer Satisfaction, Customer Loyalty and Word Of Mouth*

DAFTAR PUSTAKA

- Alma, B. (2005). *Manajemen Pemasaran dan Pemasaran Jasa*. Edisi revisi. Bandung: CV. Alfabeta.
- Bloemer, J. and Schroder, G.O. (2002). Store Satisfaction and Store Loyalty Explained by Customer-and Store Related Factor. *Journal of Consumer Satisfaction, Dissatisfaction, and Complaining Behavior*. **15**: 68-80.
- Bloemer, J., Ruyter, K., and Wetzels, M. (1999), Linking Perceived Service Quality And Service Loyalty: A Multi-Dimensional Perspective, *European Journal of Marketing*. **33**(11/12): 1082-1106.
- _____. (2005). *Aplikasi Analisis Multivariate dengan Program SPSS*. Semarang: Badan Penerbit Universitas Diponegoro.
- Cardozo, R. N. (2006). An Experimental Study of Customer Effort, Expectation, and Satisfaction. *Journal of Marketing Research*. **2**(3): 244-249.
- Cengiz, E., and H. E. Yayla. (2007). The Effect Of Marketing Mix On positive Word Of Mouth communication : evidence From Accounting Office In Turkey. *Innovative Marketing, ABI/INFORM GLOBAL*. **3**(4).
- Chang, C.H., and C.Y. Tu. (2005). Exploring Store Image, Customer Satisfaction and Customer Loyalty Relationship : Evidence from Taiwanese Hypermart Industry, *The Journal Of American Academy Of Business*, **7**: 197-202.
- Darma, G.S. (2012). *100 Konsultasi Praktis Strategi Bisnis*. Denpasar: Undiknas Press.
- Darma, G.S. (2005). *88 Konsultasi Praktis Marketing Strategy*. Denpasar: Undiknas Press.
- Davidow, M. (2003). Have You Heard the Word? The Effect Of Word Of Mouth On Perceived Justice, satisfaction, And repurchase Intention Following Complaint handling. *Journal Of Customer Satisfaction, Disatisfaction, and Complaining Behavior*, **16**(1): 67-80.
- Ferdinand, A.T. (2011). *Structural Equation Modelling dalam Penelitian Manajemen*. Semarang : Badan Penerbit Universitas Diponegoro.
- Gale. Chernev, A. (1997). The Effect of Common Features on Brand Choice: Moderating Role of Attribute Importance, *Journal of Consumer Research*, **23**.
- Ghozali, I. (2001). *Aplikasi Analisis Multivariate*. Semarang: Badan Penerbit Universitas Diponegoro.
- _____. (2007). *Konsep Aplikasi dengan Program AMOS 16.0*. Semarang: Badan Penerbit Universitas Diponegoro.
- Hurriyati, R. (2005). *Bauran Pemasaran dan Loyalitas Konsumen*. Bandung: CV. Alfabeta.

- Julita. (2001). *Menuju Kepuasan Pelanggan Melalui Penciptaan Kualitas Pelayanan*. Fakultas Ekonomi Universitas Muhammadiyah, Sumatera Utara.
- Kotler, P., and Keller, K.L. (2007). *Manajemen Pemasaran*. Edisi Kedua Belas. Jilid 1. Edisi Bahasa Indonesia. Jakarta: PT. Indeks.
- _____. (2007). *Manajemen Pemasaran*. Edisi Kedua Belas. Jilid 2. Edisi Bahasa Indonesia. Jakarta: PT. Indeks
- Lovelock, Ch. dan Wright, L.K. (2007). *Manajemen Pemasaran Jasa*. Edisi Bahasa Indonesia. Jakarta: PT. Indeks.
- Malhotra, N.K. (2005). *Riset Pemasaran Pendekatan Terapan*. Jakarta: PT. Indeks Kelompok Gramedia.
- Mardalis, A. (2005). Meraih loyalitas pelanggan. Benefit. *Jurnal Manajemen dan Bisnis*. Balai Penelitian dan Pengembangan Ekonomi, Fakultas Ekonomi Universitas Muhammadiyah, Surakarta.
- Mustikowati, I.R. (2003). *Analisis Faktor-faktor Kualitas Layanan yang Mempengaruhi Keutusan Pembelian di Dept. Store di Kota Malang*, Tesis, Malang: Program Pascasarjana Universitas Brawijaya.
- Mittal, V., and Wagner .A. Kamakura. (2001). Repurchase Intent, and Repurchase Behavior: Investigating The Moderating Effect Of Customer Characteristics, *Journal Of Marketing Research*, **XXXVIII**, February.
- Nadiri. (2009). Retail Service Quality and Behavioral Intentions : An Empirical Application of the Retail Service Quality Scale in Northern Cyprus. *E+M Ekonomie a Management*. **2**: 127, 13.
- Omar, O.E. (1999). *Retail Marketing*. Harlow, England : Pearson Education.
- Peter, J. P., and Jerry C. Olson. (2002). *Consumer Behaviour and Marketing Strategy*. Homewood. Illinois: Richard D. Irwin Incorporation.
- Rangkuti, F. (2007). *Riset Pemasaran*. Jakarta : PT. SUN.
- Ranaweera, C., and J. Prabu. (2003). On The Relative Importance of customer satisfaction and Trust As Determinants of customer Retention and Positive Word Of Mouth. *Journal Of Targetting, Measurement And Analysis For Marketing*. ABI/INFORM Global, 82.
- Santoso, S. (2007). *Riset Pemasaran (Konsep dan aplikasi dengan SPSS)*. Jakarta: PT. Elex Media Komputindo.
- Singh, H. (2006). *The Importance of Customer Satisfaction in Relation to Customer Loyalty and Retention*. UCTI Working Paper.

- Solimun. (2005). *Structural Equation Modelling*. Surabaya: Universitas Katolik Widya Mandala.
- Sugiyono. (2006). *Metode Penelitian Bisnis*. Cetakan Kesembilan. Bandung: CV Alfabeta.
- Suhartanto, D. (2001). Kepuasan Pelanggan; Pengaruhnya Terhadap Perilaku Konsumen di Industri Perhotelan. *Usahawan*, **07** Th xxx.
- Suliyanto. (2006). Metode Riset Bisnis. Yogyakarta : Penerbit ANDI.
- Supranto, J. (2007). *Metode Riset Aplikasinya dalam Pemasaran*. Edisi Revisi. Jakarta : PT Rineka Cipta.
- Susanto, M.I. (2006). *Pengaruh Customer Expectation dan Retail Marketing Mix Application terhadap Store Loyalty Hypermarket Carrefour di Surabaya*. Petra Christian University Library.
- Swastha, B., and Irawan. (2000). *Asas-asas Marketing*. Yogyakarta: Liberty.
- Tjiptono, F. (2002). *Manajemen Pemasaran Jasa*. Yogyakarta: ANDI.
- Tjiptono, F., (2007). *Pemasaran Jasa*, Edisi Pertama Cetakan Ketiga. Malang: Bayumedia Publishing.
- Warniati, T. (2007). *Pengaruh Kualitas Layanan terhadap Loyalitas melalui Kepuasan Pelanggan Studi pada Nasabah Tabungan Britama BRI*. Fakultas Ekonomi Negeri Malang.
- Wibowo, A. (2003). *Materi Pelatihan : Structural Equation Modelling*. Universitas Airlangga, Surabaya.
- Wijayanti, A. (2008). *Strategi Meningkatkan Loyalitas Melalui Kepuasan Pelanggan*. Program Studi Magister Manajemen Universitas Diponegoro.
- Wirawan, N. (2002). *Cara Mudah Memahami Statistik 2 (Statistik Inferensia), untuk Ekonomi dan Bisnis*, Edisi Kedua. Denpasar: Keraras Emas.
- Yan Lu, Yoo Kyong Seock. (2008). The Influence Of Grey Consumers' Service Quality Perception On Satisfaction And Store Loyalty Behavior. *International Journal of Retail and Disribution Management*, **36**(11): 901-918.
- Zeithaml, V.A., and M.J. Bitner. (2005). *Services Marketing : Integrating Customer Focus Across the Firm*. International Edition. United Stated of America: McGraw-Hill.