

Tingkat Keberhasilan Transaksi, Kemampuan Sistem Teknologi, Kepercayaan,

Mutu Layanan E-Banking dan Minat Bertransaksi Ulang Secara Online

by

I Gusti Agung Anantha ⁽¹⁾

A.A.N. Oka Suryadinatha Gorda ⁽²⁾

Undiknas Graduate School

Jl. Waturenggong No. 164, Denpasar, Bali

joker_performance@yahoo.com⁽¹⁾

okagorda@gmail.com⁽²⁾

ABSTRACT

The objectives of this study are to know the impacts of Success Transaction Ratio, Technology System Capability, Trust and Service Quality of e-banking in raising customers interest on online transaction in the Bank of BPD Bali. The population of this study are customers who used mobile banking transaction of BPD Bali and the sample took 132 respondents. No probability technique is used in choosing sample. Data analysis applies Structured Equation Model (SEM). The result of the study shows that there are positive impacts which significantly can be seen in the ratio of Success Transaction, Technology system capability, Trust and Service Quality of e-banking in the interest to do online transaction repeatedly at BPD Bali. Therefore, it can be known that the ratio of Success Transaction and the capability of Technology System theoretically and based on this study, are able to convince customers, in addition it is able to increase e-banking service quality which consequently raise the interest to do online transaction repeatedly. However, there are some infrastructures that has to be improved by the corporate.

Keywords : Success Transaction Ratio, Technology System Capability, Service Quality of e-banking, Interest in doing online transaction repeatedly at BPD Bali.

ABSTRAK

Tujuan penelitian yang ingin dicapai adalah untuk mengetahui pengaruh Tingkat Keberhasilan Transaksi, Kemampuan Sistem Teknologi, Kepercayaan dan Mutu Layanan e-banking terhadap Minat Bertransaksi Ulang Secara Online Pada Bank BPD Bali. Populasi penelitian adalah nasabah pengguna layanan mobile banking Bank BPD Bali dan sampel penelitian ini diambil sebanyak 132 orang. Sampel ini diambil dengan teknik *non probability sampling*. Analisis data menggunakan *Structured Equation Model* (SEM). Hasil penelitian menunjukkan bahwa terdapat pengaruh yang positif dan signifikan Tingkat Keberhasilan Transaksi, Kemampuan Sistem Teknologi, Kepercayaan dan Mutu Layanan e-banking terhadap Minat Bertransaksi Ulang Secara Online Pada Bank BPD Bali. Dengan demikian terbukti bahwa kualitas tingkat keberhasilan transaksi dan kemampuan sistem teknologi secara teori dan hasil penelitian terbukti dapat membuat nasabah percaya dan meningkatkan mutu layanan e-banking yang akhirnya dapat meningkatkan minat nasabah untuk bertransaksi ulang secara *Online*, namun demikian masih ada beberapa unsur layanan yang harus ditingkatkan oleh perusahaan.

Kata kunci : Tingkat Keberhasilan Transaksi, Kemampuan Sistem Teknologi, Kepercayaan, Mutu Layanan e-banking, Minat Bertransaksi Ulang Secara Online Pada Bank BPD Bali.

DAFTAR PUSTAKA

- Ba, S., and Pavlou, P.A. (2002). Evidence of the effect of trust building technology in electronic markets: price premiums and buyer behavior, *MIS Quarterly*, **26** (3): 243-268.
- Barnes, James G. (2003). *Secrets of Customer Relationship Management*. Yogyakarta: Andi Belana,W. (2010) *Studi Tentang Intensitas Penggunaan Elektronik Banking oleh Nasabah Kantor Cabang Utama Semarang*.
- Capra, F. (2000). Titik Balik Peradaban-Sains, Masyarakat, dan Kebangkitan Kebudayaan, Terjemahan dari buku The Turning Point oleh Thoyibi M. Yogyakarta: Bentang Pustaka.
- Claessens, S., and Laeven, L. (2003). What Drives Bank Competition? Some International Evidence, *World Bank Policy Research Paper*, 3113.
- Dharmmesta, B.S.T., and Handoko, Hani. (2000). *Manajemen Pemasaran Analisa perilaku konsumen*. Edisi pertama cetakan ketiga. Yogyakarta: BPFE.
- Darma, G.S. (1999). *Information Technology and Organisational Performance: A Study of the Hospital Industry*, Southern Cross University, Lismore New South Wales Australia.
- Darma, G.S. (2003). Managing the Use of E-Mail: A Survey of the Customer-View at Global Gossips Internet Course & Café, *Jurnal Ekonomi & Bisnis*, **15** (2): 1-10.
- Darma, G.S. (2004). Qualitative and Quantitative Data in Management Research: A Study of the Banking Industry, *Jurnal Ekonomi & Bisnis*, **16** (2): 107-118.
- Darma, G.S. (2005). Teknologi Informasi, Kepuasan User, Kinerja User dan Kinerja Hotel di Bali, *Jurnal Ekonomi & Bisnis*, **17** (2): 93-102.
- Darma, G.S. (2006). *Mobile Marketing: Sebuah Strategi Keunggulan Bersaing Online*. Denpasar: Undiknas Press.
- Darma, G.S. (2006). The Impact of Information Technology Investment on the Hospitality Industry, *Jurnal MAKSI*, **6** (1): 1-22.
- Dewi, C.R., and Darma, G.S. (2014). Website Usability, Satisfaction, Loyalty, Security Perception, Trust, and Word of Mouth in e-Commerce Business, *Jurnal Manajemen & Bisnis*, **11** (2): 1-30.
- Ellen, G., and Johnson, M.S. (2002). The Different Roles of Satisfaction, Trust and Commitment in Customer Relationship, *Journal of Marketing*, **63** (2).

Ellitan, L., and Anatan, L. (2009). *Manajemen Inovasi (Transformasi Menuju Organisasi Kelas Dunia)*. Bandung: CV. Alfabeta.

Ferdinand, A.(2006). Metode *Penelitian Manajemen (Pedoman Penelitian untuk Skripsi, Tesis dan Disertasi)*. Semarang : CV. Indoprint.

Gaspersz, V. (2006). *Tatal Quality Management: untuk Praktisi Bisnis dan Industri*. Jakarta: PT. Gramedia Pustaka Utama.

Gefen, D. And Straub., D.W. (2000).The Relative Importance of Perceived Ease of Use in IS Adoption: A Study of E-Commerce Adoption, *Journal of Association for Information System*, **1**.

Gerrard, P., and Cunningham, J.B. (2003). The diffusion of Internet banking among Singapore consumers, *International Journal of Bank Marketing*: 16-28.

Hair, Joseph F., et al. (2010). *Multivariate Data Analysis*. Pearson Prentice Hall.

Henry, L.C. (2000). *Analisis, Disain dan Implementasi Sistem Informasi*. Jakarta: Erlangga.

Istikhomah, I., and Darma, G.S. (2016). Masifnya Penggunaan Online Travel Agents Dalam Meningkatkan Revenue Pemasaran, *Jurnal Manajemen & Bisnis*, **13** (1): 52-63.

Jogiyanto. (2007). *Sistem Teknologi Keperilakuan*. Yogyakarta: Andi.

Kadir, A., and Triwahyuni, Terra. (2003). *Pengenalan Teknologi Informasi Edisi II*. Yogyakarta: Penerbit Andi.

Khan, M.S., Mahapatra, S.S., and Sreekumar.(2009).Service Quality Evaluation in Internet Banking : An Empirical Study in India. *International Journal Indian Culture and Business Management*, **2** (1).

Kim, D. J., Ferrin, D. L., and Rao, H. R., (2003). Antecedents of Consumer Trust in B-to-C Electronic Commerce, *Proceedings of Ninth Americas Conference on Information Systems* : 157-167.

Kotler, P. (2000). *Manajemen Pemasaran: Analisis, Perencanaan, Implementasi dan control. Terjemahan*. Edisi kedelapan, jilid I, Jakarta: Penerbit Prenhallindo.

Kotler, P. and Keller. (2007). *Manajemen Pemasaran*, Edisi 12, Jilid 1. Jakarta: PT.Indeks.

Kotler, P. and Keller. (2008). *Manajemen Pemasaran*. Jilid 2, Edisi12.Jakarta: Penerbit PT. Indeks.

Kotler, Philip, P. and Keller. (2010). *Manajemen Pemasaran*. Jilid 1, Edisi ketiga belas. Jakarta: Penerbit Erlangga.

Kotler, P., and Gary, A (2011). 10th Edition. *Marketing an Introduction*. Indonesia: Perason.

- Krisnamurti, M.B., and Darma, G.S. (2015). Strategi Diferensiasi Produk dan Jasa di Industri Digital Printing, *Jurnal Manajemen & Bisnis*, **12** (1): 116-133.
- Lewis, W., Agarwal, R., Sambamurthy, V. (2003). Source of Influence on Beliefs about Information Technology Use: An Empirical Study of Knowledge Workers, *MIS Quarterly*, **27**(4): 657-678.
- 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.
- Michele, C. (2002). *A Dynamic Model of Customer Loyalty*: 71-82.
- Miarso, Y. (2007). *Menyemai Benih Teknologi Pendidikan*. Cetakan Ketiga. Jakarta: Kencana Prenada Media Group.
- Mowen, J. C., and Michael, M. (2002). *Perilaku Konsumen*, Jilid Kedua. Jakarta: Erlangga.
- O'Brian, D., and Straub, D. (2005). The Relative Importance of Perceived Ease of Use in IS Adoption: A Study of e-Commerce Adoption, *Journal of the association for information system*, **I**.
- Permanasari, I.A.S., and Darma, G.S. (2013). Pengaruh Penggunaan Internet Banking Terhadap Rasa Aman, Rasa Percaya Dan Loyalitas Nasabah Dalam Meningkatkan Saldo Bank, *Jurnal Manajemen dan Bisnis*, **10** (1): 186-204.
- Pranata, I.M.A., and Darma, G.S. (2014). Strategi Penerapan E-Commerce Dalam Meningkatkan Keunggulan Bersaing, *Jurnal Manajemen & Bisnis*, **11** (1): 69-81.
- Pavlou, F. (2001). Perceived Usefulness, Perceived Ease of Use and User Acceptance of Information Technology, *MIS Quarterly*.
- Riswandi, B.A. (2005). *Aspek Hukum Internet Banking*. Jakarta: Raja Grafindo Persada.
- Saladin, D. (2001). *Manajemen Pemasaran, Analisis, Perencanaan, Pelaksanaan dan Pengendalian*. Bandung: Lindakarya.
- Samadiartha, I.N.D., and Darma, G.S. (2017). Dampak Sistem E-Filing, Pengetahuan Perpajakan,Sosialisasi Perpajakan, Kesadaran Wajib Pajak terhadap Kepatuhan Wajib Pajak, *Jurnal Manajemen & Bisnis*, **14** (1): 75-103.
- Schiffman dan Kanuk. (2008). *Perilaku konsumen*, Edisi 7. Jakarta: Indeks.
- Shergill, G.S and Li, B. (2005). *Internet Banking-An Empirical Investigation Of Customer's Behaviour for online Banking in New Zealand (online)*.
- Standar Prosedur Pengoperasian Artajasa 8.0.* (2016).

Sugiyono. (2013). *Metode Penelitian Pendidikan (Pendekatan Kuantitatif, Kualitatif dan R&D)*. Bandung: Alpabeta. .

Tampubolon, M.P. (2004). *Perilaku Keorganisasian (Organization Behavior)*, Cetakan Pertama. Jakarta: Ghalia Indonesia.

Tjiptono, F., and Gregorius C. (2012). *Pemasaran Strategik*. Edisi Kedua. Yogyakarta: Andi. Yogyakarta.

Toynbee, A. (2004). *Sejarah Umat Manusia (Mankind and Mother Earth): A Narrative History of the World*, Alih Bahasa. Yogyakarta: Pustaka Pelajar.

Venkatesh, V., et al. (2003). User Acceptance of Information Technology: Toward a Unified View, *MIS Quarterly*, 27 (3): 425-478.

Yousafzai, S. Y., P. J. G., and Foxall, G. R. (2003). A Proposed Model of E-Trust for Electronic Banking, *Technovation*, (23): 847-860.