

**PENGARUH E-SERVICE QUALITY DAN E-SATISFACTION TERHADAP
E-LOYALTY PADA ONLINE TRAVEL AGENCIES DI INDONESIA**

(Survei pada *Followers* Akun Instagram Resmi Traveloka, Tiket.com dan Pegipegi)

SKRIPSI

Diajukan untuk Memenuhi Salah Satu Syarat Menempuh Ujian Sidang Sarjana
Pariwisata pada Program Studi Manajemen Pemasaran Pariwisata



Oleh

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**FAKULTAS PENDIDIKAN ILMU PENGETAHUAN SOSIAL
UNIVERSITAS PENDIDIKAN INDONESIA
2024**

LEMBAR HAK CIPTA
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Sebuah skripsi yang diajukan untuk memenuhi sebagian syarat dalam
memperoleh gelar Sarjana Pariwisata pada Program Studi Manajemen
Pemasaran Pariwisata
Fakultas Pendidikan Ilmu Pengetahuan Sosial
Universitas Pendidikan Indonesia

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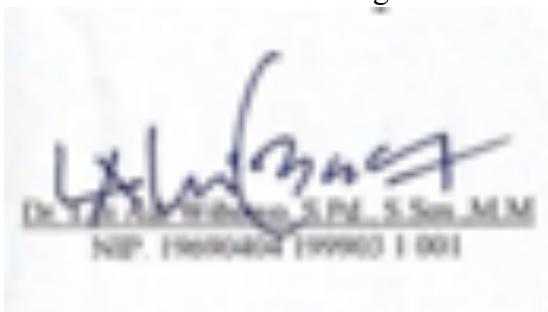
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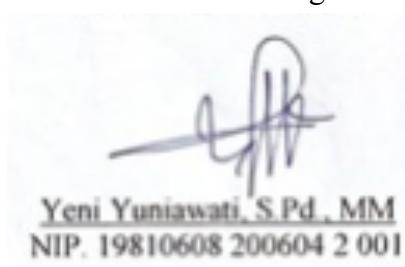
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PERNYATAAN TENTANG KEASLIAN SKRIPSI DAN BEBAS PLAGIARISME

Berdasarkan pernyataan ini, saya menegaskan bahwa skripsi yang berjudul “Pengaruh *E-Service Quality* dan *E-Satisfaction* terhadap *E-Loyalty* pada *Online Travel Agencies* di Indonesia” beserta seluruh isinya merupakan karya saya pribadi. Saya tidak melakukan penjiplakan atau pengutipan dengan cara-cara yang tidak sesuai dengan etika ilmu yang berlaku dalam masyarakat keilmuan. Atas pernyataan ini, saya siap menanggung resiko/sanksi apabila di kemudian hari ditemukan adanya pelanggaran etika keilmuan atau ada klaim dari pihak lain terhadap keaslian karya ini.

Bandung, 8 Januari 2024



ABSTRAK

Amalia Afiqah 1903020 “*Pengaruh E-Service Quality dan E-Satisfaction terhadap E-Loyalty pada Online Travel Agencies di Indonesia*” di bawah bimbingan Dr. Lili Adi Wibowo, S.Sos., S.Pd., M.M. dan Yeni Yuniarwati, S.Pd., MM.

Penelitian ini bertujuan untuk memperoleh gambaran *e-service quality*, *e-satisfaction*, dan *e-loyalty* pada *followers* Instagram resmi *Online Travel Agencies* di Indonesia, serta untuk mengetahui pengaruh *e-service quality* dan *e-satisfaction* terhadap *e-loyalty* pada pelanggan yang tergabung dalam *followers* Instagram resmi *Online Travel Agencies* di Indonesia. Jenis penelitian yang digunakan adalah deskriptif dan verifikatif. Populasi dalam penelitian ini berukuran 200 responden dengan menggunakan teknik *sample random sampling*. Teknik analisis penelitian ini adalah analisis *Structural Equation Model* (SEM) dengan menggunakan program AMOS for windows. Hasil temuan pada penelitian ini menemukan bahwa gambaran *e-service quality*, *e-satisfaction*, dan *e-loyalty* berada pada kategori baik. Temuan penelitian ini menunjukkan bahwa pengaruh tidak langsung *e-service quality* masih memperoleh besaran pengaruh yang lebih rendah terhadap *e-loyalty*, dibandingkan dengan pengaruh langsung. Berdasarkan hasil penelitian, peneliti merekomendasikan agar layanan *Online Travel Agencies* dapat mengoptimalkan kembali *e-satisfaction* dengan memberikan yang terbaik melalui *convenience* dan *financial security*, serta mempertahankan *e-service quality* dengan memberikan yang terbaik melalui *efficiency* dan *personalization* agar dapat meningkatkan *e-loyalty*.

Kata kunci: *E-Service Quality, E-Satisfaction E-Loyalty, Online Travel Agencies*

ABSTRACT

Amalia Afiqah 1903020 “The Effect of E-Service Quality and E-Satisfaction on E-Loyalty towards Online Travel Agencies in Indonesia” under guidance of Dr. Lili Adi Wibowo, S.Sos., S.Pd., M.M. and Yeni Yuniarwati, S.Pd., MM

This study aims to obtain an overview of e-service quality, e-satisfaction, and e-loyalty on the official Instagram followers of Online Travel Agencies in Indonesia, as well as to determine the influence of e-service quality and e-satisfaction on e-loyalty among customers who are members of official Instagram followers of Online Travel Agents in Indonesia. The type of research used is descriptive and verification. The population in this study was 200 respondents using random sampling techniques. The analysis technique for this research is Structural Equation Model (SEM) analysis using the AMOS for Windows program. The findings in this study found that the description of e-service quality, e-satisfaction, and e-loyalty was in the good category. The findings of this research indicate that the indirect influence of e-service quality still has a lower magnitude of influence on e-loyalty, compared to the direct effect. Based on the research results, researchers recommend that Online Travel Agencies services can re-optimize e-satisfaction by providing the best through comfort and financial security, as well as maintaining the quality of e-service by providing the best through efficiency and personalization in order to increase e-loyalty.

Keywords: *E-Service Quality, E-Satisfaction E-Loyalty, Online Travel Agencies*

KATA PENGANTAR

Puji serta syukur senantiasa penulis panjatkan atas kehadiran Tuhan Yang Maha Esa yang telah melimpahkan rahmat dan karunia-Nya, sehingga penulis dapat menyelesaikan skripsi yang berjudul “Pengaruh *E-Service Quality* dan *E-Satisfaction* terhadap *E-Loyalty* pada *Online Travel Agencies* di Indonesia” (Survei pada *Followers* akun Instagram Resmi Traveloka, Tiket.com dan Pegipegi) sebagai salah satu syarat menempuh ujian sidang sarjana Program Studi Manajemen Pemasaran Pariwisata.

Penyusunan skripsi ini dilakukan untuk memperoleh gambaran deskriptif *e-service quality*, *e-satisfaction*, *e-loyalty* pelanggan yang tergabung dalam *followers Instagram* resmi *online travel agencies*, serta untuk memahami pengaruhnya secara simultan maupun parsial. Penulis menyadari kekurangan dalam penulisan skripsi ini, sehingga saran dan kritik dari pembaca diharapkan dapat menjadi evaluasi untuk penelitian yang lebih baik. Penelitian skripsi ini diharapkan dapat bermanfaat bagi pengembangan ilmu manajemen pemasaran pariwisata, khususnya dalam kajian *e-service quality*, *e-satisfaction* dan *e-loyalty*.

Bandung, 8 Januari 2024

Penulis
Amalia Afiqah

UCAPAN TERIMA KASIH

Puji serta syukur senantiasa penulis panjatkan atas kehadiran Tuhan Yang Maha Esa telah melimpahkan rahmat dan karunia-Nya, sehingga penulis dapat menyelesaikan penyusunan skripsi ini sebagai salah satu syarat menempuh ujian sidang sarjana Program Studi Manajemen Pemasaran Pariwisata Fakultas Pendidikan Ilmu Pengetahuan Sosial Universitas Pendidikan Indonesia. Penyusunan skripsi ini tidak dapat berjalan dengan baik tanpa dukungan, perhatian, bimbingan, serta bantuan dari beberapa pihak. Atas segala kerendahan hati, dengan penuh rasa hormat penulis mengucapkan terima kasih kepada:

1. Bapak Kuatin dan Ibu Eni Susilowati selaku orang tua tercinta, yang telah memberikan kasih sayang, mendoakan, dan mendukung penulis secara moril maupun materil dalam menyelesaikan studi di Manajemen Pemasaran Pariwisata.
2. Bapak Prof. Dr. H. M. Solehuddin, M.Pd., MA selaku Rektor Universitas Pendidikan Indonesia.
3. Bapak Prof. Dr. Agus Mulyana, M.Hum selaku Dekan Fakultas Pendidikan Ilmu Pengetahuan Sosial Universitas Pendidikan Indonesia.
4. Bapak Taufik Abdullah, S.E., M.M.Par, Ph.D selaku Ketua Program Studi Manajemen Pemasaran Pariwisata Universitas Pendidikan Indonesia.
5. Bapak Dr. Lili Adi Wibowo, S.Sos., S.Pd., M.M selaku Dosen Pembimbing I yang telah memberikan ilmu, bimbingan, saran serta arahan selama penyusunan skripsi ini.
6. Ibu Yeni Yuniawati, S.Pd., M.M selaku Dosen Pembimbing II yang telah memberikan ilmu, bimbingan dan motivasi yang sangat berpengaruh kepada penulis selama penyusunan skripsi.
7. Ibu Prof. Dr. Vanessa Gaffar, S.E., Ak., MBA., Bapak Dr. Gitasiswhara, S.E.Par, MM, Ibu Dr. Rini Andari, S.Pd., S.E.Par., Ibu Dewi Pancawati Novalita, S.Pd. MM., Ibu H.P. Diyah Setyorini, MM., Bapak Bagja Waluya, S.Pd., M.Pd., Bapak Shandra Rama Panji Wulung, S.Par., M.P.Par., dan Bapak Rijal Khaerani, S.Si., M.Stat serta segenap dosen pengajar di Program Studi Manajemen Pemasaran Pariwisata yang telah memberikan pembelajaran,

- pengetahuan, dan bimbingan bagi penulis dalam menyelesaikan studi di Program Studi Manajemen Pemasaran Pariwisata.
8. Ibu Santika Andriani selaku *staff* di Program Studi Manajemen Pemasaran Pariwisata yang senantiasa membantu penulis dalam urusan administrasi selama masa perkuliahan.
 9. Rifqi Sholih Ardi Nugroho dan Nurrul Maolidah sebagai kakak tercinta, Zayn Ghazali Nugroho sebagai Keponakan tersayang, serta Nia Rizkiyanti sebagai Adik Sepupu tercinta beserta segenap keluarga besar yang telah memberikan kasih sayang, mendoakan, menemani, menghibur, dan dukungan yang tiada henti sehingga penulis bisa menyelesaikan penyusunan skripsi ini.
 10. Dara Mazaya, Sabrina Nurrul, Nando Tifano, Azhary Sukmadiningrat, Chita Aura Putri, Ferby Stevanie, Melur Dwi Aprilda, Rizky Febriyana, Sherin Pebriyanti sebagai teman terdekat penulis yang senantiasa memberikan dukungan, arahan serta motivasi selama perkuliahan hingga penyusunan skripsi ini.
 11. Teman-teman satu angkatan untuk berdiskusi dan memotivasi selama penyusunan skripsi ini Chita Aura Putri, Raisha Fauziah Nur Rahma, Dea Fitria. Termasuk teman-teman Manajemen Pemasaran Pariwisata 2019 yang menjadi teman seperjuangan dan telah menjadi teman yang menemani, saling memberikan dukungan, dan berjuang bersama selama masa perkuliahan
 12. Pihak-pihak yang berpengaruh selama perkuliahan, terutama proses penyusunan skripsi ini yang tidak dapat penulis cantumkan satu persatu.
Semoga Allah SWT senantiasa memberikan balasan serta rahmatNya atas segala kebaikan, dukungan dan do'a yang telah dipanjatkan untuk penulis selama perkuliahan, terutama penyusunan skripsi ini. Aamiin Allahumma Aamiin.

Bandung, 8 Januari 2024

Penulis

Amalia Afiqah

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