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***E-SERVICE QUALITY TERHADAP CUSTOMER LOYALTY
MELALUI CUSTOMER SATISFACTION***
**(Survei pada Pengguna Pengguna Aplikasi Salah Satu Maskapai LCC di
Indonesia)**

SKRIPSI

Diajukan sebagai syarat untuk memperoleh gelar Sarjana Pariwisata pada
Program Studi Manajemen Pemasaran Pariwisata



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

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

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E-SERVICE QUALITY TERHADAP CUSTOMER LOYALTY MELALUI CUSTOMER SATISFACTION

(Survei pada Pengguna Pengguna Aplikasi Salah Satu Maskapai LCC di Indonesia)

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SURAT PERNYATAAN

Dengan ini saya menyatakan bahwa skripsi dengan judul “*e-service quality* terhadap *customer loyalty* melalui *customer satisfaction* (survei pada penumpang domestik maskapai Citilink di Indonesia)” ini beserta seluruh isinya adalah benar – benar karya saya sendiri. Saya tidak melakukan penjiplakan atau pengutipan dengan cara – cara yang tidak sesuai dengan etika ilmu yang berlaku dalam masyakarat keilmuan. Atas pernyataan ini, Saya siap menanggung risiko/sanksi apabila di kemudian hari ditemukan adanya pelanggaran etika keilmuan atau ada klaim dari pihak lain terhadap keaslian karya saya ini.

Bandung, April 2024

Yang Membuat Pernyataan



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Bandung, 23 April 2024

Rizki Ramdhani Zuhri

ABSTRAK

Rizki Ramdhani Zuhri, 2003141, “E-Service Quality Terhadap Customer Loyalty melalui Customer Satisfaction” (Survei pada Pengguna Pengguna Aplikasi Salah Satu Maskapai LCC di Indonesia) di bawah bimbingan Bapak Dr. Gitasiswhara, SE.Par., MM dan Bapak Rijal Khaerani, M. Stat.

Penerbangan merupakan sarana transportasi umum yang cukup populer di Indonesia, dengan menggunakan pesawat orang-orang dapat pergi menuju tempat yang jauh dengan waktu singkat sehingga membuat perjalanan lebih efektif. Indonesia memiliki banyak maskapai yang beroperasi menawarkan jasa penerbangan. Maskapai saling bersaing dalam mendapatkan pengguna, tidak hanya sebatas itu maskapai juga berusaha penuh agar bisa mendapatkan keloyalitasan dari para penggunanya. Penilaian pengguna terhadap kualitas pelayanan dari maskapai menjadi faktor yang dapat mempengaruhi kepuasan pengguna yang akan berdampak pada keloyalitasan. *Aplikasiservice* memiliki peran penting karena mulai dari *aplikasipengguna* menilai kualitas pelayanan dari suatu maskapai. Oleh karena itu, peneliti melalui temuan-temuan terdahulu mengidentifikasi mengenai inti permasalahan yang tengah dihadapi maskapai beserta solusi yang dapat ditawarkan. Penelitian ini bertujuan untuk mengetahui gambaran pengaruh *e-service quality* terhadap *customer loyalty* dan *customer satisfaction* pada maskapai Citilink, gambaran pengaruh *e-service quality* pada maskapai Citilink, dan gambaran pengaruh *e-service quality* terhadap *customer loyalty* dan *customer satisfaction*. Metode penelitian yang digunakan adalah metode deskriptif dan *explanatory survey*. Adapun teknik pengumpulan data yang digunakan adalah kuesioner daring. Populasi dari penelitian ini adalah pengguna yang sudah pernah melakukan penerbangan bersama maskapai Citilink dengan sampel sebanyak 400 responden. Teknik analisis yang digunakan adalah SEM (*structural equational model*) dengan bantuan aplikasi AMOS 24.0 dan SPSS 24.0. Berdasarkan pengujian yang telah dilakukan diperoleh hasil bahwa *e-service quality* berpengaruh secara tidak signifikan terhadap *customer loyalty* dan

customer satisfaction. Sehingga peneliti merekomendasikan Maskapai Citilink untuk meningkatkan kinerja dan kualitas dari *e-service* agar menciptakan kepuasan yang positif dari pengguna sehingga akan timbul keloyalitasan dari pengguna.

Keywords: *e-service quality, customer satisfaction, customer loyalty, website/aplikasi, low-cost carrier.*

ABSTRACT

Rizki Ramdhani Zuhri, 2003141, "E-Service Quality on Customer Loyalty Through Customer Satisfaction" (Survey on Users of Applications of One of the LCC Airlines in Indonesia) under the guidance of Dr. Gitasiswhara, SE.Par., MM and Mr. Rijal Khaerani, M. Stat.

Flights are a popular means of public transportation in Indonesia, by using planes people can go to distant places in a short time, making travel more effective. Indonesia has many airlines that operate offering flight services. Airlines compete with each other in getting passengers, not only that the airline also tries fully in order to get loyalty from its passengers. Passenger assessment of the quality of service from the airline is a factor that can affect passenger satisfaction which will have an impact on loyalty. Aplikasiservice has an important role because starting from aplikasipassengers assess the quality of service of an airline. Therefore, through previous findings, researchers identified the core problems faced by airlines and the solutions that can be offered. This study aims to determine the description of the effect of e-service quality on customer loyalty and customer satisfaction at Citilink airline, an overview of the effect of e-service quality at Citilink airline, and an overview of the effect of e-service quality on customer loyalty and customer satisfaction. The research method used is descriptive and explanatory survey method. The data collection technique used is an online questionnaire. The population of this study were passenger who had flight with Citilink airline with a sample of 400 respondents. The analysis technique used is SEM (structural equation model) with the help of AMOS 24.0 and SPSS 25.0 applications. Based on the tests that have been carried out, the results show that the quality of electronic services has an insignificant effect on customer loyalty and customer satisfaction. So researchers recommend Citilink Airlines to improve the performance and quality of e-service in order to

create positive satisfaction from passengers so that loyalty will arise from passengers.

Keywords: *e-service quality, customer satisfaction, customer loyalty, website/aplikasi, low-cost carrier.*

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