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**PENGARUH KUALITAS LAYANAN ELEKTRONIK  
TERHADAP NIAT BELI ULANG SECARA *ONLINE* MELALUI  
KEPERCAYAAN ELEKTRONIK**  
**(Survei terhadap Pengguna *E-Commerce* Bukalapak Indonesia)**

**SKRIPSI**

Diajukan untuk Memenuhi Salah Satu Syarat Menempuh Ujian Sidang  
Sarjana Pendidikan Program Studi Pendidikan Bisnis



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2024**

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Sebuah skripsi yang diajukan untuk salah satu syarat memperoleh gelar Sarjana  
Pendidikan pada Program Studi Pendidikan Bisnis

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Agustus 2024

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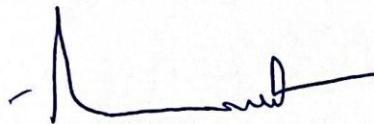
**LEMBAR PENGESAHAN**

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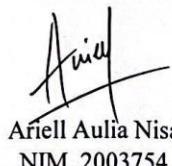
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**PENGARUH KUALITAS LAYANAN ELEKTRONIK TERHADAP NIAT BELI ULANG SECARA *ONLINE*  
MELALUI KEPERCAYAAN ELEKTRONIK**

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## **PERNYATAAN KEASLIAN SKRIPSI**

Dengan ini, saya menyatakan dengan sebenar-benarnya bahwa skripsi dengan judul “**Pengaruh Kualitas Layanan Elektronik terhadap Niat Beli Ulang Secara *Online* Melalui Kepercayaan Elektronik (Survei terhadap Pengguna E-Commerce Bukalapak Indonesia)**” beserta seluruh isi di dalamnya adalah benar-benar hasil karya asli saya sendiri dan bukan merupakan hasil plagiarisme, pencurian hasil karya milik orang lain, maupun segala kemungkinan lain yang pada hakekatnya bukan merupakan karya tulis skripsi saya secara orisinil dan otentik.

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Bandung, 29 Juli 2024

Pembuat Pernyataan



Ariell Aulia Nisa

## ABSTRAK

Ariell Aulia Nisa (2003754) “**Pengaruh Kualitas Layanan Elektronik terhadap Niat Beli Ulang Secara *Online* Melalui Kepercayaan Elektronik Survei terhadap Pengguna *E-Commerce* Bukalapak Indonesia**” di bawah bimbingan Dr. Bambang Widjajanta, MM. dan Dr. Puspo Dewi Dirgantari, S.Pd., MT., M.M.

Penelitian ini bertujuan untuk memperoleh gambaran dan pengaruh kualitas layanan elektronik terhadap niat beli ulang secara online melalui kepercayaan elektronik terhadap pengguna *e-commerce* Bukalapak. Jenis penelitian yang digunakan adalah deskriptif dan verifikatif dengan pendekatan kuantitatif. Populasi dalam penelitian ini berjumlah 2,2 juta dengan sampel berjumlah 349 responden yang merupakan pengguna Bukalapak dengan menggunakan teknik purposive sampling. Data diolah secara statistik dengan metode Structural Equation Modeling (SEM) dengan menggunakan program AMOS for Windows. Hasil temuan penelitian ini menunjukkan bahwa gambaran kualitas layanan elektronik, kepercayaan elektronik, dan niat beli ulang secara *online* berada pada kategori tinggi, serta hubungan ketiga variabel berpengaruh secara positif dan signifikan. Temuan pada penelitian ini menunjukkan bahwa penerapan kualitas layanan elektronik dapat membangun kepercayaan elektronik dan membentuk niat beli ulang secara online pada pengguna Bukalapak. Berdasarkan hasil penelitian, peneliti merekomendasikan untuk meningkatkan *accessibility* dan terus melakukan peningkatan kualitas pelayanan sehingga pengguna akan mendapatkan rasa kepercayaan lebih yang mendorong niat beli ulang secara online pengguna.

Kata Kunci: Kualitas Layanan Elektronik, Kepercayaan Elektronik, Niat Beli Ulang Secara *Online*, *E-Commerce*.

## **ABSTRACT**

Ariell Aulia Nisa (2003754) “***The Effect of Electronic Service Quality on Online Repurchase Intention through Electronic Trust Survey of Bukalapak Indonesia E-Commerce Users***” under the guidance of Dr. Bambang Widjajanta, MM. and Dr. Puspo Dewi Dirgantari, S.Pd., MT, M.M.

*This study aims to obtain an overview and influence of electronic service quality on online repurchase intentions through electronic trust in Bukalapak e-commerce users. The type of research used is descriptive and verification with a quantitative approach. The population in this study amounted to 2.2 million with a sample of 349 respondents who were Bukalapak users using purposive sampling technique. The data were statistically processed using the Structural Equation Modeling (SEM) method using the AMOS for Windows program. The findings of this study indicate that the description of electronic service quality, electronic trust, and online repurchase intention are in a high category, and the relationship between the three variables has a positive and significant effect. The findings in this study indicate that the implementation of electronic service quality can build electronic trust and form online repurchase intentions in Bukalapak users. Based on the results of the study, researchers recommend increasing accessibility and continuing to improve service quality so that users will gain a sense of trust that encourages users' online repurchase intentions.*

**Keywords:** *Electronic Service Quality, Electronic Trust, Online Repurchase Intention, E-Commerce.*

## KATA PENGANTAR

Puji dan syukur penulis panjatkan ke hadirat Allah SWT karena atas rahmat dan karunia-Nya penulis dapat menyelesaikan skripsi dengan judul “Pengaruh Kualitas Layanan Elektronik Terhadap Niat Beli Ulang Secara *Online* Melalui Kepercayaan Elektronik (Survei terhadap Pengguna *E-Commerce* Bukalapak Indonesia)” sebagai salah satu syarat menempuh ujian sidang Sarjana Pendidikan, Program Studi Pendidikan Bisnis, Universitas Pendidikan Indonesia. Penyusunan skripsi ini dilakukan untuk memperoleh hasil temuan mengenai gambaran kualitas layanan elektronik, kepercayaan elektronik, dan niat beli ulang secara *online* serta pengaruh kualitas layanan elektronik terhadap niat beli ulang secara *online* melalui kepercayaan elektronik, pengaruh kualitas layanan elektronik terhadap kepercayaan elektronik, pengaruh kualitas layanan elektronik terhadap niat beli ulang secara *online*, pengaruh kepercayaan elektronik terhadap niat beli ulang secara *online*.

Skripsi ini dikerjakan penulis dengan sebaik dan seoptimal mungkin dengan harapan dapat memberikan manfaat serta sumbangsih yang berarti bagi kemajuan bidang pemasaran digital. Penulis menyadari masih terdapat beberapa kekurangan dan kesalahan. Maka dari itu, dengan segala kerendahan hati penulis mengharapkan kritik dan saran yang membangun untuk dijadikan landasan perbaikan yang berguna bagi pembangunan ilmu pengetahuan.

Bandung, 29 Juli 2024



Penulis,  
Ariell Aulia Nisa

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Penulis,  
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