

**PENGARUH *INSTAGRAM MARKETING* TERHADAP *BRAND*
AWARENESS BOOYEAH JAKARTA**



SKRIPSI

Diajukan Untuk Memenuhi Sebagian Syarat Untuk Memperoleh Gelar Sarjana
Pariwisata Program Studi Industri Pariwisata

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BOOYEAH JAKARTA

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BOOYEAH JAKARTA**

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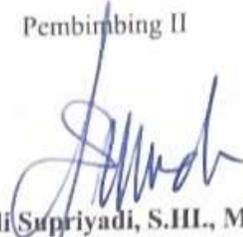
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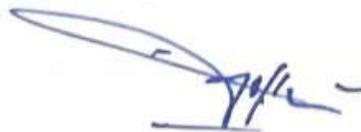


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ABSTRAK

PENGARUH INSTAGRAM *MARKETING* TERHADAP *BRAND AWARENESS* BOOYEAH JAKARTA

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Penelitian ini bertujuan untuk mengevaluasi pengaruh strategi pemasaran melalui Instagram terhadap peningkatan kesadaran merek (*brand awareness*) pada Booyeah Jakarta, sebuah usaha di bidang kuliner yang tengah berkembang. Dalam konteks pariwisata, sektor kuliner memiliki peran penting dalam menciptakan pengalaman wisata yang berkesan, dan media sosial seperti Instagram menjadi saluran promosi yang efektif karena sifatnya yang visual dan interaktif. Metode penelitian yang digunakan adalah kuantitatif dengan desain *ex post facto*, dan pengumpulan data dilakukan melalui survei daring kepada konsumen Booyeah Jakarta. Data yang diperoleh dianalisis menggunakan perangkat lunak IBM SPSS Statistics 25 untuk mengidentifikasi hubungan antara aktivitas pemasaran digital dengan tingkat kesadaran merek. Hasil penelitian menunjukkan bahwa pemasaran melalui Instagram memberikan dampak positif dan signifikan terhadap peningkatan brand awareness. Elemen-elemen seperti penyajian konten visual yang menarik, interaksi yang terjaga secara konsisten, pemanfaatan fitur-fitur Instagram, serta kerja sama dengan influencer terbukti efektif dalam memperkuat posisi merek di benak konsumen. Dalam ruang lingkup industri pariwisata, strategi ini juga berkontribusi dalam membangun citra Jakarta sebagai destinasi kuliner yang modern dan menarik. Oleh karena itu, pendekatan pemasaran digital yang tepat dan responsif dapat menjadi keunggulan kompetitif bagi pelaku usaha kuliner di era digital saat ini.

Kata Kunci: Booyeah Jakarta, *Brand Awareness*, *Marketing Management*, *Food & Beverage*, *Instagram Marketing*.

ABSTRACT

THE EFFECT OF INSTAGRAM BASED MARKETING STRATEGIES ON BRAND AWARENESS: A STUDY ON BOOYEAH JAKARTA

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This study aims to examine the influence of Instagram marketing strategies on brand awareness at Booyeah Jakarta, a growing culinary business in the capital city. In the context of tourism, the culinary sector plays a vital role in shaping memorable travel experiences. As a visually driven and interactive platform, Instagram has emerged as an effective tool for promoting brands, engaging with both local consumers and tourists, and fostering emotional connections with audiences. A quantitative research approach was employed using an ex post facto design. Data were collected through an online survey targeting Booyeah Jakarta's customers and analyzed using IBM SPSS Statistics 25 to assess the relationship between digital marketing strategies and brand awareness levels. The findings indicate that Instagram marketing has a positive and significant impact on enhancing brand awareness. Key elements such as appealing visual content, consistent engagement, effective use of Instagram features, and collaborations with influencers play a crucial role in strengthening brand positioning. Within the broader scope of tourism, this strategy contributes to shaping Jakarta's image as a vibrant culinary destination. Therefore, strategic and adaptive use of social media marketing can serve as a competitive advantage for culinary businesses in the digital era.

Keywords: Booyeah Jakarta, Brand Awareness, Marketing Management, Food & Beverage, Instagram Marketing.

DAFTAR ISI

LEMBAR PENGESAHAN	i
LEMBAR HAK CIPTA	ii
PERNYATAAN KEASLIAN SKRIPSI DAN BEBAS PLAGIARISME	iii
KATA PENGANTAR	iv
ABSTRAK	v
ABSTRACT	vi
DAFTAR ISI	vii
DAFTAR TABEL	viii
DAFTAR GAMBAR	ix
DAFTAR BAGAN	x
DAFTAR LAMPIRAN	xi
BAB I	1
PENDAHULUAN	1
1.1 Latar Belakang	1
1.2 Rumusan Masalah	4
1.3 Tujuan Penelitian.....	4
1.4 Manfaat Penelitian.....	4
1.5 Ruang Lingkup Penelitian	5
BAB II	7
TINJAUAN PUSTAKA	7
2.1 Landasan Teori	7
2.1.1 Pariwisata.....	7
2.1.2 Bisnis <i>F&B</i>	8
2.1.3 Pemasaran <i>Digital</i>	9
2.1.4 <i>Brand Awareness</i>	11
2.2 Penelitian Terdahulu.....	12
2.3 Kerangka Berpikir	20
2.4 Hipotesis	22
BAB III	23

METODE PENELITIAN	23
3.1. Jenis Penelitian	23
3.2. Populasi dan Sampel	24
3.2.1 Populasi.....	24
3.2.2 Sampel	24
3.3 Teknik Pengumpulan Data	26
3.3.1 Jenis Data.....	27
3.3.2 Instrumen Penelitian.....	28
3.3.2.3.1 Uji Validitas	33
3.3.2.3.2 Uji Reliabilitas.....	35
3.3.3 Teknik Pengambilan Data	36
3.4 Prosedur Analisis Data	36
3.4.1 Deskriptif Data.....	37
3.4.1.1 Distribusi Frekuensi	37
3.4.2 Verifikatif Data.....	40
3.4.3 Uji Asumsi Klasik	40
3.4.3.1 Uji Normalitas.....	40
3.4.3.2 Uji Linearitas.....	41
3.4.5 Uji Hipotesis	43
BAB IV	45
TEMUAN & PEMBAHASAN	45
4.1 Gambaran Instagram Booyeah Jakarta.....	45
4.2 GambaranJUmumjRespondenk	46
4.3 Hasil Analisis Data	51
4.4 Hasil Uji Asumsi Klasik.....	53
4.5 Hasil Uji Regresi Linier Sederhana	55
4.6 Hasil Uji Hipotesis	56
4.7 Pembahasan	58
4.7.1 Pengaruh Instagram <i>Marketing</i> terhadap <i>Brand Awareness</i> Booyeah J	58
4.7.2 Kenaikan Jumlah Followers.....	61
4.7.3 <i>Purchase Decision</i> di Booyeah Jakarta	62

BAB V	67
SIMPULAN DAN SARAN	67
5.1 Simpulan.....	67
5.2 Saran.....	68
DAFTAR PUSTAKA	70
LAMPIRAN	76

DAFTAR TABEL

Tabel 2.1 Penelitian Terdahulu	12
Tabel 3.1 Skor Jawaban Kuesioner Berdasarkan Skala Likert	29
Tabel 3.2 Kisi-kisi Instrumen.....	29
Tabel 3.3 Tabel Operasional Variabel	32
Tabel 3.4 Hasil Uji Validitas.....	34
Tabel 3.5 Hasil Uji Reliabilitas	35
Tabel 4.1 Karakteristik Responden Berdasarkan Jenis Kelamin	47
Tabel 4.2 Karakteristik Responden Berdasarkan Usia.....	48
Tabel 4.3 Karakteristik Responden Berdasarkan Jenis Pekerjaan	49
Tabel 4.4 Karakteristik Responden Berdasarkan Frekuensi Mengakses Instagram ...	50
Tabel 4.5 Hasil Analisis Deskriptif Variabel <i>Instagram Marketing</i> dan <i>Brand Awareness</i>	51
Tabel 4. 6 Hasil Uji Normalitas	53
Tabel 4. 7 Hasil Uji Linearitas	54
Tabel 4.8 Hasil Uji Regresi Linier Sederhana	55
Tabel 4.9 Hasil Uji F.....	56
Tabel 4.10 Hasil Uji Koefisien Determinasi	57
Tabel 4.11 Jumlah Followers Instagram Booyeah Selama 4 Bulan Terakhir.....	61

DAFTAR GAMBAR

Gambar 4.1 Diagram Batang Persebaran Domisili Responden	50
Gambar 4.2 <i>Marketing Funnel</i>	60
Gambar 4. 3 Grafik Penjualan Booyeah Jakarta	63

DAFTAR BAGAN

Bagan 2.1 Kerangka Berpikir Penelitian.....	21
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DAFTAR LAMPIRAN

Lampiran 1. Surat Perizinan.....	76
Lampiran 2. Hasil Pra Uji Validitas dan Reliabilitas	77
Lampiran 3. Hasil Uji IBM SPSS	79
Lampiran 4. SK Uji Etik	81
Lampiran 5. Dokumentasi.....	82
Lampiran 6. SK Penelitian	83
Lampiran 7. Monitoring	84
Lampiran 8. Tabel Pertanyaan	85

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