Proceedings
International Conference on Finance, Management and Business
Ibis Hotel, Jakarta, 12 Desember 2017
FOREWORDS

Assalaamualaikum Warahmatullahi Wabarakaatu,

We are delighted to welcome you to Jakarta, Indonesia. The purpose of International Conference on Finance, Management and Business is to bring together researchers and practitioners all over the world to share new ideas and present latest developments in the theoretical and practical areas of finance, management and business. This year's conference brings together more 100 participants to discuss the latest issues.

We are honored to have the keynote speaker in the conference; Professor Claudio Morana from State University of Milan, Italy.

We are hoping that all participants of the conference to take time not only for paper presentation, but also to actively engage one another and to take this opportunity to further develop your professional links.

The conference will not be possible to be organized without the dedicated efforts of many individuals who have contributed to the various process that make up this event. For their dedication, we sincerely convey our appreciation. Our sincere gratitude also goes to our institution partners and journal partners that provide their support in this conference.

Finally, we hope that you will have a good time to see the city.

Wassalaamualaikum

Best wishes,
Dr. Harjum Muhamm
Conference Chair
Head of Management Department FEB Universitas Diponegoro
PATRONS

Keynote Speaker:
Professor Claudio Morana (State University of Milan, Italy)

Host:
Department of Management FEB Universitas Diponegoro

Co-hosts:
Department of Management FEB Universitas Brawijaya
Program Doktor Ilmu Manajemen Universitas Padjadjaran
FE Universitas Esa Unggul
FE Universitas Kristen Petra
FE Universitas Islam Malang
Asosiasi Ilmuwan Manajemen Indonesia
Indonesian Financial Management Association

Conference Chair:
Dr. Harjum Muharam (Department of Management FEB Universitas Diponegoro)

Scientific Committee:
Prof. Claudio Morana (Milan State University)
Prof. Joseph Cherian (NUS)
Prof. Sugato Bhattacharyya (University of Michigan)
Prof. Mathijs van Dijk (Erasmus University)
Prof. Sugeng Wahyudi (Universitas Diponegoro)
Prof. Armanu Thoyib (Universitas Brawijaya)
Chotibak (Pab) Jotikasthira, PhD (Southern Methodist University)
Johan Sulaeman, PhD (National University of Singapore)
Wing Wah Tham, Phd (UNSW)
Ainur Rofiq PhD (Universitas Brawijaya)
Dr. Mohd Norfian Alifiah (Universiti Teknologi Malaysia)
Dr. Suwarnomo (Universitas Diponegoro)
Dr. Ahyar Yuniawan (Universitas Diponegoro)
Dr. Atim Djazuli (Universitas Brawijaya)
Dr. Suherman (Universitas Negeri Jakarta)

Organizing Committee:
Erman Denny (Universitas Diponegoro)
Rizal Hari Magnadi (Universitas Diponegoro)
# PROGRAM

<table>
<thead>
<tr>
<th>Hour</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>07.30 – 14.00</td>
<td>Registration</td>
</tr>
<tr>
<td>08.00 – 10.00</td>
<td>Concurrent session 1 (Sanur 1-3 rooms, Kintamani room)</td>
</tr>
<tr>
<td>10.00 – 10.30</td>
<td>Coffee break</td>
</tr>
<tr>
<td>10.30 – 10.35</td>
<td>Opening speech (Sanur room)</td>
</tr>
<tr>
<td>10.35 – 11.20</td>
<td>Keynote speech (Sanur room)</td>
</tr>
<tr>
<td>11.20 – 13.00</td>
<td>Lunch</td>
</tr>
<tr>
<td>13.00 – 15.30</td>
<td>Concurrent session 2 (Sanur 1-3 rooms, Kintamani room)</td>
</tr>
<tr>
<td>15.30 – 15.40</td>
<td>Coffee break</td>
</tr>
<tr>
<td>15.40 – 17.40</td>
<td>Concurrent session 3 (Sanur 1-3 rooms, Kintamani room)</td>
</tr>
</tbody>
</table>
## PRESENTATION SCHEDULE

**CONCURRENT SESSION 1 (Hour: 08.00 – 10.00)**

<table>
<thead>
<tr>
<th>ROOM</th>
<th>SANUR 1</th>
<th>SANUR 2</th>
<th>SANUR 3</th>
<th>KINTAMANI</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SESSION CHAIR</strong></td>
<td>Ajeng Andriani Hapsari (Widyatama University)</td>
<td>Retnaningtyas Widuri (Peta Christian University)</td>
<td>Hafiza Aishah Hashim (Universiti Malaysia Terengganu)</td>
<td>Atina Shofawati (Universitas Airlangga)</td>
</tr>
<tr>
<td><strong>DETERMINANT OF ASSET REVALUATION AND FIRM VALUE</strong> (STUDY OF INDONESIAN STOCK EXCHANGE COMPANY)</td>
<td>INTELLECTUAL CAPITAL, TOTAL QUALITY MANAGEMENT TOWARDS LECTURERS' JOB SATISFACTION - AN EVIDENCE FROM LECTURERS OF PRIVATE UNIVERSITIES IN BANDUNG, INDONESIA</td>
<td>THE EFFECT OF MACRO ECONOMY ON EXCHANGE RATE IN INDONESIA BY METHOD OF VECTOR ERROR CORRECTION MODEL (VECM)</td>
<td>A SEQUENTIAL EXPLORATORY DESCRIPTIVE RESEARCH: ANTICIPATING CREATIVE DISRUPTION BY DEVELOPING DYNAMIC CAPABILITY AND AMBIDEXTURITY IN INDONESIA TV INDUSTRY</td>
<td></td>
</tr>
<tr>
<td>Zainal Abidin Sahabuddin (Universitas Pertahanan Indonesia)</td>
<td>Ronny Buhu Sihotang (Universitas Advent Indonesia)</td>
<td>Wahyudayanto Utama (Universitas Pendidikan Indonesia)</td>
<td>Hardijanto Saroso (Binus University)</td>
<td></td>
</tr>
<tr>
<td><strong>CITIZENS' ATTITUDES TOWARDS TAX EVASION: DEMOGRAPHIC PROFILE</strong></td>
<td>MODELING ASYMMETRY WITH FAT-TAILED DENSITIES IN A HIGH VOLATILE EMERGING STOCK MARKET: EVIDENCE FROM EGYPTIAN STOCK EXCHANGE MARKET</td>
<td>WEAVING ISLAMIC WORK ETHICS INTO ETHICAL DECISION MAKING</td>
<td>SELF-MANAGED PROJECT TEAMS (SMPTS) LEADERSHIP PROCESS: AN EXPLORATION</td>
<td></td>
</tr>
<tr>
<td>Nur Qurutun 'Aini Haron (UITM)</td>
<td>Elgiani Elshereif, Rania Elebaid (Canadian University Dubai)</td>
<td>Abdul Hakim Abdul Latiff, Hafiza Aishah Hashim, Zalazzah Salleh (Universiti Malaysia Terengganu)</td>
<td>Zaleha Yazzid (National University of Malaysia)</td>
<td></td>
</tr>
<tr>
<td>Siti Aisyah Kamaruzaman (UITM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rina Fadhilah Ismail (UITM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Siti Syaqilah Hamdani (UITM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nurul Nadiah Ibrahim (UITM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>THE ELDERLY'S WORKING HAPPINESS IN THAILAND'S RURAL SOCIETY: A CASE STUDY OF DOKKHAMTI SUB-PROVINCE: THE MEANING AND PROMOTION GUIDELINE</strong></td>
<td><strong>THE STRATEGY FOR REAL ESTATE DEVELOPMENT COMPANIES - THE STRATEGIC PLACE: A MARKET-BASED FRAMEWORK</strong></td>
<td><strong>THE BEHAVIOR OF LIGHTING INDUSTRY IN NEW WAVE MARKETING POINT OF VIEW AND ITS APPLICATIONS</strong></td>
<td><strong>SYSTEM DYNAMIC OF LUBRICANT DEMAND IN MARINE INDUSTRY IN INDONESIA</strong></td>
<td></td>
</tr>
<tr>
<td><strong>FACTORS INFLUENCING TOURISM DEMAND TO INDONESIA</strong></td>
<td><strong>SMART PROVINCE, KEY SECTORS SPATIAL DISTRIBUTION: STUDY CASE IN GORONTALO PROVINCE</strong></td>
<td><strong>THE EFFECT OF AUDIT COMMITTEE FINANCIAL EXPERTISE AND RELATIVE STATUS ON EARNINGS MANAGEMENT: CASE OF INDONESIA</strong></td>
<td><strong>FINANCIAL PERFORMANCE ANALYSIS OF LOCAL GOVERNMENT: COMPARATIVE STUDY OF CENTRAL JAVA AND SOUTH KALIMANTAN PROVINCE</strong></td>
<td></td>
</tr>
<tr>
<td>Muhammad Yunanto, Henny Mediyawati (Universitas Gaminadarma)</td>
<td>G A Muhtar (Muhammadiyah University of Gorontalo), M Sapari (Bosowa University), F Suiab (Health Polytechnic Of Makassar)</td>
<td>Delfita Siggiar, Sylvia Veronica Siregar (Universitas Indonesia)</td>
<td>Sri Suryanto, Bandi, Halim Dedy Perdana M. Syafiqrusman (Universitas Sebelas Maret)</td>
<td></td>
</tr>
<tr>
<td>Title</td>
<td>Authors</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------------------------------------------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FACTORS AFFECTING CONSEQUENCES OF TRUST: EMPIRICAL STUDY ON RETAIL WEBSITES IN INDONESIA</td>
<td>Natasha Clairine Minturga, Patricia Pelita Hanumaram (Pelita Hanumaram University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HOW RISK BASED AUDIT, AND ROLE OF INTERNAL CONTROL AFFECT GOOD CORPORATE GOVERNANCE?</td>
<td>Sigit Handoyo, Azmi Umar (Islamic University of Indonesia)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EFFECTIVE AND EFFICIENCY OF A FINANCIAL MANAGEMENT OF VILLAGE CASH</td>
<td>Sri Setiawati (STIE Manajemen Bisnis Indonesia)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SUPPORTER OF THE DISABLE TO DRIVE THEM IN BECOMING ENTREPRENEUR</td>
<td>Meidiahna Kusuma, Fransiska Desiana Pranata, Wendra Hartono (Universitas Ciputra)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>POTENTIALS, CONSTRAINTS AND SHARIA-BASED FINANCING MODELS ON CASSAVA AGROINDUSTRY BUMDes IN JEMBER DISTRICT - INDONESIA</td>
<td>Sebastiana Wiphindratin, Ahmad Roziaq, Sampoed, Ahmad Roziaq, Sampoed (University of Jember)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RISK GOVERNANCE AND BANK PROFIT IN ASEN-5: A COMPARATIVE STUDY AND AN EMPIRICAL INVESTIGATION</td>
<td>Etkah Karyani (Indonesia Banking School), Budi Frensidy, Setio Anggoro Dewo (Universitas Indonesia)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE DETERMINING FACTORS TO ACHIEVE SUSTAINABLE BUSINESS PERFORMANCE: AN EMPIRICAL STUDY ON INDONESIA'S UPSTREAM OIL AND GAS INDUSTRY</td>
<td>Dali Sadli Muli, Firmanzah, Martani Huscini, Ruslan Prijadi (Universitas Indonesia)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE EFFECT OF LEVERAGE TOWARD RISK ON MANUFACTURING COMPANY IN INDONESIA STOCK EXCHANGE</td>
<td>Intan Shafie, Rio Suntri Laksana (Universitas Negeri Jember)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DO EXPORTING SMALL- AND MEDIUM-SCALE ENTERPRISES (SMEs) NEED ENTREPRENEURIAL ORIENTATIONS?</td>
<td>Ahmad Zaini, Diana Eka Poemastawati, Politeknik Negeri Malang (Politeknik Negeri Malang)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>BUSINESS ASPECTS AND SOCIAL CAPITAL ROLES ON SOYBEAN PROCESSED PRODUCTS BUSINESS IN JEMBER REGENCY</td>
<td>Zainuri, Mohamad Saheb, Nur Hisamuddin (Universitas Jember)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EARNING MANAGEMENT PRACTICES ON WORKPLACE SPIRITUALITY IN BUSINESS COMPANIES</td>
<td>Sri Hanayani, Ahmad Suriani Afif (Esa Unggul University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MODEL POLICY CONTROLLING BUDGETARY SLACK ON HOSPITAL.</td>
<td>Abduallah, Sudarwin (University of Esa Unggul)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>THE STUDENT'S INTENTION TO USE ISLAMIC BANKING: THE THEORY OF PLANNED BEHAVIOR APPROACH</td>
<td>Sugiyanto, Jatimiko, Nurjannah Endah Rahayu (Esa Unggul University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IDENTIFYING USE OF ACCOUNTING INFORMATION SYSTEM IN BUSINESS COMPANY</td>
<td>Darmansyah, Yosevin Karnawati (Esa Unggul University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>POSITIVE FRAMING DISCLOSURE IN DECISION MAKING INVESTMENT IN INDONESIA STOCK EXCHANGE</td>
<td>MF. Arrozzi Adhikara (Esa Unggul University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EFFICIENCY AND LENDING PROVISION FOR MICRO AND SMALL BUSINESSES: STUDY FOR RURAL BANKS IN WEST JAVA INDONESIA</td>
<td>Molhanhad Anwar, Layyinaturobanyah, Ratna Komara, Sulaeman Rahman (University of Palu)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### CONCURRENT SESSION 2 (Hour: 13.00 – 15.30)

<table>
<thead>
<tr>
<th>ROOM</th>
<th>SANUR 1</th>
<th>SANUR 2</th>
<th>SANUR 3</th>
<th>KINTAMANI</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Devi Armita (ITB)</td>
<td>Ronny B. Sihotang (Universitas Advent Indonesia)</td>
<td>Hardjianto Saroso (BUNIS)</td>
<td>Sulaiman Rahman Nidar (Padjadjaran University)</td>
</tr>
<tr>
<td></td>
<td>THE EFFECT OF TANGIBLE AND INTANGIBLE ASSET INVESTMENTS ON THE VALUE OF MANUFACTURING COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE. Mustanurudin (Universitas Tanjungpura)</td>
<td>EFFECT OF ENTREPRENEURSHIP ORIENTATION AGAINST ORGANIZATIONAL LEARNING AND INNOVATION AND ITS IMPACT ON THE PERFORMANCE OF SOE BUSINESSES IN INDONESIA. Urip Sedyowidodo, Ernie T. Sule (University of Padjadjaran)</td>
<td>OPEN ECONOMIC GROWTH MODEL IN INDONESIA USING VECTOR ERROR CORRECTION MODEL APPROACH. Timbul Hanomanang Simanjuntak (Universitas Kristen Maranatha)</td>
<td>PARTICIPATION AND PERFORMANCE IN TEAM OF CAPITAL BUDGETING IN THE GOVERNMENT OF SIDOARJO DISTRICT. Yanuar Negroho, Riska Nur Rosyidiana (Universitas Airlangga)</td>
</tr>
<tr>
<td></td>
<td>ENTREPRENEUR EDUCATION MODEL WITH UNCONSCIOUS AND CONSCIOUS MIND. Iakandarini, Hamie Nasution (Universitas Sumatera Utara)</td>
<td>THE INFLUENCE OF BASEL CAPITAL ACCORD AND GOOD CORPORATE GOVERNANCE IMPLEMENTATION TOWARD CREDIT RISK MANAGEMENT IN INDONESIAN BANKING LISTED ON INDONESIAN STOCK EXCHANGE. Ajenj Andrian Hapsari, John Henry Wijaya (Widyatama University)</td>
<td>EFFICIENCY AND COMPETITIVENESS OF RURAL BANKS IN WEST JAVA INDONESIA. Layminatorubanyah, Mokhamad Anwar, Rastri Komara, Sulaiman Rahman (Universitas Padjadjaran)</td>
<td>THE STUDY OF ADJUSTMENT OF RESTRIBUSI RUBBISH IN BANDUNG CITY IN TERMS OF ECONOMIC FEASIBILITY ASPECTS. Keni Kuswadi (Widyatama University)</td>
</tr>
<tr>
<td></td>
<td>Dian Inda Sari (Akademi Maritim Belawan Medan)</td>
<td></td>
<td></td>
<td>Rally Indrawan (Pasundan University)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Agus W. Soehadi (Universitas Padjadjaran)</td>
</tr>
<tr>
<td></td>
<td>RESPONSES OF RETAIL INTEREST RATE TO POLICY RATE IN INDONESIA. Aditya Suselo, Deny Abdul Chalid (Universitas Indonesia)</td>
<td>ANALYSIS OF THE FACTORS AFFECTING CUSTOMER SATISFACTION AND ITS IMPACT TO REPURCHASE INTENTION OF TRAVELOKA CUSTOMER IN SEMARANG. M. Mutiantono, Ikka Septiva Nuraini, Harry Soesanto (Diponegoro University)</td>
<td>LEADING SALESPERSON: A CULTURE-BASED INVESTIGATION TOWARD THE EFFECTIVE LEADERSHIP CHARACTERISTICS IN INDONESIA. Mirwan Surya Perdana, Rizal Hari Magnadi, I Made Bayu Dirgantara (Universitas Diponegoro)</td>
<td>ASSISTANCE STRATEGY MODEL OF SEMARANG BATIK SMEs. Agus Pratya Utomo, Endang Tjahjaningsih, Dewi Hardyo Utami (Stikubank University)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Agus Pratya Utomo, Endang Tjahjaningsih, Dewi Hardyo Utami (Stikubank University)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(Stikubank University)</td>
</tr>
<tr>
<td></td>
<td>THE INFLUENCE OF ORGANIZATIONAL CULTURE, KNOWLEDGE MANAGEMENT, CAREER DEVELOPMENT, AND</td>
<td>THE INFLUENCE OF BURNOUT AND ENGAGEMENT ON PERFORMANCE. Julianna Cesarita Tandung (Petra Christian University)</td>
<td>CHART OF INTELLECTUAL CAPITAL IN INDONESIA. Tessa V. Swastika, Lien Pei Fun (Petra Christian University)</td>
<td>THE ROLE OF GREEN MARKETING STRATEGY FOR GREEN TOURISM. Rahmawati, Satria Putra Utama, M. Tody Ariansa</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(Petra Christian University)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>(Petra Christian University)</td>
</tr>
</tbody>
</table>
International Conference on Finance, Management and Business
Jakarta, 12 December 2017

**Working Environment to Employee Job Satisfaction (A Case Study in a Port Services Company)**
Wardoyo, Humaira
(University of Muhammadiyah Tangerang)

**The Role of Stakeholder Pressure in Enhancing the Quality of Sustainability Disclosure**
Anisa Ramadhini Triaputri, Chaerul Djasman Djalaman
(Universitas Indonesia)

**Partial Least Square for Predicting Accountant Satisfaction in Using Enterprise Resource Planning Systems**
Weli (Universitas Katolik Indonesia Atma Jaya Jakarta)

**Equity Market Timing and Capital Structure: Evidence on Post-IPO Firms in Indonesia**
Devli Ratih (Widyakarya Catholic University), Achmad Yurus (Muhammadiyah Surakarta University)

**Entrepreneurship Development Model for Empowering Women Micro Enterprises in Rural Areas (Case of Majalengka District)**
Mulyaningrum, Ellen Rusliati, Mujibah A. Sufyani
(University of Pasundan)

**Corporate Social Responsibility of Islamic Banks in Indonesia: A Religious Responsibility?**
Yuliana Sari (State Polytechnic of Srijaya), Isni Andriana (Srijaya University)

**Hersian Pandapotan Purba**
(Universitas Airlangga)

**Kathleen (Petra Christian University)**

**Hardianto Rumii (Petra Christian University)**

**Accounting Quality and Specialist Auditor to Predict Bank Failure in Indonesia**
Alhamdi Ali Fajar, Ratu Hasnah Sinarini, Yulia Nurita
(Universitas Indonesia)

**Balanced Scorecard Model to Improve the Public Trust in Private Zakat Institutions (LaZ) Sri Fadilah**
(Universitas Islam Bandung)

**Philosophy of Greendee-Entrepreneur (Case of Muslim Herbal Entrepreneurs)**
Sahamah Wahyuni, Intan Novela Q.A., Suryandari Istiqomah
(Universitas Sebelas Maret)

**The Survival and Hazard Functions in the Industrial Sector of Indonesian Companies**
Farida Tinit, Kristianti, Devanes Iyunguwartha
(Universitas Telkom)

**Equity Return Valuation of Telecommunication Company by Using Capital Asset Pricing Model in Indonesia Stock Exchange**
Siti Rahmi Utami, Viviyan Lomas, Fauziah Ullah, Michael Wijaya (Surya University)

**The Effect of Tax Rate Change on the Relationship Between Aggressive Financial Reporting and Tax Aggressiveness**
Frista, Dwi Martani
(Universitas Indonesia)

**The Impact of Capital Buffer on the Efficiency of Indonesian Banks**
Dwi Nasution Danasaari, Viverita, Retikhok Rochim
(Universitas Indonesia)

**The Role of Islamic Micro Finance to Increase the Real Economy Sector: A Conceptual Model**
Atina Shofinawati (Universitas Airlangga)

**Analysis of Held to Maturity Securities Investment Upward Trend Related to Basel III Regulation in Indonesia**
Ari Kuncara Widagdo, Agil Ilman Rezadi
(Sebelas Maret University)

**Auditor Competence and Earnings Management: Analysis of the Association and the Impact of Ownership Structure as the Moderating Variable**
Indah Pernata Sari, Desi Adhariani
(Universitas Indonesia)

**Analysing Transaction Cost in Dairy Contract Farming in East Java – Indonesia**
Karita DS Susilowati, Asminah Rachmi, Nur Indah Riwajanti
(State Polytechnic of Malang)

**The Relation of Transformational Leadership, Job Involvement and Individual Cultural Value Orientation**
Eishi Latnurin, Subomoto
(Diponegoro University)

**The Effect of Managerial Overconfidence and Government Ownership to Financing Decision of State-Owned Enterprises in Indonesia**
Adriani Tirta Wijaya, Nanik Linawati
(Petra Christian University)

**Are Founders or Descendants Risk Takers? Examining Family CEO Behavior**
Aulia Citra Puteri, Viverita
(Universitas Indonesia)

**The Effect of Rural Bank Credit on Local Economic Performance in West Java**
Sulaeman Rahman Nidar, M. Anwar, Rattan Komara, Laymaturbanyah
University of Padjadjaran
<table>
<thead>
<tr>
<th>ROOM</th>
<th>SANUR 1</th>
<th>SANUR 2</th>
<th>SANUR 3</th>
<th>KINTAMANI</th>
</tr>
</thead>
<tbody>
<tr>
<td>SESSION</td>
<td>Ratu Hasanah Semurini (Universitas Indonesia)</td>
<td>Andry Syahda Caesar Saeufiullah (Universitas Muhammadiyah Malang)</td>
<td>Ooi Chee Keong (Universiti Tunku Abdul Rahman)</td>
<td>-</td>
</tr>
<tr>
<td>CHAIR</td>
<td>DOES INDIGENOUS TRADITION DRIVE SOCIAL ENTREPRENEURSHIP? Handayanto Widjojo, Sandy Gunawan (Universitas Prasetya Mulya)</td>
<td>THE EFFECT OF FINANCIAL CONSTRAINTS, INVESTMENT OPPORTUNITY SET, AND FINANCIAL REPORTING AGGRESSIVENESS TO TAX AGGRESSIVENESS Reza Bayuani, Amrie Firmansyah (Politeknik Keuangan Negara STAN)</td>
<td>EXECUTIVE’S EARLY TENURE AND EARNINGS MANAGEMENT Myria Rafiz Khaadiy, Dezi Adhariani (Universitas Indonesia)</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>THE TEST OF INTERNATIONAL PORTFOLIO DIVERSIFICATION Putu Anom Mahadwarta, Christine Adi Njosusukito (Universitas Surabaya)</td>
<td>INTEGRATIVE APPROACH: PSYCHOLOGY AND SPIRITUALITY AS PREDICTION OF TAXPAYER COMPLIANCE BEHAVIOR Retaningsih Widuri, Yenni Mangoting, Elisa Tjandra (Peta Christian University)</td>
<td>THE TECHNOLOGY ACCEPTANCE MODEL FOR PLAYING MOBILE GAME IN INDONESIA Umi Kaltum, Rizki Rimadiana (Padjadjaran University)</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>ANALYSIS OF INTEGRATED REPORTING IMPLEMENTATION ON COMPANIES IN INDONESIA FOR THE PERIOD OF 2014-2016 Bella Nuthalia, Hanna (Universitas Pelita Harapan)</td>
<td>IS SELLER REPUTATION NO LONGER IMPORTANT IN THE DIGITAL BUSINESS (MARKETPLACE) LANDSCAPE? A STUDY OF THE BEST SELLING SMARTPHONE IN THE TWO BIGGEST MARKETPLACE IN INDONESIA Alfian Budi Primanto, M. Khoirul ABS, Afri Rahmat Shams (University of Islam Malang)</td>
<td>CHANGES IN TICK SIZE AND ROUND LOT: IS IT EFFECTIVE TO INCREASE LIQUIDITY? Vinardo Rajang, Christiana Fara Dharmastuti (Atma Jaya Catholic University of Indonesia)</td>
<td>-</td>
</tr>
<tr>
<td></td>
<td>DIGITAL MEDIA ADVERTISING DISRUPTION IN INDONESIA: WHAT INSIGHTS THAT COULD BE LEARNED? Reza A. Nasution (Bandung Institute of Technology) Anna A. Agus (Universitas Indonesia)</td>
<td>RELATIONSHIP ANALYSIS OF ECO-CONTROL: CARBON EMISSION DISCLOSURE AND ECONOMIC CONSEQUENCES (CASE STUDY OF OIL, GAS AND COAL COMPANIES IN NON ANNEX I MEMBER COUNTRIES) Dody Hapsoro, Ambarevati</td>
<td>THE INFLUENCE OF BELIEF SYSTEM AND BOUNDARY SYSTEM ON INTELLECTUAL CAPITAL THROUGH IMPLEMENTATION OF ERP Priskila Adiasih, Saerce Elsye Hattane, Shendy Christianto (Petra Christian University)</td>
<td>-</td>
</tr>
<tr>
<td>Title</td>
<td>Authors</td>
<td>Institution</td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>------------------------------------------------------------------------</td>
<td>-----------------------------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Analysis Framework of Commitment – Trust Theory and Consumer Attitude as Determinants of Online Booking Intention; A Study of Indonesian Digital Natives</td>
<td>Anna Riana Putriya (Universitas Multimedia Nusantara)  Utomo Sarjono Putro (Institut Teknologi Bandung)</td>
<td>(STIE YKPN Yogyakarta)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Do Generation X and Generation Y Have a Different Perception on Their Job Demand and Job Resources?</td>
<td>Herison Pandapotan Purba (Airlangga University)  Juliana Caesaria Tandung (Petra Christian University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depositor Response to Risk of Local Development Banks: A Case of Indonesia</td>
<td>R. Lina Rismaeni Ahmad, Eric Febrian (Universitas Padjadjaran)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logistics Clusters to Drive Economic Competitiveness in Indonesia</td>
<td>Yudo Anggoro (Bandung Institute of Technology)  Harrison Campbell (University of North Carolina at Charlotte)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock and Bond Market Development and the Role of Economic Growth and Foreign Direct Investments</td>
<td>Harjum Muharam, Ditya Setyowati (Diponegoro University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soft Skills Training and Its Impact to Learning Achievement With McClelland’s Need Satisfaction Theory as a Moderating Variable: Case Study at Faculty of Economics State University of Jakarta</td>
<td>Hana Anjali (Universitas Negeri Jakarta)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Determinants of Bank Dynamic Capability and Implications on the Performance of SMEs Credit Distribution</td>
<td>Eric Febrian, Mokhammad Anwar, Lasinatulrabbaniah (Universitas Padjadjaran)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>FMEA and Fuzzy Implementation as a Process Improvement Strategy Caused Potential Failure at Component Level</td>
<td>Mohamad Basir (University of Islam Malang)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Impact of Investor Protection and Social Media on Corruption Level</td>
<td>Megawati Olilow (Atma Jaya Catholic University of Indonesia)  Sidiarta Utama, Hilda Rossisti (Universitas Indonesia)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Factors Affecting Decision to Choose Batik Tour Village</td>
<td>Tina Melinda, Despharanto A. K., Juliuska Suhertian, Fazly Torch (Ciputra University)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consumers’ Purchase Intention Towards Organic Skin Care Products in Jakarta: The Mediating Effects of Attitude</td>
<td>Andrian Haro (State University of Jakarta)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Audit Report Lag, Audit Going Concern Qualification and Financial Crisis: Malaysian Evidence</td>
<td>Ooi Chee Keong (Universiti Tun Nuhul Rahman)  Lau Ying Wai (Universiti Putra Malaysia)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
INDEX

FOREWORDS.......................................................................................................................i
PATRONS..........................................................................................................................ii
PROGRAM......................................................................................................................iii
PRESENTATION SCHEDULE............................................................................................iv
INDEX................................................................................................................................x

CITIZENS’ ATTITUDES TOWARDS TAX EVASION: DEMOGRAPHIC PROFILE
Nur Quratun ‘Aini Haron, Rina Fadhilah Ismail, Siti Aisyah Kamaruzaman, Siti Syaqilah
Hambali, Nurul Nadiah Ibrahim.......................................................................................1

WEAVING ISLAMIC WORK ETHICS INTO ETHICAL DECISION MAKING
Abdul Hakim Abdul Latiff, Hafiza Aishah Hashim, Zahailah Salleh........................................2

MODELING ASYMMETRY WITH FAT-TAILED DENSITIES IN A HIGH VOLATILE
EMERGING STOCK MARKET: EVIDENCE FROM EGYPTIAN STOCK EXCHANGE MARKET
Elgilani Elshareif, Rafida Elbaidi...................................................................................3

SELF-MANAGED PROJECT TEAMS (SMPTs) LEADERSHIP PROCESS: AN EXPLORATION
Zaleha Yazid......................................................................................................................4

THE ELDERLY’S WORKING HAPPINESS IN THAILAND’S RURAL SOCIETY; A CASE
STUDY OF DOKKHAMTAI SUB-PROVINCE: THE MEANING AND PROMOTION
GUIDELINE
Satit Chuayouman, Nawaporn Ketsuwan, Nattawut Somyarone ........................................5

THE STRATEGY FOR REAL ESTATE DEVELOPMENT COMPANIES – THE STRATEGIC
PLACE: A MARKET-BASED FRAMEWORK
Kelik Hastjarjo, Dwi Kartinah Yahya, Faisal Asif, Popy Rufaidah........................................6

THE BEHAVIOR OF LIGHTING INDUSTRY IN NEW WAVE MARKETING POINT OF VIEW
AND ITS APPLICATIONS
Freddy Sutanto, Jacky Mushry........................................................................................7

SYSTEM DYNAMIC OF LUBRICANT DEMAND IN MARINE INDUSTRY IN INDONESIA
Devi Arnita, Reza Ashari Nasution..................................................................................8

DETERMINANT OF ASSET REVALUATION AND FIRM VALUE (STUDY OF INDONESIAN
STOCK EXCHANGE COMPANY)
Zainal Abidin Sahabuddin.............................................................................................9

INTELLECTUAL CAPITAL, TOTAL QUALITY MANAGEMENT TOWARDS LECTURERS’
JOB SATISFACTION, - AN EVIDENCE FROM LECTURERS OF PRIVATE UNIVERSITIES IN
BANDUNG, INDONESIA.
Ronny Buha Sihotang....................................................................................................10
THE EFFECT OF MACRO ECONOMY ON EXCHANGE RATE IN INDONESIA BY METHOD OF VECTOR ERROR CORRECTION MODEL (VECM)
Wahyudayanto Utama.................................................................................................................. 11

A SEQUENTIAL EXPLORATORY DESCRIPTIVE RESEARCH: ANTICIPATING CREATIVE DISRUPTION BY DEVELOPING DYNAMIC CAPABILITY AND AMBIJECTIVITY IN INDONESIA TV INDUSTRY
Hardijanto Saroso...................................................................................................................... 12

FACTORS INFLUENCING TOURISM DEMAND TO INDONESIA
Muhamad Yunanto, Henny Medyawati.......................................................................................... 13

SMART PROVINCE, KEY SECTORS SPATIAL DISTRIBUTION : STUDY CASE IN GORONTALO PROVINCE
G A Muhtar, M Sapiri, F Suaib........................................................................................................ 14

THE EFFECT OF AUDIT COMMITTEE FINANCIAL EXPERTISE AND RELATIVE STATUS ON Earnings MANAGEMENT
Delfita Siagian, Sylvia Veronica Siregar........................................................................................ 15

FINANCIAL PERFORMANCE ANALYSIS OF LOCAL GOVERNMENT: COMPARATIVE STUDY OF CENTRAL JAVA AND SOUTH KALIMANTAN PROVINCES
Sri Suranta, Bandi, Halim Dedy Perdana, M. Syafiqurrahman..................................................... 16

FACTORS AFFECTING CONSEQUENCES OF TRUST: EMPIRICAL STUDY ON RETAIL WEBSITES IN INDONESIA
Natasha Clairine Mintarga, Patricia............................................................................................... 17

HOW RISK BASED AUDIT, AND ROLE OF INTERNAL CONTROL AFFECT GOOD CORPORATE GOVERNANCE?
Sigit Handoyo, Azmi Umar............................................................................................................ 18

EFFECTIVE AND EFFICIENCY OF A FINANCIAL MANAGEMENT OF VILLAGE CASH
S. Setiawati....................................................................................................................................... 19

SUPPORTER OF THE DISABLE TO DRIVE THEM IN BECOMING ENTREPRENEUR
Meidiahna Kusuma, Fransiska Desiana Pranatasari, Wendra Hartono......................................... 20

POENTIALS, CONSTRAINTS AND SHARIA-BASED FINANCING MODELS ON CASSAVA AGROINDUSTRY BUMDes IN JEMBER DISTRICT – INDONESIA
Sebastiana Viphindrartin, Ahmad Roziq, Sampeadi...................................................................... 21

RISK GOVERNANCE AND BANK PROFIT IN ASEAN-5: A COMPARATIVE STUDY AND AN EMPIRICAL INVESTIGATION
Etikah Karyani, Budi Frensidhy, Setio Anggoro Dewo, Wimboh Santoso.................................... 22
THE DETERMINING FACTORS TO ACHIEVE SUSTAINABLE BUSINESS PERFORMANCE: AN EMPIRICAL STUDY ON INDONESIA’ S UPSTREAM OIL AND GAS INDUSTRY
Dali Sadi Milia

THE EFFECT OF LEVERAGE TOWARD RISK ON MANUFACTURING COMPANY IN INDONESIA STOCK EXCHANGE
Intan Shaferi, Riz Dhani Laksana, Sugeng Wahyudi

DO EXPORTING SMALL- AND MEDIUM-SCALE ENTERPRISES (SMES) NEED ENTREPRENEURIAL ORIENTATIONS?
Achmad Zaini, Diana Eka Poernamawati

BUSINESS ASPECTS AND SOCIAL CAPITAL ROLES ON SOYBEAN PROCESSED PRODUCTS BUSINESS IN JEMBER REGENCY
Zainuri, Mohammad Saleh, Nur Hisamuddin

EARNING MANAGEMENT PRACTICES ON WORKPLACE SPIRITUALITY IN BUSINESS COMPANIES
Sri Handayani, Ahmad Sururi Afi

MODEL POLICY CONTROLLING BUDGETARY SLACK ON HOSPITAL
Abdurrahman, Sudarwan

THE STUDENT’S INTENTION TO USE ISLAMIC BANKING: THE THEORY OF PLANNED BEHAVIOR APPROACH
Sugiyanto, Jatmiko, Nurjannah Endah Rahayu

IDENTIFYING USE OF ACCOUNTING INFORMATION SYSTEM IN BUSINESS COMPANY
Darmansyah, Yosevin Karnawati

POSITIVE FRAMING DISCLOSURE IN DECISION MAKING INVESTMENT IN INDONESIA STOCK EXCHANGE
MF. Arrozi Adhikara

EFFICIENCY AND LENDING PROVISION FOR MICRO AND SMALL BUSINESSES: STUDY FOR RURAL BANKS IN WEST JAVA INDONESIA
Mokhamad Anwar, Lasyinaturrobiani, Ratna Komara, Sulaeman Rahman

THE EFFECT OF TANGIBLE AND INTANGIBLE ASSET INVESTMENTS ON THE VALUE OF MANUFACTURING COMPANIES LISTED ON THE INDONESIA STOCK EXCHANGE
Mustaruddin

EFFECT OF ENTREPRENEURSHIP ORIENTATION AGAINST ORGANIZATIONAL LEARNING AND INNOVATION AND ITS IMPACT ON THE PERFORMANCE OF SOE BUSINESSES IN INDONESIA
Urip Sedyowidodo, Ernie T. Sule
OPEN ECONOMIC GROWTH MODEL IN INDONESIA USING VECTOR ERROR CORRECTION MODEL
Timbul Hamonangan Simanjuntak, Imam Mukhlis, Salmon Farizi, Sariyani ........................................... 35

PARTICIPATION AND PERFORMANCE IN TEAM OF CAPITAL BUDGETING IN THE GOVERNMENT OF SIDOARJO DISTRICT
Yanuar Nugroho, Riska Nur Rosyidiana ................................................................................................. 36

ENTREPRENEUR EDUCATION MODEL WITH UNCONSCIOUS AND CONSCIOUS MIND
Iskandarini, Harmein Nssution, Dian Inda Sari .................................................................................. 37

THE INFLUENCE OF BASEL CAPITAL ACCORD AND GOOD CORPORATE GOVERNANCE IMPLEMENTATION TOWARD CREDIT RISK MANAGEMENT IN INDONESIAN BANKING LISTED ON INDONESIAN STOCK EXCHANGE
Ajeng Andriani Hapsari, John Henry Wijaya ................................................................................... 38

EFFICIENCY AND COMPETITIVENESS OF RURAL BANKS IN WEST JAVA INDONESIA
Layinaturroebaninay, Mokhamad Anwar, Ratna Komara, Sulaeman Rahman Nidar ....................... 39

THE STUDY OF ADJUSTMENT OF RESTRIBUSI RUBBISH IN BANDUNG CITY IN TERMS OF ECONOMIC FEASIBILITY ASPECTS
Keni Kaniawati, Rully Indrawan ......................................................................................................... 40

CORPORATE SOCIAL RESPONSIBILITY OF ISLAMIC BANKS IN INDONESIA: A RELIGIOUS RESPONSIBILITY?
Yuliana Sari, Isni Andriana, Evada Dewata ...................................................................................... 41

THE EFFECT OF MANAGERIAL OVERCONFIDENCE AND GOVERNMENT OWNERSHIP TO FINANCING DECISION OF STATE-OWNED ENTERPRISES IN INDONESIA
Adrian Tirta Wijaya, Nanik Linawati .................................................................................................. 42

ARE FOUNDERS OR DECENDANTS RISK TAKER? EXAMINING FAMILY CEO BEHAVIOR
Aulia Citra Puteri, Viverita .................................................................................................................... 43

EFFECT OF RURAL BANK CREDIT ON LOCAL ECONOMIC PERFORMANCE IN WEST JAVA
Sulaeman Rahman Nidar, M. Anwar, Ratna Komara, Layinaturroebaninay ...................................... 44

EXECUTIVE’S EARLY TENURE AND EARNINGS MANAGEMENT
Myria Rafiz Khasandy, Desi Adhariani ............................................................................................... 45

AUDITOR COMPETENCE AND EARNINGS MANAGEMENT: ANALYSIS OF THE ASSOCIATION AND THE IMPACT OF OWNERSHIP STRUCTURE AS THE MODERATING VARIABLE
Indah Permata Sari, Desi Adhariani .................................................................................................... 46
ANALYSING TRANSACTION COST IN DAIRY CONTRACT FARMING IN EAST JAVA – INDONESIA
Karti D S Sisilowati, Asminah Rachmi, Nur Indah Riawanti ...................................................... 47

THE RELATION OF TRANSFORMATIONAL LEADERSHIP, JOB INVOLVEMENT AND INDIVIDUAL CULTURAL VALUE ORIENTATION
Eisha Lataruva, Suharnomo .................................................................................................................. 48

EQUITY MARKET TIMING AND CAPITAL STRUCTURE: EVIDENCE ON POST-IP0 FIRMS IN INDONESIA
Dewi Rattih, Achmad Yunus .................................................................................................................. 49

THE IMPACT OF CAPITAL BUFFER ON THE EFFICIENCY OF INDONESIAN BANKS
Dwi Nastiti Danarsari, Viverita, Rofikoh Rokhim .............................................................................. 50

THE ROLE OF ISLAMIC MICROFINANCE TO INCREASE THE REAL ECONOMY SECTOR: A CONCEPTUAL MODEL
Atina Shofawati ........................................................................................................................................ 51

ANALYSIS OF HELD TO MATURITY SECURITIES INVESTMENT UPWARD TREND RELATED TO BASEL III REGULATION IN INDONESIA
Ari Kuncara Widagdo, Agil Ilman Rezadi .......................................................................................... 52

PARTIAL LEAST SQUARE FOR PREDICTING ACCOUNTANT SATISFACTION IN USING ENTERPRISE RESOURCE PLANNING SYSTEMS
Weli ....................................................................................................................................................... 53

THE SURVIVAL AND HAZARD FUNCTIONS IN THE INDUSTRIAL SECTOR OF INDONESIAN COMPANIES
Farida Titik Kristanti, Deannes Isykuwardhana .................................................................................. 54

EQUITY RETURN VALUATION OF TELECOMMUNICATION COMPANY BY USING CAPITAL ASSET PRICING MODEL IN INDONESIA STOCK EXCHANGE
Siti Rahmi Utami, Vivian Limas, Fauziah Ulfia, Michael Wijaya .......................................................... 55

THE EFFECT OF TAX RATE CHANGE ON THE RELATIONSHIP BETWEEN AGGRESSIVE FINANCIAL REPORTING AND TAX AGGRESSIVENESS
Frista, Dwi Martani ..................................................................................................................................... 56

THE ROLE OF STAKEHOLDER PRESSURE IN ENHANCING THE QUALITY OF SUSTAINABILITY DISCLOSURE
Anisa Ramadhani Trianaputri, Chaerul Djosman Djakman ................................................................. 57

PHILOSOPHY OF GREEDEEEN-PRENEUR (CASE OF MUSLIM HERBAL ENTREPRENEURS)
Salamah Wahyuni, Intan Novela Q.A., Suryandari Istiqomah ................................................................ 58
ACCOUNTING QUALITY AND SPECIALIST AUDITOR TO PREDICT BANK FAILURE IN INDONESIA
Alhamdi Ali Fajri, Ratu Hasanah Semarini, Yulia Nurlita ................................................................. 59

THE IMPACT OF INVESTOR PROTECTION AND SOCIAL MEDIA ON CORRUPTION LEVEL
Megawati Oktorina, Sidharta Utama, Hilda Rossieta ................................................................. 60

INFORMATION FRAMING AND DIVIDEND POLICY: HOW IF AFFECTS THE INVESTING
INTENTION? (AN EXPERIMENTAL STUDY)
I Made Narsa, Andry Syuhada Caesar Saefullah ................................................................. 61

THE EFFECT OF INTELLECTUAL CAPITAL DISCLOSURE TO COST OF FINANCE AND
FIRM VALUE OF MANUFACTURING ENTERPRISES IN INDONESIA
Yonathan Said Marcos, Sautma Ronni Basana ................................................................. 62

FORMULATION STRATEGY OF MERCHANT BUSINESS GROUP DIVISION OF PT. BANK
CIMB NIAGA, TKB
Zulkiifli Rangkuti, Faras Zulina Ayunani ................................................................. 63

SERVICE-DOMINANT LOGIC AND CONSUMER CULTURE THEORY: VALUE CO-
CREATION IN SMALL BUSINESS COMMUNITY
Handyanto Widjojo, Avanti Fontana, Gita Gayatri, Agus W. Soehadi ................................................................. 64

DOES INDIGENOUS TRADITION DRIVE SOCIAL ENTREPRENEURSHIP?
Handyanto Widjojo, Sandy Gunawan ................................................................. 65

THE EFFECT OF FINANCIAL CONSTRAINTS, INVESTMENT OPPORTUNITY SET, AND
FINANCIAL REPORTING AGGRESSIVENESS TO TAX AGGRESSIVENESS
Reza Bayuaji, Amrie Firmansyah ................................................................. 66

ENTREPRENEURSHIP DEVELOPMENT MODEL FOR EMPOWERING WOMEN MICRO
ENTERPRISES IN RURAL AREAS (CASE OF MAJALENGKA DISTRICT)
Mulyaningrum, Ellen Rusliati, Mujibah A. Suyani ................................................................. 67

DO GENERATION X AND GENERATION Y HAVE A DIFFERENT PERCEPTION ON THEIR
JOB DEMAND AND JOB RESOURCES?
Herison Pandapotan Purba, Juliana Caesaria Tandung ................................................................. 68

THE INFLUENCE OF ORGANIZATIONAL CULTURE, KNOWLEDGE MANAGEMENT,
career development, and working environment to employee job
satisfaction (a case study in a port services company)
Wardoyo, Humairoh ................................................................. 69

RESPONSES OF RETAIL INTEREST RATE TO POLICY RATE IN INDONESIA
Aditya Suselo, Dony Abdul Chalid ................................................................. 70
ANALYSIS OF THE FACTORS AFFECTING CUSTOMER SATISFACTION AND ITS IMPACT TO REPURCHASE INTENTION OF TRAVELOKA CUSTOMER IN SEMARANG
Mdiantono, Ikka Septya Nuraini, Harry Soesanto ...

THE INFLUENCE OF BURNOUT AND ENGAGEMENT ON PERFORMANCE
Juliana Caesaria Tandung, Herison Pandapotan Purba, Kathleen, Hardianto Rumui ...

LEADING SALESPERSON: A CULTURE-BASED INVESTIGATION TOWARD THE EFFECTIVE LEADERSHIP CHARACTERISTICS IN INDONESIA
Mirwan Surya Perdhana, Rizal Hari Magnadi, I Made Bayu Dirgantara ...

CHART OF INTELLECTUAL CAPITAL IN INDONESIA
Tessa V. Soetanto, Pei Fun Liem ...

ASSISTANCE STRATEGY MODEL OF SEMARANG BATIK SMES
Agus Prasetyo Utomo, Endang Tjahjaningsih, Dewi Handayani UN ...

THE ROLE OF GREEN MARKETING STRATEGY FOR GREEN TOURISM
Rahmawati, Satria Putra Utama, M.Tody Arsyianto ...

THE TEST OF INTERNATIONAL PORTFOLIO DIVERSIFICATION
Puti Anom Mahadwartha, Christine Adi Njososutikto ...

INTEGRATIVE APPROACH: PSYCHOLOGY AND SPIRITUALITY AS PREDICTION OF TAXPAYER COMPLIANCE BEHAVIOR
Retnaningtyas Widuri, Yenni Mangoting, Elisa Tjongro ...

THE TECHNOLOGY ACCEPTANCE MODEL FOR PLAYING MOBILE GAME IN INDONESIA
Umi Kaltum, Rizki Rimadina ...

DEPOSITOR RESPONSE TO RISK OF LOCAL DEVELOPMENT BANKS: A CASE OF INDONESIA
R. Lina Risnaeni Ahmad, Eric Febrian ...

ANALYSIS OF INTEGRATED REPORTING IMPLEMENTATION ON COMPANIES IN INDONESIA FOR THE PERIOD OF 2014-2016
Bella Nathania, Hanna ...

BALANCED SCORECARD MODEL TO IMPROVE THE PUBLIC TRUST IN PRIVATE ZAKAT INSTITUTIONS (LAZ)
Sri Fadilah ...

CHANGES IN TICK SIZE AND ROUND LOT: IS IT EFFECTIVE TO INCREASE LIQUIDITY?
Vinardo Rajang, Christiana Fara Dharmastuti ...

LOGISTICS CLUSTERS TO DRIVE ECONOMIC COMPETITIVENESS IN INDONESIA
Yudo Anggoro, Harrison Campbell
DIGITAL MEDIA ADVERTISING DISRUPTION IN INDONESIA: WHAT INSIGHTS THAT COULD BE LEARNED?
Reza A. Nasution, Anna A. Agus ................................................................. 85

RELATIONSHIP ANALYSIS OF ECO-CONTROL, CARBON EMISSION DISCLOSURE AND ECONOMIC CONSEQUENCES (CASE STUDY OF OIL, GAS AND COAL COMPANIES IN NON ANNEX 1 MEMBER COUNTRIES)
Dody Hapsoro, Ambarwati ................................................................. 86

THE INFLUENCE OF BELIEF SYSTEM AND BOUNDARY SYSTEM ON INTELLECTUAL CAPITAL THROUGH IMPLEMENTATION OF ERP
Priskila Adiastih, Saerce Elsye Hatane, Shendy Christyanto .................................................. 87

ANALYSIS FRAMEWORK OF COMMITMENT – TRUST THEORY AND CONSUMER ATTITUDE AS DETERMINANTS OF ONLINE BOOKING INTENTION; A STUDY OF INDONESIAN DIGITAL NATIVES
Anna Riana Putria, Utomo Sarjono Putro ................................................. 88

STOCK AND BOND MARKET DEVELOPMENT AND THE ROLE OF ECONOMIC GROWTH AND FOREIGN DIRECT INVESTMENTS
Harjum Muharam, Ditya Setyowati ........................................................ 89

IS SELLER REPUTATION NO LONGER IMPORTANT IN THE DIGITAL BUSINESS (MARKETPLACE) LANDSCAPE? A STUDY OF THE BEST SELLING SMARTPHONE IN THE TWO BIGGEST MARKETPLACE IN INDONESIA
Alfian Budi Primanto, M. Khoirul ABS, Afi Rahmat Slamet ............................................. 90

SOFT SKILLS TRAINING AND ITS IMPACT TO LEARNING ACHIEVEMENT WITH MCCLELLAND’S NEED SATISFACTION THEORY AS A MODERATING VARIABLE: CASE STUDY AT FACULTY OF ECONOMICS STATE UNIVERSITY OF JAKARTA
Hania Aminah ................................................................. 91

DETERMINANT OF BANK DYNAMIC CAPABILITY AND IMPLICATIONS ON THE PERFORMANCE OF SMEs CREDIT DISTRIBUTION
Erie Febrian, Mokhamad Anwar, Layyinaturrabbaniyah .................................................. 92

FMEA AND FUZZY IMPLEMENTATION AS A PROCESS IMPROVEMENT STRATEGY CAUSED POTENTIAL FAILURE AT COMPONENT LEVEL
Mochammad Basjir ................................................................. 93

FACTORS AFFECTING DECISION TO CHOOSE BATIK TOUR VILLAGE
Tina Melinda, Denpharanto A. K, Juliuska Sahertian, Fabio Toreh ........................................ 94

AUDIT REPORT LAG, AUDIT GOING CONCERN QUALIFICATION AND FINANCIAL CRISIS: MALAYSIAN EVIDENCE
Ooi Chee Keong, Lau Yeng Wai ................................................................. 95
CONSUMERS' PURCHASE INTENTION TOWARDS ORGANIC SKIN CARE PRODUCTS IN JAKARTA: THE MEDIATING EFFECTS OF ATTITUDE

Andrian Haro
FORMULATION STRATEGY OF MERCHANT BUSINESS GROUP DIVISION OF PT. BANK CIMB NIAGA, TBK

Zulkifli Rangkuti, Faras Zulina Ayunani
ABFI Institute Perbanas

Abstract
Now a days, the transaction in Indonesia have a good growth and almost cashless. People like to using card for doing transaction in merchant or store. Along with that, banking industry see the opportunities in that situation, so they also provide facilities to process the transaction. PT. Bank CIMB Niaga, Tbk as one of acquiring bank in Indonesia should have a good strategy to dealing with the competition among acquiring bank. This study aims to analyze opportunities and threats faced by the Merchant Business Division of PT. Bank CIMB Niaga, Tbk, also possessed strengths and weaknesses of merchant business of PT. Bank CIMB Niaga, Tbk in developing the merchant product in acquiring business competition to improve the ranking of merchant business PT. Bank CIMB Niaga, Tbk in the merchant acquiring industry. Then to formulate and identify which strategy that should be applied in merchant business division of PT. Bank CIMB Niaga, Tbk.

Key Words: Porter’s Five Forces, Porter’s Value Chain Analysis, External Factor Evaluation (EFE), Internal Factor Evaluation (IFE), SFAS Matris, SWOT Matrix, IE Matrix, Grand Strategy Matrix, QSPM Matrix