







# Book of Abstracts

A|RLANGGA |NTERNAT|ONAL CONFERENCE ON ECONOMICS AND BUSINESS | 2018

DISRUPTION ERA: HOW SHOULD BUSINESS AND GOVERNMENT RESPONSE?

Faculty of Economics and Business - Universitas Airlangga Surabaya. October 24, 2018

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Do Wealthier Countries Life Longer? Evidence from Asia
The Impact Of Fossil And Renewable Energy For The Economy Growth In Indonesia39
Analysis Of Leading Sector With Dynamic Location Quotient Method In Lubuklinggau City, South Sumatera, Indonesia40
BUSINESS MANAGEMENT
The Influence Of Dividend Changes On Future Earnings Changes41
Capital Budgeting for Plant Relocation of PT. X42
The Influence of of Board Structure and Ownership Structure Toward Underpricing of IPO Firms in Indonesia43
Board Diversity and Dividend Payout Ratio : Evidence from Family Firms in Indonesia44
Cost and Benefit Analysis of Banking Financial Supply Chain Management (FSCM) Digital Platform Development45
Ownership Concentration and Earning Quality : Moderating Role of Board Diversity46
Reaction Of Cigarette Stock Market Companies The Announcement Of Changes In Retail Sell Prices And Excise Of Tobacco Products47
Capital Strategic Architecture to Optimize BPD's Role (Case Study of Bank Sumsel Babel)48
Family Ownership in Indonesia, Good or Bad?49
Profitability Mediation On The Relationship Of Activity Ratio And Firm Value: A Empirical Study On Consumer Goods Sub-Sector Firms Listed On Indonesia Stock Exchange In 2013-201750
Analysis Of CR4 And Herfindahl-Hirschman Index In Indonesian Banking Industry51

Benefit-Risk Framework Toward Lender Intention to Continue Invest on Peer to Peer Lending Platform in Indonesia
Comparative Analysis of Islamic Stocks Performance in Indonesia, Malaysia, Bahrain and The United Arab Emirates53
Reducing Adverse Selection Problem of Financing through Convertible Ijarah Contract54
Analysis Of Backward Integration Strategy In The Construction Company Case Study at PT Waskita Karya (Persero) Tbk55
Are Women Better? Board Gender Diversity and Dividend Policy56
Stock Split Influence on Investor Attention in Indonesia
Female Board Directorship and Firm Performance58
The PROPER Award, CSR Performance, and Market Performance In The Indonesia Stock Market: Does Environmental Award Create Value?59
Corporate Social Responsibility and Firm Value: Moderating Role of Profitability: Evidence from Indonesia60
The Effect Of Gender, Working Capital, Employee, Fixed Asset, And Obstacle To Access Finance On Small Business Performance (Study On The Food Industry Sector Recorded In The Office Of Industry, Trade, Cooperatives And Umkm Of Kendari City In 2017)
The efficiency of Sharia Rural Banks and Sharia Commercial Banks: A Comparison using Data Envelopment Analysis62
Mediation Role Of Perceived Internal Employability And Perceived External Employability, Self Efficacy And Empowerment Moderation Towards Employee Development Relationship To Turnover Intention63
Toward Sustainable Development Through CSR Program of PT. Holcim Indonesia Tbk at Tuban Plant
The Impact of Work Related Dimensions toward Career Commitment: Job Stress as Mediation Variable in Teller and Customer Service

The Relationship of Vision Mission Statement with Organizational Performance and Corporate Image on Indonesia's Most Admired Company- Bank Category66
The Effect of Authentic Leadership as Boundary Spanner on Role Conflict, Role Ambiguity and Task Performance in Branch Manager Bank67
A Multidimentional Approach to Perceived Insider Status and the Relationship with Organizational Citizenship Behavior68
Analysis Of Employee Participation, Industrial Relations Climate, And Organizational Commitment69
Performance Appraisal Design On Mail, Package, e-commerce, and Logistics Departement Case Study at Pos Indonesia – East Java Region70
Making Sense of Urban Tribe: The Motivational Factors of Motorcycle Club Membership71
Self Control, Perceived Opportunity, Knowledge and Attitude as Predictors of Plagiarism by University Students72
The Important Role Of Workplace Fun On Employee Voice Behavior In Industrial Sector73
Key Indicators Influencing Team Effectiveness in Project Based Team74
Intention to Integrate Environmental Ethics in Academic Activities in Higher Education Institutions in Indonesia75
Influence of Individual Characteristic and Positive Work Environment on Employee Performance Mediated by Work Engagement of Employees of PT. Patria Job Site in Tanjung City
Change Leadership and Javanese Culture of Indonesia77
Psychological Empowerment as the mediator between Individual Readiness for Change and Organizational Readiness for Change
Organizational Culture Types and Knowledge Sharing: Conceptual Approach

Performance Appraisal Analysis Of Employees In Tanggetada District Office, Kolaka Regency Southeast Sulawesi Province80
The Effect of Emotional Intelligent and Work Discipline on Performance In Regional Hospital Muna District
Leadership In Organizational Resilience: A Literature Review82
Comparison Of Consumption Attitude Across Different Social Classes Of Indonesian Consumers
Ethical Behavior and Customer Satisfaction toward Home Improvement Service Providers84
Business Strategy Formulation to Increase Profit and Market Share in Non-Tourism Hotel Industry (Case Study: Permata Land)85
Utilization of Social Media to Improve Palm Sugar SME Performance in Indonesia
Antecedents Repurchase Intention on Sport Fashion Product87
Perceived Quality, Customer Satisfaction, Switching Barrier and Customer Loyalty in Business to Business Context
The Service Quality Perception Of Patient Effect To Loyalty Through Patient Satisfaction As Intervening Variables In Pucang Sewu Community Health Center Surabaya
Antecedents Purchase Intention Towards Halal Cosmetic Products90
Perceptual Analysis Of Toyota Yaris City Car At Airlangga University Students: A Case Study Of City Car Vehicle Competition In Surabaya91
French Attitude Towards Travel Bloggers' Instagram Posts: A Study on Image Types and Their Engagement Among French Audience92
Necromancy Marketing: Reviving Local Wisdom as The Cornerstone of Indonesian Tourism93
Comparative Advertising The Effect of Comparative Advertising towards the Brand Attitude and Brand Image of Luxury Cars

Commercialization of Tourism Base Small and Medium Enterprises (SMEs)  Case study in Indonesia
Millenial Muslim Preference: Status or Culture?
Analysis of Customer Behavior Intention Towards Airbnb and Low Budget Hotel97
The Influence of Sales Promotion on Online Impulse Buying among Indonesian Online Shoppers: The Moderating Role of Mindfulness98
Influence Of Technology Acceptance Model On Student's Attitudes Toward Online Shopping99
Analyzing The Performance Gap Issue of Franchise System of PT Zahara Namora Wisata101
Proposed Operational System for Efficiencies and Optimizing by Conduct A New Standard Operating Procedure (SOP). Case Study: PT. Amiga Jaya Makmur
Determinant Factors of Competitive Strategy and Their Impact to Company Performance of Cable Industry in Indonesia103
The Analysis of Efficiency of Fish Auction Places in Banten Province104
Lean Thinking for Transportation Performance Improvement in Pharmaceutical Industry
Application of Inventory Control to Increase Sales Volume in ProQ Workshop as SMEs in Indonesia106
Evaluation on Domestic LNG Business for New Oil and Gas State-Owned Holding Company
Using Digital Technology To Optimize Capacity Utilization Rate For Cost Efficiency Of Ships Operational Of Tugboats In Digital Era108
Sustainable Development For Achieving A World Class University 109
Integrated Farming System for Eco-Tourism In Banyuwangi

Formula Development, Product Durability Enhancement, and Product Label Design 111	
Reassessment of the Entrepreneurship Orientation and Marketing Performance: The Emerging of Market Sensing Capability in Disruption Era	112
Collaboratory in Tourism Sector: Increasing Tourism by Maximize The Role of Stakeholders in Tourism to Develop Sharing Economy	113
Action Plan of Micro Business Development in Siak Regency	114
Analysis of Balanced Scorecard Implementation at State University as a Tool to achieve Institutional Goals, Vision, and Mission	115
E-Commerce Adoption In Improving Quality And Business Innovation Model With Market-Place	116
Personality and Entrepreneurial Motives of Islamic College Students: Environmental Support as Mediator	117
ACCOUNTING	
Huma Betang Cultural Influence In Budgetary Participation	118
The Effect of Family Ownership and Political Connection on Audit Fee a Audit Risk	
The Effect of Temporary Book-Tax Differences on Future Earnings Changes: The Moderating Role of Earnings Management	120
Analysis of Determinant of Sustainability Practice Based on Sustainable Development Goals' Target	121
The Effect of Political Connections and Agency Costs on Investment Efficiency Empirical Evidence from Indonesia	122
The Influence Of Firms Business Strategy On Tax Avoidance With Tax Risk As Moderating Variable	123

#### FP-152

### Necromancy Marketing: Reviving Local Wisdom as The Cornerstone of Indonesian Tourism

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#### ABSTRACT

Local wisdom is an important point of concern of Indonesian Ministry of Tourism in realizing sustainable tourism. Garut Regency is one of the regions in Indonesia that makes tourism as a regional superior commodity potential but unfortunately has serious problems, especially in marketing strategies. The purpose of this research is to map the potential of local wisdom that spread in Garut Regency and provide an alternative marketing strategy to sell its superior tourism potential. By using a mix-method approach, the initial data was obtained through interviews with 42 key persons to gather list of local wisdom from 42 sub districts in Garut Regency. Processed data in phase 1 was used as the basis information in creating the questionnaire that then distributed to 500 Garut people to rank the top 10 local wisdoms in Garut Regency. The third phase is the distribution of questionnaires to 400 West Java regional communities both who have come to Garut Regency as Nusantara tourists and who have never visited Garut to give their preference toward combination of local wisdom in Garut Regency. The results of this study are data of potential local wisdom of Garut Regency and alternative marketing strategies based on the preferences of Nusantara tourists. The benefits of this study can also be used as a consideration for the stakeholders of Garut Regency tourism who are part of hexa helix in developing Garut regency tourism and boost number of tourists to visit Garut Regency

Keywords: local wisdom; sustainable tourism; tourism marketing strategy; tourist preference