

DAFTAR KEPUSTAKAAN

- Ajzen, I., & Fishbein, M., 1977, Attitude Behavior Relations: A Theoretical Analysis and Review of Empirical Research, *Psychological Bulletin*, 84, 888 – 918.
- Ajzen, I., & Fishbein, M., 1980, *Understanding Attitudes and Predicting Social Behavior*, Prentice Hall, Englewood Cliffs, NJ.
- Allport, G. W., 1935, "Attitude." In C. Murchison (Ed.), *Handbook of Social Psychology*, Clark University Press, Worcester, MA, 798–844
- Altier, W. J., 1988, Direct Involvement of the Client's People Boon or Burden, *Journal of Management Consulting*, 4 (4), 19 – 22.
- Byrne, B., M., *Structural Equation Modeling with AMOS*, 2001, Lawrence Erlbaum Associates, Inc., Mahwah, New Jersey
- Beck, R. C., 2000, *Motivation Theories and Principles*, Fourth Edition, Prentice Hall.
- Congram, C. A., & Dumesic, R. J., 1986, Client-Centered Firms Win, *Journal of Management Consulting*, 3 (2), 45 – 51.
- Cooper, D. R., & Schindler, P. S., 2000, *Business Research Methods*, 7th edition. New York, Mc Graw-Hill, Co., Inc
- Covin, T. J., & Fisher T. V., 1991, Consultant and Client Must Work Together. *Journal of Management Consulting*, 6(4), 11 – 20.
- Davis, F. D., 1989, Perceived Usefulness, Perceived Ease of Use, and User Acceptance of Information Technology, *MIS Quarterly*, September 1989, 319 – 340.
- Dharmmesta, B. S., 1998, Theory Of Planned Behaviour dalam Penelitian Sikap, Niat dan Perilaku Konsumen, *Kelola*, 18(7), 85 – 103
- Dharmmesta, B. S., 2003, Sikap dan Perilaku Konsumen dalam Pemasaran: Sebuah Tinjauan Sosial-Kognitif, *Kajian Bisnis*, 29, 1 – 25
- Dillon, A. & Morris, M. G., 1996, User Acceptance of Information Technology: Theories and Models, *Annual Review of Information Science and Technology (ARIST)*, 31.

- Ferdinand, A., 2002, *Structural Equation Modeling dalam Penelitian Manajemen*, Edisi 2, Badan Penerbit Undip, Semarang.
- Fishbein, M., & Ajzen, I., 1975, *Belief, Attitude, Intention and Behavior: An Introduction to Theory and Research*, Reading MA., Addison Wesley.
- Fullerton, J. & West, M A., 1996, Consultant and Client Working Together?, *Journal of Managerial Psychology*, 11(6), 40 – 49.
- Gable, G. G., 1996, A Multidimensional Model of Client Success When Engaging External Consultants, *Management Science*, 42 (8), 1175 – 1196.
- Gable, G. G., & Chin, W. W., 2001, Client Versus Consultant Influence On Client Involvement In Computer Selection Projects: A Two-Actor Model Of The Theory Of Planned Behavior, *Twenty-Second International Conference on Information Systems*, 249-260
- Ghozali, I., 2001, *Aplikasi Analisis Multivariate dengan Program SPSS*, Badan Penerbit Undip, Semarang
- Goodhue, D. L., 1995, Understanding User Evaluations of Information Systems, *Management Science*. 41 (12), 1827 – 1844.
- Greenberg, J. & Baron, R. A., 2000, *Behavior in Organizations*, Seventh Edition, Prentice International Inc.,
- Hair, J., F. Jr. & Anderson R. E. et. al., 1998, *Multivariate Data Analysis*. Fifth Edition, Prentice Hall, Upper Saddle River, New Jersey
- Hawkins, D.I., K.A. Coney & R.J. Best, 1980, *Consumer Behavior: Implication for Marketing Strategy*, Business Publication Inc., Dallas, Texas, USA.
- Ives, B., Olson, M.H., 1984, User Involvement and MIS Success: A Review of Research, *Management Science*, 30 (5), 584 – 603.
- Ives, B., Olson, M.H., & Baroudi, J.J., 1983, The Measurement of User Information Satisfaction, *Communications of the ACM*, 26 (10), 785 – 793.
- Kekre, S., Krishnan M. S., & Srinivasan K., 1995, Drivers of Customer Satisfaction for Software Products: Implications for Design and Service Support, *Management Science*, 41 (9), 1456 – 1470.
- Kirsch, L. J., Sambamurthy, V., Ko, DG & Purvis, R. L., 2002, Controlling Information Systems Development Projects: The View from the Client, *Management Science*, 48 (4), 484 – 498.

- Kolb, D. A. & Frohman, A. L., 1970, Organizational Development Approach to Consulting, *Sloan Management Review*, 12, 51-65.
- Kotler, P., 1987, *Dasar-Dasar Pemasaran*, Jilid I, Edisi Ketiga, Terjemahan oleh W. W. Bakowatun, Intermedia, Jakarta.
- Lee, D., Park, J. & Ahn, J., 2001, On the Explanation of Factors Affecting E-Commerce Adoption, *Twenty Second International Conference on Information Systems*, 109 – 120.
- Lee-Partridge, J. E., & Ho, P. S., 2002, A Retail Investor's Perspective on the Acceptance of Internet Stock Trading, *Proceeding of the 36th Hawaii International Conference on System Sciences*.
- Lees, J. D. & Lees, Donna, D., 1987, Realities on Small Business Information System Implementation, *Journal of Systems Management*, 38, 6-13
- Lucas, H. J., Jr. & Plimpton, Rodney, B., 1972, Technological Consulting in A Grass Roots Action Oriented Organization, *Sloan Management Review*, 14, 17-36
- Malhotra, Y., & Galletta, D., F., 1999, Extending the Technology Acceptance Model to Account for Social Influence: Theoretical Bases and Empirical Validation, *Proceeding of the 32nd Hawaii International Conference on System Sciences*, 1 – 14
- Purwanto, B.M., 2002, The Effect of Salesperson Stress Factors on Job Performance. *Jurnal Ekonomi dan Bisnis Indonesia*, Vol 17(2), 150 – 169
- Santoso, S., 2003, *SPSS Statistik Multivariat*, Cetakan kedua, PT Elex Media Komputindo, Jakarta
- Sekaran, U., 2000, *Research Methods for Business: A Skill-Building Approach*. Singapore, John Wiley & Son Inc.
- Shays, E. M., 1987, Straight Talk About Management Consulting, *Journal of Management Consulting*, 4 (3), 28 – 30.
- Simon, A. & Kumar, V., 2001, Clients' View on Strategic Capabilities Which Lead to Management Consulting Success, *Management Decision*, 39(5), 362 – 372.
- Smith, J. & Love, Peter E. D., 2001, Adapting to Clients' Needs In Construction – A Dialogue, *MCB University Press*, 19(1/2), 71 – 78.

- Solimun, 2002, *Structural Equation Modeling Lisrel dan Amos*, Fakultas MIPA Universitas Brawijaya, Malang.
- Szajna, B., 1996, Empirical Evaluation of the Revised Technology Acceptance Model, *Management Science*, 42 (1), 85 – 92
- Tagiuri, R., 1987, Of Change and the Consultant, *Journal of Management Consulting*, 3 (4), 19 – 22.
- Tait, P. & Vessey, I., 1988, The Effect of User Involvement on System Success: A Contingency Approach, *MIS Quarterly*, 12(1), 91 – 108
- Tan, K. C., (2001), A Structural Equation Model of New Product Design and Development, *Decision Sciences*, 32(2), 195 – 226
- Turban, E., McLean, E., & Wetherbe, J., 2002, *Information Technology for Management*, John Wiley & Sons, Inc.,
- Utomo, Hargo, 2001, Studi Eksplorasi tentang Penyebaran Teknologi Informasi untuk Usaha Kecil dan Menengah, *Jurnal Ekonomi dan Bisnis Indonesia*, 16(2), 153 – 163
- Vocino, T., Pernacciaro, S. J., & Blanchard, P. D., 1979, An Evaluation of Private and University Consultants by State and Local Officials, *Public Administration Review*, 205 – 209.
- Washburn, S. A., 1987. Does Your Client Know What You Do?, *Journal of Management Consulting*, 4 (4), 5 – 7.
- Whyte, G. & Bytheway, A., 1999, Factors Affecting Information Systems' Success, *International Journal of Service Industry Management*, 7(1), 74 – 93