

DAFTAR PUSTAKA

- Achtenhagen, L., Melin, L., & Naldi, L. (2013). Dynamics Of Business Models - Strategizing, Critical Capabilities And Activities For Sustained Value Creation. *Long Range Planning*, 46(6), 427–442. <https://doi.org/10.1016/j.lrp.2013.04.002>
- Afandi, R. U. (2014). *Pengaruh Café Atmosphere Terhadap Keputusan Pembelian Pada Stillrod Café Surabaya*. 1–12.
- Aguilar-Rodríguez, I. E., & Arias-Bolzmann, L. G. (2023). Lifestyle And Purchase Intention: The Moderating Role Of Education In Bicultural Consumers. *Journal Of International Consumer Marketing*, 35(1), 30–46. <https://doi.org/10.1080/08961530.2021.2020702>
- Amran, T. G., Dewobroto, W., & Guntoro, A. H. (2020). *Rancangan Model Bisnis Produk Puzzle Splint Dengan Metode Lean Startup*. 9.
- Andre Da Silva, J., & Martins Vieira, F. (2014). *Business Dna: An Analysis Of Micro And Small Companies In The State Of Santa Catarina*. 115–134. <https://www.researchgate.net/publication/276917630>
- Bashir, M., Alfalih, A., & Pradhan, S. (2022). Sustainable Business Model Innovation: Scale Development, Validation And Proof Of Performance. *Journal Of Innovation And Knowledge*, 7(4). <https://doi.org/10.1016/j.jik.2022.100243>
- Bednár, I. R., & Tarišková, I. N. (2017). Indicators Of Startup Failure. *International Scientific Journal "Industry 4.0," Ii(5)*, 238–240. <http://www.eban.org/about-angel-investment/early-stage-investing->
- Björkdahl, J., Fallahi, S., & Holmén, M. (2022). Explaining Business Model Innovation Processes: A Problem Formulation And Problem Solving Perspective. *Industrial Marketing Management*, 105, 223–239. <https://doi.org/10.1016/j.indmarman.2022.05.012>
- Bocken, N., & Snihur, Y. (2020). Lean Startup And The Business Model: Experimenting For Novelty And Impact. In *Long Range Planning* (Vol. 53, Issue 4). Elsevier Ltd. <https://doi.org/10.1016/j.lrp.2019.101953>
- Böhm, M., Weking, J., Fortunat, F., Müller, S., Welppe, I., & Krcmar, H. (2017). *The Business Model Dna: Towards An Approach For Predicting Business Model Success*.
- Budiastuti, D., & Bandur, A. (2018). *Validitas Dan Reliabilitas Penelitian : Dilengkapi Analisis Nvivo, Spss, Amos*.

- Cantamessa, M., Gatteschi, V., Perboli, G., & Rosano, M. (2018). Startups' Roads To Failure. *Sustainability (Switzerland)*, 10(7), 1–19. <https://doi.org/10.3390/Su10072346>
- Cavalcante, S. A. (2014). Designing Business Model Change. *International Journal Of Innovation Management*, 18(2). <https://doi.org/10.1142/S1363919614500182>
- Chiou, J. S., Chou, S. Y., & Shen, G. C. C. (2017). Consumer Choice Of Multichannel Shopping: The Effects Of Relationship Investment And Online Store Preference. *Internet Research*, 27(1), 2–20. <https://doi.org/10.1108/Intr-08-2013-0173>
- Čiarnienė, R., & Vienažindienė, M. (2015). An Empirical Study Of Lean Concept Manifestation. *Procedia - Social And Behavioral Sciences*, 207, 225–233. <https://doi.org/10.1016/J.Sbspro.2015.10.091>
- Coes, B. (2014). *Critically Assessing The Strengths And Limitations Of The Business Model Canvas*.
- De Faria, V. F., Santos, V. P., & Zaidan, F. H. (2021). The Business Model Innovation And Lean Startup Process Supporting Startup Sustainability. *Procedia Computer Science*, 181, 93–101. <https://doi.org/10.1016/J.Procs.2021.01.106>
- Diawan, N. S., Kusumawati, A., & Mawardi, M. K. (2016). The Influence Of Store Atmosphere On Purchase Decision And Its Impact On Customer's Satisfaction. *Administrasi Bisnis*, 30(37), 8–16.
- Firli Musfar, T., Fandy Sitepu, R., & Wildah, W. (2023). Business Development Design Using The Business Model Canvas And Swot Analysis For Sesi Coffee Pekanbaru Perencanaan Pengembangan Bisnis Menggunakan Business Model Canvas Dan Analisis Swot Pada Sesi Coffee Pekanbaru. In *Management Studies And Entrepreneurship Journal* (Vol. 4, Issue 5). <http://journal.yrpiiku.com/index.php/msej>
- Gassmann, O., Frankenberger, K., & Csik, M. (2014). *Business Model Navigator*.
- George, G., & Bock, A. J. J. (2011). The Business Model In Practice And Its Implications For Entrepreneurship Research. *Ssrn Electronic Journal*. <https://doi.org/10.2139/ssrn.1490251>
- Goswami, N., Murti, A. B., & Dwivedi, R. (2023). Why Do Indian Startups Fail? A Narrative Analysis Of Key Business Stakeholders. *Indian Growth And Development Review*, 16(2), 141–157. <https://doi.org/10.1108/Igdr-11-2022-0136>

- Green, P. E., & Srinivasan, V. (1990). Conjoint Analysis In Marketing: New Developments With Implications For Research And Practice. *Journal Of Marketing*, 54(4), 3. <https://doi.org/10.2307/1251756>
- Guo, H., Guo, A., & Ma, H. (2022). Inside The Black Box: How Business Model Innovation Contributes To Digital Start-Up Performance. *Journal Of Innovation And Knowledge*, 7(2). <https://doi.org/10.1016/j.jik.2022.100188>
- Gupta, A., & Poddar, K. (2023). *Causes Of Startup Failure*. 8(11), 610–614.
- Hermawan, S., & Amirullah, M. S. (2016). *Metode Penelitian Bisnis Pendekatan Kuantitatif & Kualitatif*.
- Javadian Dehkordi, G., Rezvani, S., Selangor Darul Ehsan, C., & Navid Behravan, M. (2012). Blue Ocean Strategy: A Study Over A Strategy Which Help The Firm To Survive From Competitive Environment. *International Journal Of Academic Research In Business And Social Sciences*, 2(6). www.hrmars.com/journals
- Jiang, T., Kost, S., Doshi, P., Ching Ho, P., Dunn Phillips, S., Mutindi, E., Mueller, J. L., & Fitzgerald, T. N. (N.D.). *Systematic Review Crucial Business Model Elements For Medical Device Startup Companies In Emerging Markets*. www.elsevier.com/locate/vhri
- Johnson, P., Iacob, M. E., Välja, M., Van Sinderen, M., Magnusson, C., & Ladhe, T. (2013). Lnbip 144 - Business Model Risk Analysis: Predicting The Probability Of Business Network Profitability. In *Lnbip* (Vol. 144).
- Kaynak, E., & Kara, A. (2001). An Examination Of The Relationship Among Consumer Lifestyles, Ethnocentrism, Knowledge Structures, Attitudes And Behavioural Tendencies: A Comparative Study In Two Cis States. *International Journal Of Advertising*, 20(4), 455–482. <https://doi.org/10.1080/02650487.2001.11104906>
- Khanagha, S., Volberda, H. W., & Oshri, I. (2013). Business Model Transformation And Ambidexterity: Renewal Through Recursive Structural Alteration. *Academy Of Management Proceedings*, 2013(1), 15162. <https://doi.org/10.5465/ambpp.2013.15162abstract>
- Kunert, S. (2018). *Strategies In Failure Management*. <http://www.springer.com/series/10101>
- Lăzăroiu, G., Neguriță, O., Grecu, I., Grecu, G., & Mitran, P. C. (2020). Consumers' Decision-Making Process On Social Commerce Platforms: Online Trust, Perceived Risk, And Purchase Intentions. *Frontiers In Psychology*, 11(May), 1–7. <https://doi.org/10.3389/fpsyg.2020.00890>

- Lorenz, S., Heigl, B., Palmié, M., & Oghazi, P. (2024). From Business Models For Public Actors To Public *Service* Provision Models: Extending The Business Model Concept To The Public Sector. *Technological Forecasting And Social Change*, 201. <https://doi.org/10.1016/j.techfore.2024.123273>
- Louviere, J., Swait, J., & Swait, J. D. (2014). *Stated Choice Methods : Analysis And Applications Analysis And Applications* (First). Cambridge University Press.
- Maciejewski, G., Mokrysz, S., & Wróblewski, Ł. (2019). Segmentation Of Coffee Consumers Using Sustainable Values: *Cluster* Analysis On The Polish Coffee Market. *Sustainability (Switzerland)*, 11(3), 1–20. <https://doi.org/10.3390/Su11030613>
- Mahadevan, B. (2004a). *A Framework For Business Model Innovation*. <https://www.researchgate.net/publication/228466168>
- Manuel Gutierrez-Posadas, A., Vargas-Castillo, R. L., Carlos, J., Research, Q.-F., Vasquez, R., Research, -Rivas-Plata, Fidel, M., & Research, C.-D. (2016). Business Agile Model For Startups In The Meat Industry Using Digital Marketing, Lean Canvas And Lean Startup. *South American International Industrial Engineering And Operations Management*, 2023.
- Montenegro, J. F., Contreras, P. A., & Saenz, F. (2021). Hybridization Of The Kano Model And Business Model Canvas: Aeronautical And Metalworking Industry In Bogota, Colombia. *Heliyon*, 7(10). <https://doi.org/10.1016/j.heliyon.2021.E08097>
- Nur Romadhon, P., Wasiur Rizqi, A., & Hidayat. (2023). Analisis Pasar Segmentation, Targeting, Positioning, Dan Marketing Mix 4p Minuman Kopi Ud. Xyz. In *Jurnal Teknik Industri* (Vol. 9, Issue 1).
- Orme, B. K. (2005). Getting Started With Conjoint Analysis “Strategies For Product Design And Pricing Research.” In *Research Publishers Llc* (Second, Vol. 17, Issue 4). Research Publishers Llc.
- Osterwalder, A., & Pigneur, Y. (2010). *Business Model Generation*.
- Osterwalder, A., Pigneur, Y., Bernarda, G., & Smith, A. (2014). *Value Proposition Design*.
- Palmatier, R., Sivadas, E., Stern, L., & El-Ansary, A. (2020). *Marketing Channel Strategy: An Omni-Channel Approach*.
- Park, S., Lee, C. L., Oh, J., Lim, M., Chung, S. J., & Kwak, H. S. (2024). Online Consumer Testing Beyond Central Location Tests: A Case Study For Brewed Coffee. *Food Research International*, 187(April), 114349. <https://doi.org/10.1016/j.foodres.2024.114349>

- Pires, P. B., Santos, J. D., Brito, P. Q. De, & Marques, D. N. (2022). Connecting Digital Channels To Consumers' Purchase Decision-Making Process In Online Stores. *Sustainability (Switzerland)*, *14*(21), 1–21. <https://doi.org/10.3390/Su142114392>
- Pugna, A., Potra, S., Negrea, R., Miclea, Ş., & Mocan, M. (2016). A Refined Quality Attribute Classification Model For New Product And Service Strategic Design. *Procedia Computer Science*, *91*(Itqm), 296–305. <https://doi.org/10.1016/j.procs.2016.07.080>
- Rita Fiantika, F., Wasil, M., & Jumiyati, S. (2022). *Metodologi Penelitian Kualitatif*. www.globaleksekutifteknologi.co.id
- Rune, C. J. B., Münchow, M., Perez-Cueto, F. J. A., & Giacalone, D. (2022). Pairing Coffee With Basic Tastes And Real Foods Changes Perceived Sensory Characteristics And Consumer Liking. *International Journal Of Gastronomy And Food Science*, *30*(August), 100591. <https://doi.org/10.1016/j.ijgfs.2022.100591>
- Rusandi, & Rusli, M. (2004). *Merancang Penelitian Kualitatif Dasar/Deskriptif Dan Studi Kasus*. <http://repository.uin->
- Ruslan, M. R., Yoesdiarti, A., & Miftah, H. (2020). Analisis Preferensi Konsumen Terhadap Kopi Bogor Di Tiga Kedai Kopi Bogor. *6*, 101–114.
- Salsabilla, A. G., Santoso, I., Kamal, M. A., Septifani, R., & Choirun, A. (2024). Business Development Strategy Of Coffee Processing In Msmes Scale Using Bmc Approach And Swot-Ahp Integration. *Bio Web Of Conferences*, *90*. <https://doi.org/10.1051/Bioconf/20249003005>
- Santisteban, J., Morales, V., Bayona, S., & Morales, J. (2023). Failure Of Tech Startups: A Systematic Literature Review. *Lecture Notes In Networks And Systems*, *678 Lnn*(May), 111–126. https://doi.org/10.1007/978-3-031-30592-4_9
- Schejter, A. M., Serenko, A., Turel, O., & Zahaf, M. (2010). Policy Implications Of Market Segmentation As A Determinant Of Fixed-Mobile Service Substitution: What It Means For Carriers And Policy Makers. *Telematics And Informatics*, *27*(1), 90–102. <https://doi.org/10.1016/j.tele.2009.05.002>
- Schlüter, L., Kørnøv, L., Mortensen, L., Løkke, S., Storrs, K., Lyhne, I., & Nors, B. (2023). Sustainable Business Model Innovation: Design Guidelines For Integrating Systems Thinking Principles In Tools For Early-Stage Sustainability Assessment. *Journal Of Cleaner Production*, *387*. <https://doi.org/10.1016/j.jclepro.2022.135776>

- Sheehan, N. T., & Stabell, C. B. (2007). Discovering New Business Models For Knowledge Intensive Organizations. *Strategy And Leadership*, 35(2), 22–29. <https://doi.org/10.1108/10878570710734507>
- Spieth, P., Schneckenberg, D., & Ricart, J. E. (2014a). Business Model Innovation - State Of The Art And Future Challenges For The Field. *R And D Management*, 44(3), 237–247. <https://doi.org/10.1111/Radm.12071>
- Sun, Y., Yan, H., Lu, C., Bie Rongfang, & Thomas Peter. (2012a). A Holistic Approach To Visualizing Business Models For The Internet Of Things. *Communications In Mobile Computing*, 1:4, 1–8. <https://doi.org/10.1186/2191-0855-1-16>
- Szathmári, E., Varga, Z., Molnár, A., Németh, G., Szabó, Z. P., & Kiss, O. E. (2024). Why Do Startups Fail? A Core Competency Deficit Model. *Frontiers In Psychology*, 15(February), 1–9. <https://doi.org/10.3389/fpsyg.2024.1299135>
- Teece, D. J. (2010). Business Models, Business Strategy And Innovation. *Long Range Planning*, 43(2–3), 172–194. <https://doi.org/10.1016/J.Lrp.2009.07.003>
- Teixeira, C. S. B., & Pereira, L. L. F. (2015). Pereira Diamond: Benefits Management Framework. *The International Journal Of Business & Management*, 3(3). www.theijbm.com
- Triananda, R. (2011). *Desain Interior "Rockustik Cafe And Music "Di Solo Desain Interior "Rockustik Cafe And Music "Di Solo.*
- Weking, J., Hein, A., Böhm, M., & Krcmar, H. (2018). *A Hierarchical Taxonomy Of Business Model Patterns.* <https://doi.org/10.1007/S12525-018-0322-5/Published>
- Wirtz, B. W. (2020). *Business Model Management Design Process Instruments Second Edition.*
- Wu, H., Gonzalez, C., Fuentes, S., Dunshea, F. R., & Suleria, H. A. R. (2024). Assessing The Influence Of Spontaneous Fermentation On Consumer Emotional Responses To Roasted Arabica Coffee In A Biometric Approach. *Food Research International*, 195(August), 114973. <https://doi.org/10.1016/J.Foodres.2024.114973>
- Zott, C., & Amit, R. (2013). *The Business Model: A Theoretically Anchored Robust Construct For Strategic Analysis 1.*