Antecedents of Consumptive Behavior prior the Celebration of Eid

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Antecedents of Consumptive Behavior prior the Celebration of Eid 4 Al-Fitr During the Covid-19 Pandemic 5

Amaliyah Amaliyah¹ and Aminatus Zakhra² 6

Abstract

Astivities leading up to the selebration of Eid al-Fitr are the peak moments of crowds that cannot be avoided in Indusesia. The community, especially Muslim families, insthuciastically welcomed the celebration. This is marked by an increase in visitors to various shopping places. However, during the current pandemic, this communities behavior is still being carried out. This study intends to find out the community's perspective on the level of consumptive behavior before E.id draving the Covid-19 paralemic. This straly uses a quantitative method with the distribution of respondents in Machiea, East Java. The results of this study indicate that internal factors in terms of psychological and personal, and external factors in terms of culture and social dass affect consumptive behavior. Because these two things are ulways together in carrying out activities to fulfill wants and week, this is also reinforced by the habits of the Madurese community about of Eid, numely boosecoming activities despite the regional restrictions imposed by the government during the pandewic.

Keywords: Communitive behavior; Madura society; Eid al-Fite; Covid 19 paudemic

Introduction

- 20 The need to welcome Idul Firri in Indonesia is very high, both for food, clothing, and 21 secondary needs. Especially in Madura, which has two Eid-ul-Fitr and Idul Fitri holidays.
- 22 Alawiyah and Liata (2020) said that the pattern of consumptive behavior was considered
- 23 normal so that people continue to be in the capitalists' grip. This situation triggers unusual
- 24 actions so that spending will swell than usual.
- 25 The crowds of people who have been on the streets for almost a month can be seen in shops
- 26 that fulfill basic needs, traditional markets, as well as electronic and fashion shops. Even
- 27 though the current situation is not expected, as usual, the consumptive behavior carried out
- 28 by mothers is very high (Nichols et al., 2020). According to Assaad (2016), economic literacy
- 29 affects consumptive behavior. This shows that consumptive behavior is influenced by how
- 30 high the level of economic literacy is, the more rational consumptive behavior will be.
- 31 Economic growth in developed countries will impact the economy in Indonesia so that it can
- 32 increase the income per capita of the population and the standard of living of the people in
- 33 Indonesia. It is influenced by the shopping behavior of a housewife as a family financial
- 34 management or a comfortable shopping place and provides all consumer needs influencing
- 35 consumer behavior.

36 In addition, according to Solihat & Arnasík (2018), it is revealed that economic literacy has a

significant influence on consumptive behavior, which means that if there is an increase in 37



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economic literacy, the students' consumptive behavior will be more rational. Furthermore, according to the Central Statistics Agency (BPS) Quarter 1 (2019), the economy and authorization estimate that economic growth will be higher than the achievement in the first quarter of 2018, which was 5.06%, the leading supporter of which is more substantial household consumption. According to the Indonesian Retail Association (APRINDO), ahead of Eid al-Fitr, the number of mall visitors has experienced a drastic increase, between 200% to 300%. According to APRINDO, the number of mall visitors has increased by 100% in the moments leading up to Eid al-Fitr (Putra and Sakirno, 2011).

The explanations above show that consumptive behavior is very attached to society, both in the lower, middle and upper classes, for needs that may not be urgent. Most consumers make purchases without thinking about the long term or just fulfilling their prestige or lifestyle desires. With the current situation in the pandemic, it is better to use it to sale or invest existing funds so that they can be helpful for life to come. According to Livana et al. (2020), the Covid-19 pandemic has spread throughout the world and is facing a relatively high death rate and economic loss, and these conditions will affect the level of people's lives. Therefore, the government has implemented a large-scale lockdown and social borders (PSBB) to suppress the spread of COVID-19 and minimize the number of victims and the various types of losses due to the pandemic.

However, in reality, in Pamekasan, the middle and lower class people prefer to buy clothing and food that will be served when Eid al-Fitr arrives. Furthermore, this is unfortunate because, during the Covid-19 pandemic, people should limit gathering activities in order to break the chain of the Covid-19 virus (Gupta, 2021). The people's penchant for spending on knick-knacks cannot be used. This is because there is a prohibition by the government to minimize gatherings during Eid al-Fitr.

The phenomenon of buying goods before Eid 2 Fitr which was found in Pamekasan can be classified as a form of consumptive behavior. In the context of the COVID-19 pandemic, many researchers have adopted an analysis of consumer buying behavior because it can provide an overview of the impact of COVID-19 on consumer behavior, including in the form of consumptive behavior. This is as research by Sumbaga (2021) which found an increase in online purchases during the covid-19 pandemic. Another study was conducted by Affandy and Pratiwi (2021) who found that COVID-19 had changed the behavior of Muslim consumers in making purchases.

The results from the two previous studies support the link between the COVID-19 pandemic situation and consumer behavior. However, there is no research that specifically examines consumptive behavior before Eid al-Fitr and the factors that become its antecedents.

8 perefore, this study was carried out with the aim of analyzing the antecedents of consumptive behavior in the COVID-19 pandemic situation and ahead of the Eid al-Fitr celebration. The antecedents of consumptive behavior analyzed are limited to internal factors and external factors.

Method

The type of this research is causal quantitative to determine the effect of two independent variables, namely Internal Factor (X1) and External Factor (X2) on one independent variable,

43 namely Consumptive Behavior (Y). The tesearch data was obtained from distributing



- 5 jestionnaires to research respondents totaling 126 housewives in Pamekasan Regency. The
- 2 data obtained were then processed using multiple regression tests using the SPSS program.

3 Results and Discussions

- 4 Before the multiple regression test is carried out, it is necessary to carry out validity tests,
- reliability tests, and classical assumption tests. Following are the results of the validity test of
- 6 the Internal Factors (X1), External Factors (X2), and Consumptive Behavior (Y) variables
- sequentially:

Table 1. Validity test of Internal Factors (X1)

In 9 ators	Pearson Correlation	Signifikansi	Ke 3 angan
X1.1	.504**	0,001	Valid
X1.2	,501 ^{**}	0,001	Valid
X1.3	,452°°	0,001	Valid
X1.4	,482**	0,001	Valid
X1.5	,395™	0,001	Valid
X1.6	,589**	0,001	Valid
X1.7	,566"	0,001	Valid
X1.8	,468**	0,004	Valid
X1.9	,299**	0,001	Valid
XI.10	,430**	0,001	Valid

The results of the validity test of the Internal Factors (X1) variable in the table above show that all indicators of these variables are valid. This is based on the Pearson correlation value for each indicator which is greater than r table of 0.1460 (n=126), and the significance value of each indicator is less than 0.05. Thus it can be concluded that all indicators of the Internal Factors (X1) variable can be tested further in this study.

Table 2. Validity test of External Factors (X2)

Indicators	Pearson Correlation	Signifikansi	Keterangan
X2.1	,612°*	0,001	Valid
X2.2	,633**	0,001	Valid
X2.3	,573**	0,001	Valid
X2.4	,610°*	0,001	Valid
X2.5	,537**	0,001	Valid
X2.6	,662**	0,001	Valid
X2.7	,589*⁴	0,001	Valid
X2.8	,691*	0,001	Valid
X2.9	,561**	0,001	Valid
X2.10	,656**	0,001	Valid

9 he results of the validity test of the External Factors (X2) variable in the table above show that all indicators of these variables are valid. This is based on the Pearson correlation value for each indicator which is greater than r table of 0.1460 (n=126), and the significance value of each indicator is less than 0.05. Thus it can be concluded that all indicators of the External Factors (X2) variable can be tested further in this study.

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Table 3. Validity test of Consumptuve Behavior (Y)

Indicators	Pearson Correlation	Sig 10 kansi	Keterangan
Y1.	,581 ⁺⁺	0,001	Valid
Y2	,438™	0,001	Valid
Y3	,408**	0,001	Valid
Y4	,465**	0,001	Valid
Y5	,398**	0,001	Valid
Y6	,459**	0,001	Valid
Y7.	,492**	0,001	Valid
Y8	,548**	0,001	Valid
Y9	,477 ⁺⁺	0,001	Valid
Y10	,452**	0,001	Valid
Y11	,347**	0,001	Valid
Y12	361**	0,001	Valid

The results of the validity test of the Consumptive Behavior (Y) variable in the table above show that all indicators of these variables are valid. This is based on the Pearson correlation value for each indicator which is greater than r table of 0.1460 (n=126), and the significance value of each indicator is less than 0.05. Thus it can be concluded that all indicators of the Consumptive Behavior (Y) variable can be tested further in this study.

7. The following are the results of the reliability test of each variable in this study:

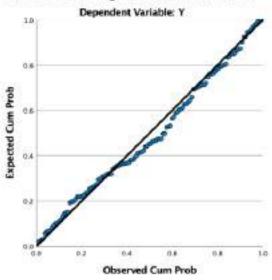
8 Table 4. Reliability Test

No	Variable	Cronbach's Alpha	Information
1	Internal Factor(x1)	0.612	Reliable
2	External Factors (x2)	0.813	Reliable
3	Consumptive behavior (y)	0.640	Reliable

Based on Table 4, it can be seen that the statement items of all variables starting from variables X1, X2, and Y are said 7 be reliable because the Combach alpha of each variable is more significant than 0.60. Thus, the classical assumption test can then be carried out which consists of a normality test, a multicollinearity test, and a heteroscedasticity test. The test results are as follows:

Figure 1. Result of Normality Test

Normal P-P Plot of Regression Standardized Residual



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Based on the picture above, it can be seen that the plot points always follow 12 nd approach the normal diagonal line of the standardized residual p-plot regression. Thus it can be stated that the residual value is normally distributed, so that the assumption of normality is met.

Table 5. Multicollinearity Test Results

No	Variable	Tolerance	VIF
1	(Constant)	5/5/4/4	n consum
2	Internal Factor(x1)	,726	1,374
1	External Factors (x2)	,728	1,374

The test results above show that the to 15 once value of the Internal Factors (X1) and External Factors (X2) variables is 0.728 greater than 0.10, and the VIF value of both is 1.374 less than 10. Thus, it can be stated that there is no multicollinearity symptom in regression model.

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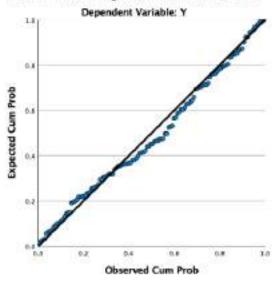
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Figure 2. Result of Heteroscedasticity Test





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The test results presented in the image above show that the points of 21 e scatter plot graph spread above and below the value 0. In addition, these points also do not form a certain pattern. Thus it can be stated that there is no heteroscedasticity problem in the regression model.

After the data passes the validity, relia 13 y, and classical assumptions as described above, then multiple regression tests can then be carried out to determine the effect of the independent variable on the dependent variable. Here are the results of the multiple regression test:

Table 6. Results of Multiple Regression Analysis

Model		Unstand Coefficie		Standardized Coefficients			Collinearity Statistics	
		Std. B Error	Beta	t	Sig.	Tolerance	VIF	
1.	(Constant)	14.168	2.479	12232	5.715	<.001	3000	
	X1	-577	397	.487	5.965	<.001	,728	1.374
	X2	.196	.070	.226	2.775	.006	.728	1.374

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The results of t test of the multiple linear regression test in the label above show that both the Internal Factors (X1) and External Factors (X2) variables are a positive and significant influence on Consumptive Behavior (Y). This can be seen in the significance value of the two independent variables which is smaller than 0.05. The nature of the positive influence can be seen in the positive value of the Unstandardized Coefficients (B) of the two variables, namely 0.577 for X1 and 0.196 for X2.

The following are the results of the simultaneous influence test of the two independent variables on the dependent variable:

Table 7. F Test Results

			ANOV	Λ-		
Model		Sum of Squares	df	Mean Square	F	Sag.
1	Regression	672.679	2	336.339	41.588	<.0016
	Residual	994.750	123	8.087		
	Total	1667,429	125			

b. Predictors: (Constant), X2, X1

- The results above indicate that there is a simultaneous positive and significant influence of 3 Internal Fa¹⁸ rs (X1) and External Factors (X2) on Consumptive Behavior (Y). This can be
- 4 seen from the significance value of the effect of 0.001 which is smaller than 0.05 and the
- 5 positive F value, which is 41.588.

Internal Factors Affect Consumptive Behavior

- 7 Based on the results of the analysis described previously, it can be seen that Internal Factors
- 8 (XI) have a significant positive effect on Consumptive 16 havior (Y). That is, the higher the
- 9 Internal Factors, the higher the Consumptive Behavior. This result is in line with the findings
- 10. of previous research by Musrifan and Hariyanto (2020); Gumulya and Widiastuti (2013); and
- Pemani et.al. (2017). 11

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- 12 The internal factors consist of psychological and personal factors so that when Celebrating
- Eid al Fitr, they will not miss this sacred moment, on the pretext that this moment is only 13
- 14 done once a year. According to Oktafikasari and Mahmud (2017), hedonic conformity,
- 15 economic literacy, consumptive lifestyle, mediation, and non-mediation lifestyle affect
- 16 consumptive behavior. 3 restyle is one of the psychological factors of a person to carry out
- consumptive behavior. From the results of this statement, it can be revealed that internal 17
- 18 factors can influence consumptive behavior.

19 Consumptive behavior during Ramadan was also stated by Hasanah (2020) that there was an

- 20 increase in consumption cos 6 during the month of Ramadan. The increase in expenditure
- includes the consumption of food and drink and the purchase of clothing in preparation for 21
- 22
- Eid. It turned out the at that moment, people tended to be consumptive in spending their funds. Consumptive behavior in the month of Ramadan with other months experienced a 23
- 24 significant difference. In addition, every family will flock to buy necessities during the holiday,
- 25 20thing and food, which they may not need, and follow the tradition every year. However, at
- the time of the Covid-19 pandemic, they were no longer in the habit. One of the reasons is 26
- 27 because the government forbids and recommends staying at home and they think they cannot
- 28 celebrate and it is useless to buy wishes like in previous years. Hackal et al. (2020) revealed that the influence of the COVII 819 virus caused the government to set large-scale social 29
- restrictions (PSBB) in these areas to prevent the spread of the virus. This has no effect be 8 re 30
- and after the approach is given as a reminder to limit the consumptive nature, and it is not 31
- 32 effective in reducing people's consumptive behavior during this covid 19 pandemic (Dulam
- 33 et al., 2021).
- 34 Consumptive behavior from internal factors, including psychological and personal factors,
- 35 Susiana (2018) states that consumptive impulses are buying goods or services without
- planning, namely to support appearance and prestige. Another reason, because they want to 36

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- 1 take gifts from every purchase that is spent. Another internal factor, namely from a personal
- perspective, in terms of age, also affects consumptive behavior. When homemakers are young, 2 3 they do not buy all the things they want every year, but they may have their budget every
- 4 month to spend money. In terms of work and their economic level, they spend extravagantly
- because of the need for current trends, such as clothes and accessories. Suryono et al. (2018) 5
- research states that homemakers are actors who always take into account the profits and losses 6
- 7 of their transactions using mobile goods loans, but this indirectly creates consumptive
- behavior in homemakers. Furthermore, homemakers tend to be consumptive to spend their 8
- 9 money in the previous months, especially during religious celebrations.
- During the current Covid 19 Pandemic, they have suppressed everything to buy all their 10
- 11 previous wishes apart from staying at home to comply with the ban on gathering with relatives
- and neighbors and preventing the transmission of this Covid 2) virus to their families and 12
- health is essential for them. Furthermore, according to Livana et al. (2020) revealing that the 13
- 14 Covid 19 pandemic has spread throughout the world where this disease has attacked many
- 15 countries to the point of facing a relatively high death rate and economic loss, with the
- community is likely to be consumptive, which is usually done every moment. They begin to 16
- reduce their consumptive intensity (entice et al., 2014). 17
- 18 Similarly, in terms of internal factors (Kim, et. 2013), there are psychological factors,
- motivation, and the perception that the marketing aspect offered by the mass media during 19
- the month of Ramadan is very intensive for promotion. Nurjayanti and Arindawati (2019) 20
- stated that the promotions carried out ville also very intense to reach all groups, and here it 21
- was given the impression of being very excessive and concerned with the desire to consume 22
- 23 the products presented and attached to the meaning of Eid. According to Solihin (2016), the
- 24 exposure to advertising was so intense that there was a shift among urban lifestyles to become
- 25 consumptive.

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External Factors Affect Consumptive Behavior

- 27 The results of the analysis show that External Factors (X2) have a significant positive effect
- 28 on Consumptive Behavior (16 This shows that the higher the External Factors, the higher
- 29 the Consumptive Behavior. This result is in line with the findings of previous research by
- Musrifan and Hariyanto (2020) and Nisa and Arief (2019). 30
- 31 External factors include the culture of the Indonesian people, especially in Madura.
- 32 Celebrating Eid al-Fitr is a critical moment that must be celebrated as much as possible. This
- 33 is contrary to the teachings of Islam so as not to overdo it in celebrating because it is a
- 34 redundant act that Allah SWT and His Messenger do not like.
- 35 According to Hayati (2021), it is concluded from his research that there is a positive influence
- 36 between religiosity and culture on buying decisions. With this, a person's level of religiosity to
- 37 make decisions can influence their decisions to be consumptive or not. Meanwhile, according
- 38 to Vidiadari (2020), this phenomenon further emphasizes that shopping activities that have
- 39 soared have become rituals themselves. It can even be said that shopping is an integral part
- 40 that is difficult to separate from the religious ritual itself. Culture every year. In addition,
- 41 according to Fadli and Arumsari (2016), it is said that during the holiday, people flock to the
- surface instead of wanting to return to being holy by wearing new goods, but being trapped 42
- 43 in consumerism and buying things greedily.



- 1 Firmansjah and Prajawati (2016) stated that "environmental factors as one determinant of
- 2 ethical consumption behavior. There is also a significant relationship between materialism and
- 3 ethical consumption behavior. These findings indicate that the majority of Muslim consumers
- 4 showing interest in ethical consumption behavior." Because every year they celebrate, but in
- 5 this Covid 19 Pandemic they do not celebrate, even though seen from other elements namely
- social class and social groups they have reduced consumptive behavior because of this
- situation. In addition, this study assumes that health is more important because the hospital
- 8 and treatment are more than capable, and they feel it is bazardous.

Internal Factors and External Factors Against Consumptive Behavior 9

- 10 Internal and external factors simultaneously affect the consumptive behavior variable because
- the significance value is 0.001 and the F value is positive 41,588, which means that X1 and 11
- 12 X2 on Y simultaneously are positive and significant. Internal factors in terms of psychological
- and personal as well as external factors in terms of culture and social class affect consumptive 13
- behavior (Aksoy et al., 2019). These two things can always be together in carrying out activities 14
- 15 both to fulfill wants at 17 eeds. Mardiah (2019) shows that internal factors and exten 19 factors
- 16 significantly influence the consumptive behavior of the Muslim community, and the dominant
- factor that significantly influences the consumptive behavior of the Muslim community in 17:
- Pekanbaru City is the internal factor. 18
- 19 Eid al-Fitr, during the COVID-19 pandemic, the government imposed PSBB (large-scale
- social restrictions), namely restrictions on people traveling out of town. This is in stark 20
- 21 contrast to the culture of the Madurese people to return to their place of origin from overseas,
- 22 which is to visit people. Parents or relatives every year, So, they assume that they are only in
- their homes or just saying hello on their social media with restrictions. The use of social media 23
- cannot be separated from various in the separated from various in 24
- Nurjayanti and Arindawati (2019), advertising is the best known and most discussed form of 25
- promotion because of its affordable power. Hidayat (2016) shows that capital owners have 26
- 27 predicted Ramadan ahead of Eid al-Fitr to sell products marketed as symbols and signs and
- 28 consumers' motives. In addition, consumptive behavior is based on lust, anger, and wisdom
- 29 and because everything will return to human behavior, whether buying goods is to fulfill their
- 30 life needs or because of their desires resulting from internal and external conditions.

31 Conclusion

- 32 Based on the explanation above, it is stated that internal factors consisting of motivation,
- 33 perception, and belief affect consumptive behavior, which the Madurese community
- 34 considers high sacredness when celebrating Eid al-Fitr because the moment only happens
- 35 once a year. However, external factors influence consumptive behavior, namely in terms of
- culture and social class. 36
- Simultaneously, internal and external factors also influence consumptive behavior. These two 37
- 38 things can alwa 3 be together in carrying out activities both to fulfill wants and needs. In
- 39 Mardiah (2019), internal and external fac 19 significantly influence the consumptive behavior
- of the Muslim community, and the dominant factor that significantly influences the 40
- consumptive behavior of the Mus 81 community in Pekanbaru City is the internal factor. 41
- 42 However, there are differences in behavior during the Covid 19 Pandemic. Consumptive
- 43 behavior in some people has begun to decrease in spending some of their funds. This is

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- 1 because people already understand health protocols by reducing outdoor activities to avoid
- overcrowding.
- 3 Moreover, the government's restrictions on community activities are carried out so that it
- 4 affects consumptive behavior. Consumptive behavior should be avoided because it is not
- 5 good and a wasteful act prohibited by religion. Buying necessities should be tailored to the
- 6 needs so that the goods will be helpful for both the short and long term.

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- 11 the team and also the respondents. Hopefully this research will give benefits to the
- 12 community.

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