**ABSTRACT** 

The Influence of Brand Awareness and Brand Association on Consumer Buying

Interests of Apple Iphone Smartphones in South Tangerang City

Aditya Wardana 1), Dr. Yohanes Totok Suyoto, S.S., M.Si. 2)

1) Student of Management Department, Pembangunan Jaya University

<sup>2)</sup> Lecturer of Management Department, Pembangunan Jaya University

This study aims to determine brand awareness and brand association on consumer buying

interest in Apple iPhone smartphones in South Tangerang City. The independent variables

in this study are Brand Awareness and Brand Association, while the dependent variable is

Purchase Intention. The sampling technique of 110 people used non-probability sampling

with purposive sampling. The analytical method used is regression. The results of testing

the brand awareness variable on purchase intention show a positive and significant effect.

Then the results of brand association variables also show positive and significant results

on consumer buying interest in Apple smartphone products.

Keywords: Brand Awareness, Brand Association, Purchase Intention

Libraries : 29

Publication Years : 2018 - 2022

ANG