ABSTRACT

This study aims to measure the role of packaging, price perception, brand image, and perceived quality to predict purchase intention of power tools products. Data collection was carried out using a questionnaire instrument. The sample selection technique used is purposive sampling. Respondents were 160 power tools consumers in the province of DKI Jakarta. Data analysis technique uses Partial Least Square-Structural Equation Modeling. The results showed that packaging had a positive effect on price perception and quality perception but not on brand image. Meanwhile, price perception, brand image, and perceived quality have a positive effect on purchase intention.

Keywords: Packaging, perceived price, brand image, perceived quality, purchase intention