

DAFTAR PUSTAKA

- Albana, H. (2022). Fenomena Deception Behavior di Media Sosial. *Suara Aisyiyah*. Diakses dari <https://suaraaisyiyah.id/fenomena-deception-behavior-di-media-sosial/>
- Alkis, Y., Kadirhan, Z., & Sat, M. (2017). Development and Validation of Social Anxiety Scale for Social Media Users. *Computers in Human Behavior*, 72, 296-303. <https://doi.org/10.1016/j.chb.2017.03.011>
- Alsamadani, H. A. (2017). The Effectiveness of Using Online Blogging for Students' Individual and Group Writing. *International Education Studies*, 11(1), 44. <https://doi.org/10.5539/ies.v11n1p44>
- Anam, K. (2022). *Instagram & Tiktok Minggir, Ini Raja Platform Sosial Media RI*. CNBC Indonesia. Diakses dari <https://www.cnbcindonesia.com/tech/20220612115314-37-346302/instagram-tiktok-minggir-ini-raja-platform-sosial-media-ri>
- Aryati, P. D. (2012). Hubungan Antara *Self-Esteem* dan *Impression Management* dengan *Online Deception* pada Mahasiswa Program Studi Psikologi Fakultas Kedokteran Universitas Sebelas Maret. (Skripsi Sarjana, Universitas Sebelas Maret). <https://candrajiwa.psikologi.fk.uns.ac.id/index.php/candrajiwa/article/view/39>
- Azka F., Firdaus, D. F., & Kurniadewi, E. (2018). Kecemasan sosial dan ketergantungan media sosial pada mahasiswa. *Psypathic: Jurnal Ilmiah Psikologi*, 5(2), 201-210. <https://doi.org/10.15575/psy.v5i2.3315>
- Azwar, S. (2012). *Penyusunan Skala Psikologi edisi 2*. Yogyakarta: Pustaka Pelajar.
- Bagla, S. (2020). *Instagram vs Facebook vs Twitter vs Snapchat: Which is Better for Business Marketing*. TechMagnate. Diakses pada 10 Mei 2023 dari <https://www.techmagnate.com/blog/instagram-vs-facebook-vs-twitter-vs-snapchat-which-better-business-marketing/>

- Banerjee, R. (2002). Children's Understanding of Self Presentational Behavior: Links with Mental-State Reasoning and the Attribution of Embarrassment. *Merrill-Palmer Quarterly, Wayne State University Press*, 48(4), 378-404.
- Boyd, D. M., & Ellison, N. B. (2008). Social Network Sites: Definition, History, and Scholarship. *Journal of Computer-Mediated Communication*, 13, 210-230.
- Carson, T. L. (2010). *Lying and deception (1st ed.)*. Oxford University Press.
- Croson, R., & Gneezy, U. (2009). Gender differences in preferences. *Journal of Economic Literature*, 47(2), 448–474. <https://doi.org/10.1257/jel.47.2.448>
- Dean, B. (2023). *Instagram Demographic Statistics: How Many People Use Instagram in 2023?* Backlinko. Diakses pada 10 Mei 2023 dari <https://backlinko.com/instagram-users>
- DePaulo, B. M., Lindsay, J. J., Malone, B. E., Muhlenbruck, L., Charlton, K., & Cooper, H. (2003). Cues to deception. *Psychological Bulletin*, 129(1), 74–118. <https://doi.org/10.1037/0033-2909.129.1.74>
- Diga, M., & Kelleher, T. (2009). Social media use, perceptions of decision-making power, and public relations roles. *Public Relations Review*, 35, 440–442.
- Ersyafiani, N. (2018). Di balik finsta, akun-akun palsu di Instagram. Liputan6.Com. Diakses dari <https://www.liputan6.com/health/read/3589474/di-balik-finsta-akun-akun-palsu-di-instagram>
- Fan, W., Zhong, Y., Li, H., Meng, C., You, C., & Fu, X. (2016). The influence of self-control in the perceived of deception and deception. *Acta Psychologica Sinica*, 48(7), 845–856. Diakses dari <https://doi.org/10.3724/SP.J.1041.2016.00845>
- Fan, W., Ren, M., Zhang, W., Xiao, P., & Zhong, Y. (2020). Higher Self-Control, Less Deception: The Effect of Self-Control on Deception Behaviors. *Advances in Cognitive Psychology*, 16(3), 228 - 241. Diakses dari <https://10.5709/acp-0299-3>

- Faradiba, R. (2021). Pengaruh *Self-Presentation* terhadap *Deception Behavior* di Media Sosial pada Dewasa Awal di Jabodetabek. *Undergraduate Thesis*, Universitas Pembangunan Jaya.
- Feldman, R. (2004). Truth, Lies, and Self-Presentation: How Gender and Anticipated Future Interaction Relate to Deceptive Behavior. *Journal of Applied Social Psychology*, 34(12), 2602-2615. Diakses dari https://www.academia.edu/33732622/Truth_Lies_and_Self-Presentation_How_Gender_and_Anticipated_Future_Interaction_Relate_to_Deceptive_Behavior1
- Feldman, R. S., Forrest, J. A., & Happ, B. R. (2002). Self-Presentation and Verbal Deception: Do Self-Presenters Lie More? *Basic and Applied Social Psychology*, 24(2), 163–170. http://dx.doi.org/10.1207/S15324834BASP2402_8
- Fortunata, P. (2020). Mengapa netizen menjadi lebih real di akun kedua media sosial mereka? Kumparan.Com. Diakses dari <https://kumparan.com/karjaid/mengapa-netizen-menjadi-lebih-real-di-akun-kedua-media-sosial-mereka-1skzIIwxPY>
- Fullwood, C., James, B. M., & Chen-Wilson, C.J. (2016). Self-Concept Clarity and Online Self-Presentation in Adolescents. *Cyberpsychology, Behavior, and Social Networking*, 19(12), 716-720. <https://doi.10.1089/cyber.2015.0623>
- Gerlach, P., & Hertwig, R. (2019). Supplemental material for the truth about lies: A meta-analysis on dishonest behavior. *Psychological Bulletin*, 145(1), 1–44. <https://doi.org/10.1037/bul0000174.supp>
- Ghozali, Imam. 2018. Aplikasi Analisis Multivariate dengan Program IBM SPSS 25. Badan Penerbit Universitas Diponegoro: Semarang.
- Ghufron, M. N., & Suminta, R. R. (2010). Teori-Teori Psikologi. Yogyakarta: Ar-Ruzz Media. ISBN 978-979-25-4708-5. Diakses dari <http://repository.iainkediri.ac.id/584/>
- Goffman, E. (1959). *The presentation of self in everyday life*. Doubleday.

- Gravetter, F. J., & Forzano, L.-A. B. (2017). *Research methods for the behavior behavioral sciences (6th ed.). Cengage Learning.*
- GRIN. (2021). *Instagram vs YouTube Influencers - Which Should You Choose For Your Brand?* Diakses dari <https://grin.co/blog/instagram-vs-youtube-influencers/>
- Handayani, P. (2017). Hubungan antara harga diri dengan presentasi diri pada pengguna instagram [Universitas Muhammadiyah Malang]. In Skripsi. <https://doi.org/10.22146/gamajop.36941>
- Hasan, M. I. (2002). Pokok-Pokok Materi Statistik 1 (Statistik Deskriptif), edisi kedua. Bumi Aksara: Jakarta.
- Hayuputri, F. M. (2019). Akun Palsu di Media Sosial dalam Kaitannya dengan Deindividuasi. *Buletin KPIN (Konsorsium Psikologi Ilmiah Nusantara)*, 5(19). Diakses dari <https://buletin.k-pin.org/index.php/arsip-artikel/477-akun-palsu-di-media-sosial-dalam-kaitannya-dengan-deindividuasi>
- Hitsch, G., & Hortaçsu, A. (2005). *What Makes You Click: An Empirical Analysis of Online Dating**, University of Chicago. https://home.uchicago.edu/~hortacsu/online_dating_feb2005.pdf
- Hogg, M. A., & Vaughan, G. M. (2018). *Social psychology 8th edition*. Pearson Education Limited.
- Huberts, L. C. E., Schoonhoven, M., Goedhart, R., Diko, M. D., & Does, R. J. M. M. (2018). The performance of control charts for large non-normally distributed datasets. *Quality and Reliability Engineering International*, 34(6), 979–996.
- Ifana, A., Ratrini, N.P.S., Yunanto, K.T., & Selviana. (2018). *Deception Behavior: Fenomena Pengguna Media Sosial Masa Kini*. Buletin KPIN, 4(19). Diakses dari <https://buletin.k-pin.org/index.php/arsip-artikel/321-deception-behaviour>
- Kapoor, K. K., Tamilmani, K., Rana, N. P., Patil, P., Dwivedi, Y. K., & Nerur, S. (2017). *Advances in Social Media Research: Past, Present and Future*. *Information Systems Frontiers*, 1-28.

- Kietzmann, J. H., Hermkens, K., McCarthy, I. P., & Silvestre, B. S. (2011). Social media? Get serious! Understanding the functional building blocks of social media. *Business Horizons*, 54(3), 241-251.
- Kolesnyk, D., de Jong, M. G., & Pieters, R. (2021). Gender Gaps in Deceptive Self-Presentation on Social-Media Platforms Vary With Gender Equality: A Multinational Investigation. *Psychological Science*, 32(12), 1952–1964. <https://doi.org/10.1177/09567976211016395>
- Kumar, G. P., & Vasimalairaja, M. (2018). *Benefits of Using Social Media. Conference: Impact of Social Media on Education in The Present Scenario at Krishna College of Education*. Diakses dari https://www.researchgate.net/publication/332680826_BENEFITS_OF_USING_SOCIAL_MEDIA
- Lohse, T., & Qari, S. (2014). Gender differences in deception behaviour – the role of the counterpart. *Applied Economics Letters*, 21(10), 702–705. <https://doi:10.1080/13504851.2013.848020>
- Luik, J. (2010). Media sosial dan presentasi diri. In Asosiasi Pendidikan Tinggi Ilmu Komunikasi. Asosiasi Pendidikan Tinggi Ilmu Komunikasi. <http://repository.petra.ac.id/15386/>
- Mahmud, K. N. (2021). Pengaruh interpersonal trust terhadap self- presentation pada remaja pengguna instagram skripsi [Universitas Muhammadiyah Malang]. <https://eprints.umm.ac.id/78603/1/SKRIPSI.pdf>
- Manning, J. (2014.) Social media, definition and classes of. In K. Harvey (Ed.), *Encyclopedia of social media and politics* (pp. 1158-1162). Thousand Oaks, CA: Sage. Diakses dari https://www.researchgate.net/publication/290514612_Definition_and_Classes_of_Social_Media
- Marsela, R. D. & Supriatna, M. (2019). Kontrol Diri: Definisi dan Faktor. *Journal of Innovative Counselling: Theory, Practice & Research*, 3(2), 65-69.
- MeyerFoundation. (2016). *Social Media Platform Comparison*. Georgetown University. Diakses dari <https://csic.georgetown.edu/wp-content/uploads/2016/10/platform-comparison.pdf>

- Michikyan, M., Dennis, J., & Subrahmanyam, K. (2015). Can You Guess Who I Am? Real, Ideal, and False Self-Presentation on Facebook Among Emerging Adults. *Emerging Adulthood*, 3(1), 55-64. Diakses dari <https://journals.sagepub.com/doi/10.1177/2167696814532442>
- Moningka, C. (2021). Self-Deception Di Media Sosial: Saya Malu, Saya Menipu. *Buletin KPIN*, 7(5). Diakses dari <https://bulletin.kpin.org/index.php/arsip-artikel/799-self-deception-di-media-sosial-saya-malu-saya-menipu>
- Moningka, C., & Selviana. (2021). Pengembangan Skala Deception Behavior in Social Media. *Jurnal Psikologi Ulayat*, 8(1), 110-122. <https://doi.10.24854/jpu143>
- Myers, D. G. (2010). *Social psychology*, (10 Ed.). In McGraw-Hill (10th ed.). <https://books.google.co.id/books?id=Ld3gtwEACAAJ&dq=myers+soci al+psychology&hl=id&sa=X&ved=2ahUKEwjM1P6L3LnsAhXhFLcAHU26D5UQ6AEwBXoECAYQAO>
- Nasrullah, R. (2016). Media Sosial: Perspektif Komunikasi, Budaya, dan Sosioteknologi. Bandung: Simbiosa Rekatama Media.
- Nissa, S. I., & Rahmawati, Y. (2019). *Merasa Tertipu, Pasangan Tinder Pakai Foto Palsu dari Sumber Tak Terduga*. Suara.com. <https://www.suara.com/lifestyle/2019/03/18/200500/merasa-tertipu-pasangan-tinder-pakai-foto-palsu-dari-sumber-tak-terduga>
- Nissa, S. I., & Rahmawati, Y. (2019). *Pria ini Pakai Filter Gender Swap untuk Foto Profil Tinder, Ini Akibatnya*. Suara.com. <https://www.suara.com/lifestyle/2019/05/16/143807/pria-ini-pakai-filter-gender-swap-untuk-foto-profil-tinder-ini-akibatnya>
- Oestreicher-Singer, G., & Zalmanson, L. (2013). Content or community? A digital business strategy for content providers in the social age. *MIS Quarterly*, 37(2), 591-616.
- Oghenekaro, B. E. (2019). *The danger of self-deception*. The Church of Christ. <http://cocgrey.com/the-danger-of-self-deception/>

- Osterrieder, A. (2013). The value and use of social media as communication tool in the plant sciences. *Plant Methods*, 9(1), 26. <https://doi.org/10.1186/1746-4811-9-26>
- Parker, S.P. (2003). *McGraw-Hill Dictionary of Scientific and Technical Terms*. McGraw-Hill Dictionary of Scientific and Technical Terms. McGraw-Hill Education. Diakses dari <https://books.google.co.id/books?id=xOPzO5HVfFEC>
- Phillips, M. C., Meek, S. W., & Vendemia, J. M. C. (2011). Understanding the underlying structure of deceptive behaviors. *Personality and Individual Differences*, 50(6), 783-789. <https://doi.org/10.1016/j.paid.2010.12.031>
- Prawiyogi, A. G., Sadiah, T. L., Purwanugraha, A., & Elisa, P. N. (2021). Penggunaan Media Big Book untuk Menumbuhkan Minat Baca Siswa di Sekolah Dasar. *Jurnal Basicedu*, 5(1), 446-452.
- Prihatiningsih, W. (2017). Motif Penggunaan Media Sosial Instagram di Kalangan Remaja. *Jurnal Communication*, 8(1), 51-65.
- Proudfoot, J. G., Boyle, R. J., & Clements, J. A. (2013). Mitigating threats to collaboration and CMC: Identifying antecedents of online deviance. *Proceedings of the Annual Hawaii International Conference on System Sciences*, 325–334.
- Purbohastuti, A. W. (2017). Efektivitas Media Sosial Sebagai Media Promosi. *Tirtayasa Ekonomika*, 12(2), 212-231.
- Rahmawati, R., Musfichin., & Mubarak. (2020). Intensitas Pengguna Media Sosial Instagram dengan Motivasi Berprestasi. *Jurnal Al Husna*, 1(3), 224-236. <https://doi.10.1234/jah.v1i3.4219>
- Rangkuti, F. (2017). Teknik Membedah Kasus Bisnis Analisis SWOT Cara Perhitungan Bobot, Rating, dan OCAI. PT. Gramedia Pustaka Utama: Jakarta.
- Ranti, S. (2021). Deretan fitur baru Instagram yang meluncur sepanjang 2021. Kompas.Com. Diakses dari <https://tekno.kompas.com/read/2021/12/20/18030087/deretan-fitur-baru-instagram-yang-meluncur-sepanjang-2021>

- Ren M., Zhong, B., Fan, W., Dai, H., Yang B., Zhang W., Yin Z., Liu J., Li, J., dan Zhan, Y. (2018). The Influence of Self-Control and Social Status on Self-Deception. *Front. Psychol.* 9:1256. <https://doi.org/10.3389/fpsyg.2018.01256>
- Rizaty, M. A. (2022). *Daftar Negara Terbanyak Habiskan Waktu di Medsos, Ada Indonesia*. DataIndonesia.id. Diakses pada 10 Mei 2023 dari <https://dataindonesia.id/digital/detail/daftar-negara-terbanyak-habiskan-waktu-di-medsos-ada-indonesia>
- Robins, R. W., & Beer, J. S. (2001). Positive illusions about the self: Short-term benefits and long term costs. *Journal of Personality and Social Psychology*, 80(2), 340–352. <https://doi.org/10.1037/0022-3514.80.2.340>
- Rowatt, W. C., Cunningham, M. R., & Druen, P. B. (1999). Lying to Get a Date: The Effect of Facial Physical Attractiveness on the Willingness to Deceive Prospective Dating Partners. *Journal of Social and Personal Relationships*, 16(2), 209–223. <https://doi.org/10.1177/0265407599162005>
- Sakti, B. C., & Yulianto, M. (2018). Penggunaan Media Sosial Instagram Dalam Pembentukan Identitas Diri Remaja. *Interaksi Online*, 6(4), 490-501. Diakses dari <https://ejournal3.undip.ac.id/index.php/interaksi-online/article/view/21950>
- Saputra, A. (2019). Survei Penggunaan Media Sosial di Kalangan Mahasiswa Kota Padang Menggunakan Teori Uses and Gratification. *BACA: Jurnal Dokumentasi dan Informasi*, 40(2), 207-216. <https://doi.org/10.14203/j.baca.v40i2.476>
- Schwaiger, L., Vogler, D., & Eisenegger, M. (2022). Change in News Access, Change in Expectations? How Young Social Media Users in Switzerland Evaluate the Functions and Quality of News. *The International Journal of Press/Politics*, 27(3), 609–628. <https://doi.org/10.1177/19401612211072787>
- Shahbaznezhad, H., Dolan, R., & Rashidirad, M. (2021). The Role of Social Media Content Format and Platform in Users' Engagement Behavior.

- Journal of Interactive Marketing*, 53, 47–65.
<https://doi.org/10.1016/j.intmar.2020.05.001>
- Simanjuntak, M. J. T., & Putri, L. W. (2023). Identifikasi *Online Deception Behavior* dan Kecemasan Sosial pada Pengguna Instagram di Jabodetabek. *Sebatik*, 27(1), 127-137.
<https://doi.10.46984/sebatik.v27i1.1922>
- Silverman, I., Shulman, A. D., & Wiesenthal, D. L. (1970). Effects of deceiving and debriefing psychological subjects on performance in later experiments. *Journal of Personality and Social Psychology*, 14(3), 203–212. <https://doi.org/10.1037/h0028852>
- Solis, B. (2008). *Customer Service: The Art of Listening and Engagement Through Social Media*.
- Strimbu, N., O'Connel, M. F., & Nearchou, F. (2021). Adaptation and psychometric evaluation of the Presentation of Online Self Scale in adults. *Computers in Human Behavior Reports*. 3.
<https://doi.10.1016/j.chbr.2021.100073>
- Sugiyono. (2006). Metode Penelitian Kuantitatif, Kualitatif, dan R&D. Bandung: Alfabeta.
- Sugiyono. (2012). Metode Penelitian Kuantitatif, Kualitatif, dan R&D. Bandung: Alfabeta.
- Sugiyono. (2013). Metode Penelitian Kuantitatif, Kualitatif dan R&D. Bandung: Alfabeta. CV.
- Sugiyono. (2015). Metode Penelitian Kuantitatif, Kualitatif, dan R&D. Bandung: Alfabeta.
- Sugiyono. (2018). *Metode Penelitian Kuantitatif*. Bandung: Alfabeta.
- Tangney, J. P., Baumeister, R. F., & Boone, A. L. (2004). High Self-Control Predicts Good Adjustment, Less Pathology, Better Grades, and Interpersonal Success. *Journal of Personality*, 72(2), 271–324.
<https://doi.10.1111/j.0022-3506.2004.00263.x>
- Taprial, V., & Kanwar, P. (2012). Understanding Social Media. Ventus Publishing. ISBN 978-87-7681-992-7.

- Tarigan, I. M., Harahap, M. A. K., Sari, D. M., Sakinah, R. D., Ausat, A. M. A. (2023). Understanding Social Media: Benefits of Social Media for Individuals. *Jurnal Pendidikan Tambusai*, 7(1), hal. 2317-2322.
- Toma, C. L., Hancock, J. T., & Ellison, N. B. (2008). Separating fact from fiction: An examination of deceptive self-presentation in online dating profiles. *Personality and Social Psychology Bulletin*, 34(8), 1023–1036.
<https://doi.org/10.1177/0146167208318067>
- Trepte, S., Reinecke, L., & Juechems, K. (2012). The social side of gaming: How playing online computer games creates online and offline social support. *Computers in Human Behavior*, 28(3), 832–839.
<https://doi.org/10.1016/j.chb.2011.12.003>
- Tsikerdekis, M., & Zeadally, S. (2014). Online deception in social media. *Communications of the ACM*, 57(9), 72–80.
<https://doi.org/10.1145/2629612>
- Umeda, N. N. T. (2019). Studi eksploratif strategi presentasi diri remaja akhir di Instagram [Universitas Sanata Dharma].
https://repository.usd.ac.id/35826/2/149114201_full.pdf
- Utz, S. (2005). Types of deception and underlying motivation: What people think. *Social Science Computer Review*, 23(1), 49–56.
<https://doi.org/10.1177/0894439304271534>
- Walters, S. B. (2000). *The truth about lying (First)*. Sourcebooks, Inc.
- Whitty, M. T., & Young, G. (2017). *Cyberpsychology: The study of individuals, society and digital technologies*. Hoboken: Wiley.
- Widada, C., K. (2018). Mengambil Manfaat Media Sosial Dalam Pengembangan Layanan. *Journal of Documentation and Information Science*, 2(1). Diakses dari
https://www.researchgate.net/publication/332077569_MENGAMBIL_MANFAAT_MEDIA_SOSIAL_DALAM_PENGEMBANGAN_LAYANAN
- Widi, S. (2023). *Pengguna Media Sosial di Indonesia Sebanyak 167 Juta pada 2023*. DataIndonesia.id. Diakses pada 10 Mei 2023 dari

<https://dataindonesia.id/digital/detail/pengguna-media-sosial-di-indonesia-sebanyak-167-juta-pada-2023>

- Wijaya, K. (2016). *Indonesia Ternyata Pengguna Instagram Terbanyak Ketiga di Dunia*. TechInAsia.com. Diakses pada 10 Mei 2023 dari <https://id.techinasia.com/jumlah-pengguna-instagram-indonesia>
- Wilson, V. (2014). Research methods: sampling. *Evidence Based Library and Information Practice*, 9(2), 45–47.
- Wolf, M., Sims, J., & Yang, H. (2018). "Social Media? What Social Media?". *UK Academy for Information Systems Conference Proceedings 2018*. 3. Diakses dari <https://core.ac.uk/download/pdf/301375878.pdf>
- Yang, C., & Brown, B. B. (2016). Online Self-Presentation on Facebook and Self Development During the College Transition. *J Youth Adolescence*, 45, 402-416. Diakses dari <https://prsg.education.wisc.edu/wp-content/uploads/2017/09/Yang-Brown-2016-Online-self-presentation.pdf>
- Yuliara, I. M. (2016). Modul Regresi Linier Berganda. Bali: Universitas Udayana. Diakses dari https://simdos.unud.ac.id/uploads/file_pendidikan_1_dir/5f0221d2b0bb7ced1d61798fab7f4ad3.pdf
- Yusuf, M., Sutrisno, Putri, P. A. N., Asir, M., & Cakranegara, P. A. (2022). Prospek Penggunaan E-Commerce Terhadap Profitabilitas Dan Kemudahan Pelayanan Konsumen: Literature Review. *Jurnal Darma Agung*, 30(1), 786–801.