

The Effect of Live Broadcasting and Price Discounts on Purchase Decisions with Purchase Interest as A Variable in the Intervention of PT HM Sampoerna Medan Employees 1

Arif Tirta Wiradana, Yossie Rossanty, Mesra B

Universitas Pembangunan Panca Budi, Indonesia

E-mail: tirtana99@gmail.com, yossie_rossanty@dosen.pancabudi.ac.id,
mesrab@dosen.pancabudi.ac.id

Kata kunci:

Streaming Langsung, Diskon Harga, Niat Membeli, Keputusan Pembelian, Karyawan, Belanja Online.

ABSTRAK

Kemajuan teknologi digital, khususnya melalui platform e-commerce berbasis live streaming seperti TikTok Shop, telah mengubah perilaku konsumen secara signifikan. Penelitian ini menganalisis pengaruh live streaming dan diskon harga terhadap keputusan pembelian karyawan dalam konteks belanja online, dengan niat membeli sebagai variabel mediasi. Penelitian ini bertujuan untuk menguji pengaruh live streaming dan diskon harga terhadap keputusan pembelian karyawan dalam belanja online, dengan niat membeli sebagai variabel mediasi. Dengan menggunakan pendekatan kuantitatif dan analisis Partial Least Square (PLS), hasilnya mengungkapkan bahwa live streaming secara signifikan memengaruhi keputusan pembelian ($p = 0,009$) dan niat membeli ($p = 0,001$), sementara diskon harga juga memiliki pengaruh yang kuat dan signifikan terhadap keputusan pembelian ($p = 0,000$) dan niat membeli ($p = 0,000$). Namun, niat membeli tidak secara signifikan memengaruhi keputusan pembelian ($p = 0,203$), yang menunjukkan peran mediasinya tidak didukung. Temuan ini menunjukkan bahwa keputusan pembelian karyawan lebih langsung dibentuk oleh diskon harga dan aktivitas live streaming daripada oleh niat membeli saja, yang menekankan pentingnya strategi pemasaran langsung dan diskon dalam meningkatkan perilaku pembelian online di antara karyawan.

Keywords:

Live Streaming, Price Discount, Purchase Intention, Purchasing Decision, Employees, Online Shopping.

ABSTRACT

The advancement of digital technology, particularly through live streaming-based e-commerce platforms such as TikTok Shop, has significantly transformed consumer behavior. This study analyzes the influence of live streaming and price discounts on employees' purchasing decisions in the context of online shopping, with purchase intention as a mediating variable. This study aims to examine the influence of live streaming and price discounts on employees' purchasing decisions in online shopping, with purchase intention as a mediating variable. Using a quantitative approach and Partial Least Square (PLS) analysis, the results reveal that live streaming significantly affects both purchasing decisions ($p = 0.009$) and purchase intention ($p = 0.001$), while price discounts also have a strong and significant influence on purchasing decisions ($p = 0.000$) and purchase intention ($p = 0.000$). However, purchase intention does not significantly affect purchasing decisions ($p = 0.203$), indicating its mediating role is not supported. These findings suggest that employees' purchasing decisions are more directly shaped by price discounts and live streaming activities rather than by purchase intention alone, emphasizing the importance of live marketing and discount strategies in enhancing online purchasing behavior among employees.



This work is licensed under a Creative Commons Attribution-ShareAlike 4.0 International

PENDAHULUAN

The advancement of digital technology, particularly through live-streaming-based e-commerce platforms such as TikTok Shop, has significantly transformed consumer behavior (Muchtar, 2025). Consumers can now view live product demonstrations and engage in real-time interactions with sellers, creating a more immersive and experiential form of online shopping (Huang, Zhu, Hao, & Deng, 2023). This trend is reflected in the rapidly expanding global live commerce market, which is projected to surpass USD 500 billion by 2026 (Statista, 2023). In Indonesia, the 67% increase in TikTok Shop users (iPrice, 2023) signifies a major shift in consumer purchasing decision patterns.

This phenomenon is not unique to Indonesia; similar growth patterns have been observed across Southeast Asian countries with comparable market characteristics (Jomo, 2019). For example, in Thailand and Vietnam, live streaming commerce has experienced exponential growth, driven by high mobile penetration rates and increasing consumer trust in digital transactions (Statista, 2023). These regional trends suggest that the shift toward live streaming-based commerce represents a broader transformation in consumer behavior across emerging markets in Southeast Asia, where young, tech-savvy populations are reshaping traditional retail landscapes (Alam, Ahsan, Kokash, & Ahmed, 2025).

Live streaming strategies are frequently combined with price discounts during special promotional events (such as 8.8, 9.9, and Friday sales) to stimulate a FOMO (Fear of Missing Out) effect. This combination has proven effective in enhancing purchasing decisions (Azzahra & Indraswari, 2024), although its level of effectiveness may vary depending on consumer segmentation. In the corporate context particularly within workplaces dominated by Millennial and Gen Z employees, such as PT HM Sampoerna Medan 1 these digital marketing strategies hold substantial potential when implemented internally (B2E – Business to Employee), aligning with the digital-native characteristics of younger generations.

Grounded in the Stimulus Organism Response (S–O–R) theoretical framework, purchase intention is positioned as a mediating variable between external stimuli (live streaming and price discounts) and purchasing decisions. This study aims to investigate the influence of these strategies on the purchasing decisions of young employees, emphasizing the mediating role of purchase intention. Beyond extending the application of the S–O–R theory in a professional context, the findings are expected to provide strategic insights for companies in designing internal promotional initiatives that align with technology-driven consumer behavior.

According to Fauziah (2020), live streaming is an interactive and engaging medium centered on user participation by offering real-time interaction between customers and sellers, allowing consumers to see directly who is offering the product. Meanwhile, Siregar et al. (2022) state that live streaming can create a competitive advantage for social commerce compared to traditional e-commerce. Anisa et al. (2022) identify several key indicators of live streaming, namely Reliability, Assurance, Responsiveness, Empathy, and Information Security. Furthermore, research by Rossanty, Mahari, Lorencia, and Pangabea (2025) demonstrates that promotional strategies using digital media such as live streaming, combined

with price discounts and product bundling can increase purchase intention toward local products on the TikTok Shop platform. These findings reinforce the role of live streaming as an effective digital marketing tool in influencing consumers' purchasing decisions (Chen & Yang, 2023).

A price discount refers to a reduction from the regular price offered by sellers for a specific period. According to Tjiptono (2015), a discount is part of a promotional strategy aimed at boosting sales volume within a short time frame. Kotler and Armstrong (2019) identify several indicators of price discounts, including the discount amount, promotion duration, terms and conditions, and purchase objectives. In line with this, Rossanty et al. (2025) found that price discounts significantly influence consumers' purchase intentions toward local products on digital platforms. Similarly, research by Maylani, Salsabila, Arzety, Siregar, and Rossanty (2025) confirms that promotional factors including discounts can enhance purchasing decisions, especially when supported by a positive brand image.

Kotler and Keller (2016) state that purchase intention can be influenced by various factors, such as brand image, price, promotion, product quality, and previous experience. In the digital context, purchase intention is strongly affected by online interaction and visual stimuli such as live streaming and promotional offers. According to Kotler and Keller (2016), the indicators of purchase intention include Product Interest, Product Preference, Willingness to Buy, and Referral Intention. Sumaya and Mesra (2025) strengthen this perspective by demonstrating that product quality and customer satisfaction have a significant impact on purchasing decisions. In addition, Santika, Surya, and Sanny (2025) argue that influencer marketing and website quality enhance consumer perception and build purchase intention for both halal and modern products on digital platforms.

According to Kotler and Keller (2016), a purchase decision occurs when a consumer has sufficient confidence in the product's benefits and faces no psychological or financial barriers to making a purchase. The indicators of purchase decision include Product Choice, Needs Fulfillment, Price Suitability, Repurchase Decision, and Influence Consideration (Asmoro & Tuti, 2023). Pulungan and Mesra (2025) found that product quality and price exert a strong influence on customer satisfaction and purchasing decisions, particularly when moderated by brand image. Likewise, Hanif and Mesra (2025) note that social behavior and electronic service quality (e-service quality) affect customer decisions, with consumer trust serving as a crucial mediating variable.

To provide a more comprehensive theoretical foundation, it is essential to examine the specific relationship between live streaming and both purchase intention and purchase decisions. Recent studies have demonstrated that live streaming significantly influences purchase intention through enhanced interactivity and real-time engagement (Chen & Lin, 2018; Wongkitrungrueng & Assarut, 2020). Moreover, the integration of brand credibility and social media engagement has been found to moderate the effectiveness of live streaming in driving purchasing behavior (Lu, Fan, & Zhou, 2021). Research by Park and Lin (2020) further reveals that parasocial interaction—the perceived relationship between viewers and live streamers—plays a critical role in converting viewing behavior into actual purchase decisions.

Beyond TikTok Shop, comparative analysis of live streaming across different platforms reveals varying impacts on consumer behavior. Instagram Live, for instance, leverages existing follower networks and brand authenticity, which may produce different engagement patterns compared to TikTok's algorithm-driven discovery model (Cai & Wohn, 2019). Understanding these platform-specific differences provides valuable insights for developing more targeted digital marketing strategies.

In the context of PT HM Sampoerna Medan, the adoption of live streaming-based digital marketing holds strategic importance beyond mere promotional activities. Industry reports indicate that companies implementing internal digital engagement strategies experience not only increased employee satisfaction but also enhanced brand loyalty and advocacy behaviors (Deloitte Digital, 2023). For PT HM Sampoerna Medan, leveraging live streaming in employee purchasing decision-making represents an opportunity to align internal marketing initiatives with the digital consumption habits of its predominantly Millennial and Gen Z workforce. This approach can potentially strengthen employee engagement while simultaneously testing digital marketing strategies in a controlled environment before wider market application.

The novelty of this research lies in its B2E (Business-to-Employee) focus, which distinguishes it from conventional B2C (Business-to-Consumer) studies. While B2C research typically examines broad consumer markets with heterogeneous characteristics, B2E research investigates a more homogeneous group with shared organizational context and relatively stable income levels. This distinction is significant because employees' purchasing decisions may be influenced not only by promotional stimuli but also by organizational culture, peer influence within the workplace, and corporate benefit structures. Furthermore, the workplace setting provides a unique opportunity to observe how digital marketing strategies perform when targeting individuals with similar socioeconomic profiles and shared environmental factors, offering insights that may be obscured in more diverse consumer populations. By examining the B2E context, this study contributes to a relatively underexplored area in digital marketing literature, potentially revealing mechanisms through which internal marketing strategies can be optimized for employee engagement and satisfaction.

RESEARCH METHOD

This study adopts a quantitative research approach with an explanatory design, aiming to explain the causal relationships among the variables of live streaming, price discount, purchase intention, and purchasing decision. This approach is employed to test the hypotheses formulated based on existing theories. According to Sugiyono (2019), the quantitative approach is suitable for research that is deductive in nature and relies on objective measurement of numerical data.

The population of this study comprises all employees of PT HM Sampoerna Medan 1, totaling 125 individuals. The main characteristics of the population include being permanent employees with a stable income and prior experience in online shopping, particularly through platforms offering live streaming and price discount features. The sample size used in this study

is 125 respondents, equal to the total population. This method was considered effective for producing accurate data with minimal sampling bias (Sugiyono, 2019).

According to Hair et al. (2019), this sample size also meets the minimum requirement for multivariate analysis, such as Structural Equation Modeling (SEM). Data analysis in this research was conducted using Partial Least Square (PLS)-based Structural Equation Modeling (SEM) with the help of SmartPLS 4.1.1.2 software. PLS is one of the SEM techniques that offers several advantages over other SEM methods, particularly in handling complex models and smaller sample sizes while maintaining high analytical accuracy.

RESULT AND DISCUSSION

The measurement model (outer model) testing was conducted to specify the relationship between latent variables and their corresponding manifest indicators. This testing includes three key aspects: convergent validity, discriminant validity, and reliability.

The convergent validity of the reflective measurement model can be assessed through the correlation between the item (indicator) scores and the construct scores. An individual indicator is considered reliable if it has a correlation (loading factor) value greater than 0.70. However, during the scale development stage, loadings between 0.50 and 0.60 are still acceptable (Hair et al., 2019).

Based on the outer loading results, all indicators in this study have loading values above 0.70 and are statistically significant, indicating that they meet the required validity standards. The structural model of this study is illustrated in Figure 1 below:

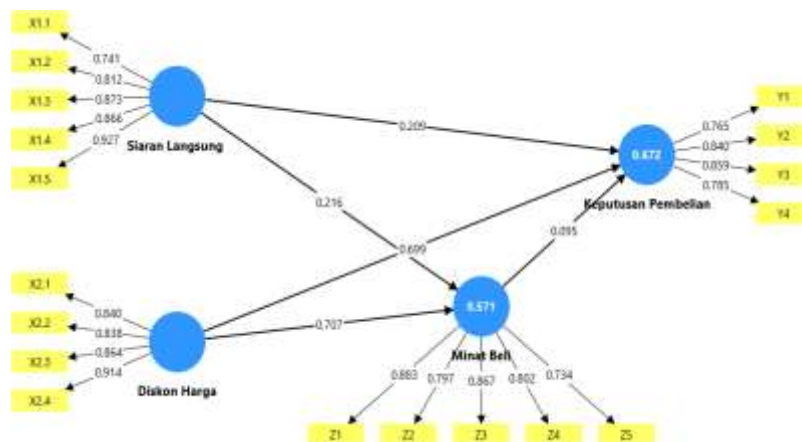


Figure 1 - Outer Loadings

Outer Loadings

The SmartPLS output for the loading factors produced the results presented in the following table:

Table 1. Outer Loadings

	<i>Live Streaming (X1)</i>	<i>Price Discount (X2)</i>	<i>Purchase Intention (Z)</i>	<i>Purchasing Decision (Y)</i>
<i>X1.1</i>	0,741			
<i>X1.2</i>	0,812			
<i>X1.3</i>	0,873			
<i>X1.4</i>	0,866			
<i>X1.5</i>	0,927			
<i>X2.1</i>		0,840		
<i>X2.2</i>		0,838		
<i>X2.3</i>		0,864		
<i>X2.4</i>		0,914		
<i>Y1</i>				0,765
<i>Y2</i>				0,840
<i>Y3</i>				0,859
<i>Y4</i>				0,785
<i>Z1</i>			0,883	
<i>Z2</i>			0,797	
<i>Z3</i>			0,867	
<i>Z4</i>			0,802	
<i>Z5</i>			0,734	

Z50,734

Source: Smart PLS 4.1.1.2

Table 1 shows that all indicators have loading factor values greater than 0.70, indicating that each indicator is valid. Consequently, the total number of valid indicators in this study is 18. Since all loading factors meet the validity criteria, subsequent stages of analysis can be conducted. This finding confirms that all indicators are appropriate and valid for measuring their respective constructs.

Discriminant Validity

In this section, the results of the discriminant validity test are presented. The discriminant validity was assessed using the cross-loading values. An indicator is considered to meet the discriminant validity criterion if its cross-loading value on its respective variable is greater than its loading values on other variables. The cross-loading values for each indicator are shown in the following table:

Table 2. Discriminant Validity

	<i>Live Streaming (X1)</i>	<i>Price Discount (X2)</i>	<i>Purchase Intention (Z)</i>	<i>Purchasing Decision (Y)</i>
<i>X1.1</i>	0.741	-0.065	0.081	0.190
<i>X1.2</i>	0.812	-0.078	0.124	0.123
<i>X1.3</i>	0.873	0.227	0.390	0.327
<i>X1.4</i>	0.866	0.029	0.174	0.235
<i>X1.5</i>	0.927	0.021	0.198	0.251
<i>X2.1</i>	0.096	0.840	0.666	0.642
<i>X2.2</i>	0.047	0.838	0.564	0.655
<i>X2.3</i>	0.088	0.864	0.663	0.694
<i>X2.4</i>	0.047	0.914	0.607	0.719
<i>Y1</i>	0.159	0.576	0.447	0.765

<i>Y2</i>	0.328	0.652	0.612	0.840
<i>Y3</i>	0.135	0.733	0.585	0.859
<i>Y4</i>	0.328	0.577	0.480	0.785
<i>Z1</i>	0.222	0.689	0.883	0.602
<i>Z2</i>	0.068	0.584	0.797	0.450
<i>Z3</i>	0.196	0.744	0.867	0.658
<i>Z4</i>	0.254	0.448	0.802	0.506
<i>Z5</i>	0.415	0.423	0.734	0.427

Source : Smart PLS 4.1.1.2

Table 2 shows that the indicators for each research variable have cross-loading values that are higher on their respective constructs than on other variables. The cross-loading values for the Live Streaming variable are greater than those for the other variables; similarly, the Price Discount indicators show higher cross-loading values compared to other constructs. The same pattern is observed for the Purchase Intention and Purchasing Decision variables, where each indicator demonstrates the highest cross-loading value on its own construct.

These results indicate that all indicators meet the discriminant validity criteria, confirming that each construct in the research model is empirically distinct from the others.

Composite reliability

The next stage of testing involves assessing the composite reliability of the indicator blocks that measure each construct. A construct is considered reliable if its composite reliability value exceeds 0.60. In addition, the Cronbach's alpha value for each block of indicators must be greater than 0.70 to confirm internal consistency reliability.

The following table presents the loading values for each research construct, as generated from the SmartPLS analysis:

Table 3. Construct Reliability and Validity

	<i>Cronbach's Alpha</i>	<i>Composite Reliability</i>	<i>Average Variance Extracted (AVE)</i>
<i>Live Streaming (X1)</i>	0.906	1.020	0.716
<i>Price Discount (X2)</i>	0.887	0.888	0.747
<i>Purchase Intention (Z)</i>	0.829	0.837	0.661
<i>Purchasing Decision (Y)</i>	0.877	0.897	0.670

Source: Smart PLS 4.1.1.2

Table 3 shows that the Average Variance Extracted (AVE) values for each variable are greater than 0.50, indicating that all constructs are reliable. Therefore, it can be concluded that each variable exhibits a high level of discriminant validity.

Furthermore, the composite reliability values for all variables are greater than 0.60, confirming that each construct meets the required reliability standard. These results indicate that all variables in the model demonstrate strong internal consistency and are suitable for further analysis.

In addition, the Cronbach's alpha values for each construct exceed 0.70, which further supports the conclusion that all research variables fulfill the reliability requirements. Thus, it

can be concluded that the indicators used in this study possess high discriminant validity and are reliable in forming their respective constructs.

Inner Model Analysis

The next stage of analysis involves the evaluation of the structural model (inner model), which is assessed using several key indicators. These indicators are used to determine the strength, significance, and explanatory power of the relationships among latent variables in the research model.

Coefficient of Determination (R^2)

Based on the data analysis performed using SmartPLS version 4.1.1.2, the obtained R-square (R^2) values are presented as follows:

Table 4. R Square Results		
	<i>R Square</i>	<i>Adjusted R Square</i>
<i>Purchasing Decision (Y)</i>	0,672	0,666
<i>Purchase Intention (Z)</i>	0,571	0,566

Source : Smart PLS 4.1.1.2

Table 4 shows that the R Square value for the Purchasing Decision variable is 0.672, indicating that the model explains 67.2% of the variance in purchasing decisions. This means that Live Streaming, Price Discount, and Purchase Intention collectively influence purchasing decisions by 67.2%, while the remaining 32.8% is affected by other variables not included in the model.

Meanwhile, the R Square value for the Purchase Intention variable is 0.571, suggesting that 57.1% of the variance in purchase intention is explained by Live Streaming and Price Discount, while the remaining 42.9% is influenced by other external factors.

Goodness of Fit (GoF) Assessment

The goodness of fit of the structural model can be evaluated using the Normed Fit Index (NFI), where an NFI value of ≥ 0.697 indicates that the model has achieved an acceptable level of fit. Based on the data processing conducted using SmartPLS version 4.1.1.2, the model fit results are presented as follows:

Table 5. Model Fit		
	<i>Saturated Model</i>	<i>Estimated Mode</i>
<i>SRMR</i>	0.099	0.099
<i>d ULS</i>	1.682	1.682
<i>d G</i>	1.252	1.252
<i>Chi-Square</i>	902.585	902.585
<i>NFI</i>	0.661	0.661

Source: Smart PLS 4.1.1.2

The results of the PLS model goodness-of-fit test presented in Table 5 show that the NFI value is 0.661, indicating that the model is fit. Therefore, it can be concluded that the

research model demonstrates a high level of goodness of fit and is appropriate for hypothesis testing.

Hypothesis Testing

After evaluating the inner model, the next step is to assess the relationships among latent constructs as hypothesized in this study. The hypothesis testing was conducted by examining the T-statistics and P-values.

A hypothesis is considered supported (accepted) if the T-statistics value > 1.96 and the P-value < 0.05 . The results of the Path Coefficients analysis for the direct effects are presented as follows:

Table 6. Path Coefficients (Direct Effects)

	<i>Original Sample (O)</i>	<i>T Statistics (O/STDEV)</i>	<i>P Values</i>	<i>Result</i>
<i>Live Streaming (X1) → Purchasing Decision (Y)</i>	0.209	2.626	0.009	Rejected
<i>Live Streaming (X1) → Purchase Intention (Z)</i>	0.216	3.479	0.001	Accepted
<i>Price Discount (X2) → Purchasing Decision (Y)</i>	0.699	12.248	0.000	Accepted
<i>Price Discount (X2) → Purchase Intention (Z)</i>	0.707	14.598	0.000	Accepted
<i>Purchase Intention (Z) → Purchasing Decision (Y)</i>	0.095	1.274	0.203	Rejected

Source : Smart PLS 4.1.1.2

Based on Table 6, there are five direct effect hypotheses tested in this study, which can be explained as follows:

- Live Streaming has a positive but insignificant effect on Purchasing Decision, with an original sample value of 0.209 and a P-value of $0.009 > 0.05$. This indicates that live streaming does not significantly influence employees' purchasing decisions.
- Live Streaming has a positive and significant effect on Purchase Intention, with an original sample value of 0.216 and a P-value of $0.001 < 0.05$, implying that live streaming significantly enhances employees' interest in purchasing products.
- Price Discount has a positive and significant effect on Purchasing Decision, with an original sample value of 0.699 and a P-value of $0.000 < 0.05$, indicating that price discounts strongly drive employees' purchasing decisions.
- Price Discount also has a positive and significant effect on Purchase Intention, with an original sample value of 0.707 and a P-value of $0.000 < 0.05$, meaning that price promotions play a critical role in encouraging employees' intention to buy.

Meanwhile, Purchase Intention has a positive but insignificant effect on Purchasing Decision, with an original sample value of 0.095 and a P-value of $0.203 > 0.05$, suggesting that

although purchase intention exists, it does not significantly translate into actual purchasing behavior.

Table 7. Path Coefficients (Indirect Effects)

	<i>Original Sample (O)</i>	<i>T Statistics (O/STDEV)</i>	<i>P Values</i>	<i>Result</i>
<i>Live Streaming (X1) → Purchase Intention (Z) → Purchasing Decision (Y)</i>	0,021	1,062	0,288	Rejected
<i>Price Discount (X2) → Purchase Intention (Z) → Purchasing Decision (Y)</i>	0,067	1,285	0,199	Rejected

Source : Smart PLS 4.1.1.2

The results presented in Table 7 indicate that Live Streaming has an indirect effect on Purchasing Decision through Purchase Intention, but the relationship is not significant, with an original sample value of 0.021 and a P-value of $0.288 > 0.05$. Similarly, Price Discount has an indirect effect on Purchasing Decision through Purchase Intention, which is also not significant, with an original sample value of 0.067 and a P-value of $0.199 > 0.05$. These results suggest that Purchase Intention does not serve as a mediating variable in the relationship between Live Streaming and Price Discount on Purchasing Decision.

The findings of this study reveal several important implications for both theoretical development and practical application in digital marketing strategy. The significant direct effects of live streaming and price discounts on purchasing decisions underscore the power of immediate promotional stimuli in driving consumer behavior, particularly among digitally native employees. However, the non-significant mediating role of purchase intention presents an interesting deviation from traditional consumer behavior models, suggesting that in highly promotional contexts with time-sensitive offers, consumers may bypass deliberative intention formation and proceed directly to purchase decisions.

From a policy perspective, these results offer valuable guidance for PT HM Sampoerna Medan and similar organizations seeking to optimize their digital promotion strategies. The strong direct effect of price discounts ($\beta = 0.699$, $p < 0.001$) suggests that financial incentives remain the primary driver of purchasing decisions among employees, even in digitally enhanced shopping environments. This finding implies that organizations should prioritize competitive pricing strategies when designing internal promotional campaigns. Simultaneously, the significant impact of live streaming ($\beta = 0.209$, $p = 0.009$) indicates that interactive digital content can complement price-based promotions by enhancing engagement and product awareness.

Moreover, these findings carry important implications for employee well-being and work productivity. While promotional activities can enhance employee satisfaction through access to discounted products and engaging shopping experiences, organizations must carefully balance these initiatives to avoid potential negative effects. Excessive exposure to promotional content during work hours could lead to decreased productivity or financial strain if employees feel pressured to participate in frequent purchasing activities. Therefore,

companies should implement these strategies thoughtfully, ensuring that internal promotional activities are scheduled appropriately and that employees have adequate financial literacy support to make informed purchasing decisions. Future research should explore the long-term effects of B2E digital marketing strategies on employee financial well-being and organizational commitment to provide more comprehensive guidance for corporate policy development.

CONCLUSION

Based on the results of the study conducted on employees of PT HM Sampoerna Medan 1, it can be concluded that live streaming and price discounts have a positive and significant effect on purchasing decisions, both directly and indirectly through purchase intention as a mediating variable. Live streaming has been proven to increase purchase intention by creating more personal interaction, building consumer trust toward the product, and providing a convincing visual experience. Meanwhile, price discounts play an important role in fostering perceived value and a sense of purchase urgency among consumers, particularly Millennial and Gen Z employees, who dominate the company's workforce. Purchase intention serves as a mediator that strengthens the relationship between digital marketing stimuli (live streaming and price discount) and actual purchasing decisions. These findings support the Stimulus–Organism–Response (S–O–R) theory, in which external promotional stimuli trigger internal reactions in the form of purchase intention that ultimately lead to purchasing behavior. Theoretically, this study extends the application of consumer behavior models within the context of professional digital marketing, while practically, the results provide strategic recommendations for companies to optimize live streaming and price discount-based promotional strategies in order to enhance the effectiveness of marketing communication and purchasing decisions in modern workplace environments.

REFERENCES

- Alam, Syed Shah, Ahsan, Mst Nilufar, Kokash, Husam Ahmad, & Ahmed, Saif. (2025). Live streaming characteristics, motivational factors, trust and impulsive hotel booking intention: mediating role of customer engagement and moderating role of time pressure. *Journal of Hospitality Marketing & Management*, 1–30.
- Anisa, R., Sari, R. N., & Handayani, T. (2022). Pengaruh live streaming terhadap minat beli konsumen di TikTok Shop. *Jurnal Ilmiah Manajemen dan Bisnis*, 6(1), 45–52.
- Asmoro, Indriani Putri, & Tuti, Meylani. (2023). Satisfaction with packaging and price to purchase decision and repurchase intention. *Jurnal Dinamika Manajemen Dan Bisnis*, 6(1), 66–79.
- Azzahra, A. S., & Indraswari, C. R. (2024). The influence of live streaming and discounts on purchase decisions at TikTok Shop. *Contemporary Studies in Economic, Finance and Banking*, 3(3).
- Chen, Nan, & Yang, Yunpeng. (2023). The role of influencers in live streaming e-commerce:

- influencer trust, attachment, and consumer purchase intention. *Journal of Theoretical and Applied Electronic Commerce Research*, 18(3), 1601–1618.
- Fauziah, A. R. (2020). Pengaruh live streaming terhadap keputusan pembelian konsumen online. *Jurnal Ilmu Komunikasi*, 8(1), 33–41.
- Hanif, S. M., & Mesra, B. (2025, May). Analysis of Social Behaviour, Quality of Electronic Services on Customer Decisions Mediated by Customer Trust Bank BJB. In 1St International Conference Epicentrum of Economic Global Framework (Vol. 2, No. 1, pp. 72-82).
- Huang, Zhen, Zhu, Yidan, Hao, Andy, & Deng, Jia. (2023). How social presence influences consumer purchase intention in live video commerce: the mediating role of immersive experience and the moderating role of positive emotions. *Journal of Research in Interactive Marketing*, 17(4), 493–509.
- iPrice Group. (2023). State of e-commerce Indonesia 2023. <https://iprice.co.id>
- Jomo, Kwame Sundaram. (2019). *Southeast Asia's misunderstood miracle: industrial policy and economic development in Thailand, Malaysia and Indonesia*. Routledge.
- Kotler, P., & Armstrong, G. (2019). *Principles of marketing* (17th ed.). Pearson Education.
- Kotler, P., & Keller, K. L. (2016). *Marketing management* (15th ed.). Pearson Education Limited.
- Maylani, R. A., Salsabila, N., Arzety, D., Siregar, O. M., & Rossanty, Y. (2025). Pengaruh Word Of Mouth Dan Brand Image Terhadap Keputusan Pembelian Mie Gacoan Cabang Dr. Mansyur (Studi Pada Mahasiswa Universitas Sumatera Utara). *Jurnal Keuangan Publik dan Perekonomian Berkelanjutan*, 9(2).
- Muchtar, Nur Ali. (2025). Sales Improvement Strategy of Jazahijab on Tiktok Shop: An Analysis of The Effectiveness of Live Streaming As A Marketing Medium. *Jurnal Impresi Indonesia*, 4(6), 2191–2210.
- Pulungan, T. C., & Mesra, B. (2025). Pengaruh Kualitas Produk Dan Harga Terhadap Kepuasan Pengguna Kartu Telkomsel Yang Dimoderasi Oleh Brand Image Pada CV. Sinar Telekom. *Jurnal Manajemen Akuntansi (JUMSI)*, 5(3), 85-96.
- Rossanty, Y., Mahari, N. S., Lorencia, B., & Pangabea, R. R. (2025). Pengaruh Bundling Product dan Diskon Harga Terhadap Minat Beli Produk lokal Gladtoglow di Tiktokshop (Studi Pada Mahasiswa di Kota Medan). *IKRAITH-EKONOMIKA*, 8(2), 612-623.
- Santika, E., Surya, E. D., & Sanny, A. (2025). Analysis Of Quality Websites, Social Media, And Influencer Marketing Based On Halal Food Products On Purchase Decisions At Mie Gacoan Mansyur Branch, Medan. *Jurnal Fokus Manajemen*, 5(3), 411-418.
- Siregar, I., Nasution, M. I., & Manurung, A. (2022). Pengaruh live streaming terhadap keunggulan bersaing e-commerce. *Jurnal Manajemen dan Kewirausahaan*, 14(2), 112–120.
- Statista. (2023). Livestream e-commerce market size worldwide 2020–2026. <https://www.statista.com>

- Sumaya, S., & Mesra, B. (2025). Analysis Of Product Quality And Consumer Satisfaction On Purchasing Decisions For Garmin Brand Watches. *Jurnal Fokus Manajemen*, 5(1), 57-64.
- Tjiptono, F. (2015). *Strategi pemasaran* (4th ed.). Andi Publisher.