

FACTORS DETERMINING ZAKAT PAYMENT ON GOLD AMONG WORKING ADULTS IN FEDERAL TERRITORY, MALAYSIA: A PRELIMINARY STUDY

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ABSTRACT

This study applying the ASE model which examines the effects of attitude, social influence and self-efficacy towards intention behavior to pay zakat on gold among working adults. As a preliminary study, 50 respondents participated in an online questionnaire survey that was issued in November 2021. This current study was analyzed the data survey using structural equation modelling (SEM) approach. The results reveal that attitude, social influence and self-efficacy have significant relationship on intention behavior of gold zakat payment among working adults in Kuala Lumpur, Selangor, Putrajaya and Labuan. Hence, the results obtained perhaps are relevant to provide Zakat Institutions as new insights into factors determining zakat payment on gold specifically in Federal Territory, Malaysia.

JEL classification: Classify your work using the suitable JEL codes. E.g., G12, G14

Keywords: ASE model; Attitude; Federal Territory; Self-efficacy; Social influence; Zakat on
Keywords:

INTRODUCTION

Gold has been a natural currency since immemorial time. The Quran reveals that gold is sought by all of humanity as a currency owing to its intrinsic nature of purchasing power and store value that allows humans to obtain ownership. According to Agha et al. (2015), gold is regarded as a reliable medium for hedging against inflation, storing inherent value, and preserving wealth in addition to provide a high degree of return. Undenied, gold is one of the best long-term savings and investment (Amirah Juisin & Amin, 2020). Moreover, there are two sorts of gold. First, gold that is kept. Second, gold that is worn. Hitherto, there are various platform that allows Malaysian to engage in gold investment to benefit its owners in the future like Public Gold, KAB Gold, HelloGold and to name a few. These gold services providers offer gold products such as gold bar (e.g., 5 grams, 10 grams, etc.) and gold coin (e.g., dinar, Kijang Emas) for the purpose of gold investment. On the same note, the mentioned gold services providers are among shariah compliance companies in terms of products and transaction procedures. Besides, the banking institutions in Malaysia also do provides shariah compliance gold investment such as Bank Muamalat Malaysia Berhad, Al- Rajhi Bank and Kuwait Finance House. Obviously, the Muslims investors should make sure to take up shariah compliancy in their gold investments products.

Concerning to the zakat duty, in the holy Quran it was stated thirty times, twenty-seven of which zakat is linked with prayers (Al-Qardawi, 2000). Although, the determining factors to pay zakat on gold among working adults are focal in current study which extends the ASE model to the context of zakat payment on gold. Extensive research have expanded the ASE to other contexts, emphasising the theory's efficiency in capturing multiple contexts with a high

degree of adaptability (De Vries & Mudde, 1998; Gijbbers et al., 2006; Sandvik et al., 2007; Van Es et al., 2001, 2002; Brug et al., 1995; De Vries et al., 1994). These studies, however, did not discuss zakat specifically in gold zakat. Therefore, this study is able to fill the gap in expanding the outlook and contributing to Islamic finance knowledge. Thus, the objectives of this work are as follows:

1. To examine the effects of attitude, social influence, and self-efficacy towards zakat payment on gold among working adults.
2. To examine the relationship between intention and zakat payment on gold among working adults' behavior.

LITERATURE REVIEW AND HYPOTHESES DEVELOPMENT

1. Attitude

Attitude defined as the degree to which one is positive or negative toward an item (Abu Bakar, Ibrahim, & Md Noh, 2014). It refers to an object's fondness or dislikes. There are several prior studies that investigate the attitude in the origin ASE model. For instance, De Vries and Mudde's (1998) research revealed that three types of proximal cognitive variables are thought to be the most directly determinants of intention and behavior which are attitudes, social influences, and self-efficacy expectations. However, the results of the study are somewhat vague when comes to the attitude variable. The study did not clearly address the role of attitude in ASE theory, instead, emphasizing on the seven differences of ASE with Theory of Planned Behavior (TPB) and stated that more study on the function of these factors is also needed, as the findings do not demonstrate a definite absence of relevance for these variables. Besides, Sandvik et al. (2007) used the ASE framework to show schoolchildren's intentions to eat fruit and their actual fruit consumption in Austria, Norway, and Spain. The paper also investigates if the ASE model produces the same outcomes in three different nations. In the context of attitude variable, Sandvik et al. (2007) found that for two of the three nations that participated in this study, attitude was the biggest predictor of intention to eat fruit every day, which is consistent with prior research among teenagers (Martens et al., 2005). The results however concurred with the work by (Van Es et al., 2002). In the scope of attitude variable, Van Es et al. (2002) find that attitude is one of three best indicators of self-reported moderate degree. Another same result was recorded in a work by Gijbbers et al. (2006) that looks at the relationships between the ASE model factors especially in the scope of attitude with the anticipated period and actual beginning of breastfeeding in mothers who are expecting a baby that is at higher risk for having an allergic illness. However, a work by Van Es et al. (2001) was not on the same page as (De Vries & Mudde, 1998; Gijbbers et al., 2006; Sandvik et al., 2007; Van Es et al., 2002). The work was intended to improve persistence by encouraging a positive attitude, boosting emotions of social influence, and developing self-efficacy on asthma medication but at the end, the intervention programmed appears to have no significant impact. One possible reason for the research results is that, despite the very large programmed, the intervention is not very successful among adolescents. Adolescents prefer to push their bounds by straying from the norm in order to create their individual personality even the participants in this study showed high levels of intention and a favorable attitude in taking medicine at the very start of the trial. This means that, from five prior studies, only one study that recorded negative result. Hence:

H1: Attitude has a positive effect on intention to make zakat payment on gold among working adults.

2. Social influence

According to Van Es et al. (2002), social influence is the process through which people impact the ideas, emotions, and behavior of others. Brug et al. (1995) conducted a study that gives a thorough explanation of the link between social influence and intention. Using discriminant analysis, the study discovers that social influence is strongly linked with salad consumption intention. Likewise, Lechner and De Vries (1995) provides clear evidence on social influence when presents a study of the determinants of starting participation in an employee fitness program. The precontemplation, contemplation, and preparation phases had approximately comparable levels of (little) positive social support, however respondents in the action stage had much higher levels of social support. The reason for this might be that when respondents are actively engaged in the fitness program, their feeling of social support becomes more prominent. In a similar vein, a work done by Sandvik et al. (2007) addressed that social influence was the second largest predictor of fruit eating intention in Norway, while it was modest in Spain and non-significant in Austria. This might be because of social influence was not a one-dimensional notion for these youngsters. Likewise, the bivariate correlations between active parental support, demand and permitted guidelines, and fruit consumption in the Austrian sample were non-significant and near to zero. Thus, future studies are needed to fill the gap of that particular study. On the other hand, a work by De Vries et al. (1994) provides empirical evidence on social influence and smoking intention among vocational school students. The findings show that there is no influence on the prevention of experimental smoking. It is possible that experimental smoking is more difficult to avoid when smoking tendencies exist among a substantial proportion of the pupils, but social influence has a significant relationship smoking behavior of high school students. Work by Van Es et al. (2001) provided no answer whether social influence impact the intention of the participants to take medicine. It is conceivable that participants in the group sessions saw that their colleagues did not take their medicine on a regular basis, and this observation offered them a sense of support in their non-adherence. Hence:

H2: Social influence has a positive effect on intention to make zakat payment on gold among working adults.

3. Self-Efficacy

By definition, self-efficacy is referred to beliefs in one's capabilities to organize and execute the courses of action required to produce given levels of attainment (Bandura, 1998, p. 624). Indeed, the definitions concerns with control over the behavior itself not with control over outcomes or events (Ajzen, 2002). Moreover, perceived self-efficacy influences choice of behavioral settings who people fear and tend to avoid threatening situations they believe exceed their coping skills. Whereas they get involved in activities and behave assuredly when they judge themselves capable of handling situations that would otherwise be intimidating (Bandura, 1978). In current study, self-efficacy is observed as variables in order to predicts the working adults on their capabilities to execute the zakat payment on gold. The zakat payer should have their own control in paying the gold zakat without influenced by other outcomes or events. Such that, they should pay the zakat on gold as obligation or known as mandatory charitable giving (Awang, UM 2015). In fact, zakat is one of the pillars in Islam. Furthermore, self-efficacy proved to be an accurate predictor of performance because subjects were simply

judging their future performance from their past behavior (Bandura, 1978). Meaning, the zakat on gold were seldom people pay for it in the past. However, nowadays many people get to involve in gold investment. For that reasoned, they should pay the zakat as a worship to Allah SWT. Therefore, the previous studies that has used self-efficacy variables in their study was Othman et.al (2021). Their study reveals the significant relationships results on self-efficacy towards compliance behavior on income zakat. Furthermore, Cassar and Friedman on entrepreneurial investment. Zhao et.al (2005) on development of entrepreneurial intentions. Dane and Haberman on teen gendered view of financial knowledge, self-efficacy and behavior. Hence, this study proposed self-efficacy and hypothesized as follows:

H3: Self-efficacy has a positive effect on intention to make zakat payment on gold among working adults.

4. Behavioral Intention

Intention is expected to capture the motivational factors that influence behavior which denotes as finding expression if the person can decide at will to perform or not perform the behavior (Ajzen, 1991). In current study, the working adults is predicting to have motivations to pay zakat on gold. As nowadays, the zakat payment platform has been varying for online and offline approach. This will enhance the motivations of the zakat payer specifically zakat payer on gold to perform. In the same note, the higher the intention of working adults to pay zakat on gold, the higher the possibilities of them to execute the gold zakat payment. Though, several studies had studied in the area of zakat viz Othman et.al (2021), Khalil et.al (2021), Awang (2015), Siraj et.al (no dates). Hence, this study proposed self-efficacy and hypothesized as follows:

H4: Intention has a positive effect on intention to make zakat payment on gold among working adults' behavior.

5. Research Framework

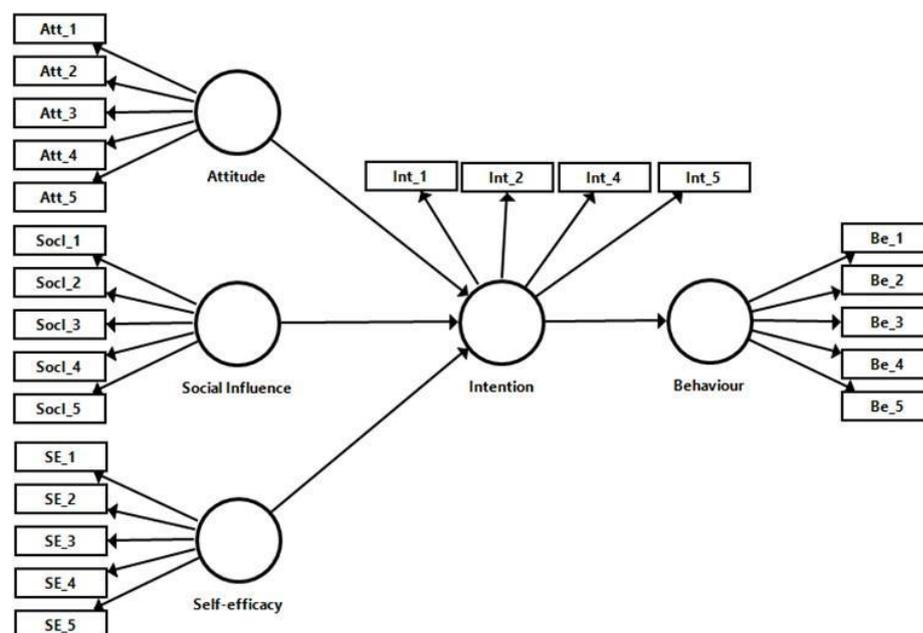


Figure 1: Research Framework

METHODOLOGY

1. Subject

On November 2021, an online questionnaire survey of a preliminary study was conducted and distributed using Google Form. A Google Form was provided to respondents so that they may answer the questionnaire at their leisure and at their own time. For the time being, an online questionnaire survey is the greatest technique for mitigating the Covid-19 pandemic issue in Malaysia. As this survey covers the working adults of Malaysian across three Federal Territory in Malaysia viz Kuala Lumpur, Putrajaya, and Labuan as well as Selangor. In this study, Selangor and Kuala Lumpur are combined since the two states share the same economic area. A total of 50 valid respondents were collected. Likewise, non-probability judgmental sampling was used, which gives four screening questions before respondents begin to answer the survey. The screening questions are as follows:

1. Are you working?
2. Do you interest / invest in gold?
3. Are you Muslim?
4. Are you live in either Kuala Lumpur/Selangor/Putrajaya/Labuan?

Since the purpose of this study was to analyze working individuals, the primary requirement for completing this questionnaire should be that the respondents are already working as well as for those who have interest and investing in gold. Thus, the validity of the respondents would be acceptable. Besides, the current study is on zakat field, so that, Muslims are required to pay zakat as an obligations worship to Allah SWT. As a result, it is critical to determine whether the respondent is a Muslim, at the very least, a Muslim is aware of the responsibility to give zakat, which, in this context, is gold when compared to non-Muslims. The demographic respondents disclose respondents' gender, age, employment, monthly income, level of education, preference for gold investment, and preference for zakat payment.

Table 1
Demographic

Attributes	Demographic distribution					
	Kuala Lumpur / Putrajaya / Selangor		Putrajaya		Labuan	
<i>Gender</i>	Frequency	Percentile	Frequency	Percentile	Frequency	Percentile
Male	12	48%	2	20%	2	13.33%
Female	13	52%	8	80%	13	86.67%
TOTAL (50)	25	100%	10	100%	15	100%
<i>Age</i>						
20-30	18	72%	9	90%	12	80%
31-40	6	24%	1	10%	3	20%
41-50	0	0%	0	0%	0	0%
> 51	1	4%	0	0%	0	0%
<i>Employment</i>						

Government sector	5	20%	9	90%	8	53.33%
Private sector	17	68%	1	10%	6	40%
Self-employed	3	12%	0	0%	1	6.67%
Monthly income						
< RM1000	2	8%	0	0%	2	13.33%
RM1001 – RM3000	13	52%	7	70%	10	66.67%
RM3001 – RM5000	6	24%	3	30%	2	13.33%
> RM5001	4	16%	0	0%	1	6.67%
Level of education						
Doctor of Philosophy	0	0%	0	0%	0	0%
Master's Degree	3	12%	4	40%	3	20%
Bachelor's Degree	19	76%	6	60%	6	40%
Diploma	2	8%	0	0%	2	13.33%
STPM/STAM/ Matriculation	0	0%	0	0%	2	13.33%
SPM/SPMV	1	4%	0	0%	1	6.67%
PMR/SRP or below	0	0%	0	0%	1	6.67%

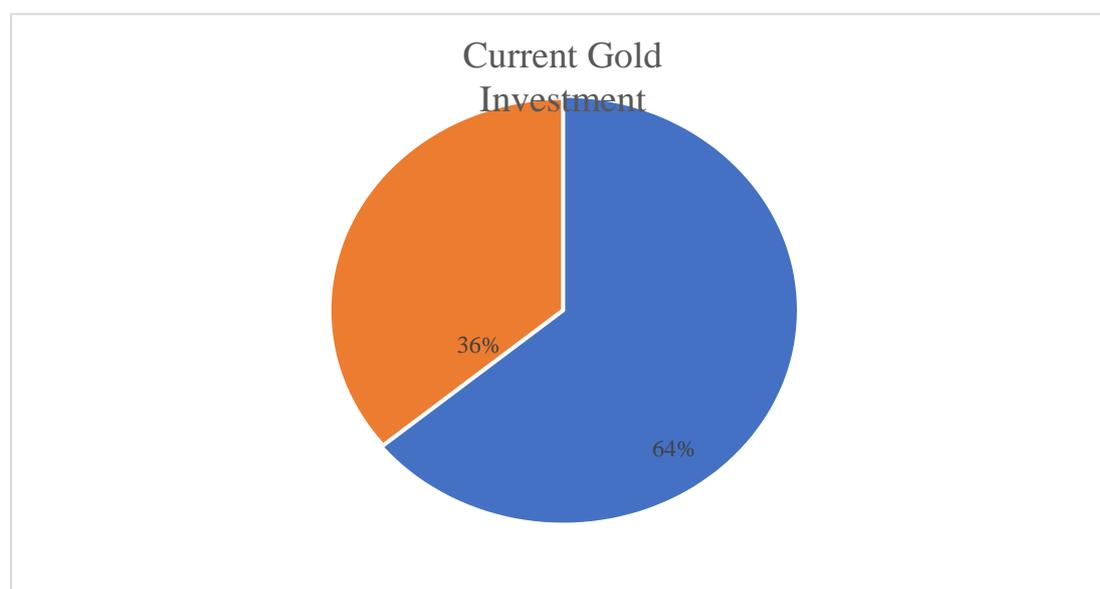


Chart 1: Current Gold Investment

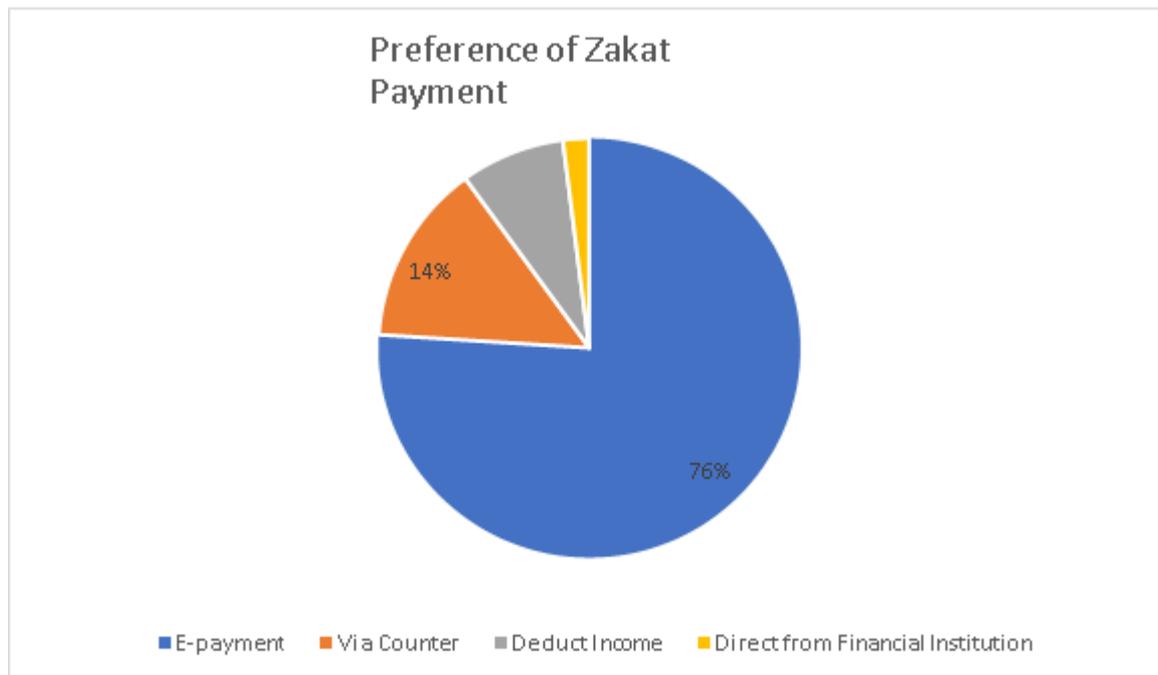


Chart 2: Preference of Zakat Payment

2. Measures

The research questionnaire is divided into two segments. The first segment requires responders to evaluate the overall significance of five variables on a five-point Likert scale ranging from 1-Strongly Disagree to 2-Disagree, 3-Slightly Agree to 4-Agree, and 5-Strongly Agree. The questionnaire items were derived from previous research. Items for attitude are adapted from (Abu Bakar & Rashid, 2010; De Vries & Mudde, 1998; Sandvik et al., 2007). Items for social influence are adapted from three studies by (De Vries & Mudde, 1998; Sandvik et al., 2007; Van Es et al., 2001). Items for self-efficacy are emanated from (Sandvik et al., 2007; Van Es et al., 2001). While items for intention and behavior are adapted from these studies that conducted ASE-model as well in their studies respectively (De Vries & Mudde, 1998; Van Es et al., 2001; Sandvik et al., 2007).

RESULTS AND DISCUSSIONS

The present research used partial least squares (PLS) modeling. The SmartPLS 3.2.8 version (Ringle et al., 2015) was used as the statistical tool to examine the measurement and structural model. Since data was collected using a single source, the first tested was the issue of Common Method Bias by following the suggestions of Kock and Lynn (2012), and Kock (2015). The full collinearity testing had been executed. In this method all the variables will be regressed against a common variable and if the $VIF \leq 5$ then there is no bias from the single source data. The analysis yielded VIF less than 5 thus single source bias is not a serious issue with the data.

Table 2 : Full Collinearity Testing

Att	Be	Int	SE	SocI
2.273	3.216	3.537	2.295	1.417

Note: Att = Attitude, Be = Behavioral, Int = Intention, SE = Self-efficacy, SocI = Social Influence.

Measurement Model

Following, two step approach was tested namely validity and reliability of the instrument's accordance to the guidelines of Hair et al. (2019) and Ramayah et al. (2018). Next, structural model to test the hypothesis developed was examined. For the measurement model, has been assessed the loadings, average variance extracted (AVE) and the composite reliability (CR). The values of loadings should be ≥ 0.5 , the AVE should be ≥ 0.5 and the CR should be ≥ 0.7 . As shown in Table 3, the AVEs are all higher than 0.5 and the CRs are all higher than 0.7. The loadings were also acceptable with only one loading less than 0.708 (Hair et al., 2019).

In step 2, we assessed the discriminant validity using the HTMT criterion suggested by Henseler et al. (2015) and updated by Franke and Sarstedt (2019). The HTMT values should be ≤ 0.85 the stricter criterion and the mode lenient criterion is it should be ≤ 0.90 . As shown in Table 4, the values of HTMT were all lower than the stricter criterion of ≤ 0.85 . Taken together both these validity test has shown that the measurement items are both valid and reliable.

Table 3: Measurement Model

Construct	Item	Loading	CR	AVE	Cronbach's Alpha
Attitude	Att_1	0.848	0.941	0.762	0.922
	Att_2	0.941			
	Att_3	0.847			
	Att_4	0.909			
	Att_5	0.813			
Behavioral	Be_1	0.882	0.867	0.574	0.831
	Be_2	0.862			
	Be_3	0.544			
	Be_4	0.766			
	Be_5	0.681			
Intention	Int_1	0.903	0.912	0.724	0.869
	Int_2	0.917			
	Int_4	0.676			
	Int_5	0.883			
Self-efficacy	SE_1	0.853	0.905	0.659	0.872
	SE_2	0.894			
	SE_3	0.606			
	SE_4	0.825			
	SE_5	0.848			

Social Influence	SocI_1	0.637	0.907	0.669	0.877
	SocI_2	0.613			
	SocI_3	0.936			
	SocI_4	0.925			
	SocI_5	0.912			

Note: Int_3 is deleted due to low loadings

Convergent Validity established when there is a high degree of correlation between two different sources responding to the same measure (Sekaran and Bougie, 2016). According to (Hair et al., 2019), the convergent validity can be assessed by looking at the loading AVE and the reliability assess by observing on composite reliability (CR). The value of AVE must be greater than 0.5 as suggested (Fornell and Larcker, 1981). Meanwhile, the composite reliability must be greater than 0.7 as recommended by (Lee and Kozar, 2008).

Table 4: Discriminant Validity

	1	2	3	4	5
1. Attitude					
2. Behavioral	0.645				
3. Intention	0.750	0.841			
4. Self-efficacy	0.712	0.810	0.742		
5. Social Influence	0.502	0.589	0.492	0.464	

Discriminant validity established when two distinctly different concepts are not correlated to each other (Sekaran and Bougie, 2016). Based on Fornell and Larcker's (1981) recommendations, the values for the square root of the AVE of the constructs are beyond the value of 0.7. Therefore, the results fulfil the discriminant validity test.

Table 5: Structural analysis

Hypothesis	Relationships	Std. Beta	Std. Dev.	t-value	p-value	BCI LL	BCI UL	f²
H1	Intention -> Behavioral	0.802	0.040	20.136	p<.001	0.725	0.851	1.802
H2	Attitude -> Intention	0.386	0.199	1.939	p<.001	0.167	0.771	0.191
H3	Self-efficacy -> Intention	0.376	0.193	1.947	p<.001	0.054	0.647	0.194
H4	Social Influence -> Intention	0.138	0.149	0.929	0.176	-0.093	0.392	0.036

In Table 5, three relationships are found to have t-value ≥ 1.645 , thus significant at 0.05 level of significance. In details, the predictors of Attitude ($\beta = 0.386$ $p < 0.01$), Self-efficacy ($\beta = 0.376$, $p < 0.01$) and social influence ($\beta = 0.138$, $p < 0.01$) are positively related on consumer behaviour. Thus, H2, H3 and H4 are supported. Next, the result of the effect of intention on behavior indicates that intention ($\beta = 0.802$, $p < 0.01$) is also positively related to behavior. This result supports H1 of this study. Furthermore, the effect sizes (f^2) are assessed by Sullivan and Fein (2012), p-value can inform the reader whether an effect exists, the p-value will not reveal the size of effect. Cohen (1988) guideline is used in order to measure the effect size. The values of 0.02, 0.15 and 0.35 represent small, medium and large effect respectively. From the

table 5, it depicts that intention has a large effect in producing the R^2 for behavior. Moreover, the results indicates that attitude (0.191) and self-efficacy (0.194) have medium effect in producing the R^2 for intention. Meanwhile, the effect size of social influence has small effect in producing R^2 for intention (0.036).

CONCLUSION

This investigation has flourished in order to find the factors of zakat payment on gold among working adults in federal territories of Kuala Lumpur, Selangor, Putrajaya and Labuan. As a result, all of the indicators of zakat payment on gold among working adults are found to have a significant relationship in this study. The factors were attitude, social influence, and self-efficacy. This intriguing study clarifies that the environment in which zakat payers reside might influence how they complete their zakat requirement, as in the case of zakat on gold. The following are the study's contributions:

1. This study demonstrates the applicability of the ASE model in the context of zakat payment on gold. The ASE model is a valid theory that extends its applicability to incorporate gold zakat payments. This study reveals that attitude has a significant impact on consumers intention to pay zakat on gold. Thus, support the findings by (Gijbbers et al., 2006; Martens et al., 2005; Sandvik et al., 2007; Van Es et al., 2002).
2. The results of this study also supports the findings from three previous studies, Brug et al. (1995), Lechner and De Vries (1995), and Sandvik et al. (2007) on a significant relationship between social influence and the intention to pay zakat on gold. This study confirms that social influence has a positive relationship towards intention to pay zakat on gold.
3. This study supports research by Awang UM (2015), Bandura (1978), Othman et al (2021), and Zhao et al (2005) that finds a significant relationship between self-efficacy and intention to pay zakat on gold. Therefore, this study broadens the applicability of their findings to zakat payment on gold.
4. The current study documented the influence of intention on behavior, which demonstrates that intention is positively related to behavior. This finding backs up H1 of this study.

The current study, like many other studies in this field, recognizes at least two limitations that will drive future studies in this area. First and foremost, this paper is a preliminary study that only gathered a small sample of 50 respondents. Indeed, it is a challenge to have more respondents, and this might be because many working Malaysians are still unaware of the benefits of investing and having actual gold in hand. Thus, many potential respondents who were approached declined to participate in this study. Second, the current study solely looks at the impacts of attitude, social influence, self-efficacy, and intention on zakat payment on gold among working adults. To rectify this, future research may expand the same study to include more respondents as well as more representative of each age group to broaden the findings. Future research may incorporate *taqwa* or religiosity to compare and contrast the findings. Despite our limits, we at least present fresh viewpoints on zakat compliance intention in Malaysian federal territories where zakat on gold is implemented.

APPENDIX

Table 6: Battery items

No. Measures

Attitude

1. I have positive feelings to pay zakat on gold.
 2. Pay zakat on gold makes me feel good.
 3. Pay zakat on gold is the right thing to do.
 4. Pay zakat on gold is beneficial for me.
 5. The platform for zakat payment on gold is easy to access.
-

Social Influence

1. My friends encourage me to pay zakat on gold.
 2. My friends will pay zakat on gold.
 3. My family encourage me to pay zakat on gold.
 4. My family will pay zakat on gold.
 5. People surrounding me support me to pay zakat on gold.
-

Self-Efficacy

1. I am capable to pay zakat on gold.
 2. I am confident in my ability to pay zakat on gold.
 3. I think I am eligible to pay zakat on gold.
 4. I have knowledge about zakat on gold.
 5. I will pay zakat on gold even though without any assistant from other people.
-

Intention

1. I have intention to pay zakat on gold when reach *nisab* and *haul*.
 2. I will put an effort to pay zakat on gold.
 3. I want to pay zakat on gold regularly.
 4. I try to pay zakat on gold in different platform (e-zakat).
 5. I will pay zakat on gold wherever I stay.
-

Behavior

1. I pay zakat on gold when the *nisab* meets.
 2. I pay zakat on gold when the *haul* meets.
 3. I pay zakat on gold in previous years.
 4. I pay zakat directly to the zakat institutions.
 5. I pay zakat on gold consistently.
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