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Bridging Mind and Market: A Bibliometric Exploration of Consumer Motivation's Role in Shaping Behavioral Intentions

Ibnu Sina Hi Yusuf¹, Febiyola Wiyaja², Irmawati A Husen³

^{1,3}Fakultas Ekonomi dan Bisnis, Universitas Kairun.

²Fakultas Administrasi Bisnis, Politeknik Negeri Ambon.

Email: didibnushykoko@gmail.com; yunani80@gmail.com; irmahusen@unkhair.ac.id

ABSTRACT

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The digital era and globalization have created increasingly complex market landscapes where understanding consumer motivation becomes crucial for organizations seeking competitive advantage. This research aims to comprehensively map and analyze the intellectual structure of the research domain exploring consumer motivation's role in shaping behavioral intentions through systematic bibliometric analysis. The study employs a quantitative bibliometric approach utilizing advanced scientometric techniques to examine large-scale bibliographic data, with secondary data comprising 250 scientific articles extracted from Scopus and Google Scholar databases covering publications from 2018 onwards. The PRISMA framework was implemented for structured article selection, while VOSviewer software facilitated comprehensive bibliometric analysis through co-authorship networks, keyword co-occurrence mapping, citation analysis, and thematic clustering. Network analysis reveals that intrinsic and extrinsic motivation remain central nodes dominating the research landscape, with Self-Determination Theory maintaining its position as the dominant theoretical framework. The findings demonstrate significant interdisciplinary integration, with concepts from cognitive psychology, social psychology, and organizational psychology converging within unified theoretical frameworks. Temporal analysis indicates research evolution from traditional utility-focused approaches toward more holistic perspectives integrating hedonic, social, and symbolic motivations. The study identifies emerging themes including sustainable consumption, collaborative consumption, and prosocial motivation, reflecting contemporary societal concerns and digital transformation impacts on consumer behavior, ultimately contributing to advancing theoretical understanding by providing comprehensive overview of knowledge structure evolution and identifying convergence points across disciplines.

INTRODUCTION

The contemporary marketplace has undergone unprecedented transformation driven by digitalization and globalization, creating complex ecosystems where consumers navigate virtually unlimited product and service choices (Venkatesh et al., 2012). This paradigm shift, accelerated by advanced information and communication technologies, enables real-time information access, seamless product comparisons, and multi-platform brand interactions. Consequently, understanding consumer motivation has evolved from a peripheral concern to a strategic imperative for organizations pursuing sustainable competitive advantage and meaningful value proposition development.

Consumer motivation, conceptualized as the internal driving force propelling individuals toward purchase decisions and product adoption behaviors, has emerged as a critical focal point in marketing and consumer behavior scholarship over recent decades. However, the increasing sophistication of modern consumer behavior, particularly among digital native generations, presents unprecedented challenges for both practitioners and researchers seeking to decode the complex interplay between internal motivational states and observable behavioral outcomes.

Despite substantial scholarly attention, the current landscape of consumer motivation research exhibits significant theoretical fragmentation and methodological inconsistencies. Existing reviews predominantly adopt narrow domain-specific perspectives, focusing on particular industries or contexts such as e-commerce, technology adoption, or sustainability, thereby limiting comprehensive understanding of cross-contextual motivational dynamics.

A critical gap exists in the absence of systematic bibliometric analysis capable of mapping the intellectual architecture and evolutionary trajectories of consumer motivation research holistically. Traditional narrative reviews, while valuable, lack the quantitative rigor necessary to identify latent patterns, knowledge clusters, and emerging research frontiers that characterize this rapidly evolving field.

This investigation aims to comprehensively map and analyze the intellectual structure of consumer motivation research domain through systematic bibliometric analysis. Specifically, the study seeks to:

1. Identify influential publications, prominent authors, and key journals shaping the field
2. Analyze evolutionary patterns of research themes and methodological approaches
3. Reveal emerging trends and future research opportunities
4. Examine cross-disciplinary knowledge flows and theoretical convergence points

The research addresses fundamental questions regarding the intellectual structure and knowledge evolution within consumer motivation research, key contributors and influential works, dominant research themes and methodological approaches, cross-disciplinary knowledge flows, and emerging research frontiers for advancing theoretical understanding and practical applications.

LITERATURE REVIEW

The theoretical foundations of consumer motivation have evolved substantially from classical frameworks emphasizing basic needs satisfaction toward contemporary models integrating psychological, social, and contextual complexity. Self-Determination Theory (SDT), developed by Deci and Ryan (1985), represents one of the most influential contemporary frameworks, identifying three fundamental psychological needs: autonomy, competence, and relatedness. Research demonstrates positive correlations between satisfaction of these needs and consumer well-being and optimal functioning (Ryan & Deci, 2000).

However, cultural psychology perspectives challenge SDT's universality, particularly regarding autonomy's relevance across individualistic versus collectivistic cultural contexts. Maslow's Hierarchy of Needs, despite its foundational status, faces empirical challenges in contemporary consumer behavior contexts, with limited support for hierarchical progression assumptions (Wahba & Bridwell, 1976).

Uses and Gratifications Theory (UGT) has experienced revitalization in digital environments, with technology-specific gratifications emerging beyond traditional frameworks (Sundar & Limperos, 2013). Nevertheless, UGT faces criticism regarding active audience assumptions and limited explanation of unconscious motivational influences on consumption behaviors.

Contemporary perspectives increasingly emphasize integration of hedonic and utilitarian motivations, with Hirschman and Holbrook (1982) pioneering experiential consumption aspects. However, the hedonic-utilitarian dichotomy faces criticism for potentially artificial distinctions, as consumers frequently experience simultaneous motivational types (Chitturi et al., 2008).

The Theory of Planned Behavior (TPB) has emerged as the dominant predictive framework, with meta-analytic evidence demonstrating that attitude, subjective norms, and perceived behavioral control consistently explain 39% of intention variance and 27% of behavioral variance (Armitage & Conner, 2001). However, TPB faces criticism regarding sufficiency assumptions, with additional predictors including moral norms, self-identity, and past behavior significantly enhancing predictive power (Conner & Armitage, 1998).

Technology Acceptance Model (TAM) and its evolutionary variants have dominated technology adoption research, emphasizing perceived usefulness and ease of use as core determinants. Nevertheless, TAM encounters criticism for theoretical oversimplification and limited grounding (Bagozzi, 2007). The Unified Theory of Acceptance and Use of Technology (UTAUT) integrates multiple competing models but faces complexity and applicability concerns (Venkatesh et al., 2003).

Social Cognitive Theory emphasizes reciprocal interactions between personal, environmental, and behavioral factors, with self-efficacy beliefs serving as powerful intention and behavior predictors (Bandura, 2006). However, operationalizing reciprocal causation and establishing causal relationships in cross-sectional research designs presents ongoing challenges.

Integrated models like UTAUT2 incorporate hedonic motivation, price value, and habit as additional constructs, though face trade-offs between comprehensiveness

and parsimony (Venkatesh et al., 2012). Meta-analytic studies reveal persistent intention-behavior gaps, with average correlations around 0.47, suggesting additional explanatory factors beyond traditional predictors (King & He, 2006).

The relationship between consumer motivation and behavioral intentions represents a complex process involving multiple mediating mechanisms and moderating factors rather than straightforward causal linkages. The Cognitive-Affective Processing Model explains that motivational states undergo cognitive and affective processing before intention translation, with emotions mediating attitude-intention relationships (Bagozzi et al., 1999).

Dual-Process Theory applications demonstrate that motivation-intention relationships operate through automatic (System 1) and controlled (System 2) processing routes, with conflicting intentions emerging from competing systems dependent on cognitive resource availability (Strack & Deutsch, 2004). However, operationalizing automatic versus controlled processing presents methodological challenges.

Mediating mechanisms include perceived value, satisfaction, trust, and emotional responses, though conceptualization and measurement remain contentious across cultural contexts. Trust mediation faces particular challenges in digital environments characterized by reduced face-to-face interaction and increased anonymity (McKnight et al., 2002).

METHODS

This study employs a comprehensive bibliometric analysis approach to systematically examine the consumer motivation and behavioral intentions literature landscape. Bibliometric methodology utilizes mathematical and statistical techniques to analyze scientific literature patterns, enabling objective mapping of knowledge structures, research trend identification, and intellectual network revelation within specific academic domains.

The bibliometric approach offers significant advantages for exploratory research by providing reproducible insights about research evolution and emerging themes through computational analysis of large-scale publication datasets. This

methodology maintains objectivity while eliminating subjective biases inherent in traditional narrative reviews.

Secondary data comprising 250 scientific articles were extracted from two premier academic databases: Scopus and Google Scholar. Scopus served as the primary database due to its comprehensive coverage and prestigious reputation in academic research. Google Scholar provided complementary coverage, particularly for grey literature and emerging publications not indexed in traditional databases.

The temporal scope encompassed publications from 2018 onwards to ensure contemporary relevance while capturing recent theoretical developments. The keyword "motivation" was strategically selected as the primary search term to maintain focus on core constructs while permitting diverse conceptual interpretations in consumer behavior contexts.

Inclusion criteria encompassed peer-reviewed journal articles, conference proceedings, and review papers published in English focusing on consumer motivation constructs and behavioral intentions. Exclusion criteria eliminated duplicate entries, non-English publications, incomplete records, and studies outside the specified temporal scope.

The PRISMA (Preferred Reporting Items for Systematic Reviews and Meta-Analyses) framework ensured structured and transparent article selection procedures. The methodology involved multiple screening stages: initial identification, duplicate removal, eligibility assessment, and final inclusion determination based on predetermined criteria.

Multiple reviewers participated in the selection process to ensure inter-rater reliability and minimize selection bias. Quality assessment procedures evaluated methodological rigor, theoretical contributions, and empirical validity of included studies.

VOSviewer software facilitated comprehensive bibliometric analysis and visualization, chosen for proven capabilities in constructing and displaying bibliometric networks through sophisticated algorithmic approaches. The software enabled systematic analysis of co-authorship patterns, keyword co-occurrence networks, citation relationships, and thematic clustering.

The analytical process generated four primary visualization outputs:

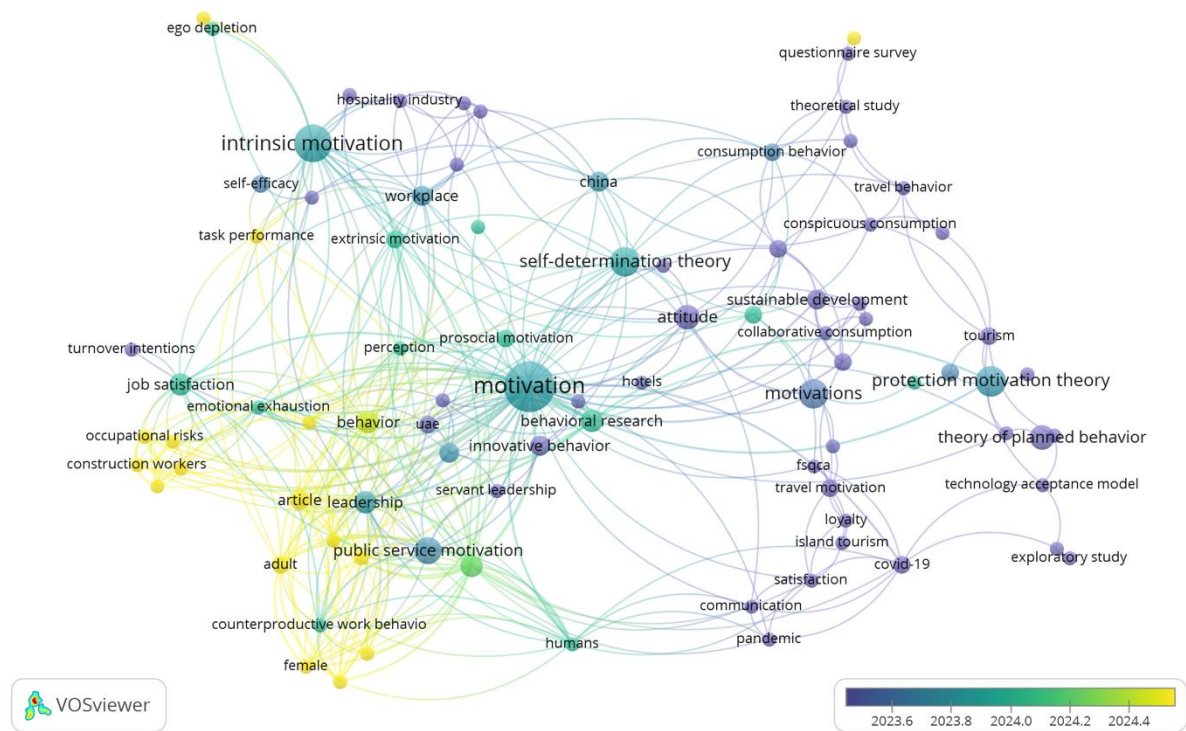
1. **Network visualization:** Displaying interconnected relationships between key concepts and authors
2. **Overlay visualization:** Depicting temporal evolution of research themes
3. **Density visualization:** Highlighting research concentration areas
4. **Collaboration networks:** Revealing institutional and individual research partnerships

Sophisticated algorithms synthesized complex bibliometric data into interpretable graphical representations, enabling identification of research clusters, emerging trends, and knowledge gaps within the consumer motivation domain.

RESULTS AND DISCUSSION

The analysis encompassed 250 articles published between 2018-2024, representing a comprehensive sample of contemporary consumer motivation research. The temporal distribution showed consistent publication growth, with peak activity during 2020-2022, coinciding with digital transformation acceleration and pandemic-induced behavioral changes.

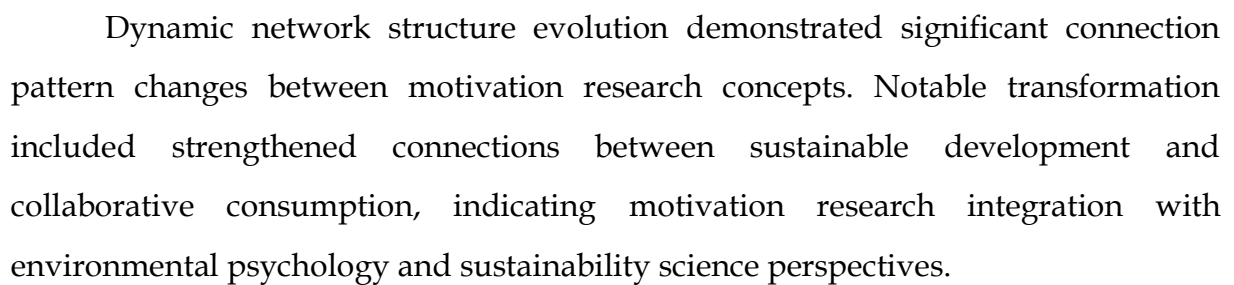
Geographic distribution revealed strong representation from North American and European institutions, with emerging contributions from Asia-Pacific regions, particularly China and Southeast Asia. The journal distribution indicated publication across diverse disciplines, including marketing, psychology, information systems, and management science.



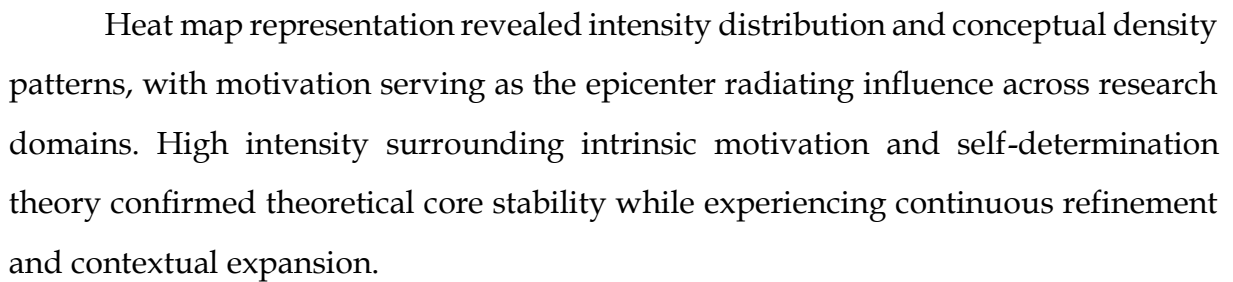
Network visualization revealed intrinsic and extrinsic motivation as dominant central nodes, confirming Self-Determination Theory's continued theoretical prominence. High centrality levels, reflected in node size and connection intensity, demonstrate these concepts' fundamental importance in contemporary motivation research.

Temporal distribution through color gradations illustrated research pattern evolution, with traditional themes maintaining relevance while undergoing contextual transformation. Strong connections between workplace, task performance, and self-efficacy indicated intensified organizational motivation research, particularly in post-pandemic contexts requiring innovative human resource management approaches.

The positioning of ego depletion as a relatively isolated yet connected concept suggested emerging integration of cognitive fatigue research with classical motivation theory, representing significant research opportunities. Network density revealed substantial interdisciplinarity, with concepts from cognitive, social, and organizational psychology integrating within unified theoretical frameworks.



Technology Acceptance Model and Theory of Planned Behavior convergence indicated significant theoretical integration in understanding digital technology adoption behavior, reflecting digital transformation's impact on fundamental motivation assumptions.



Geographic and sectoral specializations, particularly hospitality industry and China as high-intensity nodes, indicated developing region-specific and industry-specific theoretical developments requiring localized adaptations, suggesting motivation research glocalization.

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1. **Sustainable and Collaborative Consumption:** Integration of environmental psychology perspectives with traditional motivation frameworks, reflecting growing environmental consciousness and sharing economy proliferation.
2. **Digital Transformation and Technology Adoption:** Convergence of technology acceptance models with behavioral intention theories, addressing digital-native behavior patterns and technology-mediated interactions.
3. **Prosocial and Altruistic Motivations:** Recognition of collective welfare-oriented motivations transcending individual benefit optimization, particularly relevant in corporate social responsibility and community engagement contexts.

Methodological sophistication increased significantly, with adoption of fuzzy-set qualitative comparative analysis (fsQCA) and mixed-method approaches demonstrating field maturation. Advanced computational techniques integration with traditional psychological methods provided nuanced insights into complex motivational processes.

Cross-cultural research intensification reflected recognition of cultural variation significance in motivation structures, requiring culturally-sensitive theoretical adaptations for improved predictive validity across diverse populations.

The bibliometric analysis reveals significant theoretical evolution characterized by both consolidation and diversification within consumer motivation research. The persistent centrality of Self-Determination Theory demonstrates theoretical robustness while accommodating contemporary challenges through conceptual expansion and contextual adaptation.

Interdisciplinary integration represents a fundamental paradigm shift, with traditional psychological boundaries becoming increasingly fluid. This convergence creates opportunities for developing more comprehensive theoretical frameworks addressing complex contemporary consumer environments while maintaining conceptual coherence.

The emergence of prosocial motivation as a distinct research stream suggests theoretical expansion beyond individual-focused models toward collective welfare

considerations. This development reflects broader societal concerns regarding sustainability, social responsibility, and community engagement in consumption decisions.

For marketing practitioners, the identified emerging themes provide strategic guidance for developing sophisticated consumer engagement strategies aligned with contemporary motivational orientations. The integration of hedonic, utilitarian, and prosocial motivations suggests need for holistic value propositions addressing multiple consumer needs simultaneously.

Technology companies can leverage insights regarding digital transformation impacts to develop more intuitive and motivationally-aligned user experiences. The convergence of technology acceptance models with behavioral intention theories provides practical frameworks for enhancing adoption rates and user satisfaction.

The geographic specialization patterns offer valuable guidance for multinational corporations in adapting motivational strategies for different cultural contexts, recognizing that universal theories require localized implementation for optimal effectiveness.

The study demonstrates bibliometric analysis utility in revealing hidden patterns and knowledge structures not apparent through traditional review methods. The temporal network analysis provides unique insights into research evolution dynamics, enabling prediction of future research trajectories.

The integration of multiple visualization techniques (network, overlay, density, and collaboration analyses) offers comprehensive understanding of research landscape complexity, establishing methodological precedents for future bibliometric investigations in consumer behavior research.

Several methodological limitations require acknowledgment. The temporal scope limitation (2018-2024) may not capture complete historical evolution of theoretical developments. Database dependence on Scopus and Google Scholar may introduce selection bias favoring English-language publications.

Future research should explore more sophisticated integration mechanisms between traditional motivation theories and contemporary challenges including artificial intelligence, virtual reality, and metaverse environments. Longitudinal studies examining temporal dynamics in motivation-intention relationships are essential for understanding motivational orientation stability and variability.

Cross-cultural investigation intensification is necessary for developing culturally-sensitive theoretical adaptations improving predictive validity across diverse populations. Methodological innovations integrating advanced computational techniques with traditional psychological methods can provide more nuanced insights into complex motivational processes.

CONCLUSION

This comprehensive bibliometric analysis of 250 articles reveals fundamental transformation in consumer motivation research during 2018-2024. Self-Determination Theory maintains dominance while experiencing significant conceptual expansion and contextual adaptation. The research demonstrates substantial interdisciplinary integration, with fluid boundaries between psychological subdisciplines creating more complex hybrid models.

Three primary emerging themes characterize contemporary research: sustainable and collaborative consumption, digital transformation and technology adoption, and prosocial and altruistic motivations. These themes reflect broader societal concerns and technological advancement impacts on consumer behavior patterns.

Geographic specialization indicates research glocalization, where universal theories require cultural adaptation for optimal effectiveness. Methodological sophistication increases through advanced analytical technique adoption, demonstrating field maturation and enhanced research rigor.

The study contributes to theoretical advancement by providing comprehensive knowledge structure mapping and identifying cross-disciplinary convergence points. Practical implications include strategic guidance for marketing practitioners and technology developers in creating motivationally-aligned consumer experiences.

Future research should focus on integration mechanism development between traditional theories and contemporary challenges, cultural variation exploration, and methodological innovation through computational technique integration. These directions will advance both theoretical understanding and practical applications in the rapidly evolving consumer motivation domain.

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