

DAFTAR PUSTAKA

- Aghazadeh, H., Beheshti Jazan Abadi, E. and Zandi, F., 2022. *Branding advantage of agri-food companies in competitive export markets: a resource-based theory*. *British Food Journal*, 124(7), pp.2039-2060.
- Ali, B. and Anwar, G., 2021. *Porter's Generic Competitive Strategies and its influence on the Competitive Advantage*. *International Journal of Advanced Engineering, Management and Science*, 7(6), pp.42-51.
- Aspers, P. and Corte, U., 2019. *What is Qualitative in Qualitative Research*. *Qualitative Sociology*, 42(2), pp.139-160.
- Azungah, T., 2018. *Qualitative research: deductive and inductive approaches to data analysis*. *Qualitative Research Journal*, 18(4), pp.383-400.
- Barlian, E., 2018. *Metodologi Penelitian Kualitatif & Kuantitatif*. INA-Rxiv. Doi: 10.31227/osf.io/aucjd.
- Beritajatim.com | Portal Berita Jawa Timur Hari Ini. 2021. *Usaha Briket Arang, Potensi Ekspor Indonesia*. [online] Available at: <<https://beritajatim.com/ragam/usaha-briket-arang-potensi-ekspor-indonesia/>> [Accessed 9 April 2022].
- Budiati, Y., Untoro, W., Wahyudi, L. and Harsono, M., 2021. *The mediating effect of strategy on entrepreneurial orientation and performance*. *Journal of Research in Marketing and Entrepreneurship*.
- Busetto, L., Wick, W. and Gumbinger, C., 2020. *How to use and assess qualitative research methods*. *Neurological Research and Practice*, 2(1).
- Campbell, S., Greenwood, M., Prior, S., Shearer, T., Walkem, K., Young, S., Bywaters, D. and Walker, K., 2020. *Purposive sampling: complex or simple? Research case examples*. *Journal of Research in Nursing*, 25(8), pp.652-661.
- Chung, H. and Ho, M., 2021. *International competitive strategies, organizational learning and export performance: a match and mis-match conceptualization*. *European Journal of Marketing*, 55(10), pp.2794-2822.
- Ciesielska, M., Boström, K. and Öhlander, M., 2017. *Observation Methods*. *Qualitative Methodologies in Organization Studies*, pp.33-52.
- Dahooie, J., Meidute-Kavaliauskiene, I., Vanaki, A., Podvieszko, A. and Beheshti Jazan Abadi, E., 2020. *Development of a firm export performance*

measurement model using a hybrid multi-attribute decision-making method. Management Decision, 58(11), pp.2349-2385.

- Djpen.kemendag.go.id 2018. Warta Ekspor: *Menjadi Eksportir di Era Digital*. Edisi Juni 2018. Ditjen PEN/MJL/46/VI/2018. <<http://djpen.kemendag.go.id>> [Accessed 8 November 2022].
- Djpen.kemendag.go.id. 2020. *ARANG BRIKET INDONESIA PRIMADONA DI PASAR TIMUR TENGAH Agustus 2020*. [online] Available at: <http://djpen.kemendag.go.id/app_frontend/admin/docs/publication/7471624447665.pdf> [Accessed 8 April 2022].
- Fadli, M., 2021. *Memahami desain metode penelitian kualitatif*. HUMANIKA, 21(1), pp.33-54.
- Falahat, M., Lee, Y., Ramayah, T. and Soto-Acosta, P., 2020. *Modeling the effects of institutional support and international knowledge on competitive capabilities and international performance: Evidence from an emerging economy. Journal of International Management*, 26(4), p.100779.
- Ferreira, M. and Ganao Simoes, L., 2016. *The interrelationships between resources, capabilities, export competitive advantages and export performance. International Journal of Export Marketing*, 1(2), p.142.
- Ghozali, I., 2020. *25 Grand Theory, 25 Teori Besar Ilmu Manajemen, Akuntansi dan Bisnis*. 1st ed. Semarang: Yoga Pratama.
- He, X., Brouthers, K. and Filatotchev, I., 2018. *Market orientation and export performance: the moderation of channel and institutional distance. International Marketing Review*, 35(2), pp.258-279.
- Imran, M., Raziq, A., Saleem, H. and Khaliq, M., 2020. *The Moderating effect of Business Network on the Relationship Between Export Market Orientation, Total Quality Management and Company Export Performance: Evidence from Furniture Industry of Pakistan. South Asian Journal of Management Sciences*, 14(1), pp.43-60.
- Islam, M. and Aldaihani, F., 2021. *Justification for Adopting Qualitative Research Method, Research Approaches, Sampling Strategy, Sample Size, Interview Method, Saturation, and Data Analysis. Journal of International Business and Management*,.
- Islami, X., Mustafa, N. and Topuzovska Latkovikj, M., 2020. *Linking Porter's generic strategies to firm performance. Future Business Journal*, 6(1).
- Jin, B. and Cho, H., 2018. *Examining the role of international entrepreneurial orientation, domestic market competition, and technological and marketing*

capabilities on SME's export performance. Journal of Business & Industrial Marketing, 33(5), pp.585-598.

Kayabasi, A. and Mtetwa, T., 2016. *Impact of marketing effectiveness and capabilities, and export market orientation on export performance. European Business Review*, 28(5), pp.532-559.

Kementerian Luar Negeri Republik Indonesia. 2021. *Arang Batok Kelapa Indonesia yang Kualitasnya Mendunia. [online] Available at: <<https://kemlu.go.id/maputo/id/news/13455/arang-batok-kelapa-indonesia-yang-kualitasn-ya-mendunia>> [Accessed 9 April 2022].*

Keskin, H., Ayar Şentürk, H., Tatoglu, E., Gölgeci, I., Kalaycioglu, O. and Etlioglu, H., 2021. *The simultaneous effect of firm capabilities and competitive strategies on export performance: the role of competitive advantages and competitive intensity. International Marketing Review*, 38(6), pp.1242-1266.

Kharub, M., Mor, R. and Sharma, R., 2019. *The relationship between cost leadership competitive strategy and firm performance. Journal of Manufacturing Technology Management*, 30(6), pp.920-936.

Laumann, K., 2020. *Criteria for qualitative methods in human reliability analysis. Reliability Engineering & System Safety*, 194, p.106198.

Malca, O., Bolaños, J., Acedo, F., Rubio Donet, J. and Peña-Vinces, J., 2020. *Relational flexibility norms and relationship-building capabilities as a mediating mechanism in export performance: insights from exporting SMEs in an emerging economy, Peru. International Journal of Emerging Markets*, 16(8), pp.1745-1768.

Mostafiz, M., Sambasivan, M. and Goh, S., 2020. *The performance of export manufacturing firms: roles of international entrepreneurial capability and international opportunity recognition. International Journal of Emerging Markets*, 16(8), pp.1813-1839.

Norman K Denkin., 2012. *Triangulasi dalam Penelitian Kualitatif. (online), (http://mudjiarahardjo.com/artikel/270.html?task=view, diakses tanggal 5 September 2023).*

Hizarci Payne, A. and Katrinli, A., 2020. *Microfoundations of firm capabilities in the context of international business. Management Research Review*, 44(1), pp.59-93.

Pertanian.go.id. 2022. *Ekspor Coconut Charcoal Melonjak di Tengah Pandemi Covid - 19. [online] Available at:*

<<https://www.pertanian.go.id/home/?show=news&act=view&id=4294>>
[Accessed 9 April 2022].

Pham, T., Monkhouse, L. and Barnes, B., 2017. *The influence of relational capability and marketing capabilities on the export performance of emerging market firms. International Marketing Review*, 34(5), pp.606-628.

PRASETYO, W., 2018. *STRATEGI BISNIS UKM BRIKET ARANG TEMPURUNG KELAPA*. [online] Etd.repository.ugm.ac.id. Available at: <<http://etd.repository.ugm.ac.id/penelitian/detail/116360>> [Accessed 9 April 2022].

Rahman, M., 2016. *The Advantages and Disadvantages of Using Qualitative and Quantitative Approaches and Methods in Language "Testing and Assessment" Research: A Literature Review. Journal of Education and Learning*, 6(1), p.102.

Ramon-Jeronimo, J., Florez-Lopez, R. and Araujo-Pinzon, P., 2019. *Resource-Based View and SMEs Performance Exporting through Foreign Intermediaries: The Mediating Effect of Management Controls. Sustainability*, 11(12), p.3241.

Rashid, Y., Rashid, A., Warraich, M., Sabir, S. and Waseem, A., 2019. *Case Study Method: A Step-by-Step Guide for Business Researchers. International Journal of Qualitative Methods*, 18, p.160940691986242.

Ren, Z. and Ma, Y., 2018, October. *The Significance of Comparative Advantage Theory and Competitive Advantage Theory to the Development of China's Foreign Trade. In 2018 International Conference on Social Science and Education Reform (ICSSER 2018) (pp. 10-13). Atlantis Press.*

Rua, O., França, A. and Fernández Ortiz, R., 2018. *Key drivers of SMEs export performance: the mediating effect of competitive advantage. Journal of Knowledge Management*, 22(2), pp.257-279.

Sa'diyah, F., Baga, L. and Nurmalina, R., 2016. *Strategi Pengembangan Usaha Briket Tempurung Kelapa Di Cv Mandiri Globalindo Dengan Pendekatan Bisnis Model Kanvas*. [online] Repository.ipb.ac.id. Available at: <<https://repository.ipb.ac.id/handle/123456789/82204>> [Accessed 9 April 2022].

Safari, A. and Saleh, A., 2020. *Key determinants of SMEs' export performance: a resource-based view and contingency theory approach using potential mediators. Journal of Business & Industrial Marketing*, 35(4), pp.635-654.

- Salisu, Y. and Abu Bakar, L., 2019. *Technological capability, relational capability and firms' performance*. *Revista de Gestão*, 27(1), pp.79-99.
- Tan, Q. and Sousa, C., 2015. *Leveraging marketing capabilities into competitive advantage and export performance*. *International Marketing Review*, 32(1), pp.78-102.
- Tasci, A., Wei, W. and Milman, A., 2020. *Uses and misuses of the case study method*. *Annals of Tourism Research*, 82, p.102815.
- Teece, D.J. 2012. *Business models, business strategy and innovation*. Volume 43 page 172- 194: Long Range Planning.
- Teece, D. J. 2007. *Explicating dynamic capabilities: the nature and microfoundations of (sustainable) enterprise performance*. *Strategic Management Journal*, 28(13), 1319– 1350. <http://doi.org/10.1002/smj.640>
- Teece, D. J. 2009. *Dynamic Capabilities and Strategic Management: Organizing for Innovation and Growth*. Oxford University Press.
- Ward, J., Comer, U. and Stone, S., 2018. *On Qualifying Qualitative Research: Emerging Perspectives and the “Deer” (Descriptive, Exploratory, Evolutionary, Repeat) Paradigm*. *Interchange*, 49(1), pp.133-146.
- Yusanto, Y., 2020. *Ragam Pendekatan Penelitian Kualitatif*. *JOURNAL OF SCIENTIFIC COMMUNICATION (JSC)*, 1(1).
- Zhang, Niu dan Zheng. 2009. *Research on the determinants of the quality of internal control: evidence from China*. *International Conference on Information Management, Innovation Management and Industrial Engineering Paper*.