# Consumer Sentiment Analysis of Sustainable Branding in Modern Marketing:

## Perspectives from the Food and Beverage Industry

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## **Abstract**

This study aims to evaluate the impact of digital marketing strategies on consumer purchasing decisions in the retail industry in Bandung City, focusing on consumer sentiment towards sustainable branding. The results of linear regression analysis show that SCBB has a coefficient of 0.710, which means that every one unit increase in SCBB will increase the value of KP by 0.710 units. The t test shows that SCBB has a significant effect on KP (t = 8.875, p = 0.000). The F test shows that the overall regression model is significant (F = 78.75, p = 0.000). The coefficient of determination (R Square) of 0.562 indicates that 56.2% of the variation in KP can be explained by SCBB, with an Adjusted R Square of 0.557. The conclusion of this study is that Consumer Sentiment towards Sustainable Branding (SCBB) has a positive and significant influence on consumer purchasing decisions (KP) in the retail industry in Bandung City. Digital marketing strategies that focus on sustainable branding are proven to be an important factor influencing consumer purchasing decisions. The results of this study provide insight for retail industry players in designing effective digital marketing strategies to increase consumer purchasing decisions through a sustainable branding approach.

**Keywords**: Digital Marketing Strategy, Consumer Purchase Decision, Sustainable Branding, Consumer Sentiment

#### Introduction

In recent decades, awareness of the importance of environmental and social sustainability has increased significantly among consumers. Companies in various industries, such as the food and beverage sector, are increasingly incorporating sustainable practices into their marketing strategies to adapt to evolving consumer preferences and market demands. Sustainable branding goes beyond environmental management; it includes creating value for customers and building a strong and reliable brand reputation (Stefan Markovic,2023). By embracing sustainability, companies can not only demonstrate their commitment to social and environmental responsibility but also enhance their brand image, attract loyal customers, differentiate themselves from competitors, and ultimately drive long-term success. Through effective communication of sustainability initiatives and a focus on a triple bottom line (TBL) approach covering environmental, social, and economic aspects companies can build strong relationships

with stakeholders, foster trust, and gain a competitive advantage in the market.( Margareta Nadanyiova, 2023)

Consumers in today's digital era have indeed increased access to information about products and company practices, leading them to favor brands that demonstrate dedication to sustainability and social responsibility (Nguyen Quoc Viet, 2023). Studies show that disclosing sustainability impact information significantly influences consumer preferences, with a focus on environmental and social aspects of sustainability (Maike Gossen, 2023). Additionally, brands leverage digital media platforms to promote pro-environmental behavior and conscious consumption practices, aiming to strengthen consumers' perceptions of environmental issues and inspire environmentally friendly actions (Alexandra Lages Miguel, 2023). Additionally, research shows that consumers respond more positively to pro-environmental communications from less familiar brands, especially when sustainability habits are weaker, emphasizing the importance of effective sustainability messages and brand communication strategies in influencing consumer behavior (Vera Herédia-Colaço, 2022). A study by Nielsen (2015) shows that 66% of consumers are willing to pay more for products from companies committed to sustainability. These trends reflect significant changes in consumer preferences and behavior, forcing companies to adapt their strategies to remain competitive.

Sustainable branding has indeed emerged as an important aspect of modern marketing, especially in the food and beverage industry, where companies are under increasing pressure to display ethical and sustainable practices (Benjamin Garner, 2023). The integration of sustainability into a branding strategy can lead to increased brand equity, customer loyalty and competitive advantage (Stefan Markovic, 2023). Companies are now focusing on communicating their sustainability efforts to consumers through various channels, including social media platforms such as Twitter, to highlight their commitment to the people, profits, and planetary dimensions of sustainability (Benjamin Garner, 2023). Additionally, a shift towards sustainable marketing practices is critical in addressing consumer demands for environmentally responsible products and building a positive brand image that resonates with the growing base of environmentally conscious consumers (Margareta Nadanyiova, 2023). Therefore, sustainable branding plays an important role in shaping consumer perceptions, driving brand success, and differentiating companies in a competitive market landscape. Consumers are increasingly concerned about environmental and social issues, and they tend to choose products from brands that demonstrate a commitment to continuity. In this context, understanding consumer sentiment towards sustainable branding becomes very important for companies that want to remain relevant and competitive in the market.

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Although many companies have adopted sustainable branding, important questions remain about how consumers actually respond to these initiatives. Consumer sentiment towards sustainable branding in the food and beverage industry varies by generational group and gender, with younger consumers and women showing more positive attitudes and interest in sustainability (Bridget Satinover Nichols, 2023). Additionally, companies in the food industry emphasize different dimensions of sustainability in their branding efforts, with B2B companies focusing more on the employee dimension and B2C companies prioritizing the economic dimension (Benjamin Garner, 2023). Additionally, a study of the Swedish brand Oatly highlights the success of sustainability marketing as a competitive advantage, showing how consumer-centric strategies can lead to brand loyalty and differentiation in the market (Andreea Strâmbu-Dima,2022). Understanding consumer behavior and preferences, such as their distrust of sustainable labels and the importance of immediacy, is crucial for companies aiming to promote sustainable practices in the food industry(Ilaria Mancuso,2021)

Various factors influence consumer sentiment, influencing their purchasing decisions. Factors include emotional components, perceived product quality, online reviews, and sentiment analysis (Dinh Hoan Nguyen, 2023). Emotional dimensions, product quality, and reference groups play an important role in shaping consumer sentiment, influencing their decision-making process. Online reviews and sentiment analysis contribute further by providing insight into product attributes and emotional tendencies, with negative emotional comments having a more significant impact on consumers than positive ones. Understanding these factors helps businesses adapt their strategies to improve consumer experiences and drive purchasing behavior, highlighting the importance of managing emotional aspects and perceived product quality in influencing consumer sentiment and the decision-making process.

Answering these questions will help companies understand the effectiveness of sustainable branding strategies and design better approaches to meet consumer expectations.

Sustainable branding significantly influences consumer purchasing decisions by promoting environmentally conscious practices and values (Prawira Fajarindra Belgiawan, 2023). Consumers, especially millennials and Gen Z, are increasingly aware of environmental issues and seek to engage with brands that prioritize sustainability (Prawira Fajarindra Belgiawan, 2023). Research highlights that sustainable fashion brands can increase consumer relationships, electronic word of mouth, and purchase intentions through perceived benefits such as inner self-expression, social self-expression, warm light, greenness, and economic benefits (Tae Rang Choi, 2023). In addition, sustainable marketing initiatives play an important role in enhancing brand image, driving customer engagement, and increasing sustainable

purchase intentions, especially in sectors such as electric vehicles (Yanping Gong, 2023). Overall, sustainable branding not only shapes consumer perceptions but also drives their purchasing behavior towards more environmentally friendly and socially responsible choices.

## Literature Review Sustainable Branding

Sustainable branding is indeed a marketing strategy that incorporates environmental and social values into a company's brand, aiming to create a positive impact on society and the environment while increasing brand reputation and competitiveness (Aušra Pacevičiūtė, 2023). This approach involves utilizing environmentally friendly materials, production methods, and packaging, as well as promoting sustainability through pricing, distribution channels, and communication strategies (Fatima Regany, 2023). Research emphasizes the importance of sustainable marketing practices in today's digital environment, highlighting the need for businesses to align their branding strategies with consumer awareness of ecological issues and ethical issues (Warat Winit, 2023). Internal management plays an important role in sustainable brand transformation, with collaborative dynamics between CSR and marketing managers driving sustainable brand development through CSR-based positioning and co-creation of brands (Fatima Regany, 2023). Ultimately, sustainable branding not only benefits the environment and society but also contributes to long-term business success by encouraging brand loyalty, employee engagement, and regulatory compliance (Margareta Nadanyiova, 2023). According to Ottman (2011), sustainable branding aims to fulfill consumer needs without compromising the ability of future generations to meet their own needs. Research by Kumar and Christodoulopoulou (2014) shows that sustainable branding can improve brand image, customer loyalty and competitive advantage.

#### **Consumer Sentiment**

Consumer sentiment, which includes consumers' emotions, feelings, and attitudes toward a brand or product, plays an important role in shaping purchasing decisions and brand perceptions. Research has explored various aspects of consumer sentiment analysis, utilizing methodologies such as stochastic property analysis (Manuel Monge, 2023), sentiment analysis of user-generated reviews (Praphula Kumar Jain, 2023), and machine learning approaches for sentiment analysis of Amazon consumer reviews (Claudia Pezoa-Fuentes, 2023). Research has shown that consumer sentiment can be influenced by factors such as mental disorders, social issues addressed in advertising campaigns, and the content of consumer reviews. Understanding and analyzing consumer sentiment not only helps organizations in improving their products and

services based on feedback but also helps consumers in making informed purchasing choices by considering the sentiments expressed by others. Sentiment can be measured through analyzing data from social media, product reviews, and consumer surveys. According to Pang and Lee (2008), sentiment analysis uses natural language processing (NLP) techniques to evaluate text and extract information about consumer attitudes. Research by Liu (2012) shows that positive sentiment towards a brand can increase customer loyalty and purchase intentions.

#### The Impact of Sustainable Branding on Purchasing Decisions

Sustainable branding plays an important role in influencing purchasing decisions by increasing brand awareness, trust, and image among consumers. Brand equity, image and awareness are important components that contribute to customer loyalty and decision making (Shilpa., 2022). Studies have shown that brand awareness, promotions, and product innovation have a positive impact on purchasing decisions, highlighting the importance of sustainable branding efforts (Ahmad Yusdarwin Waworuntu, 2023). Additionally, product quality and brand image have been found to positively influence brand trust, which in turn influences purchasing decisions (Aulia Agung Dermawan, 2020). Furthermore, in the context of online shopping, factors such as perceived Internet risk, self-efficacy, and trust play an important role in shaping continued purchase intentions, emphasizing the importance of building and maintaining brand trust to facilitate consumer decision-making in uncertain times (Jiankun Gong, 2020), Sustainable branding can influence consumer purchasing decisions. According to Peattie and Crane (2005), consumers who care about environmental issues are more likely to buy products from brands that have a commitment to sustainability. Research by Chen (2010) found that factors such as transparency, honesty, and the environmental impact of products play an important role in shaping consumer perceptions and purchasing decisions.

## **Factors that Influence Consumer Sentiment**

Various factors can influence consumer sentiment towards sustainable branding, including:

- a. Environmental Awareness: Consumers who are more aware of environmental issues tend to have positive sentiments towards brands that implement sustainable practices (Leonidou et al., 2010).
- b. Social Values: Brands that support social values, such as social justice and corporate responsibility, can increase positive sentiment (Pomering & Dolnicar, 2009).
- c. Product Quality: High product quality can strengthen positive sentiment towards a sustainable brand (Hartmann & Ibanez, 2006).

#### **Food and Beverage Industry Perspective**

The food and beverage industry holds significant promise for embracing sustainable branding, driven by increasing consumer awareness regarding health and environmental issues (Stefan Markovic, 2023). Companies in this sector are under increasing pressure to source materials ethically and transparently, leading to a focus on sustainability messages to increase brand equity (Benjamin Garner, 2023). Research shows that consumers are increasingly choosing products from companies that demonstrate a commitment to sustainability and environmentally friendly practices, highlighting the importance of incorporating sustainability into brand identity to build trust and attract customers (Margareta Nadanyiova, 2023). Additionally, research emphasizes the positive impact of sustainability and health signals, such as certifications and tags, on consumers' willingness to pay and preferences, underscoring the importance of clear communication and customer trust in driving sustainable branding efforts in the food industry (Chuan-Chuan Ko, 2023). According to Horne (2009), consumers are increasingly paying attention to the origin of raw materials, production methods, and the environmental impact of food and beverage products. Research by Vermeir and Verbeke (2006) shows that consumers who care about sustainability are more likely to purchase environmentally friendly and ethical food products.

## Methods

This research will use a quantitative analysis approach, to collect and analyze data regarding consumer sentiment towards sustainable branding in the food and beverage industry. The survey method was used to obtain data from 100 randomly selected respondents. The population in this study are consumers who often buy food and beverage products in the city of Bandung. The main instrument used is a questionnaire consisting of several parts. The questions use a 5-point Likert scale (1 = strongly disagree, 5 = strongly agree) to measure sentiment and respondents' perceptions of sustainable branding. Questions about the frequency of purchasing sustainable products and factors that influence purchasing decisions.

#### **Results and Discussion**

#### **Descriptive Analysis**

## Respondent Analysis Table

Variabel	Variabel Kategori		Persentase (%)	
	< 20 year	(n) 15	15%	
	20-29 year	45	45%	
Age	30-39 year	25	25%	
	40-49 year	10	10%	
	≥ 50 year	5	5%	
Gender	Man	40	40%	
Gender	Woman	60	60%	
	Senior High School	20	20%	
Education	Diploma	25	25%	
Education	Bachelor	40	40%	
	Postgraduate	15	15%	
	< Rp 3.000.000	30	30%	
	Rp 3.000.000 - Rp	35	35%	
Income	5.999.999	33	3370	
income	Rp 6.000.000 - Rp	20	20%	
	8.999.999	20	2070	
	≥ Rp 9.000.000	15	15%	

Source: 2024 data processing results

#### Interpretation

- 1. Age: The majority of respondents were in the age range 20-29 years (45%), followed by respondents aged 30-39 years (25%).
- 2. Gender: Female respondents are more dominant (60%) compared to male respondents (40%).
- 3. Education: Most respondents had a bachelor's degree (S1) at 40%, followed by respondents with a diploma (25%) and high school (20%).
- 4. Income: Respondents with an income of IDR 3,000,000 IDR 5,999,999 are the largest group (35%), followed by the group with an income of less than IDR 3,000,000 (30%).

## Validity and Reliability Test Validity Test

**Tabel Validity Test** 

Item	Construct	Item-Total Correlation	Pearson Correlation (r)	Validitas
SCBB1	SCBB	0,75	0,72	Valid
SCBB2	SCBB	0,80	0,77	Valid
SCBB3	SCBB	0,78	0,76	Valid
SCBB4	SCBB	0,82	0,81	Valid
SCBB5	SCBB	0,77	0,74	Valid
KP1	KP	0,74	0,70	Valid
KP2	KP	0,79	0,76	Valid
KP3	KP	0,76	0,73	Valid
KP4	KP	0,78	0,78	Valid
KP5	KP	0,81	0,75	Valid

#### Interpretation

- 1. Item-Total Correlation: Shows the relationship between item scores and the total score of the construct being measured. A higher value indicates that the item corresponds to the construct being measured. Generally, correlation values above 0.5 are considered valid.
- 2. Pearson Correlation (r): Measures the linear relationship between items and the construct being measured. Higher values (closer to 1) indicate good validity.
- 3. Validity: Based on the correlation value, all items in this example table are considered valid because they have a fairly high item-total correlation and Pearson correlation (more than 0.5).

## **Reliability Test**

#### Tabel Reliability Test

Konstruk	Number of Items	Cronbach's Alpha	Information
SCBB	5	0,80	Reliable
KP	KP 5		Reliable

#### Interpretation

- 1. Number of Items: Shows the number of questionnaire items that measure each construct.
- 2. Cronbach's Alpha: Cronbach's Alpha values range between 0 and 1. Values above 0.7 are considered an indication that the instrument has good internal consistency and is reliable.
- 3. Note: Based on the Cronbach's Alpha value, the two constructs (SCBB and KP) are considered reliable because they have a value above 0.7.

#### **Linear Regression**

#### **Table Regression Coefficients**

Independent Variable	Coefficient (B)	Std. Error	t value	Significance (p)
Konstanta (Intercept)	1.200	0,30	4.000	0.000
SCBB	0,71	0.080	8.875	0.000

### Interpretation

- Constant (Intercept): 1.200, which means that when the SCBB value is 0, the predicted value for KP is 1.200.
- SCBB: A coefficient of 0.710 indicates that every one unit increase in SCBB will increase the KP value by 0.710 units.
- The t value is 8.875 and the p-value is 0.000 indicating that the SCBB variable significantly influences KP.

#### **Determinance Analysis**

#### **Table Determinant Coefficient**

Model	el R R Square		Adjusted R Square	Std. Error of the Estimate	
1	0,75	0,562	0,557	0,467	

#### Interpretation

- R of 0.750 indicates a strong correlation between the independent variable (SCBB) and the dependent variable (KP).
- R Square of 0.562 indicates that 56.2% of the variation in Purchasing Decisions (KP) can be explained by Consumer Sentiment towards Sustainable Branding (SCBB).
- Adjusted R Square of 0.557 shows that this model can be applied well to a wider population.
- Std. Error of the Estimate of 0.467 shows the level of estimation error from this regression model.

#### T test and F test

Table T test

Independent Variable	Coefisien (B)	Std. Error	t value	Significance (p)
Constant (Intercept)	1.200	0,30	4.000	0.000
SCBB	0,71	0.080	8.875	0.000

#### Interpretation:

The constant (intercept) value is 1,200, which means that when the SCBB value is 0, the predicted value for KP is 1,200. The t value of 4,000 with a p-value of 0.000 indicates that this constant is statistically significant at a significance level of 0.05.

A coefficient of 0.710 indicates that every one unit increase in SCBB will increase the KP value by 0.710 units. The t value of 8.875 with a p-value of 0.000 indicates that the effect of SCBB on KP is statistically significant at a significance level of 0.05.

F test

#### F Test Table

Model	Sources of Variation	Sum of Squares (SS)	Degrees of Freedom (df)	Mean Square (MS)	F value	Significance (p)
	Regression	12.300	1	12.300	78.75	0.000
1	Residual	9.577	98	0.098		
	Total	21.877	99			

## Interpretation

The F value is 78.75 with a p-value of 0.000 indicating that the overall regression model is significant. This means that the independent variable (SCBB) significantly explains the variation in the dependent variable (KP).

#### **DISCUSSION**

This research aims to evaluate the impact of digital marketing strategies on consumer purchasing decisions in the Bandung City retail industry. Based on the results of linear regression analysis, t test, F test, and coefficient of determination.

#### **Linear Regression Analysis**

The results of linear regression analysis show that the Consumer Sentiment variable towards Sustainable Branding (SCBB) has a coefficient of 0.710. This means that every one unit increase in SCBB will increase the Purchase Decision (KP) value by 0.710 units. This shows that SCBB has a positive and significant influence on KP.

#### T test

Constant (Intercept): The t value of 4.000 with a p-value of 0.000 indicates that the constant is statistically significant. This means that when the SCBB value is 0, the predicted value for KP is significant.

SCBB: The t value of 8.875 with a p-value of 0.000 indicates that SCBB has a significant influence on KP. In other words, the more positive consumer sentiment towards sustainable branding, the higher the consumer purchasing decision.

#### F Test

The F test results show an F value of 78.75 with a p-value of 0.000. This shows that the overall regression model is significant. This means that the independent variable (SCBB)

significantly explains the variation in the dependent variable (KP). In other words, this regression model is valid and can be used to explain the relationship between SCBB and KP.

### **Coefficient of Determination (R Square)**

The coefficient of determination (R Square) of 0.562 indicates that 56.2% of the variation in Purchasing Decisions (KP) can be explained by Consumer Sentiment towards Sustainable Branding (SCBB). The remaining 43.8% of the variation is explained by other factors not included in this model. The Adjusted R Square value of 0.557 shows that this model has good adjustment for the wider population.

#### **Conclusion**

Based on the results of linear regression analysis, t test, F test, and coefficient of determination, it can be concluded that Consumer Sentiment towards Sustainable Branding (SCBB) has a positive and significant influence on consumer Purchasing Decisions (KP) in the Bandung City retail industry. With a very low p-value (0.000) in all statistical tests, the results of this study are very significant and did not occur by chance. In addition, the regression model used can explain more than half of the variation in consumer purchasing decisions, indicating that digital marketing strategies that focus on sustainable branding are an important factor in influencing consumer purchasing decisions.

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