REFERENCES

- Agthe, M., Spörrle, M., & Maner, J. K. (2011). Does being attractive always help? Positive and negative effects of attractiveness on social decision making. *Personality and Social Psychology Bulletin*, *37*(8). 1050. DOI: 1042-54. 10.1177/0146167211410355.
- Backman, F. (2013). A man called Ove. Atria Books.
- Bae, B., & Young, R. M. (2006). A use of flashback and foreshadowing for surprise arousal in narrative using a plan-based approach. *Interactive Storytelling*, 156-157. https://doi.org/10.1007/978-3-540-89454-4_22
- Braun, S., Stegmann, S., Hernandez, A, B., Junker, N. & Dick, R. (2017). Think manager-think male, think follower-think female: Gender bias in implicit followership theories. *Journal of Applied Social Psychology.* 47(7), 377-388. DOI: 10.1111/jasp.12445.
- Cha, F. (2020). If I had your face. Ballantine Books.
- Corbett, D. (2013). *The art of character: Creating memorable characters for fiction, film, and TV*. Penguin Books.
- Farida, S., Hadj Yahia Hadj, M., & Bouhamida, T. (2016). *Implication of flashback in Woolf's Mrs. Dalloway.* [Dissertation, University of Ouargla]. http://dspace.univouargla.dz/jspui/handle/123456789/15557
- Gordimer, N. (1994). The flash of fireflies. In C. E. May (Ed.), *The new short story theories* (pp. 263-267). Ohio University Press.
- Han, D. E. & Laurent, S. (2022). Beautiful seems good, but perhaps not in every way: Linking attractiveness to moral evaluation through perceived vanity. *Journal of Personality and Social Psychology*, 124(2), 264-286. DOI: 10.1037/pspa0000317
- Hasibuan, L. (2018). *Peluang bisnis bedah plastik yang semakin menjanjikan*. CNBC Indonesia. https://www.cnbcindonesia.com/entrepreneur/20180226203730-25-5529/peluang-bisnis-bedah-plastik-yang-semakin-menjanjikan
- Humanities Common. (n.d.). Joanne Hessmiller. https://hcommons.org/members/raven28/
- Indian School of Business. (n.d.). *Pillutla Madan*. https://www.isb.edu/en/research-thought-leadership/faculty/faculty-directory/madan-pillutla.html
- INSEAD. (n.d.). Stefan Thau. https://www.insead.edu/faculty/stefan-thau

- Johnson, S, K., Podratz, K, E., Dipboye, R, L. & Gibbons, E. (2010). Physical attractiveness biases in ratings of employment suitability: Tracking down the "beauty is beastly" effect. *The Journal of Social Psychology*, *150*(3), 301–318. DOI:10.1080/00224540903365414
- Khan, K., Hussainy, S. K., & Iqbal, Y. (2017). Causes, effects, and remedies in conflict management.

 The South East Asian Journal of Management, 10(2), 157-158.

 https://doi.org/10.21002/seam.v10i2.7733
- Lee, M., Pillutla, M, M., Pitesa, M. & Thau, S., (2018). Perceived entitlement causes discrimination against attractive job candidates in the domain of relatively less desirable jobs. *Journal of Personality and Social Psychology*, 114(3), 422–442. http://dx.doi.org/10.1037/pspi0000114
- Logan, P.M., George, O., Hegeman, S., Kristal, E. (2011). *The encyclopedia of the novel*. John Wiley & Sons.
- London Business School. (n.d.). *Madan Pillutla*. https://www.london.edu/think/articleauthors?articleauthor=MadanPillutla
- Marson, S. M., & Hessmiller, J. M. (2016). The dark side of being pretty. *Journal of Sociology and Social Work, 4*(1). p. 58-67. https://doi.org/10.15640/jssw.v4n1a8
- Nurhayati-Wolff, H. (2023, May 22). View on men's beauty standards among women Indonesia 2022. Statista.com. https://www.statista.com/statistics/1368294/indonesia-ideal-male-body-according-to-women/
- ORCID. (n.d.). *Stephen M Marson*. https://orcid.org/0000-0003-4948-5777
- Pillutla, M. (2018). Why are men more likely to lie in negotiations than women?. London Business School. https://www.london.edu/think/why-are-men-more-likely-to-lie-during-negotiations-than-women
- Pradnyaningsih, K. P., Sudipah, I. N., & Dewi, A. A. S. S. (2022). The external conflict faced by Simon in Love, Simon movie script. *Jurnal Ilmiah Multidisiplin*, 1(7), 1911-1918. https://journal-nusantara.com/index.php/JIM/article/view/434/394
- Rice University. (n.d.). Rick Wilson. https://profiles.rice.edu/faculty/rick-k-wilson
- Rini, I. S., Krisna, M. A., Basuki, A., & Djarot, K. R. (2018). The characteristics of private plastic surgery practice in developing country: An epidemiological study. *Indian Journal of Plastic Surgery:*Official Publication of The Association of Plastic Surgeons of India, 51(3), 309–315. https://doi.org/10.4103/ijps.IJPS 11 18
- Robson, D. (2015). *The surprising downsides of being drop dead gorgeous*. BBC.com. https://www.bbc.com/future/article/20150213-the-downsides-of-being-beautiful

- Rosar, U., Klein, M., & Beckers, T. (2012). Magic mayors: Predicting electoral success from candidates' physical attractiveness under the conditions of a presidential electoral system. *German Politics*, *21*(4), 372-391, DOI: 10.1080/09644008.2012.739609
- Ruffle, B. J., & Shtudiner, Z. (2015). Are good-looking people more employable? *Management Science*, *61*(8), 1760-1776. https://doi.org/10.1287/mnsc.2014.1927
- Saraswati, L. A. (2013). *Seeing beauty, sensing race in transnational Indonesia*. University of Hawaii Press. pp. 108-128.
- Scott, B. A. & Judge, T. A. (2013). Beauty, personality, and affect as antecedents of counterproductive work behavior receipt. *Human Performance*, *26*(2), p. 93-113. DOI: 10.1080/08959285.2013.765876
- Shumway, D.R. (2017). What is realism? *Storyworlds: A Journal of Narrative Studies, 9*(1), 183. https://doi.org/10.5250/storyworlds.9.1-2.0183.
- Singapore Management University. (n.d.). *Marko Pitesa*. https://faculty.smu.edu.sg/profile/marko-pitesa-916
- Texas A&M University. (n.d.). Catherine Eckel. https://liberalarts.tamu.edu/economics/profile/catherine-eckel/
- The Clinic ID. [@theclinicid]. (n.d.). The Clinic Beautylosophy [Instagram profile]. Instagram. Retrieved March 6, 2024, from https://www.instagram.com/theclinicid
- Third-person limited: Analyzing fiction's most flexible point of view. (2019). *Writer's Digest*. https://www.writersdigest.com/write-better-fiction/why-third-person-limited-point-of-view
- Third person limited narration: A powerful modern POV. (2023). *Fictionary.com*. https://fictionary.co/journal/third-person-limited-narration/
- Thomas, A. (2017). The hate u give. Harper Collins.
- Tucan, G. (2014). What is a short story besides short? Questioning minds in search of understanding short fiction. *Romanian Journal of English Studies*, *11*(1), 144-151. DOI: 10.2478/rjes-2014-0018
- Wianti, S. R. (2020). Stigmatisation of bule hunter: Unpacking the prejudices. An autoethnographic study. [Thesis, International Institute of Social Studies, Netherlands]. https://thesis.eur.nl/pub/56227/RP-Ridha-Sri-Wianti.pdf
- Widdows, H. (2018). *Perfect me: Beauty as an ethical ideal*. Princeton University Press.
- Wilson, R. K., & Eckel, C. C. (2006). Judging a Book by Its Cover: Beauty and Expectations in the Trust Game. *Political Research Quarterly, 59*(2), 189–202. https://doi.org/10.1177/106591290605900202

Wolbring, T., & Riordan, P. (2016). How beauty works. Theoretical mechanisms and two empirical applications on students' evaluation of teaching. *Social Science Research*, *57*, 253–272. https://doi.org/10.1016/j.ssresearch.2015.12.009