Lampiran 1 Kuesioner

KUESIONER PENELITIAN

No:

ZARA

Kepada,
Yth. Para Responden

Dalam rangka memenuhi persyaratan tugas akhir (skripsi) mengenai "Pengaruh Stimuli Eksternal dan Stimuli Internal Terhadap *Impulse Buying* di ZARA *Store* Plaza Tunjungan, Surabaya", saya David Edward Tanuwidjaja, mahasiswa jurusan Manajemen Universitas Katolik Widya Mandala Surabaya sedang melakukan penelitian. Saya mohon kesediaan anda untuk mengisi kuesioner di bawah ini dengan jujur dan benar. Data atau informasi yang terkumpul hanya akan saya gunakan untuk keperluan skripsi demi pengembangan ilmu pengetahuan. Atas partisipasi yang anda berikan, saya mengucapkan terima kasih.

Peneliti,

David Edward T.

Identitas Responden

1.Usia:
(a) 17-25 tahun
(b) 26-35 tahun
(c) 36-45 tahun
(d) > 45 tahun

2. Pekerjaan:
(a) Pelajar/Mahasiswa
(b) Pegawai Swasta
(c) Pegawai Negeri
(d) Wiraswasta
(e) Profesional
(f) Lain-lain: sebutkan…

3. Pengeluaran setiap bulan:
(a) Rp 2.000.000 – Rp 4.000.000
(b) Rp 4.100.000 – Rp 6.000.000
(c) > Rp 6.100.000

ZARA merupakan ritel yang menjual produk-produk fashion impor dengan brand sendiri yang terkemuka dan memiliki gengsi tinggi. ZARA didirikan pada tahun 1975 oleh Armancio Ortega dan Rosallia Mera dari Arteixo, Gallicia, Spanyol. ZARA sendiri merupakan *flagship store* dari Inditex. Kini ZARA telah memiliki cabang hampir di seluruh dunia.

Impulse buying adalah pembelian suatu produk yang terjadi di luar perencanaan belanja. Biasanya merupakan keputusan yang cepat dan tanpa banyak pertimbangan.

Petunjuk pengisian

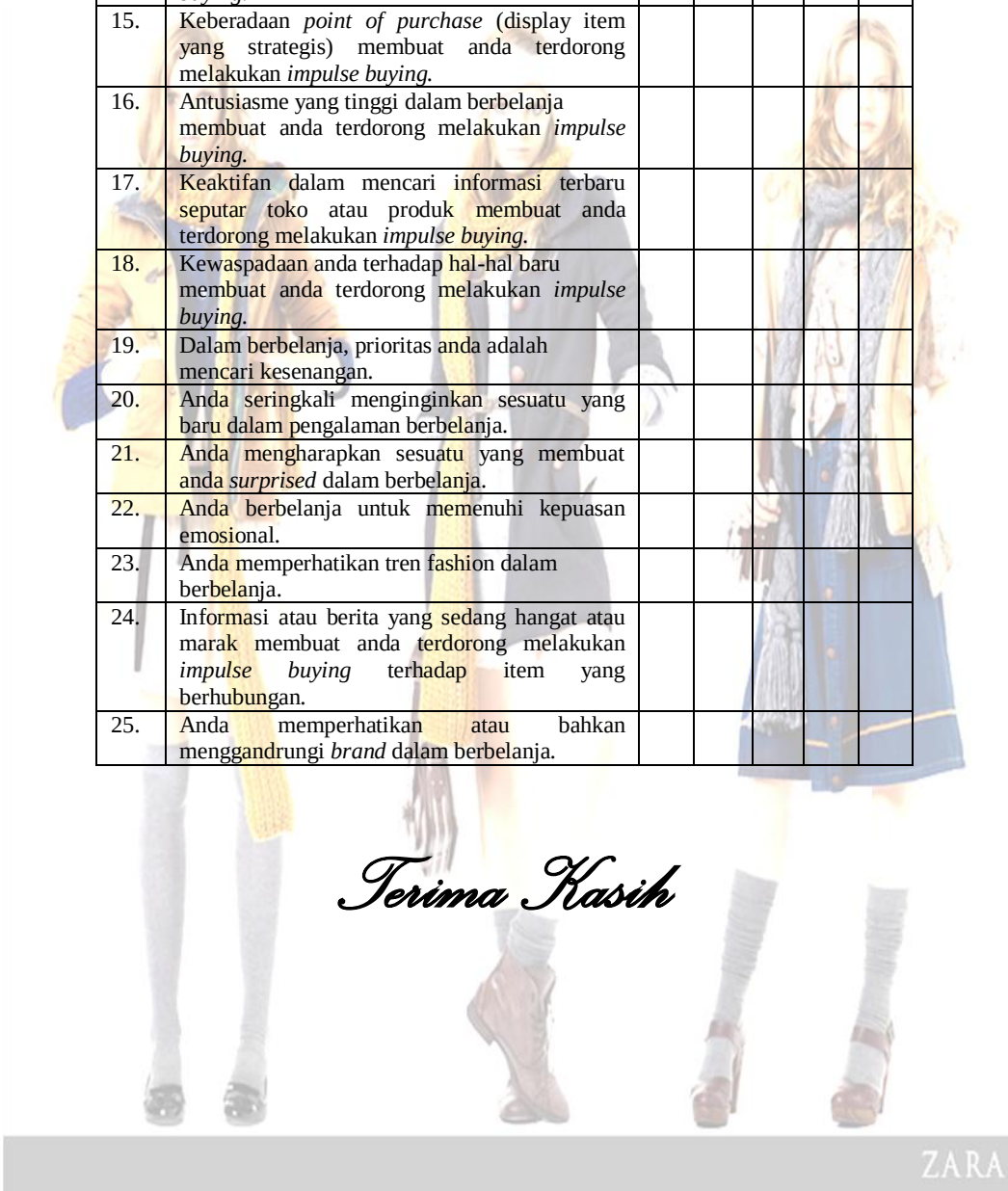
Berikan penilaian anda dengan memberi tanda silang (X) pada salah satu angka yang paling sesuai dengan pilihan anda. Berikut ini adalah keterangan dari setiap nomor:

[1] Sangat tidak setuju [3] Netral [5] Sangat setuju
[2] Tidak setuju [4] Setuju

No.	Pernyataan	1	2	3	4	5
1.	Anda pernah melakukan keputusan pembelian secara spontan terhadap produk tertentu					
2.	Anda pernah melakukan pembelian tanpa banyak berpikir mengenai akibat yang ditimbulkan dari pembelian terhadap suatu produk.					
3.	Produk yang menarik anda pernah membuat anda membeli secara terburu-buru.					
4.	Anda pernah membeli suatu produk karena dipengaruhi keadaan emosional .					
5.	Penataan barang yang bagus dan mudah diakses membuat anda terdorong melakukan *impulse buying.*					
6.	Tata warna yang cerah membuat anda terdorong melakukan *impulse buying.*					
7.	Dekorasi yang indah membuat anda terdorong melakukan *impulse buying.*					
8.	*Backgound music* yang nyaman membuat anda terdorong melakukan *impulse buying.*					
9.	Keramahan staff toko membuat anda terdorong melakukan *impulse buying.*					
10.	Informasi yang diberikan oleh staff toko cukup jelas, lengkap, dan *update*, sehingga anda terdorong melakukan *impulse buying.*					
11.	Staff toko yang empati dan tanggap dalam melayani anda membuat anda terdorong melakukan *impulse buying.*					
12.	Keberadaan diskon harga pada suatu produk membuat anda terdorong melakukan *impulse buying.*					
13.	Keberadaan bonus item dalam pembelian membuat anda terdorong melakukan *impulse buying.*					

14	Keberadaan kupon undian yang ditawarkan membuat anda terdorong melakukan *impulse buying.*					
15.	Keberadaan *point of purchase* (display item yang strategis) membuat anda terdorong melakukan *impulse buying.*					
16.	Antusiasme yang tinggi dalam berbelanja membuat anda terdorong melakukan *impulse buying.*					
17.	Keaktifan dalam mencari informasi terbaru seputar toko atau produk membuat anda terdorong melakukan *impulse buying.*					
18.	Kewaspadaan anda terhadap hal-hal baru membuat anda terdorong melakukan *impulse buying.*					
19.	Dalam berbelanja, prioritas anda adalah mencari kesenangan.					
20.	Anda seringkali menginginkan sesuatu yang baru dalam pengalaman berbelanja.					
21.	Anda mengharapkan sesuatu yang membuat anda *surprised* dalam berbelanja.					
22.	Anda berbelanja untuk memenuhi kepuasan emosional.					
23.	Anda memperhatikan tren fashion dalam berbelanja.					
24.	Informasi atau berita yang sedang hangat atau marak membuat anda terdorong melakukan *impulse buying* terhadap item yang berhubungan.					
25.	Anda memperhatikan atau bahkan menggandrungi *brand* dalam berbelanja.					

Terima Kasih



Lampiran 2

No.	X1.1	X1.2	X1.3	X1.4	Tot X1	X1	X2.1	X2.2	X2.3	Tot X2
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14	3	3	3	3	12	3	3	3	3	9
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18	4	4	4	4	16	4	4	4	4	12
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26	3	4	3	4	14	3.5	2	3	3	8
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29	4	5	4	5	18	4.5	3	4	4	11
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X2	X3.1	X3.2	X3.3	X3.4	Tot X3	X3	X4.1	X4.2	X4.3	Tot X4
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X4	X5.1	X5.2	X5.3	X5.4	Tot X5	X5	X6.1	X6.2	X6.3	Tot X6
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4.33	4	4	4	4	16	4	4	5	5	14
3	3	3	3	3	12	3	3	3	3	9
5	5	5	5	5	20	5	5	5	5	15
4.33	3	4	4	4	15	3.75	4	5	5	14
3	3	3	3	3	12	3	3	3	3	9
3.67	4	3	4	4	15	3.75	4	4	4	12
5	5	5	4	5	19	4.75	5	5	5	15
3	3	3	3	3	12	3	3	3	3	9
5	5	5	5	5	20	5	5	5	5	15
4	4	3	3	5	15	3.75	5	4	4	13
3.33	4	4	4	3	15	3.75	3	3	3	9
3.33	3	3	3	4	13	3.25	4	3	3	10
3.33	3	3	3	3	12	3	3	4	4	11
3.33	4	3	4	3	14	3.5	3	4	4	11
3.33	3	3	3	4	13	3.25	4	3	3	10

4	4	4	5	4	17	4.25	4	4	4	12
3	3	3	3	3	12	3	3	3	3	9
3.33	4	4	3	3	14	3.5	3	3	3	9
3.67	3	3	3	4	13	3.25	4	4	4	12
4	4	4	5	4	17	4.25	4	4	4	12
4	4	4	4	4	16	4	4	4	4	12
4	4	4	5	4	17	4.25	4	4	4	12
3	3	3	4	3	13	3.25	3	3	3	9
4	4	4	3	4	15	3.75	4	4	4	12
5	5	5	4	5	19	4.75	5	5	5	15
4.33	5	5	5	4	19	4.75	5	4	5	14
4	4	5	5	4	18	4.5	5	4	5	14
4	4	4	5	3	16	4	4	3	4	11
3	3	3	4	3	13	3.25	3	3	4	10
4	4	4	3	4	15	3.75	4	4	3	11
3.33	3	3	4	3	13	3.25	4	3	5	12
4.33	5	5	5	3	18	4.5	5	3	4	12
3.67	3	3	4	4	14	3.5	4	4	5	13
3	3	3	3	3	12	3	3	3	4	10
4	4	4	4	4	16	4	4	4	3	11
4	4	4	4	4	16	4	4	4	3	11
3	3	3	3	3	12	3	3	3	4	10
4	4	4	4	4	16	4	4	4	3	11
4	4	4	4	4	16	4	4	4	5	13
4.33	4	4	5	4	17	4.25	5	4	5	14
4.33	5	5	4	4	18	4.5	4	4	4	12
3	3	3	3	3	12	3	3	3	3	9
5	5	5	5	5	20	5	5	5	5	15
4.33	5	5	4	4	18	4.5	4	4	4	12
3	3	3	3	3	12	3	3	3	3	9
3.67	4	4	3	4	15	3.75	3	4	4	11
5	5	5	5	5	20	5	5	5	4	14
3	3	3	3	3	12	3	3	3	4	10
5	5	5	5	5	20	5	5	5	4	14
4	4	4	3	5	16	4	3	5	4	12

X6	Y1.1	Y1.2	Y1.3	Y1.4	Tot Y1	Y1
3	4	4	3	4	15	3.75
2.67	3	3	4	3	13	3.25
2.67	3	3	4	3	13	3.25
3	4	4	3	4	15	3.75
2.33	3	3	3	3	12	3
3.67	4	4	5	4	17	4.25
3.33	4	3	4	4	15	3.75
2.33	3	4	3	3	13	3.25
2.67	3	5	4	3	15	3.75
4	5	5	4	5	19	4.75
2.33	3	3	3	3	12	3
4.33	5	5	5	5	20	5
2.33	3	3	3	3	12	3
2.33	3	3	3	3	12	3
4	5	5	4	5	19	4.75
4.33	5	4	5	5	19	4.75
4	5	5	4	5	19	4.75
3.33	4	4	4	4	16	4
3.33	4	3	4	4	15	3.75
3	4	4	3	4	15	3.75
2.67	3	4	3	3	13	3.25
3	4	3	4	4	15	3.75
2.67	3	4	3	3	13	3.25
3	4	3	4	4	15	3.75
3	4	4	3	4	15	3.75
2.67	3	3	4	3	13	3.25
3	4	4	3	4	15	3.75
2.33	3	3	3	3	12	3
4	5	4	5	5	19	4.75
3.67	5	4	4	5	18	4.5
4	4	5	5	4	18	4.5
2.33	3	3	3	3	12	3
4.33	5	5	5	5	20	5
3	4	3	4	4	15	3.75

2.67	3	4	3	3	13	3.25
4	5	5	4	5	19	4.75
3.67	4	5	4	4	17	4.25
3	4	3	4	4	15	3.75
3.67	4	5	4	4	17	4.25
3.67	3	5	5	3	16	4
2.33	3	4	3	3	13	3.25
2.33	3	3	4	3	13	3.25
2.33	4	3	3	4	14	3.5
2.67	4	4	3	4	15	3.75
2.33	3	3	4	3	13	3.25
3.33	4	5	4	4	17	4.25
2	3	3	3	3	12	3
2.67	4	3	4	4	15	3.75
3	4	4	4	4	16	4
3.33	4	5	4	4	17	4.25
4.67	5	5	4	4	18	4.5
3	3	3	3	3	12	3
5	5	5	5	5	20	5
4.67	5	5	4	4	18	4.5
3	3	3	3	3	12	3
4	4	4	3	4	15	3.75
5	5	5	5	5	20	5
3	3	3	3	3	12	3
5	5	5	5	5	20	5
4.33	4	4	3	5	16	4
3	3	3	4	3	13	3.25
3.33	3	3	3	4	13	3.25
3.67	4	4	3	3	14	3.5
3.67	4	4	3	3	14	3.5
3.33	3	3	3	4	13	3.25

4	4	4	4	4	16	4
3	3	3	3	3	12	3
3	3	3	4	3	13	3.25
4	4	4	3	4	15	3.75
4	4	4	4	4	16	4
4	4	4	4	4	16	4
4	4	4	4	4	16	4
3	3	3	3	3	12	3
4	4	4	4	4	16	4
5	5	5	5	5	20	5
4.67	4	4	5	4	17	4.25
4.67	3	3	5	4	15	3.75
3.67	5	5	4	3	17	4.25
3.33	3	3	3	3	12	3
3.67	4	4	4	4	16	4
4	3	3	4	3	13	3.25
4	5	5	5	3	18	4.5
4.33	3	3	4	4	14	3.5
3.33	3	3	3	3	12	3
3.67	4	4	4	4	16	4
3.67	4	4	4	4	16	4
3.33	3	3	3	3	12	3
3.67	4	4	4	4	16	4
4.33	4	4	4	4	16	4
4.67	4	4	5	4	17	4.25
4	5	5	4	4	18	4.5
3	3	3	3	3	12	3
5	5	5	5	5	20	5
4	5	5	4	4	18	4.5
3	3	3	3	3	12	3
3.67	4	4	3	4	15	3.75
4.67	5	5	5	5	20	5
3.33	3	3	3	3	12	3
4.67	5	5	5	5	20	5
4	4	4	3	5	16	4

Lampiran 3 Statistik Deskriptif

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
X1.1	100	2,00	5,00	3,5900	,93306
X1.2	100	2,00	5,00	3,5800	,83097
X1.3	100	2,00	5,00	3,6000	,87617
X1.4	100	2,00	5,00	3,5700	,89052
TOTX1	100	8,00	20,00	14,3400	3,27285
X1	100	2,00	5,00	3,5850	,81821
X2.1	100	2,00	5,00	3,5500	,84537
X2.2	100	2,00	5,00	3,5500	,82112
X2.3	100	3,00	5,00	3,8000	,72474
TOTX2	100	8,00	15,00	10,9000	1,97714
X2	100	2,67	5,00	3,6333	,65905
X3.1	100	1,00	5,00	3,6700	1,09226
X3.2	100	2,00	5,00	3,5500	,82112
X3.3	100	2,00	5,00	3,6000	,86457
X3.4	100	2,00	5,00	3,6900	,90671
TOTX3	100	7,00	20,00	14,5100	3,27986
X3	100	1,75	5,00	3,6275	,81996
X4.1	100	2,00	5,00	3,6100	,87496
X4.2	100	2,00	5,00	3,5500	,84537
X4.3	100	2,00	5,00	3,5500	,82112
TOTX4	100	6,00	15,00	10,7100	2,27101
X4	100	2,00	5,00	3,5700	,75700
X5.1	100	3,00	5,00	3,8500	,75712
X5.2	100	3,00	5,00	3,8500	,79614
X5.3	100	3,00	5,00	3,8200	,75719
X5.4	100	3,00	5,00	3,7800	,70467
TOTX5	100	12,00	20,00	15,3000	2,50857
X5	100	3,00	5,00	3,8250	,62714
X6.1	100	2,00	5,00	3,3500	,92524
X6.2	100	2,00	5,00	3,7500	,84537

X6.3	100	2,00	5,00	3,3600	,93765
TOTX6	100	6,00	15,00	10,4600	2,30248
X6	100	2,00	5,00	3,4867	,76749
Y1.1	100	3,00	5,00	3,8500	,75712
Y1.2	100	3,00	5,00	3,8800	,79493
Y1.3	100	3,00	5,00	3,7900	,72884
Y1.4	100	3,00	5,00	3,8100	,72048
TOTY	100	12,00	20,00	15,3300	2,55467
Y	100	3,00	5,00	3,8325	,63867
Valid N (listwise)	100				

Lampiran 4 uji validitas

Correlations

		X1.1	X1.2	X1.3	X1.4	TOTX1
X1.1	Pearson Correlation	1	,714(**)	,823(**)	,880(**)	,926(**)
	Sig. (2-tailed)		,000	,000	,000	,000
	N	100	100	100	100	100
X1.2	Pearson Correlation	,714(**)	1	,891(**)	,832(**)	,922(**)
	Sig. (2-tailed)	,000		,000	,000	,000
	N	100	100	100	100	100
X1.3	Pearson Correlation	,823(**)	,891(**)	1	,735(**)	,929(**)
	Sig. (2-tailed)	,000	,000		,000	,000
	N	100	100	100	100	100
X1.4	Pearson Correlation	,880(**)	,832(**)	,735(**)	1	,931(**)
	Sig. (2-tailed)	,000	,000	,000		,000
	N	100	100	100	100	100
TOTX1	Pearson Correlation	,926(**)	,922(**)	,929(**)	,931(**)	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	100	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		X2.1	X2.2	X2.3	TOTX2
X2.1	Pearson Correlation	1	,709(**)	,313(**)	,837(**)
	Sig. (2-tailed)		,000	,002	,000
	N	100	100	100	100
X2.2	Pearson Correlation	,709(**)	1	,526(**)	,911(**)
	Sig. (2-tailed)	,000		,000	,000
	N	100	100	100	100
X2.3	Pearson Correlation	,313(**)	,526(**)	1	,719(**)
	Sig. (2-tailed)	,002	,000		,000
	N	100	100	100	100
TOTX2	Pearson Correlation	,837(**)	,911(**)	,719(**)	1
	Sig. (2-tailed)	,000	,000	,000	
	N	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		X3.1	X3.2	X3.3	X3.4	TOTX3
X3.1	Pearson Correlation	1	,756(**)	,682(**)	,732(**)	,905(**)
	Sig. (2-tailed)		,000	,000	,000	,000
	N	100	100	100	100	100
X3.2	Pearson Correlation	,756(**)	1	,711(**)	,693(**)	,881(**)
	Sig. (2-tailed)	,000		,000	,000	,000
	N	100	100	100	100	100
X3.3	Pearson Correlation	,682(**)	,711(**)	1	,755(**)	,878(**)
	Sig. (2-tailed)	,000	,000		,000	,000
	N	100	100	100	100	100
X3.4	Pearson Correlation	,732(**)	,693(**)	,755(**)	1	,893(**)
	Sig. (2-tailed)	,000	,000	,000		,000
	N	100	100	100	100	100
TOTX3	Pearson Correlation	,905(**)	,881(**)	,878(**)	,893(**)	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	100	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		X4.1	X4.2	X4.3	TOTX4
X4.1	Pearson Correlation	1	,634(**)	,751(**)	,893(**)
	Sig. (2-tailed)		,000	,000	,000
	N	100	100	100	100
X4.2	Pearson Correlation	,634(**)	1	,709(**)	,873(**)
	Sig. (2-tailed)	,000		,000	,000
	N	100	100	100	100
X4.3	Pearson Correlation	,751(**)	,709(**)	1	,915(**)
	Sig. (2-tailed)	,000	,000		,000
	N	100	100	100	100
TOTX4	Pearson Correlation	,893(**)	,873(**)	,915(**)	1
	Sig. (2-tailed)	,000	,000	,000	
	N	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		X5.1	X5.2	X5.3	X5.4	TOTX5
X5.1	Pearson Correlation	1	,917(**)	,516(**)	,543(**)	,901(**)
	Sig. (2-tailed)		,000	,000	,000	,000
	N	100	100	100	100	100
X5.2	Pearson Correlation	,917(**)	1	,524(**)	,499(**)	,893(**)
	Sig. (2-tailed)	,000		,000	,000	,000
	N	100	100	100	100	100
X5.3	Pearson Correlation	,516(**)	,524(**)	1	,512(**)	,768(**)
	Sig. (2-tailed)	,000	,000		,000	,000
	N	100	100	100	100	100
X5.4	Pearson Correlation	,543(**)	,499(**)	,512(**)	1	,758(**)
	Sig. (2-tailed)	,000	,000	,000		,000
	N	100	100	100	100	100
TOTX5	Pearson Correlation	,901(**)	,893(**)	,768(**)	,758(**)	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	100	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		X6.1	X6.2	X6.3	TOTX6
X6.1	Pearson Correlation	1	,552(**)	,727(**)	,900(**)
	Sig. (2-tailed)		,000	,000	,000
	N	100	100	100	100
X6.2	Pearson Correlation	,552(**)	1	,459(**)	,776(**)
	Sig. (2-tailed)	,000		,000	,000
	N	100	100	100	100
X6.3	Pearson Correlation	,727(**)	,459(**)	1	,868(**)
	Sig. (2-tailed)	,000	,000		,000
	N	100	100	100	100
TOTX6	Pearson Correlation	,900(**)	,776(**)	,868(**)	1
	Sig. (2-tailed)	,000	,000	,000	
	N	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 4 uji validitas

Correlations

		Y1.1	Y1.2	Y1.3	Y1.4	TOTY
Y1.1	Pearson Correlation	1	,759(**)	,583(**)	,818(**)	,929(**)
	Sig. (2-tailed)		,000	,000	,000	,000
	N	100	100	100	100	100
Y1.2	Pearson Correlation	,759(**)	1	,514(**)	,577(**)	,845(**)
	Sig. (2-tailed)	,000		,000	,000	,000
	N	100	100	100	100	100
Y1.3	Pearson Correlation	,583(**)	,514(**)	1	,539(**)	,770(**)
	Sig. (2-tailed)	,000	,000		,000	,000
	N	100	100	100	100	100
Y1.4	Pearson Correlation	,818(**)	,577(**)	,539(**)	1	,858(**)
	Sig. (2-tailed)	,000	,000	,000		,000
	N	100	100	100	100	100
TOTY	Pearson Correlation	,929(**)	,845(**)	,770(**)	,858(**)	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	100	100	100	100	100

** Correlation is significant at the 0.01 level (2-tailed).

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,945	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X1.1	10,7500	5,927	,862	,930
X1.2	10,7600	6,386	,865	,929
X1.3	10,7400	6,154	,872	,926
X1.4	10,7700	6,078	,875	,925

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,766	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X2.1	7,3500	1,826	,599	,686
X2.2	7,3500	1,624	,770	,473
X2.3	7,1000	2,374	,452	,830

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,907	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X3.1	10,8400	5,469	,802	,885
X3.2	10,9600	6,685	,800	,880
X3.3	10,9100	6,527	,788	,882
X3.4	10,8200	6,270	,807	,874

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,873	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X4.1	7,1000	2,374	,749	,830
X4.2	7,1600	2,520	,717	,857
X4.3	7,1600	2,419	,808	,776

Lampiran 5 uji reliabilitas

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,851	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X5.1	11,4500	3,442	,811	,758
X5.2	11,4500	3,361	,787	,767
X5.3	11,4800	3,949	,588	,853
X5.4	11,5200	4,111	,590	,850

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,807	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X6.1	7,1100	2,321	,753	,627
X6.2	6,7100	2,996	,544	,842
X6.3	7,1000	2,434	,679	,710

Lampiran 5 uji reliabilitas

Lampiran 5 uji reliabilitas

Case Processing Summary

		N	%
Cases	Valid	100	100,0
	Excluded(a)	0	,0
	Total	100	100,0

a Listwise deletion based on all variables in the procedure.

Reliability Statistics

Cronbach's Alpha	N of Items
,873	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
Y1.1	11,4800	3,505	,864	,780
Y1.2	11,4500	3,725	,707	,846
Y1.3	11,5400	4,190	,605	,883
Y1.4	11,5200	3,888	,746	,830

Lampiran 6 Analisis Regresi

Variables Entered/Removed(b)

Model	Variables Entered	Variables Removed	Method
1	X6, X3, X1, X2, X5, X4(a)	.	Enter

a All requested variables entered.
b Dependent Variable: Y

Model Summary(b)

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	,978(a)	,956	,954	,13765	2,133

a Predictors: (Constant), X6, X3, X1, X2, X5, X4
b Dependent Variable: Y

Lampiran 6 Analisis Regresi

ANOVA(b)

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	38,620	6	6,437	339,719	,000(a)
	Residual	1,762	93	,019		
	Total	40,382	99			

a Predictors: (Constant), X6, X3, X1, X2, X5, X4
b Dependent Variable: Y

Lampiran 6 Analisis Regresi

Coefficients(a)

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	,155	,090		1,718	,089
	X1	,193	,022	,247	8,674	,000
	X2	-,104	,065	-,107	-1,611	,110
	X3	,202	,026	,259	7,760	,000
	X4	,117	,057	,138	2,045	,044
	X5	,348	,056	,342	6,184	,000
	X6	,253	,036	,304	7,033	,000

a Dependent Variable: Y

Lampiran 6 Analisis Regresi

Coefficients(a)

Model		Correlations			Collinearity Statistics	
		Zero-order	Partial	Part	Tolerance	VIF
1	(Constant)					
	X1	,738	,669	,188	,576	1,735
	X2	,781	-,165	-,035	,106	9,445
	X3	,728	,627	,168	,421	2,376
	X4	,781	,207	,044	,102	9,772
	X5	,935	,540	,134	,154	6,502
	X6	,793	,589	,152	,251	3,989

a Dependent Variable: Y

Lampiran 6 Analisis Regresi

Collinearity Diagnostics(a)

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions						
				(Constant)	X1	X2	X3	X4	X5	X6
1	1	6,895	1,000	,00	,00	,00	,00	,00	,00	,00
	2	,041	12,989	,02	,08	,01	,18	,02	,00	,06
	3	,027	16,075	,02	,76	,00	,19	,00	,00	,00
	4	,023	17,297	,79	,02	,00	,15	,00	,00	,01
	5	,009	27,562	,00	,00	,07	,00	,11	,01	,70
	6	,003	44,839	,11	,13	,01	,47	,06	,90	,18
	7	,002	57,954	,07	,02	,91	,01	,80	,09	,05

a Dependent Variable: Y

Lampiran 6 Analisis Regresi

Residuals Statistics(a)

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	2,9296	5,0527	3,8325	,62458	100
Residual	-,52398	,39085	,00000	,13341	100
Std. Predicted Value	-1,446	1,954	,000	1,000	100
Std. Residual	-3,807	2,840	,000	,969	100

a Dependent Variable: Y

Lampiran 6 Analisis Regresi

Variables Entered/Removed(b)

Model	Variables Entered	Variables Removed	Method
1	X6, X3, X1, X2, X5, X4(a)	.	Enter

a All requested variables entered.

b Dependent Variable: LnE2

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,189(a)	,036	-,027	2,33437

a Predictors: (Constant), X6, X3, X1, X2, X5, X4

ANOVA(b)

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	18,710	6	3,118	,572	,751(a)
	Residual	506,781	93	5,449		
	Total	525,491	99			

a Predictors: (Constant), X6, X3, X1, X2, X5, X4

b Dependent Variable: LnE2

Lampiran 6 Analisis Regresi

Coefficients(a)

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-5,321	1,531		-3,476	,001
	X1	-,476	,378	-,169	-1,262	,210
	X2	-,618	1,094	-,177	-,565	,573
	X3	-,045	,441	-,016	-,103	,918
	X4	,833	,969	,274	,859	,392
	X5	,987	,954	,269	1,035	,304
	X6	-,774	,610	-,258	-1,267	,208

a Dependent Variable: LnE2

Lampiran 6 Analisis Regresi

Lampiran 6 Analisis Regresi

One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		100
Normal Parameters(a,b)	Mean	,0000000
	Std. Deviation	,13341156
Most Extreme Differences	Absolute	,080
	Positive	,056
	Negative	-,080
Kolmogorov-Smirnov Z		,804
Asymp. Sig. (2-tailed)		,537

a Test distribution is Normal.

b Calculated from data.