

## Lampiran 1.

### KUESIONER PENELITIAN

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#### **PENGARUH BAURAN PEMASARAN PRODUK PEMBIAYAAN CICIL EMAS TERHADAP PENINGKATAN JUMLAH NASABAH DI BANK SYARIAH MANDIRI KCP KALIURANG YOGYAKARTA**

Oleh : Rohima

#### **Tanggapan Responden**

Bpk/Ibu/Sdr/Sdri diminta menjawab pertanyaan yang sesuai dengan apa yang dirasakan dengan memberikan tanda centang (✓) pada kotak yang telah disediakan dengan ketentuan:

SS : Sangat Setuju

S : Setuju

TS : Tidak Setuju

STS : Sangat Tidak Setuju

#### **PRODUK**

| No | Pernyataan  | Tanggapan |   |    |     |
|----|---|-----------|---|----|-----|
|    |   | SS        | S | TS | STS |
| 1. | Penetapan logo dan motto produk pembiayaan cicil emas di BSM KCP Kaliurang mudah di ingat sebagai ciri khas produk cicil emas |           |   |    |     |
| 2. | Saya mudah mengenali merek produk cicil emas BSM KCP Kaliurang yang berbasis syariah  |           |   |    |     |
| 3. | Buku tabungan pembiayaan cicil emas diberikan kepada nasabah BSM KCP Kaliurang untuk mempermudah mencatat transaksi keuangan  |           |   |    |     |
| 4. | Saya bisa percaya dengan layanan di BSM KCP Kaliurang karena keamanan atau keabsahan produk dengan adanya sertifikasi produk  |           |   |    |     |

## HARGA

| No | Pernyataan   | Tanggapan |   |    |     |
|----|--|-----------|---|----|-----|
|    |  | SS        | S | TS | STS |
| 1. | BSM KCP Kaliurang memberikan informasi mengenai total biaya yang harus dikeluarkan dalam pembiayaan cicil emas |           |   |    |     |
| 2. | Saya diberikan informasi mengenai laba atau keuntungan pembiayaan cicil emas di BSM KCP Kaliurang              |           |   |    |     |
| 3. | Saya di berikan informasi tentang peringatan keterlambatan cicilan setiap bulannya di BSM KCP Kaliurang        |           |   |    |     |
| 4. | BSM KCP Kaliurang menetapkan biaya operasional pembiayaan cicil emas yang rendah                               |           |   |    |     |

## LOKASI

| No | Pernyataan   | Tanggapan |   |    |     |
|----|--|-----------|---|----|-----|
|    |  | SS        | S | TS | STS |
| 1. | BSM KCP Kaliurang letaknya dekat dengan pasar dan pusat keramaian                          |           |   |    |     |
| 2. | BSM KCP Kaliurang letaknya dekat dengan perumahan dan pemukiman penduduk                   |           |   |    |     |
| 3. | Akses menuju BSM KCP Kaliurang mudah di akses dengan kendaraan pribadi atau kendaraan umum |           |   |    |     |
| 4. | Lokasi BSM KCP Kaliurang berada di antara perkantoran                                      |           |   |    |     |
| 5. | Lokasi BSM KCP Kaliurang dekat denga karyawan bekerja                                      |           |   |    |     |

## PROMOSI

| No | Pernyataan  | Tanggapan |   |    |     |
|----|---|-----------|---|----|-----|
|    |   | SS        | S | TS | STS |
| 1. | BSM KCP Kaliurang melakukan periklanan pembiayaan cicil emas dengan brosur, website, dan koran  |           |   |    |     |
| 2. | BSM KCP Kaliurang memberikan potongan harga (diskon) pada saat mengadakan event atau promo produk pembiayaan cicil emas                 |           |   |    |     |
| 3. | BSM KCP Kaliurang melakukan publikasi produk pembiayaan cicil emas dengan memberikan sponsorship dan membantu kegiatan sosial keagamaan |           |   |    |     |
| 4. | BSM KCP Kaliurang melakukan penjualan pribadi pembiayaan cicil emas secara langsung melalui marketing                                   |           |   |    |     |

## BUKTI FISIK

| No | Pernyataan   | Tanggapan |   |    |     |
|----|--|-----------|---|----|-----|
|    |  | SS        | S | TS | STS |
| 1. | BSM KCP Kaliurang memiliki bentuk gedung yang strategis dan nyaman.                                  |           |   |    |     |
| 2. | BSM KCP Kaliurang mempunyai parkir yang luas dan aman  |           |   |    |     |
| 3. | BSM KCP Kaliurang menjamin keamanan di sekitar gedung dengan adanya kamera cctv dan satpam           |           |   |    |     |
| 4. | BSM KCP Kaliurang memiliki fasilitas ruangan yang lengkap dan menyediakan tempat ibadah bagi nasabah |           |   |    |     |
| 5. | Penataan layout, kursi dan meja di BSM KCP Kaliurang tersusun rapi                                   |           |   |    |     |
| 6. | BSM KCP Kaliurang memiliki suasana yang nyaman dan bersih  |           |   |    |     |

## KARYAWAN

| No | Pernyataan  | Tanggapan |   |    |     |
|----|---|-----------|---|----|-----|
|    |   | SS        | S | TS | STS |
| 1. | Karyawan BSM KCP Kaliurang memberikan penjelasan yang mudah dimengerti nasabah mengenai produk cicil emas |           |   |    |     |
| 2. | Karyawan BSM KCP Kaliurang memberikan kesempatan untuk bertanya dan menyimak baik-baik keinginan nasabah  |           |   |    |     |
| 3. | Karyawan BSM KCP Kaliurang tidak memotong atau menyela pembicaraan nasabah                                |           |   |    |     |
| 4. | Karyawan BSM KCP Kaliurang selalu menjaga sikap sopan santun dan ramah tamah                              |           |   |    |     |

## PROSES

| No | Pernyataan  | Tanggapan |   |    |     |
|----|---|-----------|---|----|-----|
|    |   | SS        | S | TS | STS |
| 1. | Standar kerja pelayanan pembiayaan cicil emas BSM KCP Kaliurang tergolong baik karena didukung dengan teknologi dan karyawan yang profesional |           |   |    |     |
| 2. | BSM KCP Kaliurang melayani komplain, keluhan nasabah terhadap produk cicil emas dengan baik   |           |   |    |     |
| 3. | BSM KCP Kaliurang menetapkan persyaratan tertentu yang harus dipatuhi untuk bisa menjadi nasabah produk cicil emas                            |           |   |    |     |
| 4. | Pembiayaan cicil emas melibatkan beberapa bagian di BSM KCP Kaliurang yaitu bagian teller, <i>customer service</i> dan supervisor.            |           |   |    |     |
| 5. | Keuntungan yang menjadi hak nasabah pembiayaan cicil emas di BSM KCP Kaliurang diberikan tepat waktu  |           |   |    |     |

## Lampiran 2.

### Uji Data Instrumen

| No | PRODUK (X1) |      |      |      | TOTAL_X1 | HARGA (X2) |      |      |      | TOTAL_X2 |
|----|-------------|------|------|------|----------|------------|------|------|------|----------|
|    | X1.1        | X1.2 | X1.3 | X1.4 |          | X2.1       | X2.2 | X2.3 | X2.4 |          |
| 1  | 1           | 1    | 1    | 2    | 5        | 1          | 3    | 4    | 2    | 10       |
| 2  | 4           | 4    | 4    | 4    | 16       | 1          | 1    | 3    | 4    | 9        |
| 3  | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 3    | 15       |
| 4  | 1           | 1    | 1    | 2    | 5        | 4          | 4    | 4    | 4    | 16       |
| 5  | 1           | 2    | 1    | 1    | 5        | 3          | 4    | 4    | 3    | 14       |
| 6  | 1           | 1    | 2    | 1    | 5        | 4          | 4    | 4    | 3    | 15       |
| 7  | 4           | 4    | 4    | 3    | 15       | 3          | 3    | 4    | 4    | 14       |
| 8  | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 3    | 4    | 15       |
| 9  | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 3    | 4    | 15       |
| 10 | 4           | 4    | 4    | 2    | 14       | 1          | 2    | 4    | 3    | 10       |
| 11 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 12 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 13 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 14 | 3           | 4    | 4    | 4    | 15       | 3          | 4    | 4    | 3    | 14       |
| 15 | 1           | 1    | 1    | 2    | 5        | 3          | 3    | 4    | 3    | 13       |
| 16 | 4           | 4    | 4    | 4    | 16       | 4          | 2    | 2    | 3    | 11       |
| 17 | 4           | 4    | 4    | 2    | 14       | 4          | 4    | 4    | 4    | 16       |
| 18 | 4           | 4    | 4    | 3    | 15       | 4          | 4    | 4    | 4    | 16       |
| 19 | 3           | 3    | 4    | 4    | 14       | 4          | 4    | 4    | 4    | 16       |
| 20 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 21 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 22 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 23 | 3           | 4    | 4    | 3    | 14       | 4          | 4    | 4    | 3    | 15       |
| 24 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 25 | 4           | 4    | 4    | 4    | 16       | 4          | 2    | 3    | 3    | 12       |
| 26 | 4           | 4    | 3    | 3    | 14       | 4          | 3    | 4    | 4    | 15       |
| 27 | 4           | 4    | 4    | 4    | 16       | 4          | 3    | 3    | 1    | 11       |
| 28 | 3           | 4    | 4    | 3    | 14       | 3          | 3    | 4    | 4    | 14       |
| 29 | 4           | 4    | 4    | 4    | 16       | 4          | 4    | 4    | 4    | 16       |
| 30 | 3           | 3    | 4    | 3    | 13       | 4          | 3    | 4    | 4    | 15       |
| 31 | 4           | 4    | 4    | 3    | 15       | 2          | 4    | 2    | 2    | 10       |
| 32 | 4           | 4    | 3    | 4    | 15       | 2          | 2    | 2    | 3    | 9        |
| 33 | 4           | 4    | 4    | 4    | 16       | 2          | 3    | 2    | 3    | 10       |

|    |   |   |   |   |    |   |   |   |   |    |
|----|---|---|---|---|----|---|---|---|---|----|
| 34 | 4 | 3 | 4 | 4 | 15 | 1 | 4 | 3 | 2 | 10 |
| 35 | 4 | 4 | 4 | 2 | 14 | 4 | 2 | 3 | 2 | 11 |
| 36 | 3 | 4 | 4 | 4 | 15 | 4 | 4 | 3 | 3 | 14 |
| 37 | 4 | 4 | 4 | 3 | 15 | 2 | 2 | 2 | 3 | 9  |
| 38 | 2 | 2 | 4 | 4 | 12 | 4 | 2 | 3 | 3 | 12 |
| 39 | 4 | 4 | 4 | 4 | 16 | 4 | 3 | 3 | 3 | 13 |
| 40 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 4 | 16 |
| 41 | 4 | 4 | 4 | 4 | 16 | 3 | 2 | 2 | 4 | 11 |
| 42 | 4 | 4 | 4 | 4 | 16 | 3 | 4 | 3 | 1 | 11 |
| 43 | 4 | 4 | 4 | 4 | 16 | 4 | 1 | 3 | 2 | 10 |
| 44 | 4 | 4 | 3 | 3 | 14 | 3 | 4 | 4 | 4 | 15 |
| 45 | 4 | 4 | 4 | 4 | 16 | 4 | 3 | 4 | 4 | 15 |
| 46 | 4 | 4 | 2 | 4 | 14 | 4 | 4 | 4 | 4 | 16 |
| 47 | 4 | 4 | 4 | 4 | 16 | 1 | 3 | 3 | 4 | 11 |
| 48 | 3 | 4 | 4 | 4 | 15 | 4 | 3 | 4 | 2 | 13 |
| 49 | 4 | 4 | 4 | 4 | 16 | 4 | 3 | 1 | 3 | 11 |
| 50 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 3 | 4 | 15 |
| 51 | 3 | 4 | 3 | 4 | 14 | 4 | 4 | 4 | 4 | 16 |
| 52 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 4 | 16 |
| 53 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 4 | 16 |
| 54 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 3 | 3 | 14 |
| 55 | 4 | 4 | 4 | 4 | 16 | 2 | 1 | 2 | 4 | 9  |
| 56 | 4 | 4 | 4 | 4 | 16 | 1 | 1 | 3 | 3 | 8  |
| 57 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 3 | 3 | 14 |
| 58 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 3 | 2 | 13 |
| 59 | 4 | 3 | 2 | 2 | 11 | 3 | 4 | 1 | 3 | 11 |
| 60 | 4 | 4 | 4 | 4 | 16 | 3 | 3 | 2 | 3 | 11 |
| 61 | 4 | 4 | 4 | 4 | 16 | 2 | 2 | 4 | 4 | 12 |
| 62 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 3 | 15 |
| 63 | 3 | 4 | 4 | 4 | 15 | 4 | 1 | 3 | 3 | 11 |
| 64 | 4 | 3 | 4 | 4 | 15 | 4 | 1 | 3 | 2 | 10 |
| 65 | 4 | 4 | 3 | 4 | 15 | 2 | 3 | 3 | 2 | 10 |
| 66 | 4 | 4 | 4 | 3 | 15 | 2 | 2 | 4 | 2 | 10 |
| 67 | 4 | 4 | 3 | 3 | 14 | 4 | 2 | 1 | 2 | 9  |
| 68 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 3 | 15 |
| 69 | 4 | 4 | 4 | 2 | 14 | 3 | 4 | 4 | 4 | 15 |
| 70 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 3 | 4 | 15 |
| 71 | 4 | 4 | 4 | 3 | 15 | 4 | 4 | 4 | 3 | 15 |
| 72 | 4 | 4 | 4 | 2 | 14 | 4 | 4 | 4 | 1 | 13 |

|           |      |      |      |      |    |      |      |      |      |    |
|-----------|------|------|------|------|----|------|------|------|------|----|
| 73        | 4    | 4    | 4    | 1    | 13 | 3    | 4    | 4    | 4    | 15 |
| 74        | 4    | 4    | 4    | 2    | 14 | 4    | 4    | 4    | 4    | 16 |
| 75        | 3    | 3    | 3    | 3    | 12 | 4    | 4    | 4    | 4    | 16 |
| 76        | 4    | 3    | 3    | 4    | 14 | 4    | 4    | 4    | 4    | 16 |
| 77        | 2    | 3    | 2    | 3    | 10 | 4    | 4    | 4    | 4    | 16 |
| 78        | 4    | 2    | 1    | 3    | 10 | 4    | 4    | 4    | 4    | 16 |
| 79        | 1    | 1    | 4    | 2    | 8  | 4    | 4    | 4    | 4    | 16 |
| 80        | 1    | 1    | 3    | 3    | 8  | 4    | 4    | 4    | 4    | 16 |
| 81        | 1    | 3    | 1    | 3    | 8  | 3    | 3    | 4    | 3    | 13 |
| 82        | 3    | 4    | 4    | 3    | 14 | 4    | 4    | 3    | 3    | 14 |
| 83        | 1    | 1    | 3    | 3    | 8  | 4    | 4    | 2    | 2    | 12 |
| 84        | 3    | 3    | 1    | 2    | 9  | 4    | 2    | 4    | 4    | 14 |
| 85        | 2    | 3    | 4    | 2    | 11 | 2    | 2    | 4    | 2    | 10 |
| 86        | 2    | 2    | 3    | 2    | 9  | 2    | 3    | 3    | 2    | 10 |
| 87        | 3    | 2    | 2    | 1    | 8  | 4    | 4    | 4    | 3    | 15 |
| 88        | 3    | 2    | 1    | 3    | 9  | 3    | 4    | 4    | 4    | 15 |
| 89        | 4    | 4    | 3    | 3    | 14 | 3    | 4    | 4    | 4    | 15 |
| 90        | 4    | 3    | 2    | 2    | 11 | 4    | 4    | 1    | 1    | 10 |
| 91        | 3    | 4    | 3    | 3    | 13 | 4    | 4    | 4    | 3    | 15 |
| 92        | 4    | 4    | 4    | 2    | 14 | 4    | 2    | 2    | 2    | 10 |
| 93        | 2    | 4    | 2    | 2    | 10 | 2    | 2    | 2    | 4    | 10 |
| 94        | 3    | 4    | 4    | 2    | 13 | 2    | 4    | 2    | 2    | 10 |
| 95        | 4    | 4    | 3    | 2    | 13 | 2    | 4    | 2    | 2    | 10 |
| 96        | 2    | 1    | 2    | 2    | 7  | 2    | 4    | 3    | 1    | 10 |
| 97        | 4    | 2    | 4    | 3    | 13 | 3    | 2    | 4    | 4    | 13 |
| 98        | 3    | 2    | 4    | 2    | 11 | 3    | 4    | 4    | 3    | 14 |
| 99        | 3    | 4    | 2    | 3    | 12 | 1    | 4    | 3    | 4    | 12 |
| 100       | 3    | 4    | 4    | 3    | 14 | 3    | 4    | 2    | 3    | 12 |
| 101       | 4    | 4    | 4    | 4    | 16 | 3    | 3    | 3    | 3    | 12 |
| 102       | 4    | 4    | 4    | 4    | 16 | 4    | 4    | 4    | 4    | 16 |
| 103       | 1    | 2    | 3    | 3    | 9  | 3    | 4    | 2    | 4    | 13 |
| 104       | 1    | 1    | 2    | 3    | 7  | 1    | 3    | 2    | 3    | 9  |
| 105       | 3    | 4    | 4    | 2    | 13 | 2    | 3    | 2    | 2    | 9  |
| Rata-rata | 3,38 | 3,46 | 3,44 | 3,21 |    | 3,30 | 3,33 | 3,30 | 3,20 |    |

| No | LOKASI (X3) |      |      |      |      | TOTAL_<br>X3 | PROMOSI (X4) |      |      |      | TOTAL_<br>X4 |
|----|-------------|------|------|------|------|--------------|--------------|------|------|------|--------------|
|    | X3.1        | X3.2 | X3.3 | X3.4 | X3.5 |              | X4.1         | X4.2 | X4.3 | X4.4 |              |
| 1  | 2           | 2    | 4    | 4    | 2    | 14           | 2            | 2    | 2    | 3    | 9            |
| 2  | 2           | 2    | 4    | 4    | 4    | 16           | 4            | 4    | 2    | 2    | 12           |
| 3  | 1           | 1    | 1    | 3    | 3    | 9            | 3            | 3    | 4    | 3    | 13           |
| 4  | 3           | 1    | 1    | 3    | 3    | 11           | 4            | 3    | 3    | 3    | 13           |
| 5  | 3           | 3    | 3    | 3    | 2    | 14           | 2            | 4    | 2    | 2    | 10           |
| 6  | 3           | 3    | 3    | 2    | 3    | 14           | 3            | 2    | 4    | 3    | 12           |
| 7  | 1           | 4    | 4    | 3    | 2    | 14           | 2            | 2    | 3    | 2    | 9            |
| 8  | 3           | 4    | 3    | 3    | 3    | 16           | 3            | 4    | 2    | 3    | 12           |
| 9  | 3           | 3    | 4    | 3    | 3    | 16           | 3            | 2    | 4    | 3    | 12           |
| 10 | 2           | 2    | 4    | 4    | 3    | 15           | 4            | 3    | 2    | 2    | 11           |
| 11 | 3           | 3    | 2    | 1    | 3    | 12           | 2            | 4    | 3    | 3    | 12           |
| 12 | 3           | 3    | 3    | 1    | 3    | 13           | 3            | 3    | 3    | 3    | 12           |
| 13 | 4           | 4    | 4    | 4    | 4    | 20           | 1            | 3    | 2    | 4    | 10           |
| 14 | 3           | 3    | 3    | 4    | 2    | 15           | 4            | 3    | 2    | 3    | 12           |
| 15 | 3           | 3    | 4    | 4    | 4    | 18           | 2            | 3    | 1    | 3    | 9            |
| 16 | 2           | 3    | 2    | 3    | 2    | 12           | 3            | 2    | 3    | 2    | 10           |
| 17 | 3           | 3    | 3    | 2    | 3    | 14           | 2            | 3    | 2    | 3    | 10           |
| 18 | 3           | 4    | 2    | 2    | 3    | 14           | 3            | 1    | 4    | 3    | 11           |
| 19 | 3           | 4    | 3    | 1    | 3    | 14           | 3            | 3    | 3    | 3    | 12           |
| 20 | 3           | 4    | 4    | 1    | 3    | 15           | 4            | 1    | 2    | 4    | 11           |
| 21 | 4           | 4    | 4    | 4    | 4    | 20           | 4            | 3    | 4    | 3    | 14           |
| 22 | 1           | 1    | 2    | 3    | 3    | 10           | 3            | 2    | 1    | 3    | 9            |
| 23 | 3           | 3    | 4    | 3    | 3    | 16           | 3            | 4    | 4    | 2    | 13           |
| 24 | 3           | 4    | 4    | 3    | 2    | 16           | 4            | 3    | 4    | 2    | 13           |
| 25 | 3           | 4    | 3    | 3    | 2    | 15           | 4            | 3    | 4    | 2    | 13           |
| 26 | 3           | 3    | 3    | 1    | 3    | 13           | 3            | 2    | 4    | 3    | 12           |
| 27 | 2           | 3    | 2    | 4    | 2    | 13           | 3            | 2    | 2    | 2    | 9            |
| 28 | 1           | 2    | 3    | 3    | 2    | 11           | 2            | 2    | 2    | 2    | 8            |
| 29 | 3           | 3    | 4    | 3    | 3    | 16           | 3            | 4    | 1    | 3    | 11           |
| 30 | 3           | 1    | 3    | 3    | 3    | 13           | 3            | 1    | 1    | 3    | 8            |
| 31 | 2           | 4    | 3    | 2    | 2    | 13           | 2            | 4    | 3    | 2    | 11           |
| 32 | 2           | 4    | 1    | 4    | 4    | 15           | 2            | 4    | 4    | 2    | 12           |
| 33 | 2           | 2    | 2    | 2    | 2    | 10           | 2            | 3    | 4    | 2    | 11           |
| 34 | 2           | 4    | 3    | 2    | 2    | 13           | 2            | 4    | 2    | 2    | 10           |
| 35 | 2           | 3    | 2    | 4    | 2    | 13           | 2            | 2    | 3    | 2    | 9            |
| 36 | 4           | 2    | 3    | 1    | 1    | 11           | 4            | 1    | 3    | 3    | 11           |



|    |   |   |   |   |   |    |   |   |   |   |    |
|----|---|---|---|---|---|----|---|---|---|---|----|
| 37 | 4 | 3 | 3 | 2 | 3 | 15 | 3 | 3 | 2 | 3 | 11 |
| 38 | 2 | 3 | 3 | 1 | 2 | 11 | 1 | 3 | 3 | 3 | 10 |
| 39 | 2 | 3 | 3 | 3 | 2 | 13 | 2 | 2 | 4 | 3 | 11 |
| 40 | 4 | 4 | 3 | 3 | 2 | 16 | 4 | 4 | 2 | 3 | 13 |
| 41 | 3 | 2 | 3 | 2 | 2 | 12 | 2 | 2 | 4 | 2 | 10 |
| 42 | 3 | 2 | 3 | 3 | 2 | 13 | 4 | 4 | 3 | 2 | 13 |
| 43 | 4 | 3 | 2 | 2 | 2 | 13 | 2 | 2 | 4 | 3 | 11 |
| 44 | 3 | 3 | 1 | 2 | 3 | 12 | 3 | 3 | 3 | 3 | 12 |
| 45 | 3 | 3 | 3 | 4 | 3 | 16 | 3 | 3 | 4 | 4 | 14 |
| 46 | 3 | 3 | 4 | 1 | 3 | 14 | 2 | 4 | 2 | 2 | 10 |
| 47 | 3 | 2 | 4 | 2 | 2 | 13 | 4 | 3 | 2 | 2 | 11 |
| 48 | 2 | 3 | 3 | 4 | 2 | 14 | 2 | 3 | 3 | 3 | 11 |
| 49 | 4 | 2 | 2 | 2 | 2 | 12 | 2 | 3 | 4 | 2 | 11 |
| 50 | 4 | 3 | 3 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 12 |
| 51 | 2 | 3 | 3 | 3 | 3 | 14 | 3 | 3 | 3 | 2 | 11 |
| 52 | 4 | 2 | 3 | 3 | 3 | 15 | 2 | 3 | 3 | 3 | 11 |
| 53 | 4 | 2 | 4 | 4 | 2 | 16 | 4 | 3 | 3 | 3 | 13 |
| 54 | 3 | 3 | 3 | 3 | 2 | 14 | 1 | 3 | 3 | 3 | 10 |
| 55 | 3 | 3 | 1 | 3 | 3 | 13 | 3 | 3 | 1 | 3 | 10 |
| 56 | 3 | 3 | 1 | 2 | 3 | 12 | 3 | 2 | 3 | 3 | 11 |
| 57 | 4 | 3 | 2 | 2 | 3 | 14 | 4 | 3 | 1 | 3 | 11 |
| 58 | 4 | 4 | 3 | 2 | 3 | 16 | 2 | 3 | 4 | 4 | 13 |
| 59 | 3 | 2 | 3 | 2 | 2 | 12 | 2 | 3 | 2 | 2 | 9  |
| 60 | 3 | 2 | 2 | 4 | 2 | 13 | 4 | 4 | 4 | 2 | 14 |
| 61 | 2 | 3 | 3 | 4 | 4 | 16 | 1 | 3 | 4 | 3 | 11 |
| 62 | 3 | 3 | 3 | 3 | 2 | 14 | 3 | 3 | 2 | 3 | 11 |
| 63 | 3 | 3 | 2 | 2 | 4 | 14 | 2 | 2 | 2 | 4 | 10 |
| 64 | 2 | 2 | 2 | 4 | 4 | 14 | 2 | 2 | 3 | 4 | 11 |
| 65 | 2 | 2 | 2 | 2 | 3 | 11 | 2 | 4 | 2 | 2 | 10 |
| 66 | 2 | 2 | 2 | 4 | 4 | 14 | 2 | 4 | 3 | 2 | 11 |
| 67 | 1 | 1 | 2 | 3 | 4 | 11 | 1 | 3 | 3 | 3 | 10 |
| 68 | 3 | 3 | 3 | 2 | 3 | 14 | 3 | 3 | 1 | 3 | 10 |
| 69 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 2 | 2 | 4 | 11 |
| 70 | 3 | 3 | 3 | 1 | 3 | 13 | 3 | 4 | 2 | 2 | 11 |
| 71 | 3 | 3 | 3 | 1 | 2 | 12 | 3 | 2 | 2 | 4 | 11 |
| 72 | 2 | 3 | 3 | 3 | 3 | 14 | 3 | 3 | 3 | 2 | 11 |
| 73 | 1 | 1 | 3 | 4 | 3 | 12 | 2 | 2 | 2 | 4 | 10 |
| 74 | 1 | 1 | 3 | 1 | 3 | 9  | 3 | 4 | 2 | 2 | 11 |
| 75 | 3 | 3 | 1 | 1 | 1 | 9  | 3 | 4 | 4 | 3 | 14 |

|           |      |      |      |      |      |    |      |      |      |      |    |
|-----------|------|------|------|------|------|----|------|------|------|------|----|
| 76        | 3    | 3    | 1    | 3    | 3    | 13 | 3    | 2    | 2    | 4    | 11 |
| 77        | 3    | 3    | 1    | 3    | 3    | 13 | 4    | 2    | 2    | 2    | 10 |
| 78        | 4    | 4    | 1    | 1    | 1    | 11 | 3    | 2    | 2    | 1    | 8  |
| 79        | 3    | 3    | 1    | 3    | 3    | 13 | 3    | 4    | 1    | 4    | 12 |
| 80        | 3    | 2    | 4    | 4    | 3    | 16 | 3    | 1    | 1    | 3    | 8  |
| 81        | 2    | 2    | 3    | 3    | 2    | 12 | 1    | 3    | 3    | 1    | 8  |
| 82        | 2    | 3    | 2    | 3    | 3    | 13 | 3    | 3    | 3    | 2    | 11 |
| 83        | 2    | 2    | 4    | 3    | 3    | 14 | 3    | 3    | 4    | 3    | 13 |
| 84        | 3    | 3    | 4    | 4    | 2    | 16 | 2    | 4    | 3    | 3    | 12 |
| 85        | 2    | 2    | 2    | 4    | 4    | 14 | 2    | 4    | 4    | 4    | 14 |
| 86        | 2    | 2    | 2    | 4    | 2    | 12 | 2    | 3    | 4    | 4    | 13 |
| 87        | 3    | 3    | 3    | 1    | 2    | 12 | 2    | 4    | 2    | 4    | 12 |
| 88        | 3    | 3    | 3    | 3    | 1    | 13 | 2    | 4    | 1    | 2    | 9  |
| 89        | 3    | 3    | 3    | 1    | 3    | 13 | 2    | 4    | 2    | 4    | 12 |
| 90        | 2    | 4    | 4    | 3    | 2    | 15 | 2    | 3    | 4    | 4    | 13 |
| 91        | 3    | 3    | 3    | 1    | 2    | 12 | 2    | 4    | 4    | 2    | 12 |
| 92        | 2    | 2    | 2    | 4    | 4    | 14 | 2    | 4    | 4    | 4    | 14 |
| 93        | 2    | 2    | 4    | 2    | 2    | 12 | 2    | 3    | 3    | 4    | 12 |
| 94        | 2    | 2    | 2    | 4    | 2    | 12 | 2    | 3    | 1    | 2    | 8  |
| 95        | 2    | 2    | 2    | 2    | 2    | 10 | 1    | 3    | 3    | 2    | 9  |
| 96        | 2    | 2    | 2    | 2    | 3    | 11 | 1    | 3    | 3    | 1    | 8  |
| 97        | 1    | 3    | 4    | 1    | 1    | 10 | 3    | 2    | 1    | 2    | 8  |
| 98        | 3    | 3    | 1    | 1    | 2    | 10 | 2    | 3    | 4    | 2    | 11 |
| 99        | 2    | 1    | 2    | 2    | 2    | 9  | 2    | 1    | 2    | 3    | 8  |
| 100       | 2    | 3    | 3    | 2    | 1    | 11 | 3    | 3    | 1    | 3    | 10 |
| 101       | 2    | 3    | 3    | 3    | 2    | 13 | 3    | 3    | 2    | 3    | 11 |
| 102       | 1    | 4    | 4    | 4    | 3    | 16 | 4    | 4    | 2    | 3    | 13 |
| 103       | 2    | 3    | 3    | 3    | 1    | 12 | 3    | 3    | 4    | 3    | 13 |
| 104       | 1    | 2    | 2    | 2    | 4    | 11 | 2    | 1    | 2    | 3    | 8  |
| 105       | 1    | 2    | 2    | 3    | 2    | 10 | 1    | 3    | 2    | 2    | 8  |
| Rata-rata | 2,59 | 2,73 | 2,73 | 2,66 | 2,60 |    | 2,61 | 2,90 | 2,69 | 2,76 |    |

| No | BUKTI FISIK (X5) |      |      |      |      |      | TOTAL_X5 | KARYAWAN (X6) |      |      |      | TOTAL_X6 |
|----|------------------|------|------|------|------|------|----------|---------------|------|------|------|----------|
|    | X5.1             | X5.2 | X5.3 | X5.4 | X5.5 | X5.6 |          | X6.1          | X6.2 | X6.3 | X6.4 |          |
| 1  | 2                | 2    | 4    | 2    | 3    | 1    | 14       | 3             | 3    | 3    | 2    | 11       |
| 2  | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 3             | 3    | 4    | 4    | 14       |
| 3  | 3                | 3    | 1    | 1    | 1    | 3    | 12       | 4             | 2    | 3    | 4    | 13       |
| 4  | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 4             | 2    | 3    | 4    | 13       |
| 5  | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 3             | 3    | 3    | 2    | 11       |
| 6  | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 3             | 4    | 4    | 4    | 15       |
| 7  | 3                | 4    | 2    | 2    | 2    | 1    | 14       | 4             | 3    | 3    | 1    | 11       |
| 8  | 3                | 3    | 3    | 2    | 1    | 1    | 13       | 4             | 4    | 4    | 1    | 13       |
| 9  | 3                | 3    | 3    | 2    | 3    | 2    | 16       | 4             | 4    | 2    | 2    | 12       |
| 10 | 2                | 2    | 2    | 2    | 2    | 2    | 12       | 3             | 3    | 3    | 1    | 10       |
| 11 | 3                | 3    | 3    | 2    | 3    | 3    | 17       | 4             | 4    | 1    | 3    | 12       |
| 12 | 3                | 1    | 3    | 1    | 1    | 3    | 12       | 4             | 4    | 1    | 3    | 12       |
| 13 | 3                | 3    | 3    | 3    | 4    | 4    | 20       | 4             | 4    | 4    | 4    | 16       |
| 14 | 1                | 1    | 1    | 3    | 3    | 3    | 12       | 3             | 3    | 3    | 2    | 11       |
| 15 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 1             | 3    | 4    | 3    | 11       |
| 16 | 3                | 3    | 2    | 3    | 1    | 3    | 15       | 3             | 4    | 3    | 2    | 12       |
| 17 | 3                | 3    | 2    | 1    | 1    | 3    | 13       | 4             | 2    | 2    | 2    | 10       |
| 18 | 3                | 3    | 2    | 1    | 3    | 3    | 15       | 4             | 2    | 2    | 3    | 11       |
| 19 | 3                | 1    | 2    | 3    | 3    | 1    | 13       | 4             | 2    | 2    | 2    | 10       |
| 20 | 1                | 1    | 1    | 2    | 4    | 3    | 12       | 4             | 2    | 4    | 4    | 14       |
| 21 | 3                | 1    | 3    | 3    | 3    | 3    | 16       | 2             | 4    | 2    | 3    | 11       |
| 22 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 2             | 3    | 4    | 4    | 13       |
| 23 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 3             | 2    | 3    | 2    | 10       |
| 24 | 4                | 4    | 3    | 2    | 2    | 2    | 17       | 4             | 4    | 4    | 2    | 14       |
| 25 | 2                | 1    | 1    | 1    | 2    | 2    | 9        | 3             | 3    | 4    | 2    | 12       |
| 26 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 4             | 2    | 2    | 2    | 10       |
| 27 | 1                | 1    | 1    | 2    | 1    | 1    | 7        | 4             | 3    | 3    | 2    | 12       |
| 28 | 1                | 1    | 1    | 1    | 1    | 2    | 7        | 3             | 3    | 3    | 1    | 10       |
| 29 | 3                | 4    | 1    | 1    | 1    | 1    | 11       | 4             | 4    | 4    | 3    | 15       |
| 30 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 4             | 2    | 2    | 2    | 10       |
| 31 | 1                | 1    | 1    | 1    | 1    | 1    | 6        | 3             | 3    | 3    | 2    | 11       |
| 32 | 2                | 2    | 2    | 2    | 2    | 4    | 14       | 3             | 3    | 3    | 2    | 11       |
| 33 | 1                | 1    | 1    | 2    | 1    | 2    | 8        | 4             | 3    | 3    | 2    | 12       |
| 34 | 2                | 2    | 2    | 2    | 2    | 3    | 13       | 2             | 2    | 4    | 3    | 11       |
| 35 | 1                | 1    | 1    | 1    | 1    | 3    | 8        | 3             | 3    | 2    | 2    | 10       |
| 36 | 3                | 3    | 2    | 1    | 1    | 3    | 13       | 3             | 3    | 3    | 2    | 11       |
| 37 | 1                | 1    | 1    | 1    | 1    | 3    | 8        | 3             | 3    | 2    | 3    | 11       |

|    |   |   |   |   |   |   |    |   |   |   |   |    |
|----|---|---|---|---|---|---|----|---|---|---|---|----|
| 38 | 3 | 2 | 3 | 2 | 1 | 1 | 12 | 1 | 2 | 3 | 3 | 9  |
| 39 | 3 | 3 | 2 | 2 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 12 |
| 40 | 1 | 1 | 3 | 1 | 3 | 3 | 12 | 4 | 4 | 4 | 3 | 15 |
| 41 | 1 | 1 | 3 | 1 | 1 | 1 | 8  | 3 | 3 | 3 | 4 | 13 |
| 42 | 2 | 2 | 3 | 1 | 1 | 3 | 12 | 3 | 3 | 3 | 3 | 12 |
| 43 | 1 | 1 | 1 | 1 | 2 | 3 | 9  | 3 | 3 | 3 | 3 | 12 |
| 44 | 3 | 3 | 3 | 1 | 1 | 3 | 14 | 3 | 3 | 3 | 2 | 11 |
| 45 | 1 | 1 | 1 | 1 | 1 | 3 | 8  | 4 | 4 | 4 | 3 | 15 |
| 46 | 3 | 2 | 1 | 2 | 2 | 1 | 11 | 2 | 2 | 3 | 3 | 10 |
| 47 | 2 | 1 | 1 | 2 | 2 | 3 | 11 | 4 | 4 | 3 | 3 | 14 |
| 48 | 1 | 1 | 1 | 1 | 3 | 3 | 10 | 3 | 3 | 2 | 3 | 11 |
| 49 | 3 | 3 | 3 | 4 | 3 | 3 | 19 | 3 | 3 | 3 | 3 | 12 |
| 50 | 3 | 3 | 3 | 1 | 2 | 3 | 15 | 3 | 3 | 3 | 3 | 12 |
| 51 | 1 | 1 | 1 | 1 | 2 | 4 | 10 | 3 | 3 | 2 | 3 | 11 |
| 52 | 1 | 1 | 1 | 1 | 2 | 3 | 9  | 2 | 4 | 3 | 3 | 12 |
| 53 | 3 | 2 | 3 | 3 | 1 | 1 | 13 | 4 | 4 | 2 | 3 | 13 |
| 54 | 3 | 2 | 1 | 1 | 3 | 4 | 14 | 3 | 3 | 3 | 3 | 12 |
| 55 | 1 | 1 | 2 | 1 | 2 | 4 | 11 | 3 | 2 | 3 | 3 | 11 |
| 56 | 2 | 2 | 3 | 2 | 4 | 3 | 16 | 3 | 3 | 3 | 3 | 12 |
| 57 | 1 | 1 | 1 | 1 | 1 | 3 | 8  | 2 | 4 | 3 | 2 | 11 |
| 58 | 1 | 1 | 1 | 1 | 1 | 3 | 8  | 3 | 3 | 3 | 3 | 12 |
| 59 | 2 | 2 | 3 | 2 | 2 | 3 | 14 | 2 | 2 | 4 | 4 | 12 |
| 60 | 3 | 3 | 3 | 2 | 3 | 2 | 16 | 2 | 2 | 3 | 4 | 11 |
| 61 | 3 | 2 | 3 | 1 | 2 | 3 | 14 | 2 | 2 | 3 | 2 | 9  |
| 62 | 1 | 1 | 1 | 1 | 1 | 4 | 9  | 2 | 2 | 4 | 4 | 12 |
| 63 | 2 | 2 | 3 | 3 | 4 | 3 | 17 | 2 | 2 | 2 | 4 | 10 |
| 64 | 1 | 1 | 1 | 1 | 1 | 3 | 8  | 2 | 2 | 4 | 4 | 12 |
| 65 | 1 | 1 | 2 | 4 | 4 | 4 | 16 | 2 | 2 | 3 | 2 | 9  |
| 66 | 1 | 2 | 1 | 2 | 2 | 3 | 11 | 2 | 3 | 3 | 3 | 11 |
| 67 | 2 | 3 | 1 | 1 | 2 | 3 | 12 | 3 | 2 | 3 | 3 | 11 |
| 68 | 3 | 3 | 3 | 3 | 3 | 1 | 16 | 2 | 2 | 4 | 4 | 12 |
| 69 | 3 | 1 | 1 | 1 | 1 | 3 | 10 | 2 | 2 | 4 | 4 | 12 |
| 70 | 3 | 3 | 3 | 3 | 2 | 1 | 15 | 3 | 3 | 2 | 3 | 11 |
| 71 | 3 | 1 | 1 | 2 | 3 | 3 | 13 | 3 | 3 | 3 | 3 | 12 |
| 72 | 1 | 1 | 2 | 1 | 2 | 3 | 10 | 3 | 3 | 1 | 3 | 10 |
| 73 | 1 | 1 | 1 | 2 | 3 | 3 | 11 | 3 | 3 | 4 | 3 | 13 |
| 74 | 3 | 1 | 1 | 1 | 2 | 3 | 11 | 3 | 3 | 4 | 3 | 13 |
| 75 | 1 | 1 | 1 | 1 | 1 | 3 | 8  | 3 | 4 | 4 | 3 | 14 |
| 76 | 1 | 1 | 2 | 3 | 3 | 3 | 13 | 3 | 3 | 3 | 3 | 12 |

|           |      |      |      |      |      |      |    |      |      |      |      |    |
|-----------|------|------|------|------|------|------|----|------|------|------|------|----|
| 77        | 3    | 3    | 2    | 3    | 3    | 2    | 16 | 3    | 3    | 1    | 3    | 10 |
| 78        | 4    | 4    | 2    | 3    | 2    | 1    | 16 | 2    | 4    | 4    | 2    | 12 |
| 79        | 1    | 1    | 1    | 1    | 1    | 3    | 8  | 4    | 4    | 2    | 2    | 12 |
| 80        | 4    | 1    | 1    | 1    | 1    | 3    | 11 | 2    | 3    | 1    | 2    | 8  |
| 81        | 2    | 3    | 2    | 3    | 2    | 1    | 13 | 3    | 3    | 3    | 2    | 11 |
| 82        | 1    | 1    | 1    | 3    | 2    | 3    | 11 | 3    | 2    | 3    | 4    | 12 |
| 83        | 3    | 3    | 1    | 1    | 3    | 3    | 14 | 4    | 4    | 2    | 1    | 11 |
| 84        | 1    | 1    | 1    | 3    | 1    | 1    | 8  | 3    | 2    | 3    | 2    | 10 |
| 85        | 2    | 3    | 1    | 3    | 3    | 3    | 15 | 3    | 2    | 3    | 2    | 10 |
| 86        | 2    | 3    | 2    | 2    | 3    | 3    | 15 | 3    | 2    | 4    | 2    | 11 |
| 87        | 2    | 3    | 2    | 3    | 3    | 3    | 16 | 3    | 4    | 4    | 1    | 12 |
| 88        | 2    | 1    | 2    | 1    | 1    | 3    | 10 | 3    | 2    | 3    | 2    | 10 |
| 89        | 2    | 3    | 2    | 3    | 1    | 1    | 12 | 4    | 4    | 2    | 1    | 11 |
| 90        | 3    | 3    | 3    | 3    | 2    | 2    | 16 | 4    | 4    | 4    | 1    | 13 |
| 91        | 2    | 1    | 1    | 3    | 1    | 3    | 11 | 2    | 4    | 4    | 1    | 11 |
| 92        | 2    | 3    | 3    | 3    | 3    | 2    | 16 | 2    | 4    | 4    | 3    | 13 |
| 93        | 2    | 3    | 2    | 2    | 2    | 1    | 12 | 2    | 4    | 4    | 1    | 11 |
| 94        | 2    | 3    | 2    | 2    | 2    | 1    | 12 | 2    | 2    | 2    | 2    | 8  |
| 95        | 2    | 2    | 2    | 3    | 4    | 2    | 15 | 4    | 3    | 3    | 4    | 14 |
| 96        | 2    | 3    | 2    | 4    | 3    | 2    | 16 | 3    | 3    | 2    | 3    | 11 |
| 97        | 3    | 3    | 3    | 3    | 1    | 1    | 14 | 3    | 3    | 2    | 3    | 11 |
| 98        | 3    | 3    | 4    | 1    | 1    | 1    | 13 | 3    | 3    | 3    | 2    | 11 |
| 99        | 2    | 3    | 1    | 1    | 2    | 3    | 12 | 3    | 3    | 3    | 3    | 12 |
| 100       | 2    | 3    | 4    | 3    | 1    | 3    | 16 | 3    | 3    | 3    | 3    | 12 |
| 101       | 3    | 3    | 3    | 3    | 1    | 3    | 16 | 3    | 3    | 3    | 3    | 12 |
| 102       | 3    | 1    | 1    | 2    | 2    | 3    | 12 | 3    | 4    | 4    | 4    | 15 |
| 103       | 2    | 1    | 1    | 4    | 4    | 3    | 15 | 2    | 3    | 3    | 3    | 11 |
| 104       | 2    | 2    | 2    | 2    | 4    | 4    | 16 | 2    | 3    | 3    | 3    | 11 |
| 105       | 2    | 2    | 2    | 3    | 2    | 3    | 14 | 3    | 2    | 3    | 3    | 11 |
| Rata-rata | 2,04 | 1,92 | 1,84 | 1,87 | 1,96 | 2,39 |    | 2,99 | 2,97 | 2,99 | 2,68 |    |

| No | PROSES (X7) |      |      |      |      | TOTAL_X7 | PENINGKATAN JUMLAH NASABAH (Y) |
|----|-------------|------|------|------|------|----------|--------------------------------|
|    | X7.1        | X7.2 | X7.3 | X7.4 | X7.5 |          |                                |
| 1  | 2           | 2    | 2    | 2    | 3    | 11       | 0                              |
| 2  | 3           | 2    | 2    | 2    | 4    | 13       | 1                              |
| 3  | 4           | 3    | 1    | 1    | 2    | 11       | 2                              |
| 4  | 4           | 1    | 1    | 1    | 3    | 10       | 0                              |
| 5  | 3           | 3    | 3    | 1    | 1    | 11       | 0                              |
| 6  | 1           | 1    | 1    | 2    | 3    | 8        | 0                              |
| 7  | 2           | 1    | 1    | 1    | 3    | 8        | 1                              |
| 8  | 1           | 1    | 3    | 3    | 3    | 11       | 3                              |
| 9  | 3           | 2    | 1    | 3    | 3    | 12       | 3                              |
| 10 | 3           | 2    | 3    | 2    | 2    | 12       | 2                              |
| 11 | 3           | 3    | 1    | 1    | 3    | 11       | 1                              |
| 12 | 3           | 1    | 1    | 1    | 3    | 9        | 3                              |
| 13 | 4           | 4    | 4    | 4    | 4    | 20       | 6                              |
| 14 | 3           | 3    | 3    | 1    | 2    | 12       | 1                              |
| 15 | 1           | 1    | 3    | 3    | 3    | 11       | 0                              |
| 16 | 3           | 1    | 1    | 1    | 3    | 9        | 3                              |
| 17 | 1           | 3    | 3    | 1    | 3    | 11       | 1                              |
| 18 | 1           | 1    | 1    | 3    | 3    | 9        | 1                              |
| 19 | 3           | 2    | 3    | 1    | 1    | 10       | 2                              |
| 20 | 4           | 2    | 3    | 1    | 3    | 13       | 3                              |
| 21 | 4           | 4    | 4    | 3    | 3    | 18       | 5                              |
| 22 | 1           | 1    | 1    | 4    | 4    | 11       | 0                              |
| 23 | 3           | 2    | 1    | 3    | 3    | 12       | 0                              |
| 24 | 4           | 4    | 4    | 4    | 3    | 19       | 5                              |
| 25 | 3           | 2    | 1    | 3    | 3    | 12       | 0                              |
| 26 | 3           | 2    | 1    | 2    | 3    | 11       | 0                              |
| 27 | 3           | 1    | 1    | 1    | 3    | 9        | 0                              |
| 28 | 1           | 1    | 3    | 1    | 3    | 9        | 0                              |
| 29 | 4           | 4    | 4    | 4    | 4    | 20       | 5                              |
| 30 | 1           | 2    | 1    | 1    | 3    | 8        | 0                              |
| 31 | 3           | 2    | 2    | 2    | 2    | 11       | 0                              |
| 32 | 3           | 2    | 2    | 3    | 2    | 12       | 3                              |
| 33 | 3           | 2    | 1    | 1    | 1    | 8        | 1                              |
| 34 | 3           | 3    | 1    | 2    | 2    | 11       | 0                              |
| 35 | 1           | 1    | 2    | 2    | 3    | 9        | 0                              |
| 36 | 3           | 3    | 1    | 1    | 1    | 9        | 1                              |
| 37 | 3           | 2    | 1    | 3    | 3    | 12       | 0                              |

|    |   |   |   |   |   |    |   |
|----|---|---|---|---|---|----|---|
| 38 | 3 | 3 | 1 | 1 | 1 | 9  | 0 |
| 39 | 4 | 3 | 2 | 1 | 1 | 11 | 1 |
| 40 | 3 | 3 | 2 | 3 | 3 | 14 | 5 |
| 41 | 3 | 1 | 1 | 3 | 3 | 11 | 0 |
| 42 | 3 | 3 | 1 | 1 | 3 | 11 | 3 |
| 43 | 1 | 1 | 3 | 3 | 3 | 11 | 3 |
| 44 | 1 | 1 | 1 | 3 | 3 | 9  | 0 |
| 45 | 1 | 4 | 3 | 4 | 3 | 15 | 5 |
| 46 | 1 | 1 | 3 | 3 | 3 | 11 | 1 |
| 47 | 1 | 1 | 4 | 3 | 3 | 12 | 2 |
| 48 | 3 | 3 | 1 | 2 | 3 | 12 | 2 |
| 49 | 1 | 1 | 1 | 3 | 3 | 9  | 3 |
| 50 | 3 | 3 | 1 | 2 | 3 | 12 | 3 |
| 51 | 1 | 1 | 1 | 2 | 1 | 6  | 3 |
| 52 | 3 | 1 | 3 | 1 | 3 | 11 | 3 |
| 53 | 3 | 2 | 1 | 2 | 3 | 11 | 2 |
| 54 | 2 | 3 | 1 | 1 | 2 | 9  | 2 |
| 55 | 1 | 1 | 1 | 1 | 3 | 7  | 0 |
| 56 | 1 | 1 | 1 | 3 | 1 | 7  | 0 |
| 57 | 2 | 3 | 1 | 1 | 2 | 9  | 1 |
| 58 | 2 | 3 | 3 | 3 | 1 | 12 | 5 |
| 59 | 2 | 3 | 2 | 3 | 2 | 12 | 0 |
| 60 | 2 | 3 | 2 | 1 | 2 | 10 | 1 |
| 61 | 2 | 3 | 1 | 1 | 2 | 9  | 2 |
| 62 | 2 | 3 | 1 | 2 | 2 | 10 | 1 |
| 63 | 2 | 3 | 2 | 3 | 2 | 12 | 0 |
| 64 | 1 | 1 | 3 | 4 | 3 | 12 | 1 |
| 65 | 2 | 2 | 1 | 3 | 2 | 10 | 0 |
| 66 | 1 | 1 | 1 | 3 | 3 | 9  | 1 |
| 67 | 3 | 1 | 1 | 2 | 3 | 10 | 0 |
| 68 | 3 | 3 | 2 | 1 | 3 | 12 | 0 |
| 69 | 2 | 1 | 3 | 3 | 3 | 12 | 0 |
| 70 | 3 | 1 | 3 | 1 | 3 | 11 | 3 |
| 71 | 3 | 3 | 2 | 1 | 3 | 12 | 0 |
| 72 | 3 | 3 | 1 | 1 | 3 | 11 | 2 |
| 73 | 1 | 1 | 3 | 3 | 3 | 11 | 0 |
| 74 | 3 | 3 | 2 | 3 | 3 | 14 | 3 |
| 75 | 1 | 1 | 1 | 3 | 4 | 10 | 3 |
| 76 | 1 | 1 | 2 | 3 | 3 | 10 | 1 |

|           |      |      |      |      |      |    |   |
|-----------|------|------|------|------|------|----|---|
| 77        | 1    | 1    | 3    | 3    | 3    | 11 | 3 |
| 78        | 2    | 2    | 1    | 1    | 2    | 8  | 0 |
| 79        | 2    | 2    | 2    | 3    | 3    | 12 | 0 |
| 80        | 3    | 3    | 2    | 1    | 1    | 10 | 0 |
| 81        | 2    | 2    | 1    | 3    | 2    | 10 | 0 |
| 82        | 2    | 1    | 3    | 2    | 2    | 10 | 3 |
| 83        | 2    | 1    | 4    | 1    | 2    | 10 | 3 |
| 84        | 2    | 2    | 2    | 3    | 1    | 10 | 0 |
| 85        | 2    | 2    | 2    | 2    | 1    | 9  | 2 |
| 86        | 2    | 2    | 2    | 3    | 1    | 10 | 0 |
| 87        | 2    | 1    | 2    | 2    | 1    | 8  | 1 |
| 88        | 2    | 2    | 2    | 1    | 2    | 9  | 0 |
| 89        | 2    | 1    | 2    | 4    | 1    | 10 | 0 |
| 90        | 2    | 1    | 2    | 4    | 3    | 12 | 3 |
| 91        | 4    | 4    | 3    | 1    | 2    | 14 | 4 |
| 92        | 2    | 1    | 2    | 2    | 3    | 10 | 0 |
| 93        | 2    | 1    | 2    | 2    | 3    | 10 | 2 |
| 94        | 3    | 3    | 1    | 1    | 1    | 9  | 0 |
| 95        | 3    | 1    | 1    | 1    | 4    | 10 | 0 |
| 96        | 2    | 2    | 1    | 2    | 3    | 10 | 0 |
| 97        | 3    | 2    | 1    | 1    | 2    | 9  | 0 |
| 98        | 3    | 1    | 2    | 1    | 1    | 8  | 0 |
| 99        | 2    | 2    | 1    | 2    | 3    | 10 | 0 |
| 100       | 1    | 3    | 3    | 2    | 3    | 12 | 0 |
| 101       | 1    | 4    | 2    | 1    | 3    | 11 | 1 |
| 102       | 2    | 2    | 3    | 4    | 3    | 14 | 5 |
| 103       | 2    | 2    | 3    | 2    | 1    | 10 | 0 |
| 104       | 2    | 2    | 3    | 2    | 1    | 10 | 0 |
| 105       | 1    | 2    | 2    | 2    | 2    | 9  | 0 |
| Rata-rata | 2,28 | 2,02 | 1,91 | 2,10 | 2,49 |    |   |



### Lampiran 3.

#### Uji Validitas X1

#### Correlations

#### Correlations

|          |                     | X1.1   | X1.2   | X1.3   | X1.4   | TOTAL_X1 |
|----------|---------------------|--------|--------|--------|--------|----------|
| X1.1     | Pearson Correlation | 1      | ,569** | ,312   | ,282   | ,770**   |
|          | Sig. (2-tailed)     | .      | ,001   | ,094   | ,131   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X1.2     | Pearson Correlation | ,569** | 1      | ,033   | ,426*  | ,719**   |
|          | Sig. (2-tailed)     | ,001   | .      | ,864   | ,019   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X1.3     | Pearson Correlation | ,312   | ,033   | 1      | ,312   | ,597**   |
|          | Sig. (2-tailed)     | ,094   | ,864   | .      | ,094   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X1.4     | Pearson Correlation | ,282   | ,426*  | ,312   | 1      | ,719**   |
|          | Sig. (2-tailed)     | ,131   | ,019   | ,094   | .      | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| TOTAL_X1 | Pearson Correlation | ,770** | ,719** | ,597** | ,719** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | .        |
|          | N                   | 30     | 30     | 30     | 30     | 30       |

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

\* . Correlation is significant at the 0.05 level (2-tailed).

## Uji Validitas X2

### Correlations

#### Correlations

|          |                     | X2.1   | X2.2   | X2.3   | X2.4   | TOTAL_X2 |
|----------|---------------------|--------|--------|--------|--------|----------|
| X2.1     | Pearson Correlation | 1      | ,522** | ,409*  | ,480** | ,758**   |
|          | Sig. (2-tailed)     | .      | ,003   | ,025   | ,007   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X2.2     | Pearson Correlation | ,522** | 1      | ,627** | ,440*  | ,885**   |
|          | Sig. (2-tailed)     | ,003   | .      | ,000   | ,015   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X2.3     | Pearson Correlation | ,409*  | ,627** | 1      | ,027   | ,704**   |
|          | Sig. (2-tailed)     | ,025   | ,000   | .      | ,885   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X2.4     | Pearson Correlation | ,480** | ,440*  | ,027   | 1      | ,647**   |
|          | Sig. (2-tailed)     | ,007   | ,015   | ,885   | .      | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| TOTAL_X2 | Pearson Correlation | ,758** | ,885** | ,704** | ,647** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | .        |
|          | N                   | 30     | 30     | 30     | 30     | 30       |

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

\* . Correlation is significant at the 0.05 level (2-tailed).

## Uji Validitas X3

### Correlations

#### Correlations

|          |                     | X3.1   | X3.2   | X3.3   | X3.4   | X3.5   | X3.6   | TOTAL_X3 |
|----------|---------------------|--------|--------|--------|--------|--------|--------|----------|
| X3.1     | Pearson Correlation | 1      | ,299   | ,404*  | ,414*  | ,408*  | ,408*  | ,634**   |
|          | Sig. (2-tailed)     | .      | ,109   | ,027   | ,023   | ,025   | ,025   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| X3.2     | Pearson Correlation | ,299   | 1      | ,566** | ,373*  | ,312   | ,523** | ,726**   |
|          | Sig. (2-tailed)     | ,109   | .      | ,001   | ,042   | ,093   | ,003   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| X3.3     | Pearson Correlation | ,404*  | ,566** | 1      | ,644** | ,400*  | ,648** | ,835**   |
|          | Sig. (2-tailed)     | ,027   | ,001   | .      | ,000   | ,028   | ,000   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| X3.4     | Pearson Correlation | ,414*  | ,373*  | ,644** | 1      | ,509** | ,509** | ,778**   |
|          | Sig. (2-tailed)     | ,023   | ,042   | ,000   | .      | ,004   | ,004   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| X3.5     | Pearson Correlation | ,408*  | ,312   | ,400*  | ,509** | 1      | ,426*  | ,669**   |
|          | Sig. (2-tailed)     | ,025   | ,093   | ,028   | ,004   | .      | ,019   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| X3.6     | Pearson Correlation | ,408*  | ,523** | ,648** | ,509** | ,426*  | 1      | ,786**   |
|          | Sig. (2-tailed)     | ,025   | ,003   | ,000   | ,004   | ,019   | .      | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |
| TOTAL_X3 | Pearson Correlation | ,634** | ,726** | ,835** | ,778** | ,669** | ,786** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   | .        |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30     | 30       |

\* . Correlation is significant at the 0.05 level (2-tailed).

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

## Uji Validitas X4

### Correlations

#### Correlations

|          |                     | X4.1   | X4.2   | X4.3   | X4.4   | TOTAL_X4 |
|----------|---------------------|--------|--------|--------|--------|----------|
| X4.1     | Pearson Correlation | 1      | ,256   | ,789** | ,224   | ,726**   |
|          | Sig. (2-tailed)     | .      | ,172   | ,000   | ,235   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X4.2     | Pearson Correlation | ,256   | 1      | ,296   | ,524** | ,783**   |
|          | Sig. (2-tailed)     | ,172   | .      | ,112   | ,003   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X4.3     | Pearson Correlation | ,789** | ,296   | 1      | ,132   | ,719**   |
|          | Sig. (2-tailed)     | ,000   | ,112   | .      | ,485   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| X4.4     | Pearson Correlation | ,224   | ,524** | ,132   | 1      | ,662**   |
|          | Sig. (2-tailed)     | ,235   | ,003   | ,485   | .      | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30       |
| TOTAL_X4 | Pearson Correlation | ,726** | ,783** | ,719** | ,662** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | .        |
|          | N                   | 30     | 30     | 30     | 30     | 30       |

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

## Uji Validitas X5

### Correlations

#### Correlations

|          |                     | X5.1   | X5.2    | X5.3   | X5.4    | X5.5   | X5.6   | TOTAL_X5 |
|----------|---------------------|--------|---------|--------|---------|--------|--------|----------|
| X5.1     | Pearson Correlation | 1      | ,733**  | ,533** | ,733**  | ,752** | ,716** | ,844**   |
|          | Sig. (2-tailed)     | .      | ,000    | ,002   | ,000    | ,000   | ,000   | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| X5.2     | Pearson Correlation | ,733** | 1       | ,649** | 1,000** | ,873** | ,866** | ,960**   |
|          | Sig. (2-tailed)     | ,000   | .       | ,000   | .       | ,000   | ,000   | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| X5.3     | Pearson Correlation | ,533** | ,649**  | 1      | ,649**  | ,711** | ,586** | ,758**   |
|          | Sig. (2-tailed)     | ,002   | ,000    | .      | ,000    | ,000   | ,001   | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| X5.4     | Pearson Correlation | ,733** | 1,000** | ,649** | 1       | ,873** | ,866** | ,960**   |
|          | Sig. (2-tailed)     | ,000   | .       | ,000   | .       | ,000   | ,000   | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| X5.5     | Pearson Correlation | ,752** | ,873**  | ,711** | ,873**  | 1      | ,742** | ,927**   |
|          | Sig. (2-tailed)     | ,000   | ,000    | ,000   | ,000    | .      | ,000   | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| X5.6     | Pearson Correlation | ,716** | ,866**  | ,586** | ,866**  | ,742** | 1      | ,895**   |
|          | Sig. (2-tailed)     | ,000   | ,000    | ,001   | ,000    | ,000   | .      | ,000     |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |
| TOTAL_X5 | Pearson Correlation | ,844** | ,960**  | ,758** | ,960**  | ,927** | ,895** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000    | ,000   | ,000    | ,000   | ,000   | .        |
|          | N                   | 30     | 30      | 30     | 30      | 30     | 30     | 30       |

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

## Uji Validitas X6

### Correlations

#### Correlations

|          |                     | X6.1    | X6.2   | X6.3    | X6.4   | TOTAL_X6 |
|----------|---------------------|---------|--------|---------|--------|----------|
| X6.1     | Pearson Correlation | 1       | ,715** | 1,000** | ,755** | ,951**   |
|          | Sig. (2-tailed)     | .       | ,000   | .       | ,000   | ,000     |
|          | N                   | 30      | 30     | 30      | 30     | 30       |
| X6.2     | Pearson Correlation | ,715**  | 1      | ,715**  | ,779** | ,874**   |
|          | Sig. (2-tailed)     | ,000    | .      | ,000    | ,000   | ,000     |
|          | N                   | 30      | 30     | 30      | 30     | 30       |
| X6.3     | Pearson Correlation | 1,000** | ,715** | 1       | ,755** | ,951**   |
|          | Sig. (2-tailed)     | .       | ,000   | .       | ,000   | ,000     |
|          | N                   | 30      | 30     | 30      | 30     | 30       |
| X6.4     | Pearson Correlation | ,755**  | ,779** | ,755**  | 1      | ,889**   |
|          | Sig. (2-tailed)     | ,000    | ,000   | ,000    | .      | ,000     |
|          | N                   | 30      | 30     | 30      | 30     | 30       |
| TOTAL_X6 | Pearson Correlation | ,951**  | ,874** | ,951**  | ,889** | 1        |
|          | Sig. (2-tailed)     | ,000    | ,000   | ,000    | ,000   | .        |
|          | N                   | 30      | 30     | 30      | 30     | 30       |

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

## Uji Validitas X7

### Correlations

#### Correlations

|          |                     | X7.1   | X7.2   | X7.3   | X7.4   | X7.5   | TOTAL_X7 |
|----------|---------------------|--------|--------|--------|--------|--------|----------|
| X7.1     | Pearson Correlation | 1      | ,708** | ,597** | ,657** | ,490** | ,873**   |
|          | Sig. (2-tailed)     | .      | ,000   | ,000   | ,000   | ,006   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |
| X7.2     | Pearson Correlation | ,708** | 1      | ,505** | ,696** | ,281   | ,780**   |
|          | Sig. (2-tailed)     | ,000   | .      | ,004   | ,000   | ,132   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |
| X7.3     | Pearson Correlation | ,597** | ,505** | 1      | ,389*  | ,282   | ,709**   |
|          | Sig. (2-tailed)     | ,000   | ,004   | .      | ,034   | ,130   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |
| X7.4     | Pearson Correlation | ,657** | ,696** | ,389*  | 1      | ,575** | ,843**   |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,034   | .      | ,001   | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |
| X7.5     | Pearson Correlation | ,490** | ,281   | ,282   | ,575** | 1      | ,708**   |
|          | Sig. (2-tailed)     | ,006   | ,132   | ,130   | ,001   | .      | ,000     |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |
| TOTAL_X7 | Pearson Correlation | ,873** | ,780** | ,709** | ,843** | ,708** | 1        |
|          | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | .        |
|          | N                   | 30     | 30     | 30     | 30     | 30     | 30       |

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

\* . Correlation is significant at the 0.05 level (2-tailed).

**Lampiran 4.**

**Uji Reliabilitas (X1)**

**Reliability**

| Cronbach's Alpha | N of items |
|------------------|------------|
| ,654             | 4          |

**Uji Reliabilitas (X2)**

**Reliability**

| Cronbach's Alpha | N of items |
|------------------|------------|
| .727             | 4          |

**Uji Reliabilitas (X3)**

**Reliability**

| Cronbach's Alpha | N of items |
|------------------|------------|
| .830             | 6          |

**Uji Reliabilitas (X4)**

**Reliability**

| Cronbach's Alpha | N of items |
|------------------|------------|
| .685             | 4          |

### Uji Reliabilitas (X5)

#### Reliability

| Cronbach's Alpha | N of items |
|------------------|------------|
| .945             | 6          |

### Uji Reliabilitas (X6)

#### Reliability

| Cronbach's Alpha | N of items |
|------------------|------------|
| .936             | 4          |

### Uji Reliabilitas X7

#### Reliability

| Cronbach's Alpha | N of items |
|------------------|------------|
| .830             | 5          |

## Lampiran 5.

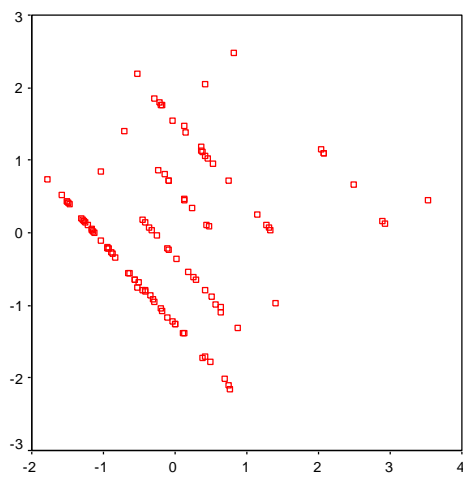
### Uji Multikolinieritas

Coefficients<sup>a</sup>

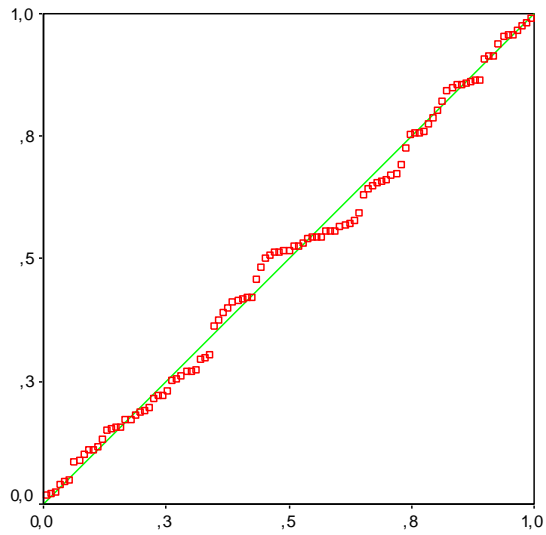
| Model |            | Unstandardized Coefficients |            | Standardized Coefficients | t      | Sig. | Collinearity Statistics |       |
|-------|------------|-----------------------------|------------|---------------------------|--------|------|-------------------------|-------|
|       |            | B                           | Std. Error | Beta                      |        |      | Tolerance               | VIF   |
| 1     | (Constant) | -10,303                     | 1,230      |                           | -8,377 | ,000 |                         |       |
|       | X1         | ,096                        | ,036       | ,188                      | 2,648  | ,009 | ,902                    | 1,109 |
|       | X2         | ,098                        | ,046       | ,152                      | 2,136  | ,035 | ,894                    | 1,118 |
|       | X3         | ,141                        | ,062       | ,188                      | 2,258  | ,026 | ,649                    | 1,541 |
|       | X4         | ,208                        | ,074       | ,212                      | 2,816  | ,006 | ,795                    | 1,258 |
|       | X5         | ,079                        | ,032       | ,169                      | 2,459  | ,016 | ,961                    | 1,040 |
|       | X6         | ,188                        | ,087       | ,175                      | 2,152  | ,034 | ,684                    | 1,461 |
|       | X7         | ,166                        | ,063       | ,242                      | 2,634  | ,010 | ,538                    | 1,860 |

a. Dependent Variable: Y

### Uji Heteroskedastisitas



## Uji Normalitas



## Uji Linieritas

### Means

#### Case Processing Summary

|        | Cases    |         |          |         |       |         |
|--------|----------|---------|----------|---------|-------|---------|
|        | Included |         | Excluded |         | Total |         |
|        | N        | Percent | N        | Percent | N     | Percent |
| Y * X1 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X2 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X3 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X4 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X5 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X6 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |
| Y * X7 | 105      | 100,0%  | 0        | ,0%     | 105   | 100,0%  |



# Y \* X1

## Report

Y

| X1    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 5,00  | ,0000  | 5   | ,00000         |
| 7,00  | ,0000  | 2   | ,00000         |
| 8,00  | ,8000  | 5   | 1,30384        |
| 9,00  | ,0000  | 4   | ,00000         |
| 10,00 | 1,6667 | 3   | 1,52753        |
| 11,00 | 1,2500 | 4   | 1,50000        |
| 12,00 | 1,0000 | 3   | 1,73205        |
| 13,00 | ,5714  | 7   | 1,51186        |
| 14,00 | ,9474  | 19  | 1,17727        |
| 15,00 | ,7857  | 14  | ,89258         |
| 16,00 | 2,3590 | 39  | 1,78425        |
| Total | 1,3524 | 105 | 1,60517        |

ANOVA Table

|        |                |                          | Sum of Squares | df  | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|-----|-------------|--------|------|
| Y * X1 | Between Groups | (Combined)<br>Linearity  | 73,752         | 10  | 7,375       | 3,570  | ,000 |
|        |                | Deviation from Linearity | 38,525         | 1   | 38,525      | 18,647 | ,000 |
|        | Within Groups  |                          | 35,227         | 9   | 3,914       | 1,894  | ,062 |
| Total  |                |                          | 194,210        | 94  | 2,066       |        |      |
|        |                |                          | 267,962        | 104 |             |        |      |

## Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X1 | ,379 | ,144      | ,525 | ,275        |

# Y \* X2

## Report

Y

| X2    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 8,00  | ,0000  | 1   | .              |
| 9,00  | ,5714  | 7   | 1,13389        |
| 10,00 | ,8824  | 17  | 1,11144        |
| 11,00 | 1,2000 | 10  | 1,39841        |
| 12,00 | ,8571  | 7   | 1,21499        |
| 13,00 | 1,2500 | 8   | 1,75255        |
| 14,00 | ,9000  | 10  | ,99443         |
| 15,00 | 1,2500 | 20  | 1,65036        |
| 16,00 | 2,4400 | 25  | 1,91659        |
| Total | 1,3524 | 105 | 1,60517        |

### ANOVA Table

|        |                |                          | Sum of Squares | df  | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|-----|-------------|--------|------|
| Y * X2 | Between Groups | (Combined)               | 43,716         | 8   | 5,464       | 2,339  | ,024 |
|        |                | Linearity                | 26,828         | 1   | 26,828      | 11,485 | ,001 |
|        |                | Deviation from Linearity | 16,888         | 7   | 2,413       | 1,033  | ,413 |
|        | Within Groups  |                          | 224,246        | 96  | 2,336       |        |      |
|        | Total          |                          | 267,962        | 104 |             |        |      |

### Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X2 | ,316 | ,100      | ,404 | ,163        |

# Y \* X3

## Report

Y

| X3    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 9,00  | 2,0000 | 4   | 1,41421        |
| 10,00 | ,1667  | 6   | ,40825         |
| 11,00 | ,1000  | 10  | ,31623         |
| 12,00 | ,8750  | 16  | 1,36015        |
| 13,00 | 1,1429 | 21  | 1,31475        |
| 14,00 | 1,1429 | 21  | ,96362         |
| 15,00 | 1,6667 | 9   | 1,41421        |
| 16,00 | 2,9333 | 15  | 2,01660        |
| 18,00 | ,0000  | 1   | .              |
| 20,00 | 5,5000 | 2   | ,70711         |
| Total | 1,3524 | 105 | 1,60517        |

### ANOVA Table

|        |                |                          | Sum of Squares | df  | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|-----|-------------|--------|------|
| Y * X3 | Between Groups | (Combined)               | 105,902        | 9   | 11,767      | 6,898  | ,000 |
|        |                | Linearity                | 58,528         | 1   | 58,528      | 34,309 | ,000 |
|        |                | Deviation from Linearity | 47,374         | 8   | 5,922       | 3,471  | ,001 |
|        | Within Groups  |                          | 162,060        | 95  | 1,706       |        |      |
|        | Total          |                          | 267,962        | 104 |             |        |      |

### Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X3 | ,467 | ,218      | ,629 | ,395        |

# Y \* X4

## Report

Y

| X4    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 8,00  | ,0000  | 11  | ,00000         |
| 9,00  | ,1111  | 9   | ,33333         |
| 10,00 | ,9412  | 17  | 1,67595        |
| 11,00 | 1,6333 | 30  | 1,27261        |
| 12,00 | 1,5000 | 18  | 1,38267        |
| 13,00 | 2,3571 | 14  | 2,09788        |
| 14,00 | 2,6667 | 6   | 2,06559        |
| Total | 1,3524 | 105 | 1,60517        |

ANOVA Table

|        |                |                          | Sum of Squares | df  | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|-----|-------------|--------|------|
| Y * X4 | Between Groups | (Combined)<br>Linearity  | 64,118         | 6   | 10,686      | 5,138  | ,000 |
|        |                | Deviation from Linearity | 58,921         | 1   | 58,921      | 28,327 | ,000 |
|        |                |                          | 5,196          | 5   | 1,039       | ,500   | ,776 |
|        | Within Groups  |                          | 203,844        | 98  | 2,080       |        |      |
| Total  |                |                          | 267,962        | 104 |             |        |      |

## Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X4 | ,469 | ,220      | ,489 | ,239        |

# Y \* X5

## Report

Y

| X5    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 6,00  | ,1000  | 10  | ,31623         |
| 7,00  | ,0000  | 2   | ,00000         |
| 8,00  | 1,4545 | 11  | 1,96792        |
| 9,00  | 1,7500 | 4   | 1,50000        |
| 10,00 | 1,4000 | 5   | 1,34164        |
| 11,00 | 1,9000 | 10  | 1,79196        |
| 12,00 | 1,8571 | 14  | 1,79131        |
| 13,00 | 1,0000 | 10  | 1,05409        |
| 14,00 | 1,1000 | 10  | 1,28668        |
| 15,00 | 1,5000 | 8   | 1,41421        |
| 16,00 | 1,1250 | 16  | 1,54380        |
| 17,00 | 2,0000 | 3   | 2,64575        |
| 19,00 | 3,0000 | 1   | .              |
| 20,00 | 6,0000 | 1   | .              |
| Total | 1,3524 | 105 | 1,60517        |

### ANOVA Table

|        |                |                          | Sum of Squares | df | Mean Square | F     | Sig. |
|--------|----------------|--------------------------|----------------|----|-------------|-------|------|
| Y * X5 | Between Groups | (Combined)               | 55,120         | 13 | 4,240       | 1,813 | ,053 |
|        |                | Linearity                | 10,354         | 1  | 10,354      | 4,427 | ,038 |
|        |                | Deviation from Linearity | 44,767         | 12 | 3,731       | 1,595 | ,107 |
|        | Within Groups  |                          | 212,842        | 91 | 2,339       |       |      |
| Total  |                | 267,962                  | 104            |    |             |       |      |

### Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X5 | ,197 | ,039      | ,454 | ,206        |

# Y \* X6

## Report

Y

| X6    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 8,00  | ,0000  | 2   | ,00000         |
| 9,00  | ,6667  | 3   | 1,15470        |
| 10,00 | ,8667  | 15  | 1,06010        |
| 11,00 | ,9697  | 33  | 1,38033        |
| 12,00 | 1,4000 | 30  | 1,42877        |
| 13,00 | 1,3000 | 10  | 1,41814        |
| 14,00 | 2,3333 | 6   | 1,75119        |
| 15,00 | 4,0000 | 5   | 2,23607        |
| 16,00 | 6,0000 | 1   | .              |
| Total | 1,3524 | 105 | 1,60517        |

### ANOVA Table

|        |                |                          | Sum of Squares | df  | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|-----|-------------|--------|------|
| Y * X6 | Between Groups | (Combined)<br>Linearity  | 75,959         | 8   | 9,495       | 4,747  | ,000 |
|        |                | Deviation from Linearity | 55,641         | 1   | 55,641      | 27,820 | ,000 |
|        |                |                          | 20,317         | 7   | 2,902       | 1,451  | ,194 |
|        | Within Groups  |                          | 192,003        | 96  | 2,000       |        |      |
|        | Total          |                          | 267,962        | 104 |             |        |      |

### Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X6 | ,456 | ,208      | ,532 | ,283        |

# Y \* X7

## Report

Y

| X7    | Mean   | N   | Std. Deviation |
|-------|--------|-----|----------------|
| 6,00  | 3,0000 | 1   | .              |
| 7,00  | ,0000  | 2   | ,00000         |
| 8,00  | ,4286  | 7   | ,53452         |
| 9,00  | 1,0000 | 19  | 1,15470        |
| 10,00 | ,7273  | 22  | 1,12045        |
| 11,00 | 1,2609 | 23  | 1,25109        |
| 12,00 | 1,2500 | 20  | 1,51744        |
| 13,00 | 2,0000 | 2   | 1,41421        |
| 14,00 | 4,2500 | 4   | ,95743         |
| 15,00 | 5,0000 | 1   | .              |
| 18,00 | 5,0000 | 1   | .              |
| 19,00 | 5,0000 | 1   | .              |
| 20,00 | 5,5000 | 2   | ,70711         |
| Total | 1,3524 | 105 | 1,60517        |

## ANOVA Table

|        |                |                          | Sum of Squares | df | Mean Square | F      | Sig. |
|--------|----------------|--------------------------|----------------|----|-------------|--------|------|
| Y * X7 | Between Groups | (Combined)               | 132,449        | 12 | 11,037      | 7,493  | ,000 |
|        |                | Linearity                | 91,713         | 1  | 91,713      | 62,264 | ,000 |
|        |                | Deviation from Linearity | 40,736         | 11 | 3,703       | 2,514  | ,008 |
|        | Within Groups  |                          | 135,513        | 92 | 1,473       |        |      |
| Total  |                | 267,962                  | 104            |    |             |        |      |

## Measures of Association

|        | R    | R Squared | Eta  | Eta Squared |
|--------|------|-----------|------|-------------|
| Y * X7 | ,585 | ,342      | ,703 | ,494        |

## Lampiran 6.

### Uji Regresi Linier Berganda

#### Regression

##### Variables Entered/Removed<sup>a</sup>

| Model | Variables Entered          | Variables Removed | Method |
|-------|----------------------------|-------------------|--------|
| 1     | X7, X5, X1, X2, X4, X6, X3 | .                 | Enter  |

a. All requested variables entered.

b. Dependent Variable: Y

##### Model Summary

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | ,749 <sup>a</sup> | ,561     | ,530              | 1,10103                    |

a. Predictors: (Constant), X7, X5, X1, X2, X4, X6, X3

##### ANOVA<sup>b</sup>

| Model |            | Sum of Squares | df  | Mean Square | F      | Sig.              |
|-------|------------|----------------|-----|-------------|--------|-------------------|
| 1     | Regression | 150,373        | 7   | 21,482      | 17,721 | ,000 <sup>a</sup> |
|       | Residual   | 117,589        | 97  | 1,212       |        |                   |
|       | Total      | 267,962        | 104 |             |        |                   |

a. Predictors: (Constant), X7, X5, X1, X2, X4, X6, X3

b. Dependent Variable: Y

##### Coefficients<sup>a</sup>

| Model |            | Unstandardized Coefficients |            | Standardized Coefficients | t      | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|--------|------|
|       |            | B                           | Std. Error | Beta                      |        |      |
| 1     | (Constant) | -10,303                     | 1,230      |                           | -8,377 | ,000 |
|       | X1         | ,096                        | ,036       | ,188                      | 2,648  | ,009 |
|       | X2         | ,098                        | ,046       | ,152                      | 2,136  | ,035 |
|       | X3         | ,141                        | ,062       | ,188                      | 2,258  | ,026 |
|       | X4         | ,208                        | ,074       | ,212                      | 2,816  | ,006 |
|       | X5         | ,079                        | ,032       | ,169                      | 2,459  | ,016 |
|       | X6         | ,188                        | ,087       | ,175                      | 2,152  | ,034 |
|       | X7         | ,166                        | ,063       | ,242                      | 2,634  | ,010 |

a. Dependent Variable: Y