

# LAMPIRAN



### C. Daftar Pernyataan

#### 1. Suasana Toko

No.	Daftar Pernyataan	STS	TS	N	S	SS
1	Pencahayaan dalam gerai Mirota Kampus Godean Yogyakarta tampak terang.					
2	Musik yang diputar didalam gerai Mirota Kampus Godean Yogyakarta menambah kenyamanan berbelanja.					
3	Sistem pengaturan udara didalam gerai Mirota Kampus Godean Yogyakarta terasa sejuk.					
4	Kombinasi warna ruangan dalam gerai Mirota Kampus Godean Yogyakarta tampak menarik					
5	Barang-barang diletakan dengan baik dan tertata dengan rapi.					
6	Aroma gerai Mirota Kampus Godean Yogyakarta terasa harum.					
7	Produk-produk dalam gerai Mirota Kampus Godean Yogyakarta dikelompokkan menurut jenisnya sehingga memudahkan pencarian.					
8	Barang-barang yang dijual diposisikan secara menarik dan memudahkan untuk melihat atau mengambilnya.					

## 2. Promosi

No.	Daftar Pernyataan	STS	TS	N	S	SS
1	Mirota Kampus Godean Yogyakarta memberikan informasi setiap ada barang baru yang akan dijual					
2	Mirota Kampus Godean Yogyakarta memberikan extra point kepada pemegang member card					
3	Saya mengetahui informasi mengenai produk Mirota Kampus Yogyakarta melalui orang lain.					
4	Mirota Kampus Godean Yogyakarta memberikan diskon pada barang yang dijualnya.					
5	Mirota Kampus Godean Yogyakarta memberikan potongan harga dan tambahan bonus.					

## 3. Pelayanan Pramuniaga

No.	Daftar Pernyataan	STS	TS	N	S	SS
1	Pramuniaga Mirota Kampus Godean Yogyakarta terlihat rapi dan bersih pada saat melayani konsumen.					
2	Pramuniaga Mirota Kampus Godean Yogyakarta memiliki kehandalan saat melayani sesuai harapan konsumen.					
3	Pramuniagaa Mirota Kampus Godean Yogyakarta memiliki kesigapan atau tanggap dalam melayani dan memenuhi kebutuhan konsumen.					

No.	Daftar Pernyataan	STS	TS	N	S	SS
4	Pramuniaga Mirota Kampus Godean Yogyakarta memiliki jaminan dalam menanamkan kepercayaan kepada konsumen.					
5	Pramuniaga Mirota Kampus Godean Yogyakarta memiliki empati atau perhatian khusus kepada pelanggan secara individu.					

#### 4. Pembelian Impulsif

No.	Daftar Pernyataan	STS	TS	N	S	SS
1	Saya pernah melakukan pembelian secara spontan di Mirota Kampus Godean Yogyakarta.					
2	Saya pernah membeli produk tanpa berpikir terlebih dahulu mengenai akibat dari pembelian itu.					
3	Keadaan emosional yang saya rasakan mempengaruhi kegiatan berbelanja saya di Mirota Kampus Godean Yogyakarta.					
4	Saya pernah melakukan pembelian tanpa direncanakan sebelumnya.					
5	Saya melakukan pembelian tanpa direncanakan karena dipengaruhi penawaran menarik.					

**LAMPIRAN 2**  
**UJI KUALITAS INSTRUMEN**

**A. Uji Validitas**

**1. Suasana Toko**

		<b>Correlations</b>								
		ST1	ST2	ST3	ST4	ST5	ST6	ST7	ST8	TOTALST
ST1	Pearson	1	,429**	,521**	,499**	,368**	,428**	,407**	,319**	,724**
	Correlation									
	Sig. (2-tailed)		,000	,000	,000	,000	,000	,000	,001	,000
	N	115	115	115	115	115	115	115	115	115
ST2	Pearson	,429**	1	,494**	,371**	,260**	,211*	,425**	,131	,628**
	Correlation									
	Sig. (2-tailed)	,000		,000	,000	,005	,024	,000	,163	,000
	N	115	115	115	115	115	115	115	115	115
ST3	Pearson	,521**	,494**	1	,435**	,482**	,504**	,430**	,294**	,770**
	Correlation									
	Sig. (2-tailed)	,000	,000		,000	,000	,000	,000	,001	,000
	N	115	115	115	115	115	115	115	115	115
ST4	Pearson	,499**	,371**	,435**	1	,431**	,402**	,489**	,197*	,711**
	Correlation									
	Sig. (2-tailed)	,000	,000	,000		,000	,000	,000	,035	,000
	N	115	115	115	115	115	115	115	115	115
ST5	Pearson	,368**	,260**	,482**	,431**	1	,466**	,512**	,208*	,679**
	Correlation									
	Sig. (2-tailed)	,000	,005	,000	,000		,000	,000	,025	,000
	N	115	115	115	115	115	115	115	115	115
ST6	Pearson	,428**	,211*	,504**	,402**	,466**	1	,445**	,232*	,682**
	Correlation									
	Sig. (2-tailed)	,000	,024	,000	,000	,000		,000	,013	,000
	N	115	115	115	115	115	115	115	115	115
ST7	Pearson	,407**	,425**	,430**	,489**	,512**	,445**	1	,239**	,734**
	Correlation									
	Sig. (2-tailed)	,000	,000	,000	,000	,000	,000		,010	,000
	N	115	115	115	115	115	115	115	115	115
ST8	Pearson	,319**	,131	,294**	,197*	,208*	,232*	,239**	1	,478**
	Correlation									
	Sig. (2-tailed)	,001	,163	,001	,035	,025	,013	,010		,000

N		115	115	115	115	115	115	115	115	115
TOTALST	Pearson Correlation	,724**	,628**	,770**	,711**	,679**	,682**	,734**	,478**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	,000	,000	,000	
N		115	115	115	115	115	115	115	115	115

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

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

## 2. Promosi

### Correlations

		P1	P2	P3	P4	P5	TOTALP
P1	Pearson Correlation	1	,518**	,218*	1,000**	,518**	,815**
	Sig. (2-tailed)		,000	,019	,000	,000	,000
	N	115	115	115	115	115	115
P2	Pearson Correlation	,518**	1	,579**	,518**	1,000**	,889**
	Sig. (2-tailed)	,000		,000	,000	,000	,000
	N	115	115	115	115	115	115
P3	Pearson Correlation	,218*	,579**	1	,218*	,579**	,634**
	Sig. (2-tailed)	,019	,000		,019	,000	,000
	N	115	115	115	115	115	115
P4	Pearson Correlation	1,000**	,518**	,218*	1	,518**	,815**
	Sig. (2-tailed)	,000	,000	,019		,000	,000
	N	115	115	115	115	115	115
P5	Pearson Correlation	,518**	1,000**	,579**	,518**	1	,889**
	Sig. (2-tailed)	,000	,000	,000	,000		,000
	N	115	115	115	115	115	115
TOTALP	Pearson Correlation	,815**	,889**	,634**	,815**	,889**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	115	115	115	115	115	115

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

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

### 3. Pelayanan Pramuniaga

Correlations

		PP1	PP2	PP3	PP4	PP5	TOTALPP
PP1	Pearson Correlation	1	,391**	,419**	,125	,128	,645**
	Sig. (2-tailed)		,000	,000	,183	,172	,000
	N	115	115	115	115	115	115
PP2	Pearson Correlation	,391**	1	,514**	,214*	,288**	,719**
	Sig. (2-tailed)	,000		,000	,022	,002	,000
	N	115	115	115	115	115	115
PP3	Pearson Correlation	,419**	,514**	1	,258**	,373**	,790**
	Sig. (2-tailed)	,000	,000		,005	,000	,000
	N	115	115	115	115	115	115
PP4	Pearson Correlation	,125	,214*	,258**	1	,122	,488**
	Sig. (2-tailed)	,183	,022	,005		,195	,000
	N	115	115	115	115	115	115
PP5	Pearson Correlation	,128	,288**	,373**	,122	1	,617**
	Sig. (2-tailed)	,172	,002	,000	,195		,000
	N	115	115	115	115	115	115
TOTALPP	Pearson Correlation	,645**	,719**	,790**	,488**	,617**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	115	115	115	115	115	115

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

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



#### 4. Pembelian Impulsif

Correlations

		PI1	PI2	PI3	PI4	PI5	TOTALPI
PI1	Pearson Correlation	1	,531**	,328**	,167	,355**	,678**
	Sig. (2-tailed)		,000	,000	,075	,000	,000
	N	115	115	115	115	115	115
PI2	Pearson Correlation	,531**	1	,284**	,216*	,318**	,686**
	Sig. (2-tailed)	,000		,002	,021	,001	,000
	N	115	115	115	115	115	115
PI3	Pearson Correlation	,328**	,284**	1	,110	,361**	,602**
	Sig. (2-tailed)	,000	,002		,243	,000	,000
	N	115	115	115	115	115	115
PI4	Pearson Correlation	,167	,216*	,110	1	,286**	,635**
	Sig. (2-tailed)	,075	,021	,243		,002	,000
	N	115	115	115	115	115	115
PI5	Pearson Correlation	,355**	,318**	,361**	,286**	1	,678**
	Sig. (2-tailed)	,000	,001	,000	,002		,000
	N	115	115	115	115	115	115
TOTALPI	Pearson Correlation	,678**	,686**	,602**	,635**	,678**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	115	115	115	115	115	115

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

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

## B. Uji Reliabilitas

### 1. Suasana Toko

#### Reliability Statistics

Cronbach's Alpha	N of Items
,828	8

### 2. Promosi

#### Reliability Statistics

Cronbach's Alpha	N of Items
,867	5

### 3. Pelayanan Pramuniaga

#### Reliability Statistics

Cronbach's Alpha	N of Items
,660	5

### 4. Pembelian Impulsif

#### Reliability Statistics

Cronbach's Alpha	N of Items
,643	5

**LAMPIRAN 3**  
**HASIL ANALISIS REGRESI LINEAR BERGANDA DAN UJI HIPOTESIS**

**Model Summary**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,753 <sup>a</sup>	,567	,555	1,530

a. Predictors: (Constant), TOTALPP, TOTALP, TOTALST

**ANOVA<sup>b</sup>**

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	339,736	3	113,245	48,356	,000 <sup>a</sup>
	Residual	259,951	111	2,342		
	Total	599,687	114			

a. Predictors: (Constant), TOTALPP, TOTALP, TOTALST

b. Dependent Variable: TOTALPI

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	4,113	1,277		3,222	,002
	TOTALST	,174	,062	,294	2,802	,006
	TOTALP	,222	,085	,267	2,617	,010
	TOTALPP	,266	,066	,310	4,052	,000

a. Dependent Variable: TOTALPI

**LAMPURAN 4**  
**DATA MENTAH**

**1. SUASANA TOKO**

<b>ST1</b>	<b>ST2</b>	<b>ST3</b>	<b>ST4</b>	<b>ST5</b>	<b>ST6</b>	<b>ST7</b>	<b>ST8</b>	<b>TOTAL</b>
4	5	4	4	3	3	5	4	32
4	5	4	4	4	4	4	4	33
5	5	5	5	5	5	5	5	40
4	4	3	4	4	4	4	4	31
4	4	4	5	4	5	4	4	34
4	2	2	3	5	5	4	4	29
4	5	5	3	4	4	2	4	31
4	2	3	3	3	4	2	4	25
5	5	5	5	4	4	4	4	36
4	5	4	3	4	5	4	5	34
4	1	3	4	5	4	5	5	31
3	2	2	3	3	2	3	3	21
4	5	4	3	4	5	4	5	34
4	4	5	4	5	4	4	3	33
4	5	4	5	5	4	5	4	36
5	4	3	4	3	2	3	4	28
4	4	4	3	4	4	3	3	29
5	5	5	5	5	5	5	3	38
4	5	4	4	4	4	5	5	35
4	4	4	3	5	4	5	4	33
4	5	4	4	5	3	5	4	34
4	4	3	5	5	4	4	3	32
4	4	5	4	4	4	4	5	34
5	4	4	4	4	4	3	5	33
5	5	5	5	5	5	4	3	37
5	5	4	4	5	4	4	4	35
4	5	4	4	5	4	4	2	32

4	3	3	3	3	4	4	4	28
4	4	4	3	4	4	4	4	31
4	3	4	3	4	4	3	5	30
4	4	4	4	4	4	4	4	32
4	4	3	3	4	4	4	4	30
4	5	4	5	4	4	5	3	34
4	4	5	4	4	4	5	3	33
4	4	5	4	4	4	5	3	33
5	4	4	5	4	4	4	4	34
2	3	2	2	1	1	1	3	15
5	4	5	4	4	4	4	5	35
4	4	3	3	3	4	3	4	28
5	5	5	4	5	5	5	5	39
4	5	5	4	4	4	4	4	34
4	3	4	4	4	4	3	3	29
5	4	5	4	4	5	5	4	36
5	5	4	4	5	4	5	3	35
4	4	3	4	4	3	4	4	30
2	4	4	3	4	4	4	4	29
5	5	5	5	5	5	5	5	40
4	4	3	3	4	3	4	3	28
4	4	4	4	4	4	4	3	31
4	4	4	4	4	5	4	4	33
4	5	4	4	5	4	4	3	33
4	4	4	4	4	4	4	4	32
4	4	4	3	4	2	4	4	29
4	5	4	3	4	4	5	4	33
4	5	4	4	4	4	5	5	35
3	3	3	4	4	4	4	4	29
4	5	5	4	5	5	5	5	38
5	4	5	4	5	3	4	4	34
5	3	4	3	4	4	3	4	30

4	5	4	5	4	4	4	4	34
4	4	4	4	5	4	4	4	33
4	5	4	3	4	3	4	4	31
4	4	4	3	4	4	4	3	30
5	4	5	5	5	5	5	4	38
4	4	4	3	4	5	4	3	31
3	3	4	4	4	5	4	3	30
4	5	4	5	4	4	4	4	34
4	4	4	5	4	4	4	5	34
4	4	3	4	4	3	4	4	30
4	5	4	4	5	4	5	5	36
5	5	5	5	5	5	5	5	40
5	5	5	5	4	5	4	4	37
5	4	5	5	5	5	5	4	38
4	4	4	4	4	4	4	3	31
4	4	4	5	4	4	4	4	33
5	4	4	4	4	5	4	4	34
4	4	3	4	4	4	3	4	30
3	3	4	4	4	4	4	3	29
3	4	3	3	3	3	3	3	25
4	4	4	4	4	3	5	4	32
4	4	4	4	4	4	4	4	32
4	4	4	5	4	4	4	5	34
4	4	4	4	4	4	4	4	32
4	4	3	4	4	4	4	4	31
4	4	4	4	4	4	4	4	32
4	4	4	5	4	4	5	4	34
4	4	3	4	4	3	4	4	30
4	4	4	5	4	4	4	4	33
4	5	4	4	4	4	5	4	34
4	4	4	5	5	5	4	4	35
4	4	4	5	4	3	4	4	32

4	4	4	4	4	3	4	4	31
4	5	4	5	5	4	5	5	37
4	4	3	4	4	3	4	4	30
4	5	4	4	5	4	4	4	34
4	4	4	4	4	4	4	4	32
4	4	4	4	4	4	4	4	32
4	4	4	4	4	4	4	4	32
5	5	5	5	5	4	4	5	38
4	4	4	5	4	5	4	4	34
4	4	5	4	5	4	4	5	35
5	5	5	4	4	5	5	5	38
4	4	3	3	4	4	4	3	29
4	3	5	5	5	5	4	4	35
3	3	3	3	3	3	3	4	25
4	4	4	4	4	4	4	4	32
2	3	3	2	4	3	3	2	22
3	3	4	3	4	4	4	4	29
3	3	3	3	3	3	3	3	24
4	3	4	4	5	4	5	5	34
3	4	4	3	4	4	4	4	30
3	2	4	3	5	4	3	5	29
3	4	4	3	5	2	2	4	27
3	4	3	5	5	4	4	3	31
4	4	5	4	5	4	4	5	35

## 2. PROMOSI

P1	P2	P3	P4	P5	TOTAL
4	3	5	4	3	19
4	4	4	4	4	20
5	5	5	5	5	25

4	3	3	4	3	17
4	5	4	4	5	22
2	4	5	2	4	17
3	3	4	3	3	16
4	3	4	4	3	18
5	4	4	5	4	22
4	5	4	4	5	22
5	5	5	5	5	25
3	3	3	3	3	15
4	5	4	4	5	22
4	4	4	4	4	20
5	4	4	5	4	22
4	3	3	4	3	17
4	4	5	4	4	21
5	5	5	5	5	25
4	5	5	4	5	23
5	4	5	5	4	23
5	4	3	5	4	21
4	4	4	4	4	20
4	4	5	4	4	21
4	4	4	4	4	20



3	4	5	3	4	19
5	4	4	5	4	22
4	4	4	4	4	20
4	4	3	4	4	19
4	4	4	4	4	20
3	4	5	3	4	19
4	4	4	4	4	20
4	4	4	4	4	20
4	4	5	4	4	21
4	4	5	4	4	21
4	4	5	4	4	21
4	4	4	4	4	20
1	2	4	1	2	10
4	4	4	4	4	20
4	4	4	4	4	20
5	5	5	5	5	25
5	5	4	5	5	24
4	4	4	4	4	20
4	4	4	4	4	20
4	5	5	4	5	23
4	4	3	4	4	19

3	4	4	3	4	18
4	5	4	4	5	22
4	3	3	4	3	17
3	4	4	3	4	18
5	5	4	5	5	24
4	5	4	4	5	22
4	4	4	4	4	20
2	4	4	2	4	16
4	5	4	4	5	22
5	5	5	5	5	25
5	4	3	5	4	21
5	5	5	5	5	25
5	3	4	5	3	20
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4	4	4	4	4	20
5	5	4	5	5	24
5	4	3	5	4	21
4	3	3	4	3	17

4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
5	5	5	5	5	25
4	5	5	4	5	23
5	5	5	5	5	25
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	3	4	4	19
3	3	3	3	3	15
3	4	4	3	4	18
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	5	5	4	5	23
4	4	4	4	4	20

4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	4	4	20
5	4	4	5	4	22
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4	4	4	4	4	20
4	5	5	4	5	23
5	5	4	5	5	24
4	4	4	4	4	20
4	4	4	4	4	20
5	5	5	5	5	25
3	4	3	3	4	17
4	4	4	4	4	20
3	2	2	3	2	12
4	4	4	4	4	20
2	2	2	2	2	10
4	4	4	4	4	20

3	3	3	3	3	15
5	4	3	5	4	21
3	3	4	3	3	16
4	4	3	4	4	19
4	4	5	4	4	21
5	3	4	5	3	20
4	4	4	4	4	20

### 3. PELAYANAN PRAMUNIAGA

PP1	PP2	PP3	PP4	PP5	TOTAL
3	4	5	4	3	19
4	3	2	4	2	15
5	5	5	5	5	25
4	4	4	5	2	19
4	4	5	4	5	22
1	1	2	3	4	11
3	4	3	5	3	18
5	5	5	5	4	24
4	4	3	5	4	20
4	4	5	4	4	21
3	4	2	5	2	16
3	2	3	4	3	15

4	4	5	4	4	21
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**4. PEMBELIAN IMPULSIF**

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