

LAMPIRAN

LAMPIRAN 1

KUISIONER

A. Identitas Responden

1. Nama :
2. Jenis Kelamin :
 - a. Laki – Laki
 - b. Perempuan
3. Umur :
 - a. 17 - 22
 - b. 23 – 28
 - c. 28 - 34
 - d. > 34
4. Pekerjaan :
 - a. PNS
 - b. Swasta
 - c. Mahasiswa/Pelajar
 - d. Lainnya
5. Penghasilan/ uang saku yang diperoleh :
 - a. < 1.400.000
 - b. 1.400.000 – 2.000.000
 - c. > 2.000.000 – 3.000.000
 - d. > 3.000.000
6. Telah menggunakan Smartphone OPPO selama :
 - a. < 3 bulan
 - b. 3 bulan – 6 bulan
 - c. > 6 bulan – 12 bulan
 - d. > 12 bulan
7. Lama pemakaian Smartphone OPPO perhari :
 - a. < 2 jam
 - b. 2 jam – 4 jam
 - c. > 4 jam – 6 jam
 - d. > 6 jam

B. Petunjuk Pengisian Kuisisioner

1. Isilah jawaban yang paling sesuai dengan keadaan yang Anda alami sesuai dengan indikator yang ada pada kolom tabel di bawah. Butir-butir pertanyaan dijawab menggunakan lima jawaban yang mengacu pada skala *Likert* yakni **STS (Sangat Tidak Setuju)**, **TS (Tidak Setuju)**, **N (Netral)**, **S (Setuju)**, **SS (Sangat Setuju)**.

2. Jawaban dipilih dengan memberi tanda centang (√) pada kolom yang disediakan sesuai dengan indikator jawaban yang tertera pada kolom tersebut.
3. Setiap butir pertanyaan hanya dapat dijawab dengan 1 jawaban saja.
4. Dimohon untuk menjawab pertanyaan dengan sebenar-benarnya dan se-obyektif mungkin.

C. Daftar Pertanyaan

1. Kualitas Persepsian

No	Daftar Pernyataan	STS	TS	N	S	SS
1.	Produk smarthphone OPPO dapat digunakan dalam waktu tertentu					
2.	Kualitas produk yang ditawarkan oleh Smartphone sudah sesuai dengan keinginan					
3.	Produk smartphone OPPO dapat dengan mudah ketika digunakan					
4.	Produk Smartphone OPPO memberikan kelengkapan produk yang memadai					

2. Citra Merek

No	Daftar Pernyataan	ST S	TS	N	S	SS
1.	Saya merasa merek OPPO Smarthphone mudah diingat untuk membedakan dengan merek lain					
2.	Saya merasa merek OPPO Smartphone menggambarkan merek yang berkualitas					
3.	Saya merasa OPPO smartphone sesuai dengan kebutuhan					
4.	Saya sering menggunakan OPPO Smarthphone					

3. Persepsi Harga

No.	Daftar Pernyataan	STS	TS	N	S	STS
1.	Smartphone OPPO memiliki harga yang terjangkau					
2.	Smartphone OPPO memiliki harga yang bersaing terhadap produk sejenis					
3.	Smartphone OPPO menawarkan harga yang sesuai dengan kualitas					
4.	Harga smartphone OPPO sesuai dengan kualitas yang di tawarkan					

4. Promosi

No.	Daftar Pernyataan	STS	TS	N	S	STS
1.	Iklan smartphone OPPO di televisi menarik bagi konsumen					
2.	Adanya SPG yang memberikan pelayanan dengan baik					
3.	Smartphone OPPO sering memberikan potongan harga					
4.	Lebih menyukai produk yang memiliki hadiah					

5. Keputusan Pembelian

No.	Daftar Pernyataan	STS	TS	N	S	STS
1.	Yakin dalam membeli produk smarthphone OPPO					
2.	Smarphone OPPO menjadi pertimbangan ketika membeli Smartphone					
3.	Memberikan rekomendasi pada orang lain setelah menggunakan dan membeli smarthphone oppo					
4.	Melakukan pembelian ulang terhadap produk smartphone OPPO					
5.	Smartphone OPPO memenuhi kebutuhan dan keinginan akan suatu produk yang sejenis					

LAMPIRAN 2
UJI KUALITAS INSTRUMEN

A. Uji Validitas

1. Kualitas Persepsian

Correlations

		KP1	KP2	KP3	KP4	TOTALKP
KP1	Pearson Correlation	1	.422*	.484*	.478*	.717**
	Sig. (2-tailed)		.028	.011	.012	.000
	N	27	27	27	27	27
KP2	Pearson Correlation	.422*	1	.535**	.316	.825**
	Sig. (2-tailed)	.028		.004	.108	.000
	N	27	27	27	27	27
KP3	Pearson Correlation	.484*	.535**	1	.323	.780**
	Sig. (2-tailed)	.011	.004		.100	.000
	N	27	27	27	27	27
KP4	Pearson Correlation	.478*	.316	.323	1	.670**
	Sig. (2-tailed)	.012	.108	.100		.000
	N	27	27	27	27	27
TOTALKP	Pearson Correlation	.717**	.825**	.780**	.670**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	27	27	27	27	27

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

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

2. Citra Merek

Correlations

		CM1	CM2	CM3	CM4	TOTALCM
CM1	Pearson Correlation	1	.000	.140	-.234	.492**
	Sig. (2-tailed)		1.000	.485	.241	.009
	N	27	27	27	27	27
CM2	Pearson Correlation	.000	1	.035	.265	.491**
	Sig. (2-tailed)	1.000		.864	.182	.009
	N	27	27	27	27	27
CM3	Pearson Correlation	.140	.035	1	-.010	.626**

	Sig. (2-tailed)	.485	.864		.959	.000
	N	27	27	27	27	27
CM4	Pearson Correlation	-.234	.265	-.010	1	.460*
	Sig. (2-tailed)	.241	.182	.959		.016
	N	27	27	27	27	27
TOTALCM	Pearson Correlation	.492**	.491**	.626**	.460*	1
	Sig. (2-tailed)	.009	.009	.000	.016	
	N	27	27	27	27	27

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

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

3. Persepsi Harga

Correlations

		PH1	PH2	PH3	PH4	TOTALPH
PH1	Pearson Correlation	1	.497**	.079	-.093	.614**
	Sig. (2-tailed)		.008	.694	.644	.001
	N	27	27	27	27	27
PH2	Pearson Correlation	.497**	1	-.212	-.141	.445*
	Sig. (2-tailed)	.008		.290	.484	.020
	N	27	27	27	27	27
PH3	Pearson Correlation	.079	-.212	1	.519**	.638**
	Sig. (2-tailed)	.694	.290		.006	.000
	N	27	27	27	27	27
PH4	Pearson Correlation	-.093	-.141	.519**	1	.600**
	Sig. (2-tailed)	.644	.484	.006		.001
	N	27	27	27	27	27
TOTALPH	Pearson Correlation	.614**	.445*	.638**	.600**	1
	Sig. (2-tailed)	.001	.020	.000	.001	
	N	27	27	27	27	27

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

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

4. Promosi

Correlations

		P1	P2	P3	P4	TOTALP
P1	Pearson Correlation	1	.092	.066	.240	.598**
	Sig. (2-tailed)		.649	.742	.229	.001
	N	27	27	27	27	27
P2	Pearson Correlation	.092	1	.425*	.112	.690**
	Sig. (2-tailed)	.649		.027	.579	.000
	N	27	27	27	27	27
P3	Pearson Correlation	.066	.425*	1	-.158	.622**
	Sig. (2-tailed)	.742	.027		.430	.001
	N	27	27	27	27	27
P4	Pearson Correlation	.240	.112	-.158	1	.439*
	Sig. (2-tailed)	.229	.579	.430		.022
	N	27	27	27	27	27
TOTALP	Pearson Correlation	.598**	.690**	.622**	.439*	1
	Sig. (2-tailed)	.001	.000	.001	.022	
	N	27	27	27	27	27

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

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

5. Keputusan Pembelian

Correlations

		KPI1	KPI2	KPI3	KPI4	KPI5	TOTALKPI
KPI1	Pearson Correlation	1	.239	.037	-.017	.372	.439*
	Sig. (2-tailed)		.230	.855	.934	.056	.022
	N	27	27	27	27	27	27
KPI2	Pearson Correlation	.239	1	.295	-.020	.000	.511**
	Sig. (2-tailed)	.230		.135	.921	1.000	.006
	N	27	27	27	27	27	27
KPI3	Pearson Correlation	.037	.295	1	-.045	.000	.423*
	Sig. (2-tailed)	.855	.135		.823	1.000	.028
	N	27	27	27	27	27	27
KPI4	Pearson Correlation	-.017	-.020	-.045	1	.404*	.657**
	Sig. (2-tailed)	.934	.921	.823		.037	.000
	N	27	27	27	27	27	27

KPI5	Pearson Correlation	.372	.000	.000	.404*	1	.637**
	Sig. (2-tailed)	.056	1.000	1.000	.037		.000
	N	27	27	27	27	27	27
TOTALKPI	Pearson Correlation	.439*	.511**	.423*	.657**	.637**	1
	Sig. (2-tailed)	.022	.006	.028	.000	.000	
	N	27	27	27	27	27	27

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

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

B. Uji Reabilitas

1. Kualitas Persepsian

Reliability Statistics

Cronbach's Alpha	N of Items
.792	5

2. Citra Merek

Reliability Statistics

Cronbach's Alpha	N of Items
.642	5

3. Persepsi Harga

Reliability Statistics

Cronbach's Alpha	N of Items
.703	5

4. Promosi

Reliability Statistics

Cronbach's Alpha	N of Items
.713	5

5. Keputusan Pembelian

Reliability Statistics

Cronbach's Alpha	N of Items
.687	6

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	.706 ^a	.498	.478	1.350

a. Predictors: (Constant), TOTALP, TOTALCM, TOTALKP, TOTALPH

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	180.718	4	45.180	24.787	.000 ^b
	Residual	182.272	100	1.823		
	Total	362.990	104			

a. Dependent Variable: TOTALKPI

b. Predictors: (Constant), TOTALP, TOTALCM, TOTALKP, TOTALPH

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.660	1.789		1.487	.140
	TOTALKP	.288	.082	.286	3.492	.001
	TOTALCM	.208	.070	.214	2.959	.004
	TOTALPH	.340	.086	.344	3.937	.000
	TOTALP	.218	.108	.177	2.021	.046

a. Dependent Variable: TOTALKPI

LAMPIRAN 4
DATA MENTAH

1. Kualitas Persepsian

KP1	KP2	KP3	KP4	TOTALKP
4	5	4	4	17
4	5	4	4	17
5	5	5	5	20
4	4	3	4	15
4	4	4	5	17
4	3	5	3	15
4	3	4	5	16
3	3	3	3	12
5	5	5	5	20
4	5	4	3	16
3	3	3	3	12
3	2	3	2	10
4	4	4	4	16
4	4	5	4	17
4	5	4	5	18
5	4	3	4	16
4	4	4	3	15
5	5	5	5	20

KP1	KP2	KP3	KP4	TOTALKP
4	5	4	4	17
4	4	4	3	15
4	5	4	4	17
4	4	3	5	16
4	4	5	4	17
5	4	4	4	17
5	5	5	5	20
5	5	4	4	18
4	5	4	4	17
4	3	3	3	13
4	4	4	3	15
4	3	4	3	14
4	4	4	4	16
4	4	3	3	14

4	5	4	5	18
4	4	5	4	17
4	4	5	4	17
5	4	4	5	18
3	4	3	5	15
5	4	5	4	18
4	4	3	3	14
5	5	5	4	19
4	5	5	4	18
4	3	4	4	15
5	4	5	4	18
5	5	4	4	18
4	4	3	4	15
2	4	4	3	13
5	5	5	5	20
4	4	3	3	14
4	4	4	4	16
4	4	4	4	16
4	5	4	4	17
4	4	4	4	16
4	4	4	3	15
4	5	4	3	16
4	5	4	4	17
3	3	3	4	13
4	5	5	4	18

KP1	KP2	KP3	KP4	TOTALKP
5	4	5	4	18
5	3	4	3	15
4	5	4	5	18
4	4	4	4	16
4	5	4	3	16
4	4	4	3	15
5	4	5	5	19
4	4	4	3	15
3	3	4	4	14
4	5	4	5	18
4	4	4	5	17
4	4	3	4	15
4	5	4	4	17
5	5	5	5	20

5	5	5	5	20
5	4	5	5	19
4	4	4	4	16
4	4	4	5	17
5	4	4	4	17
4	4	3	4	15
3	3	4	4	14
3	4	3	3	13
4	4	4	4	16
4	4	4	4	16
4	4	4	5	17
4	4	4	4	16
4	4	3	4	15
4	4	4	4	16
4	4	4	5	17
4	4	3	4	15
4	4	4	5	17
4	5	4	4	17
4	4	4	5	17
4	4	4	5	17
4	4	4	4	16
4	5	4	5	18
4	4	3	4	15
4	5	4	4	17
4	4	4	4	16

KP1	KP2	KP3	KP4	TOTALKP
4	3	5	5	17
4	4	4	4	16
2	5	5	4	16
4	4	5	5	18
3	4	5	5	17
4	5	5	2	16
3	4	4	3	14
4	5	4	4	17
4	4	4	4	16

2. Citra Merek

3	5	5	4	17
3	4	3	4	14
2	5	5	5	17
4	4	4	4	16
5	5	4	4	18
3	5	3	4	15
4	4	2	4	14
3	4	5	4	16
4	4	5	4	17
4	5	4	5	18
3	4	3	5	15
3	5	4	5	17
4	5	4	5	18
5	4	4	3	16
5	4	5	5	19
3	5	4	4	16
4	4	5	3	16
5	5	3	3	16
4	2	5	4	15
3	4	3	3	13
4	3	5	4	16
3	4	4	3	14
3	4	4	5	16
3	4	3	5	15
3	5	4	3	15
3	4	4	4	15
5	4	4	3	16
3	4	4	5	16
4	5	4	4	17
4	4	1	5	14
4	4	5	4	17
3	3	3	4	13
2	2	5	3	12
4	4	5	3	16
2	3	5	3	13
4	4	3	4	15
5	5	2	3	15

4	4	3	5	16
3	4	5	4	16
3	3	4	5	15
4	4	2	4	14
4	2	3	3	12
4	5	3	4	16
3	4	5	2	14
4	3	5	4	16
4	4	3	4	15
3	2	4	5	14
4	3	3	3	13
4	2	4	3	13
4	3	3	4	14
2	4	4	3	13
2	3	4	4	13
4	2	4	4	14
4	3	3	4	14
3	2	3	5	13
4	2	3	2	11
3	2	3	1	9
2	3	4	4	13
4	4	3	4	15
3	3	3	4	13
3	2	3	4	12
4	3	4	4	15
4	2	4	3	13
3	3	3	1	10
4	3	4	3	14
4	5	5	5	19
2	3	4	4	13
3	4	5	2	14
2	3	2	3	10
3	4	3	5	15
1	5	5	5	16
4	4	4	4	16
3	3	5	4	15
2	4	4	3	13
4	2	3	4	13
1	5	4	4	14

3	3	3	1	10
3	4	4	3	14
3	5	5	3	16
4	4	5	4	17
3	4	4	4	15
3	4	4	3	14
4	3	4	4	15
5	5	3	4	17
4	4	4	4	16
4	4	4	4	16
4	3	5	4	16
4	3	4	4	15
3	4	4	4	15
3	4	4	4	15
4	3	4	4	15
4	5	4	4	17
3	4	5	3	15
4	5	4	4	17
4	4	4	4	16
4	4	4	4	16
4	4	4	4	16
4	4	5	4	17
3	3	4	5	15
4	5	4	4	17
5	3	4	3	15
4	5	5	4	18
4	5	5	4	18
4	3	5	4	16
5	4	4	5	18

3. Persepsi Harga

PH1	PH2	PH3	PH4	TOTALPH
3	4	3	5	15
4	3	5	4	16
5	5	4	5	19
2	4	3	4	13
4	4	5	5	18

4	5	3	3	15
3	4	3	4	14
3	3	3	3	12
4	4	3	2	13
4	4	5	5	18
3	4	4	5	16
3	3	3	4	13
4	4	5	5	18
4	4	3	3	14
3	5	4	5	17
4	5	2	3	14
4	3	4	5	16
4	4	2	5	15
5	5	4	4	18
4	4	4	4	16
5	4	4	5	18
4	3	3	3	13
5	5	3	3	16
4	4	3	4	15
2	2	5	5	14
5	4	4	5	18
3	3	3	5	14
3	3	3	5	14
4	3	4	4	15
3	5	3	5	16
3	5	4	4	16
4	4	3	5	16
3	5	4	5	17
5	2	4	4	15
4	3	4	4	15
4	4	4	4	16
4	3	4	5	16
4	3	5	4	16
3	5	3	4	15
5	5	5	5	20
4	3	5	5	17
3	3	4	4	14
4	5	3	4	16
3	2	3	5	13

4	1	3	5	13
3	3	3	4	13
4	3	4	5	16
4	3	3	4	14
2	4	2	4	12
4	4	4	4	16
3	4	5	5	17
4	4	4	4	16
4	4	4	5	17
4	4	5	4	17
4	5	5	5	19
3	3	3	4	13
2	3	3	3	11
5	4	3	5	17
4	4	4	5	17
3	5	3	4	15
3	4	4	5	16
3	3	3	4	13
4	3	3	4	14
4	4	5	5	18
3	3	4	3	13
3	4	2	4	13
3	4	4	4	15
4	3	4	4	15
4	4	2	4	14
3	4	5	5	17
5	5	5	5	20
5	4	3	5	17
4	4	4	3	15
4	4	4	4	16
4	3	4	4	15
3	3	5	5	16
3	3	4	5	15
3	2	3	4	12
4	3	2	4	13
3	5	3	5	16
4	4	4	4	16
4	4	4	4	16
3	4	4	4	15

3	4	4	5	16
4	4	4	4	16
3	4	5	5	17
3	4	5	4	16
4	4	3	5	16
4	4	3	5	16
3	4	5	5	17
3	4	5	5	17
2	4	5	4	15
4	5	5	5	19
3	5	4	5	17
4	4	4	5	17
4	4	4	4	16
3	4	4	5	16
3	4	4	5	16
3	5	5	5	18
4	4	4	5	17
5	5	4	5	19
4	5	4	5	18
4	3	3	3	13
5	5	5	4	19
4	4	2	3	13

4. Promosi

P1	P2	P3	P4	TOTALP
3	4	5	4	16
4	3	4	4	15
5	5	5	5	20
4	4	4	5	17
4	4	5	4	17
4	4	5	4	17
3	4	3	5	15
3	5	3	5	16
4	4	3	5	16
4	4	5	4	17
3	4	2	5	14
3	5	4	4	16
4	4	5	4	17

5	4	4	4	17
4	5	4	5	18
5	3	2	3	13
4	3	2	5	14
4	4	3	5	16
5	5	5	4	19
4	4	4	4	16
5	4	3	5	17
4	3	3	5	15
5	5	3	5	18
4	4	5	4	17
4	4	5	4	17
5	4	4	5	18
5	3	4	5	17
3	3	3	5	14
4	4	4	4	16
3	4	3	5	15
3	4	4	4	15
4	3	3	5	15
3	3	4	5	15
5	3	4	4	16
5	3	4	4	16
4	4	4	4	16
4	3	4	3	14
4	4	3	4	15
3	4	3	4	14
5	5	5	4	19
4	4	4	4	16
5	4	4	4	17
4	4	3	4	15
3	5	3	5	16
4	3	4	5	16
3	3	3	4	13
4	5	3	3	15
4	3	3	4	14
2	3	5	4	14
4	4	4	4	16
3	4	3	4	14
4	4	4	4	16

4	4	4	4	16
4	4	3	4	15
4	5	5	4	18
5	3	3	4	15
5	3	3	4	15
5	5	3	5	18
4	3	4	5	16
3	4	3	4	14
3	4	4	5	16
5	3	3	5	16
4	5	3	4	16
4	4	4	5	17
3	3	3	3	12
3	4	4	4	15
3	4	3	4	14
4	3	4	4	15
4	4	4	4	16
3	4	4	5	16
5	5	5	5	20
5	4	4	5	18
4	4	4	5	17
5	4	4	4	17
4	4	4	5	17
3	3	2	5	13
3	3	3	5	14
3	4	4	4	15
2	3	4	4	13
3	5	5	3	16
4	4	4	4	16
4	4	4	5	17
3	4	4	5	16
3	4	4	5	16
4	4	4	5	17
3	4	5	4	16
3	4	3	4	14
4	4	4	5	17
4	4	4	5	17
4	4	5	5	18
3	4	4	5	16

4	4	5	4	17
4	4	4	4	16
3	4	4	5	16
4	4	4	5	17
4	4	4	4	16
4	4	4	5	17
2	4	5	5	16
4	3	5	5	17
3	4	4	5	16
4	5	4	4	17
4	3	5	5	17
5	5	3	3	16
4	5	5	4	18
3	3	3	3	12

5. Keputusan Pembelian

KPI1	KPI2	KPI3	KPI4	KPI5	TOTALKPI
5	5	3	1	4	18
4	4	4	4	4	20
5	5	5	5	5	25
4	4	4	2	4	18
4	4	2	5	5	20
4	2	3	4	5	18
4	4	4	2	3	17
4	4	4	2	3	17
4	4	4	4	4	20
4	5	5	4	5	23
4	4	5	1	3	17
3	3	3	5	4	18
4	5	5	4	5	23
4	3	4	4	4	19
4	5	4	4	4	21
4	4	3	5	4	20
4	4	4	2	4	18
5	4	5	3	4	21
5	4	4	5	5	23
4	5	3	4	4	20
5	3	3	4	5	20

4	4	4	4	3	19
4	3	4	3	4	18
4	4	4	4	3	19
4	4	2	4	5	19
4	4	4	5	3	20
4	3	4	3	4	18
3	4	3	4	3	17
4	4	3	4	4	19
4	3	3	5	3	18
4	4	3	3	3	17
4	3	4	2	4	17
5	4	3	2	4	18
4	5	4	2	4	19
4	5	4	2	4	19
4	4	4	4	4	20
3	2	5	5	3	18
4	3	4	4	4	19
4	3	4	4	4	19
3	4	4	5	5	21
5	5	5	2	4	21
4	4	4	2	4	18
4	4	4	2	4	18
4	4	3	3	5	19
3	3	5	2	4	17
4	4	3	2	3	16
4	4	4	2	4	18
4	3	4	2	4	17
3	3	4	3	4	17
5	3	4	2	4	18
4	3	4	3	4	18
4	4	4	4	4	20
4	4	4	5	4	21
4	3	4	2	5	18
5	5	4	4	5	23
3	4	3	4	3	17
4	3	3	3	3	16
4	4	4	4	4	20
5	4	5	1	5	20
4	4	4	3	4	19

4	4	5	4	4	21
5	4	4	3	4	20
4	4	3	4	4	19
4	4	5	2	5	20
4	5	4	3	4	20
4	4	3	3	3	17
4	4	4	3	4	19
4	4	4	3	4	19
4	3	3	4	4	18
4	4	5	3	5	21
5	5	5	5	5	25
5	4	4	5	4	22
4	5	4	4	5	22
4	4	4	3	4	19
4	4	4	3	4	19
4	4	4	1	4	17
4	4	3	2	4	17
3	4	3	3	4	17
3	3	3	3	3	15
4	4	4	4	4	20
4	4	4	4	4	20
5	4	4	4	4	21
4	4	4	2	4	18
4	4	4	3	4	19
4	4	4	3	4	19
4	4	4	3	4	19
4	4	4	4	4	20
4	4	4	3	4	19
5	4	3	2	4	18
4	4	4	3	4	19
4	4	4	3	4	19
4	4	4	3	4	19
4	4	4	4	4	20
4	4	4	3	4	19
4	4	3	4	4	19
4	4	5	3	4	20
4	4	4	3	4	19
4	4	4	4	4	20
4	4	4	4	4	20
4	4	4	5	4	21
4	4	4	2	4	18
4	4	4	3	4	19

4	4	4	5	5	22
5	3	4	4	5	21
5	5	3	4	4	21
4	4	3	4	4	19
5	5	4	4	4	22
5	5	5	5	4	24