

## KUESIONER PENELITIAN

### “PENGARUH KUALITAS PRODUK CITRA MEREK HARGA PROMOSI DAN DISTRIBUSI TERHADAP KEPUTUSAN PEMBELIAN LAPTOP MEREK ASUS” (STUDI PADA PENGGUNA LAPTOP MEREK ASUS DI KOTA YOGYAKARTA)

#### A. Identitas Responden

1. Nama : .....
2. Umur : .....
3. Jenis kelamin : .....
4. Tipe produk laptop merek asus yang digunakan :  
.....

Sebelum mengisi kuesioner, dimohon untuk mengisi data identitas responden terlebih dahulu secara lengkap. Semua data yang diberikan akan diperlukan secara rahasia.

#### B. Petunjuk Pengisian Kuesioner

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 Produk

| No. | Daftar Pertanyaan   | STS | TS | N | S | SS |
|-----|---|-----|----|---|---|----|
| 1   | Saya memilih laptop merek asus karena kinerjanya sesuai dengan harapan dan kebutuhan Saya.                |     |    |   |   |    |
| 2   | Saya merasa laptop merek asus memiliki ketahanan yang baik dibanding produk laptop merk lain.             |     |    |   |   |    |
| 3   | Spesifikasi yang ada pada laptop merek asus sesuai dengan harapan saya.                                   |     |    |   |   |    |
| 4   | Fitur-fitur yang ada pada laptop merek asus sangat modern .   |     |    |   |   |    |
| 5   | Saya tertarik pada laptop merek asus karena desain dan fitur yang diberikan.                              |     |    |   |   |    |
| 6   | Saya merasa produk laptop merek asus memiliki kualitas yang baik dibanding dengan produk laptop lainnya . |     |    |   |   |    |
| 7   | Saya merasa produk laptop merek asus memiliki kemudahan dalam perawatan maupun perbaikan.                 |     |    |   |   |    |

## 2. Citra Merek

| No. | Daftar Pertanyaan  | STS | TS | N | S | SS |
|-----|--|-----|----|---|---|----|
| 1   | Saya merasa produk laptop merek asus memiliki ciri khas atau simbol yang mudah dikenali.             |     |    |   |   |    |
| 2   | Saya merasa produk laptop merek asus memiliki reputasi merek yang sangat baik dimata konsumen.       |     |    |   |   |    |
| 3   | Saya merasa produk laptop merek asus memberikan kepercayaan kualitas merek terbaiknya pada konsumen. |     |    |   |   |    |
| 4   | Saya merasa produk laptop merek asus mengikuti perkembangan jaman.                                   |     |    |   |   |    |

## 3. Harga

| No. | Daftar Pertanyaan   | STS | TS | N | S | SS |
|-----|---|-----|----|---|---|----|
| 1   | Harga yang ditawarkan pada produk laptop merek asus masih terjangkau.                             |     |    |   |   |    |
| 2   | Harga produk laptop merek asus memiliki kualitas yang sesuai dengan harga yang diberikan.         |     |    |   |   |    |
| 3   | Harga yang ditawarkan pada produk laptop merek asus bersaing dengan produk <i>laptop</i> lainnya. |     |    |   |   |    |
| 4   | Harga produk laptop merek asus memiliki manfaat yang sesuai dengan yang diberikan.                |     |    |   |   |    |
| 5   | Harga produk laptop merek asus mempengaruhi daya beli konsumen.                                   |     |    |   |   |    |

|   |   |  |  |  |  |  |
|---|---|--|--|--|--|--|
| 6 | Harga yang ditawarkan produk laptop merek asus dapat mempengaruhi konsumen dalam mengambil keputusan pembelian. |  |  |  |  |  |
|---|---|--|--|--|--|--|

#### 4. Promosi

| No. | Daftar Pertanyaan  | STS | TS | N | S | SS |
|-----|--|-----|----|---|---|----|
| 1   | Saya sering menjumpai iklan produk laptop merek asus di berbagai situs online dan dunia maya                 |     |    |   |   |    |
| 2   | Saya sering menjumpai iklan-iklan produk laptop merek asus di media massa di berbagai lokasi.                |     |    |   |   |    |
| 3   | Saya mengetahui informasi mengenai produk laptop merek asus melalui orang lain.                              |     |    |   |   |    |
| 4   | Saya mendapatkan pelayanan yang ramah saat melakukan pembelian produk laptop merek asus.                     |     |    |   |   |    |
| 5   | Saya pernah mendapatkan informasi tentang produk laptop merek asus secara langsung dari pemasar produk asus. |     |    |   |   |    |
| 6   | Produk laptop merek asus sudah banyak dikenal oleh masyarakat.   |     |    |   |   |    |

## 5. Distribusi

| No. | Daftar Pertanyaan  | STS | TS | N | S | SS |
|-----|--|-----|----|---|---|----|
| 1   | Saya merasa produk laptop merek asus dalam proses distribusi sangat cepat ke tangan konsumen.        |     |    |   |   |    |
| 2   | Saya merasa produk laptop merek asus dalam proses distribusi sangat mudah disalurkan kepada konsumen |     |    |   |   |    |
| 3   | Saya merasa produk laptop merek asus dalam menyalurkan distrbusi menggunakan banyak perantara.       |     |    |   |   |    |

## 6.Keputusan Pembelian

| No. | Daftar Pertanyaan  | STS | TS | N | S | SS |
|-----|--|-----|----|---|---|----|
| 1   | Saya membeli produk laptop merek asus karena mampu memenuhi kebutuhan saya dalam .                                     |     |    |   |   |    |
| 2   | Saya membeli produk laptop merek asus setelah mendapat informasi lebih lanjut tentang produk laptop merek asus.        |     |    |   |   |    |
| 3   | Saya membeli produk laptop merek asus karena dirasa akan ada banyak manfaat saat menggunakan produk laptop merek asus. |     |    |   |   |    |
| 4   | Saya membeli produk lapop merek asus karena rekomendasi orang lain.  |     |    |   |   |    |

## LAMPIRAN

### A. UJI VALIDITAS

#### 1. Variabel Kualitas Produk (X1)

|     |                     | Correlations |        |        |        |        |        |        |        |
|-----|---------------------|--------------|--------|--------|--------|--------|--------|--------|--------|
|     |                     | Kp1          | Kp2    | Kp3    | Kp4    | Kp5    | Kp6    | Kp7    | X1     |
| Kp1 | Pearson Correlation | 1            | .188*  | .206*  | .003   | .100   | .120   | .007   | .516** |
|     | Sig. (2-tailed)     |              | .021   | .011   | .971   | .221   | .145   | .934   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp2 | Pearson Correlation | .188*        | 1      | .213** | .037   | .096   | .354** | .127   | .561** |
|     | Sig. (2-tailed)     | .021         |        | .009   | .649   | .242   | .000   | .122   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp3 | Pearson Correlation | .206*        | .213** | 1      | .193*  | .120   | .266** | .338** | .657** |
|     | Sig. (2-tailed)     | .011         | .009   |        | .018   | .142   | .001   | .000   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp4 | Pearson Correlation | .003         | .037   | .193*  | 1      | .125   | .005   | .006   | .347** |
|     | Sig. (2-tailed)     | .971         | .649   | .018   |        | .127   | .953   | .938   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp5 | Pearson Correlation | .100         | .096   | .120   | .125   | 1      | .081   | -.093  | .391** |
|     | Sig. (2-tailed)     | .221         | .242   | .142   | .127   |        | .323   | .259   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp6 | Pearson Correlation | .120         | .354** | .266** | .005   | .081   | 1      | .194*  | .583** |
|     | Sig. (2-tailed)     | .145         | .000   | .001   | .953   | .323   |        | .017   | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| Kp7 | Pearson Correlation | .007         | .127   | .338** | .006   | -.093  | .194*  | 1      | .452** |
|     | Sig. (2-tailed)     | .934         | .122   | .000   | .938   | .259   | .017   |        | .000   |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| X1  | Pearson Correlation | .516**       | .561** | .657** | .347** | .391** | .583** | .452** | 1      |
|     | Sig. (2-tailed)     | .000         | .000   | .000   | .000   | .000   | .000   | .000   |        |
|     | N                   | 150          | 150    | 150    | 150    | 150    | 150    | 150    | 150    |

## 2. Variabel Citra Merek (X2)

| Correlations |                     |        |        |        |        |        |
|--------------|---------------------|--------|--------|--------|--------|--------|
|              | Cm1                 | Cm2    | Cm3    | Cm4    | X2     |        |
| Cm1          | Pearson Correlation | 1      | .120   | -.060  | -.009  | .482** |
|              | Sig. (2-tailed)     |        | .143   | .467   | .909   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    |
| Cm2          | Pearson Correlation | .120   | 1      | .237** | -.029  | .604** |
|              | Sig. (2-tailed)     | .143   |        | .004   | .723   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    |
| Cm3          | Pearson Correlation | -.060  | .237** | 1      | .036   | .558** |
|              | Sig. (2-tailed)     | .467   | .004   |        | .658   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    |
| Cm4          | Pearson Correlation | -.009  | -.029  | .036   | 1      | .496** |
|              | Sig. (2-tailed)     | .909   | .723   | .658   |        | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    |
| X2           | Pearson Correlation | .482** | .604** | .558** | .496** | 1      |
|              | Sig. (2-tailed)     | .000   | .000   | .000   | .000   |        |
|              | N                   | 150    | 150    | 150    | 150    | 150    |

## 3. Variabel Harga (X3)

| Correlations |                     |        |        |        |        |        |        |        |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------|
|              | H1                  | H2     | H3     | H4     | H5     | H6     | X3     |        |
| H1           | Pearson Correlation | 1      | .199*  | -.103  | .056   | .212** | .188*  | .473** |
|              | Sig. (2-tailed)     |        | .014   | .208   | .498   | .009   | .021   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| H2           | Pearson Correlation | .199*  | 1      | .269** | .009   | .082   | .337** | .604** |
|              | Sig. (2-tailed)     | .014   |        | .001   | .917   | .319   | .000   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| H3           | Pearson Correlation | -.103  | .269** | 1      | .272** | -.080  | .190*  | .511** |
|              | Sig. (2-tailed)     | .208   | .001   |        | .001   | .333   | .020   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| H4           | Pearson Correlation | .056   | .009   | .272** | 1      | .288** | -.017  | .525** |
|              | Sig. (2-tailed)     | .498   | .917   | .001   |        | .000   | .832   | .000   |
|              | N                   | 150    | 150    | 150    | 150    | 150    | 150    | 150    |
| H5           | Pearson Correlation | .212** | .082   | -.080  | .288** | 1      | .056   | .482** |

|    |                     |                    |                    |                    |                    |                    |                    |                    |
|----|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|    | Sig. (2-tailed)     | .009               | .319               | .333               | .000               |                    | .495               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .188 <sup>*</sup>  | .337 <sup>**</sup> | .190 <sup>*</sup>  | -.017              | .056               | 1                  | .553 <sup>**</sup> |
| H6 | Sig. (2-tailed)     | .021               | .000               | .020               | .832               | .495               |                    | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .473 <sup>**</sup> | .604 <sup>**</sup> | .511 <sup>**</sup> | .525 <sup>**</sup> | .482 <sup>**</sup> | .553 <sup>**</sup> | 1                  |
| X3 | Sig. (2-tailed)     | .000               | .000               | .000               | .000               | .000               | .000               |                    |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |

#### 4. Variabel Promosi (X4)

##### Correlations

|    |                     | P1                 | P2                 | P3                 | P4                 | P5                 | P6                 | X4                 |
|----|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
|    | Pearson Correlation | 1                  | .120               | -.055              | .097               | .024               | .166 <sup>*</sup>  | .469 <sup>**</sup> |
| P1 | Sig. (2-tailed)     |                    | .143               | .503               | .237               | .768               | .043               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .120               | 1                  | .161 <sup>*</sup>  | .106               | .084               | .083               | .539 <sup>**</sup> |
| P2 | Sig. (2-tailed)     | .143               |                    | .048               | .196               | .305               | .314               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | -.055              | .161 <sup>*</sup>  | 1                  | .203 <sup>*</sup>  | .050               | .057               | .448 <sup>**</sup> |
| P3 | Sig. (2-tailed)     | .503               | .048               |                    | .013               | .546               | .488               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .097               | .106               | .203 <sup>*</sup>  | 1                  | .310 <sup>**</sup> | .077               | .592 <sup>**</sup> |
| P4 | Sig. (2-tailed)     | .237               | .196               | .013               |                    | .000               | .347               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .024               | .084               | .050               | .310 <sup>**</sup> | 1                  | .096               | .511 <sup>**</sup> |
| P5 | Sig. (2-tailed)     | .768               | .305               | .546               | .000               |                    | .242               | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .166 <sup>*</sup>  | .083               | .057               | .077               | .096               | 1                  | .462 <sup>**</sup> |
| P6 | Sig. (2-tailed)     | .043               | .314               | .488               | .347               | .242               |                    | .000               |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |
|    | Pearson Correlation | .469 <sup>**</sup> | .539 <sup>**</sup> | .448 <sup>**</sup> | .592 <sup>**</sup> | .511 <sup>**</sup> | .462 <sup>**</sup> | 1                  |
| X4 | Sig. (2-tailed)     | .000               | .000               | .000               | .000               | .000               | .000               |                    |
|    | N                   | 150                | 150                | 150                | 150                | 150                | 150                | 150                |



5. Variabel Distribusi (X5)

|    |                     | D1     | D2     | D3     | X5     |
|----|---------------------|--------|--------|--------|--------|
| D1 | Pearson Correlation | 1      | .147   | .110   | .617** |
|    | Sig. (2-tailed)     |        | .073   | .180   | .000   |
|    | N                   | 150    | 150    | 150    | 150    |
| D2 | Pearson Correlation | .147   | 1      | .225** | .670** |
|    | Sig. (2-tailed)     | .073   |        | .006   | .000   |
|    | N                   | 150    | 150    | 150    | 150    |
| D3 | Pearson Correlation | .110   | .225** | 1      | .702** |
|    | Sig. (2-tailed)     | .180   | .006   |        | .000   |
|    | N                   | 150    | 150    | 150    | 150    |
| X5 | Pearson Correlation | .617** | .670** | .702** | 1      |
|    | Sig. (2-tailed)     | .000   | .000   | .000   |        |
|    | N                   | 150    | 150    | 150    | 150    |

6. Variabel Keputusan Pembelian (Y)

**Correlations**

|       |                     | KPem1  | KPem2  | KPem3  | KPem4  | Y      |
|-------|---------------------|--------|--------|--------|--------|--------|
| KPem1 | Pearson Correlation | 1      | .365** | .264** | .242** | .632** |
|       | Sig. (2-tailed)     |        | .000   | .001   | .003   | .000   |
|       | N                   | 150    | 150    | 150    | 150    | 150    |
| KPem2 | Pearson Correlation | .365** | 1      | .438** | .369** | .744** |
|       | Sig. (2-tailed)     | .000   |        | .000   | .000   | .000   |
|       | N                   | 150    | 150    | 150    | 150    | 150    |
| KPem3 | Pearson Correlation | .264** | .438** | 1      | .595** | .779** |
|       | Sig. (2-tailed)     | .001   | .000   |        | .000   | .000   |
|       | N                   | 150    | 150    | 150    | 150    | 150    |
| KPem4 | Pearson Correlation | .242** | .369** | .595** | 1      | .768** |
|       | Sig. (2-tailed)     | .003   | .000   | .000   |        | .000   |
|       | N                   | 150    | 150    | 150    | 150    | 150    |
| Y     | Pearson Correlation | .632** | .744** | .779** | .768** | 1      |
|       | Sig. (2-tailed)     | .000   | .000   | .000   | .000   |        |
|       | N                   | 150    | 150    | 150    | 150    | 150    |

## B. UJI RELIABILITAS

### 1. Variabel Kualitas Produk (X1)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .695             | 8          |

### 2. Variabel Citra Merek (X2)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .663             | 5          |

### 3. Variabel Harga (X3)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .699             | 7          |

### 4. Variabel Promosi (X4)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .684             | 7          |

### 5. Variabel Distribusi (X5)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .747             | 4          |

### 6. Variabel Keputusan Pembelian (Y)

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .791             | 5          |

C. UJIF

**ANOVA<sup>a</sup>**

| Model |            | Sum of Squares | df  | Mean Square | F     | Sig.              |
|-------|------------|----------------|-----|-------------|-------|-------------------|
| 1     | Regression | 93.784         | 5   | 18.757      | 4.439 | .001 <sup>b</sup> |
|       | Residual   | 608.509        | 144 | 4.226       |       |                   |
|       | Total      | 702.293        | 149 |             |       |                   |

a. Dependent Variable: Y

b. Predictors: (Constant), X5, X2, X1, X3, X4

D. UJIT

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

| Model |            | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|-------|------|
|       |            | B                           | Std. Error | Beta                      |       |      |
| 1     | (Constant) | 2,143                       | 2,942      |                           | ,728  | ,467 |
|       | X1         | ,118                        | ,085       | ,112                      | 1,385 | ,168 |
|       | X2         | ,117                        | ,133       | ,074                      | ,880  | ,380 |
|       | X3         | ,098                        | ,072       | ,110                      | 1,360 | ,176 |
|       | X4         | ,188                        | ,072       | ,216                      | 2,624 | ,010 |
|       | X5         | ,138                        | ,120       | ,092                      | 1,148 | ,253 |

a. Dependent Variable: Y

E. UJI KOEFISIEN DETERMINASI

**Model Summary**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | ,365 <sup>a</sup> | ,134     | ,103              | 2,05567                    |

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

**REKAP DATA HASIL KUISIONER PENELITIAN**  
**PENGARUH KUALITAS PRODUK CITRA MEREK HARGA PROMOSI DAN DISTRIBUSI**  
**TERHADAP KEPUTUSAN PEMBELIAN LAPTOP MEREK ASUS**

| No. | NAMA     | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |   |
|-----|----------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|---|
|     |          | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |   |
| 1   | K . E    | 4  | 4  | 5  | 4  | 3  | 5  | 4  | 4  | 4  | 5  | 4  | 5  | 4  | 4  | 5  | 4  | 4  | 4  | 5  | 3  | 5  | 5  | 4  | 4  | 5  | 4  | 5    | 4  | 5  |   |
| 2   | C . A    | 4  | 3  | 4  | 3  | 3  | 5  | 4  | 4  | 4  | 4  | 3  | 5  | 5  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 5  | 4    | 4  | 4  |   |
| 3   | Y.S.P    | 4  | 4  | 3  | 3  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 3  | 3  | 3  | 3    | 4  | 4  |   |
| 4   | Y.F      | 4  | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 5  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 5  | 4  | 3  | 4    | 4  | 5  | 3 |
| 5   | F.M      | 3  | 4  | 2  | 3  | 4  | 4  | 2  | 3  | 4  | 4  | 5  | 5  | 4  | 3  | 3  | 4  | 4  | 3  | 3  | 2  | 4  | 4  | 5  | 3  | 4  | 3  | 3    | 4  | 3  |   |
| 6   | D.P.T    | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 3  | 3  | 3  | 4  | 5  | 5  | 4  | 4  | 4  | 5  | 3  | 3  | 3  | 3    | 4  | 3  |   |
| 7   | D . H    | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 5  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 5  | 5    | 4  | 4  |   |
| 8   | R        | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 9   | A . K    | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 5  | 5  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 5  | 3  | 4  | 3  | 3  | 5  | 4  | 4  | 4  | 4    | 4  | 3  |   |
| 10  | A . N    | 3  | 3  | 3  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 3  | 3  | 3  | 3  | 4  | 4  | 3  | 3  | 3    | 4  | 4  |   |
| 11  | S . N .A | 4  | 4  | 3  | 3  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 5  | 4  | 4  | 4  | 3    | 3  | 3  |   |
| 12  | T        | 3  | 4  | 3  | 4  | 3  | 5  | 2  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 4    | 4  | 4  |   |
| 13  | A . G    | 3  | 4  | 5  | 4  | 4  | 4  | 3  | 2  | 4  | 3  | 5  | 4  | 3  | 4  | 3  | 5  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 5  | 4  | 4 |
| 14  | T.A      | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 5  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 5    | 4  | 4  |   |
| 15  | P . M    | 3  | 3  | 4  | 3  | 4  | 3  | 4  | 5  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 5  | 4  | 4  | 3  | 4  | 4  | 3    | 4  | 3  |   |
| 16  | A .S     | 4  | 3  | 4  | 3  | 2  | 4  | 3  | 2  | 4  | 5  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 5  | 3  | 4  | 5  | 4  | 3    | 3  | 3  |   |
| 17  | S . N .A | 5  | 2  | 3  | 4  | 5  | 2  | 4  | 5  | 4  | 3  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 4    | 3  | 3  | 3 |
| 18  | T.L      | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  | 4 |
| 19  | B        | 4  | 3  | 4  | 4  | 4  | 2  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 3  | 4  | 5  | 4  | 3  | 2  | 4  | 5  | 3  | 4  | 5  | 4  | 4  | 4    | 4  | 4  |   |
| 20  | G        | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 5  | 2  | 4  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 5  |   |
| 21  | T.LT     | 4  | 3  | 4  | 5  | 3  | 3  | 3  | 3  | 4  | 5  | 4  | 4  | 4  | 4  | 2  | 4  | 5  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 4  | 4    | 5  | 4  |   |
| 22  | B . A .S | 5  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 2  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 23  | O        | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 5  | 5  | 3  | 3  | 3  | 3  | 2  | 3  | 3  | 3  | 3  | 3  | 3  | 4  | 4    | 5  | 4  |   |
| 24  | P . S    | 2  | 3  | 4  | 5  | 3  | 3  | 3  | 2  | 2  | 5  | 4  | 3  | 4  | 3  | 2  | 4  | 4  | 1  | 4  | 5  | 3  | 4  | 2  | 3  | 4  | 5  | 3    | 4  | 2  |   |
| 25  | B . A    | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 3  | 5  | 4  | 3  | 2  | 5  | 4  | 4  | 4  | 4  | 3  | 5  | 2  | 5  | 5  | 4  | 4  | 3  | 4  | 4    | 4  | 4  |   |
| 26  | C . A    | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |

| No. | NAMA     | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |
|-----|----------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
|     |          | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |
| 27  | P . S    | 3  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 5  | 4  | 2  | 4  | 5  | 4  | 2  | 3  | 4  | 4  | 4    | 4  | 4  |
| 28  | S . N .A | 4  | 3  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 2  | 5  | 5  | 4  | 3  | 2  | 5  | 4  | 1  | 4  | 4  | 2  | 5  | 4  | 3  | 5  | 4  | 4    | 3  | 4  |
| 29  | P . L    | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 2  | 5  | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 5  | 4  | 5  | 4  | 3  | 5  | 4  | 5    | 4  | 4  |
| 30  | S . L    | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 2  | 4  | 4  | 5  | 4  | 3  | 2  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 5    | 4  | 3  |
| 31  | T . A    | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 5  | 4  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 2  | 1  | 4    | 4  | 4  |
| 32  | S . L    | 3  | 4  | 4  | 4  | 4  | 2  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 2  | 4  | 5  | 4  | 3  | 5  | 4  | 4  | 4  | 4    | 4  | 5  |
| 33  | P . D    | 4  | 4  | 5  | 1  | 4  | 5  | 5  | 4  | 2  | 2  | 4  | 4  | 5  | 3  | 4  | 5  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 5  | 5  | 4  | 3    | 2  | 4  |
| 34  | S . S    | 4  | 4  | 4  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 5  | 4  | 3  | 4  | 5  | 2  | 1  | 5  | 5  | 4  | 4  | 5  | 4  | 4  | 3  | 4    | 4  | 4  |
| 35  | A        | 4  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4    | 3  | 4  |
| 36  | A .R     | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4    | 4  | 4  |
| 37  | P . R    | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 3  | 2  | 3  | 4  | 4  | 2  | 3  | 5  | 4  | 4  | 4  | 4  | 3  | 4    | 4  | 4  |
| 38  | A . L    | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 5  | 4  | 3  | 4  | 4  | 4  | 3    | 2  | 4  |
| 39  | D . A    | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3    | 4  | 4  |
| 40  | T L      | 5  | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3    | 4  | 4  |
| 41  | D . S    | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 4  | 2  | 1  | 1  | 4  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 4  | 2  | 5    | 4  | 4  |
| 42  | P . C    | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 2  | 4  | 5  | 2  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4    | 5  | 4  |
| 43  | A . L    | 3  | 4  | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 5  | 4  | 4  | 3  | 4    | 4  | 4  |
| 44  | b . K    | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4    | 4  | 3  |
| 45  | a . K    | 4  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 2  | 4  | 1  | 4  | 5  | 4  | 3  | 2  | 4  | 3    | 4  | 3  |
| 46  | T        | 3  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 4  | 5  | 2  | 4  | 3  | 2  | 3  | 4  | 3  | 4  | 2  | 3  | 4  | 5  | 4  | 3  | 3  | 4  | 4    | 2  | 4  |
| 47  | j . K    | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 3  | 3  | 5  | 4  | 3  | 5  | 4  | 4  | 3  | 3  | 3  | 4  | 3  | 4  | 3    | 2  | 1  |
| 48  | D Y      | 3  | 4  | 3  | 4  | 2  | 3  | 4  | 5  | 1  | 3  | 4  | 5  | 5  | 4  | 3  | 4  | 5  | 3  | 1  | 4  | 4  | 3  | 3  | 2  | 4  | 3  | 3    | 2  | 4  |
| 49  | Z . A    | 3  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 3  | 4  | 5  | 4  | 3  | 1  | 4  | 5  | 2  | 4  | 5  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 5    | 4  | 3  |
| 50  | T K l    | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 51  | W . H    | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 2  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 2  | 4  | 4  | 5  | 4  | 4  | 4  | 2  | 4    | 4  | 4  |
| 52  | A c      | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 4  | 3  | 1  | 4  | 4  | 4  | 3  | 4  | 3  | 2  | 4    | 4  | 4  |
| 53  | b c l    | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4    | 4  | 4  |
| 54  | k z      | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 5  | 4  | 3  | 4  | 3  | 4    | 4  | 4  |
| 55  | b O      | 3  | 4  | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 5  | 4  | 4  | 2  | 1  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 2  | 3  | 4  | 4  | 4  | 4    | 4  | 4  |
| 56  | s        | 4  | 4  | 5  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 1  | 4  | 4  | 3  | 4    | 4  | 4  |

| No. | NAMA | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |   |
|-----|------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|---|
|     |      | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |   |
| 57  | sL   | 4  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 2  | 3  | 4  | 3  | 2  | 3  | 3  | 3  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 3  | 2    | 4  | 4  |   |
| 58  | dc   | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 3  | 4  | 5  | 1  | 2  | 3  | 4  | 3  | 4  | 3  | 1  | 3    | 4  | 3  |   |
| 59  | B    | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 5  | 4  | 5  | 4  | 3  | 2  | 3  | 4  | 5  | 4  | 3  | 1  | 3  | 4  | 3    | 3  | 3  |   |
| 60  | Bc   | 5  | 4  | 5  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3  | 4  | 5  | 4  | 3    | 4  | 4  |   |
| 61  | DL   | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 3  | 4    | 4  | 4  |   |
| 62  | As   | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 2  | 4  | 1  | 4  | 3  | 1  | 4  | 2  | 4  | 5  | 3  | 4    | 3  | 4  |   |
| 63  | Bk   | 5  | 3  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 3  | 3  | 4  | 5  | 4  | 3  | 1  | 3  | 4  | 5  | 4  | 3  | 2  | 3  | 4  | 4  | 1  | 2    | 3  | 4  |   |
| 64  | CL   | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 2  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 1  | 3  | 3  | 4  | 4  | 5  | 4  | 3  | 5  | 4  | 4  | 4    | 3  | 4  |   |
| 65  | SA   | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 2  | 3  | 4  | 3  | 3  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 2  | 3    | 4  | 3  |   |
| 66  | BHK  | 3  | 4  | 5  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 2  | 4  | 1  | 3  | 1  | 4  | 5  | 4  | 4  | 3  | 3    | 2  | 3  |   |
| 67  | Z.A  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 5  | 4  | 3  | 2  | 4  | 5  | 4  | 3  | 2  | 3  | 4  | 5  | 4  | 3  | 4  | 3  | 4  | 4    | 4  | 4  |   |
| 68  | AG   | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 69  | BAS  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3  | 1  | 3  | 4  | 3  | 1  | 2  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3    | 4  | 3  |   |
| 70  | ODD  | 3  | 4  | 3  | 4  | 5  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 2  | 1  | 3  | 4  | 4  | 3  | 2  | 3  | 4  | 3  | 4  | 3  | 2  | 3  | 4    | 4  | 3  |   |
| 71  | DF   | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 2  | 3  | 4  | 3  | 4  | 3  | 3  | 4  | 3  | 2  | 3  | 4  | 3  | 2    | 1  | 3  |   |
| 72  | C    | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 3  | 3  | 4  | 4  | 3    | 4  | 3  |   |
| 73  | TV   | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 2  | 1  | 2  | 3  | 2  | 1  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3    | 4  | 2  | 2 |
| 74  | BS   | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 2  | 1  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 1  | 3  | 4  | 5  | 5  | 3  | 3    | 2  | 1  |   |
| 75  | Df   | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 3  | 4  | 5  | 3  | 3  | 3    | 2  | 3  |   |
| 76  | PST  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 2  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 5  | 4  | 5  | 3    | 3  | 4  |   |
| 77  | QT   | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 1  | 2    | 3  | 4  | 4 |
| 78  | CF   | 5  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 3  | 1  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 79  | GH   | 5  | 3  | 3  | 3  | 3  | 4  | 3  | 3  | 4  | 5  | 3  | 4  | 5  | 3  | 3  | 3  | 3  | 3  | 3  | 4  | 4  | 4  | 5  | 4  | 3  | 3  | 2    | 3  | 4  |   |
| 80  | WL   | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 2  | 3  | 4  | 3  | 2  | 1  | 3  | 4  | 3  | 2  | 3  | 3  | 4  | 4  | 5    | 4  | 5  |   |
| 81  | Bn   | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 2  | 3  | 3  | 4  | 4  | 2  | 3  | 4  | 4    | 4  | 4  |   |
| 82  | TVP  | 5  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 2  | 2  | 4  | 4  | 4  | 1  | 3  | 4  | 4  | 4  | 5  | 3  | 2  | 3  | 4  | 4    | 4  | 5  |   |
| 83  | HG   | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 3  | 3  | 3  | 3  | 3  | 4  | 5  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 4    | 4  | 4  |   |
| 84  | PSK  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 5  | 4  | 4  | 4  | 5  | 5  | 3  | 3  | 4  | 4  | 5  | 4  | 3  | 2    | 3  | 4  |   |
| 85  | KO   | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 2  | 1  | 4    | 4  | 4  |   |
| 86  | BST  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 2  | 4  | 1  | 4  | 3  | 3    | 3  | 3  |   |

| No. | NAMA    | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |
|-----|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
|     |         | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |
| 87  | C O k   | 4  | 5  | 4  | 4  | 5  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 2  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4    | 4  | 4  |
| 88  | B E     | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 1  | 3  | 4  | 3  | 4  | 4  | 3  | 3  | 3    | 3  | 2  |
| 89  | T S     | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4    | 2  | 3  |
| 90  | S KB    | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 2  | 1  | 2  | 3  | 3  | 3  | 1  | 2  | 4  | 4  | 3  | 3  | 2  | 1  | 4  | 4  | 2  | 3  | 4    | 2  | 1  |
| 91  | c h     | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 2  | 1  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 92  | k m     | 3  | 4  | 3  | 3  | 3  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 2  | 3  | 4  | 1  | 3  | 3  | 3  | 4  | 4  | 4    | 3  | 3  |
| 93  | c k     | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4    | 3  | 4  |
| 94  | d k T   | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 95  | t a s   | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 4  | 3  | 3  | 2  | 1  | 4  | 4  | 3  | 4  | 4  | 3  | 4    | 3  | 3  |
| 96  | T O     | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4    | 2  | 4  |
| 97  | P K     | 3  | 3  | 4  | 4  | 4  | 4  | 5  | 4  | 3  | 3  | 1  | 2  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 98  | P       | 4  | 4  | 4  | 3  | 3  | 3  | 3  | 4  | 4  | 4  | 2  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3    | 4  | 4  |
| 99  | K M     | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 2  | 3  | 1  | 4  | 4  | 3  | 4  | 2  | 3  | 1  | 3  | 3    | 3  | 3  |
| 100 | W L     | 3  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 2  | 3  | 4  | 4  | 4  | 1  | 3  | 4  | 3  | 3  | 2  | 3  | 4    | 4  | 3  |
| 101 | B N     | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 3  | 4  | 4  | 2  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 2  | 4  | 4  | 4    | 4  | 4  |
| 102 | K B     | 3  | 3  | 4  | 4  | 4  | 3  | 2  | 3  | 4  | 3  | 4  | 2  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 3  | 3  | 4  | 4    | 4  | 3  |
| 103 | D K O   | 4  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 2  | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4    | 4  | 4  |
| 104 | C B N   | 5  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4    | 4  | 4  |
| 105 | O p K S | 4  | 3  | 3  | 4  | 4  | 3  | 2  | 3  | 3  | 3  | 4  | 5  | 4  | 3  | 4  | 5  | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 5    | 4  | 4  |
| 106 | M K     | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 4    | 3  | 4  |
| 107 | Z h k   | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4    | 4  | 4  |
| 108 | P T R S | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 2  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4    | 5  | 5  |
| 109 | O P     | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 5  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 4  |
| 110 | G H     | 3  | 3  | 3  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 5  | 4  | 5  | 4  | 5  | 4  | 3  | 4  | 5  | 4  | 5  | 4  | 4    | 4  | 4  |
| 111 | f K L M | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4    | 4  | 4  |
| 112 | r e g   | 3  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 2  | 4  | 5  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4    | 3  | 3  |
| 113 | b d     | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 114 | c v j   | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 4  | 4  | 3  | 1  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 5    | 4  | 4  |
| 115 | u t     | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 2  | 3  | 1  | 4  | 4  | 3  | 4  | 4    | 3  | 4  |
| 116 | Z M     | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3    | 4  | 4  |

| No. | NAMA    | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |   |
|-----|---------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|---|
|     |         | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |   |
| 117 | b n M   | 5  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4    | 4  | 4  | 5 |
| 118 | g c t   | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 2  | 4  | 4  | 3  | 4  | 4  | 4  | 4    | 4  | 5  |   |
| 119 | d k l   | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 5  | 5  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 3  | 3  |   |
| 120 | t U r m | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 2  | 1  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 3  |   |
| 121 | w a s   | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4    | 4  | 4  |   |
| 122 | d g h   | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 2    | 4  | 4  | 4 |
| 123 | z w     | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 2  | 4  | 4    | 4  | 4  |   |
| 124 | y t     | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 2  | 4  | 4  | 4  | 4  | 4    | 3  | 4  |   |
| 125 | r d k   | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3  | 4  | 4  | 3  | 2  | 5  | 4  | 3  | 3  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 126 | b j     | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3    | 4  | 4  |   |
| 127 | a W N   | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 4    | 4  | 4  |   |
| 128 | a K L   | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4    | 4  | 3  |   |
| 129 | z V B   | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 5  | 4  | 3  | 2  | 1  | 2  | 3  | 4  | 4  | 3  | 3  | 4    | 3  | 3  |   |
| 130 | d f c   | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 131 | D R     | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 1    | 4  | 4  |   |
| 132 | O L     | 3  | 3  | 3  | 3  | 3  | 2  | 3  | 4  | 3  | 3  | 3  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 2  | 3  | 1  | 3  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |   |
| 133 | C       | 2  | 3  | 3  | 3  | 4  | 3  | 4  | 3  | 3  | 3  | 3  | 4  | 3  | 4  | 3  | 3  | 3  | 2  | 3  | 3  | 3  | 3  | 3  | 4  | 4  | 4  | 4    | 3  | 3  |   |
| 134 | S D     | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 4  | 4 |
| 135 | W p     | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  | 4 |
| 136 | K B N   | 2  | 3  | 3  | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4    | 4  | 4  | 4 |
| 137 | W b     | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4    | 3  | 4  | 4 |
| 138 | R T N   | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 2  | 4  | 4  | 3  | 2  | 1  | 4  | 4  | 4  | 4  | 3    | 4  | 4  | 4 |
| 139 | C D L   | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 2  | 4  | 1  | 3    | 4  | 3  |   |
| 140 | B K O   | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 5  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 5    | 4  | 4  |   |
| 141 | B G T   | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 2  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 4  | 4 |
| 142 | K M P   | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4    | 3  | 4  | 4 |
| 143 | A L     | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 4    | 4  | 4  | 4 |
| 144 | S E     | 3  | 4  | 4  | 3  | 4  | 2  | 3  | 4  | 3  | 4  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3    | 4  | 4  | 4 |
| 145 | E R     | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 3  | 4  | 3  | 4  | 4  | 3  | 4  | 2  | 4  | 3  | 4  | 3  | 4  | 2    | 3  | 4  | 4 |
| 146 | D T I   | 3  | 4  | 4  | 2  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 2  | 3  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4    | 4  | 4  | 4 |



| No. | NAMA  | KP |    |    |    |    |    |    | CM |    |    |    | H  |    |    |    |    |    | P  |    |    |    |    |    | D  |    |    | Kpem |    |    |
|-----|-------|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|----|------|----|----|
|     |       | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q7 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q4 | Q5 | Q6 | Q1 | Q2 | Q3 | Q1   | Q2 | Q3 |
| 147 | S M Y | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 2  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 2    | 1  | 3  |
| 148 | D     | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4    | 4  |    |
| 149 | T G   | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 2  | 3  | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 4    | 4  | 4  |
| 150 | LL    | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 3  | 3  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 5    | 5  | 5  |

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DAN DISTRIBUSI TERHADAP KEPUTUSAN PEMBELIAN LAPTOP MEREK  
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