

LAMPIRAN 1 Kuesioner Penelitian

Kuisisioner Mengenai Penelitian Pengaruh Kualitas Pelayanan, Digital Marketing , Harga, Gaya Hidup Dan Daya Beli Terhadap Keputusan Pembelian Konsumen Pada WW Collection Pungging

Perkenalkan nama saya Maylindah Angelina mahasiswa program Studi Manajemen Pemasaran Universitas Islam Majapahit Mojokerto. Saat ini saya sedang melakukan penelitian guna Tugas Akhir/ Skripsi ini saya memohon bantuan serta dukungan Bapak/Ibu/Saudara/i untuk dapat mengisi kuisisioner penelitian ini.

Isilah kuisisioner ini dengan menandai (X) salah satu jawaban yang anda pilih di kolom yang telah tersedia

I. IDENTITAS RESPONDEN

Nama :

Alamat :

Jenis kelamin

- Laki-laki
- Perempuan

Umur :

Pekerjaan :

- Siswa/ Mahasiswa
- Pegawai Swasta
- Pegawai Negeri
- Dll

Keterangan Pilihan Jawaban :

- SS = Sangat Setuju
- S = Setuju
- N = Netral
- TS = Tidak Setuju
- STS = Sangat Tidak Setuju

Nilai Skor :

- SS = 5
- S = 4
- N = 3
- TS = 2
- STS = 1

II. DAFTAR KUISIONER

Variabel Kualitas Pelayanan (X1)

| No | Pernyataan | Pilihan Jawaban | | | | |
|----|--|-----------------|---|---|----|-----|
| | | SS | S | N | TS | STS |
| 1. | Pegawai WW Collection melayani dengan ramah/senyum | | | | | |
| 2. | Pelayanan WW Collection cepat dan tepat waktu | | | | | |

| | | | | | | |
|----|--|--|--|--|--|--|
| 3. | Pegawai WW Collection menginformasikan atau menawarkan promo yang ada di WW Collection | | | | | |
|----|--|--|--|--|--|--|

Variabel Digital Marketing (X2)

| No | Pernyataan | Pilihan Jawaban | | | | |
|----|--|-----------------|---|---|----|-----|
| | | SS | S | N | TS | STS |
| 1. | WW Collection sering melakukan promosi penjualan di media sosial | | | | | |
| 2. | WW Collection aktif melakukan publikasi produk-produk baru di media sosial | | | | | |

Variabel Harga (X3)

| No | Pernyataan | Pilihan Jawaban | | | | |
|----|--|-----------------|---|---|----|-----|
| | | SS | S | N | TS | STS |
| 1. | Harga produk yang ditawarkan WW Collection bervariasi dan terjangkau | | | | | |

| | | | | | | |
|----|--|--|--|--|--|--|
| 2. | Harga yang ditawarkan WW Collection sesuai dengan kualitas produk dan pelayanan yang diberikan | | | | | |
| 3. | Harga produk WW Collection dapat bersaing dengan produk lain | | | | | |

Variabel Gaya Hidup (X4)

| No | Pernyataan | Pilihan Jawaban | | | | |
|----|--|-----------------|---|---|----|-----|
| | | SS | S | N | TS | STS |
| 1. | Pakaian yang dijual WW Collection nyaman digunakan dalam aktifitas sehari-hari | | | | | |
| 2. | Pakaian yang di jual WW Collection sesuai dengan keinginan saya sehingga memiliki daya tarik membeli | | | | | |
| 3. | Pakaian yang di jual WW Collection sesuai dengan ekspetasi saya | | | | | |

Variabel Daya Beli (X5)

| | | | Pilihan Jawaban |
|--|--|--|-----------------|
| | | | |

| No | Pernyataan | SS | S | N | TS | STS |
|----|--|----|---|---|----|-----|
| 1. | Saya membeli pakaian di WW Collection melihat dari kondisi ekonomi lingkungan sekitar | | | | | |
| 2. | Saya membeli pakaian di WW Collection karena memperhitungkan kondisi keuangan beberapa waktu kedepan | | | | | |
| 3. | Saya membeli pakaian di WW Collection karena memperkirakan kondisi keuangan saat ini | | | | | |

Variabel Keputusan Pembelian (Y)

| No | Pernyataan | Pilihan Jawaban | | | | |
|----|---|-----------------|---|---|----|-----|
| | | SS | S | N | TS | STS |
| 1. | Saya sering melakukan pembelian pakaian di WW Collection | | | | | |
| 2. | Saya membeli pakaian di WW Collection karena memberikan kenyamanan saat digunakan | | | | | |

| | | | | | | |
|----|--|--|--|--|--|--|
| 3. | Saya akan melakukan pembelian ulang pada pakaian WW Collection | | | | | |
|----|--|--|--|--|--|--|

LAMPIRAN 2: Tabulasi data kuesioner penelitian

| No | X1 | X2 | X3 | X4 | X5 | Y |
|----|----|----|----|----|----|----|
| 1 | 12 | 8 | 12 | 12 | 13 | 12 |
| 2 | 12 | 7 | 12 | 12 | 12 | 12 |
| 3 | 12 | 6 | 12 | 12 | 11 | 12 |
| 4 | 12 | 8 | 12 | 12 | 12 | 12 |
| 5 | 12 | 8 | 12 | 12 | 12 | 12 |
| 6 | 12 | 8 | 12 | 12 | 12 | 12 |
| 7 | 12 | 8 | 12 | 12 | 13 | 12 |
| 8 | 12 | 8 | 10 | 12 | 9 | 12 |
| 9 | 12 | 8 | 12 | 12 | 11 | 12 |
| 10 | 15 | 10 | 14 | 12 | 13 | 12 |
| 11 | 15 | 9 | 13 | 12 | 12 | 12 |
| 12 | 15 | 9 | 15 | 12 | 11 | 12 |
| 13 | 15 | 10 | 15 | 12 | 11 | 12 |
| 14 | 15 | 10 | 15 | 12 | 12 | 12 |
| 15 | 15 | 8 | 15 | 12 | 12 | 12 |
| 16 | 15 | 10 | 15 | 12 | 12 | 12 |
| 17 | 15 | 10 | 15 | 12 | 12 | 13 |
| 18 | 15 | 8 | 15 | 12 | 12 | 12 |
| 19 | 15 | 8 | 15 | 12 | 12 | 13 |
| 20 | 12 | 10 | 15 | 12 | 12 | 14 |
| 21 | 12 | 10 | 15 | 12 | 12 | 11 |
| 22 | 12 | 8 | 15 | 12 | 12 | 10 |
| 23 | 12 | 10 | 15 | 12 | 12 | 14 |
| 24 | 13 | 10 | 15 | 12 | 12 | 14 |
| 25 | 12 | 8 | 15 | 12 | 12 | 12 |
| 26 | 14 | 10 | 15 | 14 | 14 | 13 |
| 27 | 14 | 10 | 15 | 12 | 11 | 14 |
| 28 | 12 | 7 | 15 | 10 | 10 | 13 |
| 29 | 14 | 9 | 11 | 12 | 11 | 12 |
| 30 | 10 | 9 | 12 | 8 | 8 | 8 |
| 31 | 14 | 9 | 15 | 14 | 13 | 14 |
| 32 | 12 | 9 | 11 | 12 | 12 | 11 |
| 33 | 15 | 7 | 13 | 10 | 12 | 12 |
| 34 | 15 | 8 | 11 | 12 | 12 | 12 |
| 35 | 15 | 8 | 11 | 11 | 12 | 11 |
| 36 | 15 | 9 | 13 | 12 | 12 | 12 |
| 37 | 15 | 8 | 12 | 12 | 12 | 12 |
| 38 | 15 | 10 | 13 | 14 | 14 | 13 |

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|----|----|----|----|----|----|----|
| 39 | 12 | 9 | 10 | 11 | 11 | 11 |
| 40 | 12 | 10 | 13 | 11 | 12 | 12 |
| 41 | 12 | 8 | 13 | 13 | 12 | 12 |
| 42 | 12 | 7 | 12 | 12 | 12 | 11 |
| 43 | 12 | 6 | 10 | 10 | 11 | 12 |
| 44 | 12 | 8 | 13 | 11 | 12 | 12 |
| 45 | 9 | 7 | 9 | 10 | 10 | 10 |
| 46 | 9 | 7 | 11 | 12 | 13 | 13 |
| 47 | 9 | 7 | 11 | 12 | 11 | 13 |
| 48 | 9 | 6 | 10 | 11 | 9 | 11 |
| 49 | 9 | 8 | 11 | 9 | 13 | 11 |
| 50 | 13 | 8 | 11 | 14 | 14 | 13 |
| 51 | 13 | 8 | 12 | 12 | 11 | 11 |
| 52 | 12 | 7 | 10 | 11 | 11 | 11 |
| 53 | 10 | 6 | 9 | 9 | 9 | 10 |
| 54 | 14 | 10 | 14 | 15 | 14 | 14 |
| 55 | 13 | 10 | 14 | 14 | 13 | 14 |
| 56 | 11 | 9 | 15 | 12 | 12 | 12 |
| 57 | 14 | 10 | 13 | 12 | 11 | 13 |
| 58 | 14 | 10 | 13 | 14 | 15 | 12 |
| 59 | 13 | 8 | 14 | 13 | 12 | 12 |
| 60 | 12 | 10 | 14 | 13 | 12 | 12 |
| 61 | 14 | 10 | 14 | 13 | 12 | 12 |
| 62 | 11 | 9 | 14 | 13 | 11 | 12 |
| 63 | 14 | 10 | 13 | 14 | 15 | 12 |
| 64 | 13 | 8 | 15 | 15 | 12 | 12 |
| 65 | 11 | 8 | 10 | 12 | 12 | 12 |
| 66 | 13 | 10 | 14 | 12 | 14 | 11 |
| 67 | 12 | 8 | 13 | 14 | 11 | 12 |
| 68 | 14 | 10 | 11 | 13 | 12 | 12 |
| 69 | 12 | 9 | 11 | 11 | 12 | 12 |
| 70 | 12 | 7 | 13 | 11 | 12 | 12 |
| 71 | 12 | 7 | 14 | 11 | 12 | 12 |
| 72 | 11 | 6 | 11 | 11 | 10 | 10 |
| 73 | 12 | 7 | 11 | 10 | 12 | 10 |
| 74 | 13 | 9 | 13 | 13 | 13 | 12 |
| 75 | 13 | 10 | 14 | 13 | 8 | 13 |
| 76 | 11 | 8 | 13 | 12 | 12 | 12 |
| 77 | 9 | 8 | 12 | 12 | 12 | 11 |
| 78 | 12 | 8 | 14 | 12 | 11 | 13 |
| 79 | 12 | 6 | 12 | 13 | 10 | 14 |

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|-----|----|----|----|----|----|----|
| 80 | 11 | 7 | 12 | 11 | 12 | 12 |
| 81 | 9 | 8 | 13 | 10 | 10 | 11 |
| 82 | 11 | 8 | 12 | 11 | 11 | 12 |
| 83 | 12 | 8 | 9 | 12 | 11 | 13 |
| 84 | 12 | 8 | 9 | 12 | 12 | 12 |
| 85 | 12 | 7 | 9 | 11 | 13 | 13 |
| 86 | 12 | 8 | 9 | 11 | 11 | 12 |
| 87 | 13 | 7 | 9 | 10 | 12 | 10 |
| 88 | 14 | 10 | 9 | 13 | 12 | 11 |
| 89 | 12 | 10 | 9 | 12 | 12 | 11 |
| 90 | 13 | 10 | 9 | 13 | 14 | 11 |
| 91 | 13 | 10 | 9 | 13 | 13 | 13 |
| 92 | 13 | 10 | 9 | 13 | 13 | 13 |
| 93 | 15 | 10 | 12 | 10 | 10 | 12 |
| 94 | 12 | 10 | 11 | 12 | 11 | 13 |
| 95 | 10 | 10 | 8 | 11 | 10 | 12 |
| 96 | 14 | 10 | 15 | 14 | 11 | 13 |
| 97 | 13 | 8 | 11 | 11 | 12 | 10 |
| 98 | 13 | 9 | 14 | 12 | 13 | 13 |
| 99 | 11 | 8 | 12 | 11 | 12 | 12 |
| 100 | 12 | 8 | 11 | 13 | 11 | 13 |
| 101 | 14 | 8 | 12 | 12 | 13 | 11 |
| 102 | 14 | 8 | 12 | 12 | 13 | 13 |
| 103 | 11 | 8 | 12 | 13 | 12 | 13 |
| 104 | 12 | 8 | 11 | 13 | 12 | 13 |
| 105 | 13 | 8 | 12 | 11 | 11 | 10 |
| 106 | 13 | 8 | 11 | 11 | 12 | 10 |
| 107 | 12 | 9 | 13 | 13 | 11 | 13 |
| 108 | 13 | 9 | 14 | 14 | 14 | 14 |
| 109 | 13 | 9 | 12 | 13 | 13 | 12 |
| 110 | 12 | 9 | 14 | 12 | 9 | 13 |
| 111 | 12 | 8 | 11 | 13 | 9 | 12 |
| 112 | 12 | 10 | 14 | 11 | 9 | 11 |
| 113 | 12 | 8 | 11 | 13 | 9 | 11 |
| 114 | 14 | 10 | 15 | 13 | 9 | 15 |
| 115 | 13 | 8 | 12 | 14 | 9 | 13 |
| 116 | 14 | 10 | 13 | 12 | 9 | 15 |
| 117 | 11 | 10 | 12 | 7 | 9 | 11 |
| 118 | 15 | 10 | 12 | 13 | 9 | 14 |
| 119 | 12 | 10 | 8 | 10 | 9 | 10 |
| 120 | 14 | 10 | 10 | 13 | 9 | 12 |

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| 121 | 14 | 10 | 10 | 13 | 9 | 13 |
| 122 | 12 | 10 | 11 | 11 | 9 | 11 |
| 123 | 14 | 8 | 12 | 10 | 15 | 12 |
| 124 | 14 | 8 | 12 | 15 | 15 | 12 |
| 125 | 14 | 7 | 12 | 15 | 15 | 12 |
| 126 | 12 | 7 | 11 | 15 | 15 | 12 |
| 127 | 13 | 7 | 13 | 15 | 15 | 12 |
| 128 | 14 | 8 | 10 | 15 | 15 | 12 |
| 129 | 15 | 8 | 11 | 15 | 15 | 12 |
| 130 | 11 | 9 | 13 | 15 | 15 | 12 |
| 131 | 13 | 6 | 9 | 15 | 15 | 11 |
| 132 | 13 | 8 | 13 | 15 | 15 | 12 |
| 133 | 13 | 8 | 10 | 15 | 15 | 10 |
| 134 | 15 | 10 | 14 | 15 | 15 | 14 |
| 135 | 11 | 8 | 12 | 15 | 15 | 12 |
| 136 | 12 | 7 | 10 | 15 | 15 | 10 |
| 137 | 13 | 8 | 11 | 15 | 15 | 12 |
| 138 | 15 | 8 | 9 | 15 | 15 | 10 |
| 139 | 11 | 7 | 9 | 15 | 15 | 10 |
| 140 | 11 | 10 | 13 | 15 | 13 | 13 |
| 141 | 9 | 8 | 11 | 15 | 11 | 10 |
| 142 | 12 | 8 | 12 | 15 | 12 | 11 |
| 143 | 12 | 6 | 10 | 12 | 13 | 10 |
| 144 | 13 | 8 | 10 | 13 | 12 | 10 |
| 145 | 15 | 9 | 13 | 13 | 12 | 12 |
| 146 | 15 | 9 | 13 | 12 | 13 | 12 |
| 147 | 15 | 3 | 8 | 7 | 8 | 11 |
| 148 | 15 | 9 | 9 | 7 | 10 | 10 |
| 149 | 15 | 8 | 13 | 12 | 11 | 12 |
| 150 | 13 | 8 | 13 | 13 | 14 | 14 |
| 151 | 13 | 8 | 11 | 11 | 12 | 14 |
| 152 | 13 | 8 | 12 | 12 | 10 | 13 |
| 153 | 10 | 10 | 12 | 11 | 13 | 9 |
| 154 | 10 | 10 | 14 | 13 | 12 | 9 |
| 155 | 11 | 10 | 11 | 15 | 10 | 9 |
| 156 | 12 | 10 | 12 | 15 | 12 | 9 |
| 157 | 11 | 8 | 12 | 15 | 12 | 9 |
| 158 | 11 | 9 | 13 | 15 | 13 | 9 |
| 159 | 13 | 8 | 14 | 15 | 13 | 9 |
| 160 | 9 | 7 | 13 | 15 | 11 | 9 |
| 161 | 12 | 8 | 10 | 9 | 15 | 9 |

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|-----|----|----|----|----|----|----|
| 162 | 14 | 8 | 11 | 9 | 14 | 9 |
| 163 | 14 | 9 | 11 | 9 | 10 | 13 |
| 164 | 14 | 7 | 11 | 9 | 11 | 11 |
| 165 | 12 | 7 | 12 | 9 | 13 | 12 |
| 166 | 13 | 10 | 11 | 9 | 12 | 9 |
| 167 | 11 | 9 | 11 | 9 | 13 | 10 |
| 168 | 13 | 8 | 13 | 9 | 12 | 9 |
| 169 | 11 | 6 | 14 | 9 | 12 | 14 |
| 170 | 11 | 9 | 10 | 9 | 13 | 12 |
| 171 | 13 | 8 | 13 | 11 | 13 | 11 |
| 172 | 13 | 8 | 13 | 11 | 13 | 11 |
| 173 | 13 | 8 | 11 | 13 | 11 | 12 |
| 174 | 13 | 8 | 9 | 12 | 9 | 10 |
| 175 | 11 | 8 | 11 | 12 | 10 | 11 |
| 176 | 12 | 9 | 15 | 15 | 12 | 14 |
| 177 | 10 | 4 | 10 | 7 | 14 | 9 |
| 178 | 13 | 7 | 8 | 11 | 12 | 11 |
| 179 | 11 | 6 | 6 | 9 | 13 | 5 |
| 180 | 10 | 9 | 10 | 8 | 11 | 8 |
| 181 | 12 | 8 | 7 | 14 | 9 | 6 |
| 182 | 11 | 4 | 12 | 10 | 8 | 6 |
| 183 | 13 | 8 | 12 | 11 | 11 | 12 |
| 184 | 13 | 10 | 12 | 12 | 11 | 12 |
| 185 | 12 | 10 | 12 | 12 | 11 | 12 |
| 186 | 9 | 9 | 12 | 11 | 12 | 12 |
| 187 | 12 | 8 | 12 | 12 | 11 | 12 |
| 188 | 12 | 8 | 12 | 12 | 12 | 12 |
| 189 | 12 | 7 | 12 | 10 | 11 | 12 |
| 190 | 12 | 8 | 12 | 10 | 12 | 12 |
| 191 | 12 | 6 | 12 | 9 | 11 | 15 |
| 192 | 12 | 6 | 12 | 9 | 12 | 15 |
| 193 | 12 | 10 | 12 | 9 | 14 | 15 |
| 194 | 12 | 8 | 12 | 9 | 13 | 15 |
| 195 | 11 | 8 | 12 | 9 | 11 | 15 |
| 196 | 11 | 8 | 13 | 9 | 13 | 15 |
| 197 | 12 | 8 | 12 | 9 | 12 | 15 |
| 198 | 12 | 7 | 12 | 10 | 12 | 15 |
| 199 | 11 | 7 | 12 | 10 | 11 | 15 |
| 200 | 10 | 6 | 12 | 9 | 10 | 9 |
| 201 | 12 | 8 | 12 | 10 | 12 | 11 |
| 202 | 12 | 8 | 12 | 10 | 11 | 11 |

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|-----|----|----|----|----|----|----|
| 203 | 11 | 7 | 12 | 9 | 11 | 13 |
| 204 | 13 | 7 | 12 | 10 | 13 | 10 |
| 205 | 9 | 8 | 12 | 10 | 11 | 13 |
| 206 | 9 | 9 | 10 | 9 | 13 | 13 |
| 207 | 9 | 8 | 11 | 9 | 12 | 11 |
| 208 | 9 | 8 | 11 | 10 | 12 | 11 |
| 209 | 12 | 8 | 12 | 9 | 11 | 11 |
| 210 | 14 | 8 | 13 | 11 | 11 | 13 |
| 211 | 10 | 9 | 13 | 12 | 11 | 10 |
| 212 | 11 | 8 | 12 | 12 | 11 | 11 |
| 213 | 10 | 8 | 12 | 12 | 11 | 14 |
| 214 | 10 | 9 | 11 | 12 | 12 | 12 |
| 215 | 13 | 8 | 13 | 12 | 13 | 13 |
| 216 | 10 | 8 | 15 | 12 | 12 | 13 |
| 217 | 13 | 7 | 15 | 12 | 14 | 12 |
| 218 | 12 | 7 | 15 | 12 | 10 | 12 |
| 219 | 12 | 9 | 15 | 12 | 10 | 12 |
| 220 | 12 | 8 | 15 | 12 | 12 | 12 |
| 221 | 12 | 9 | 15 | 11 | 15 | 12 |
| 222 | 12 | 10 | 15 | 12 | 15 | 12 |
| 223 | 14 | 6 | 15 | 14 | 15 | 12 |
| 224 | 12 | 7 | 15 | 14 | 15 | 12 |
| 225 | 11 | 9 | 11 | 13 | 15 | 11 |
| 226 | 12 | 8 | 9 | 10 | 15 | 10 |
| 227 | 11 | 9 | 13 | 13 | 15 | 12 |
| 228 | 9 | 8 | 11 | 10 | 15 | 9 |
| 229 | 9 | 9 | 11 | 14 | 15 | 9 |
| 230 | 9 | 8 | 11 | 13 | 15 | 9 |
| 231 | 9 | 6 | 12 | 14 | 12 | 9 |
| 232 | 9 | 6 | 13 | 11 | 9 | 9 |
| 233 | 9 | 8 | 13 | 12 | 11 | 9 |
| 234 | 9 | 9 | 11 | 12 | 12 | 9 |
| 235 | 9 | 8 | 13 | 12 | 12 | 9 |
| 236 | 12 | 6 | 13 | 13 | 12 | 9 |
| 237 | 11 | 8 | 11 | 13 | 12 | 9 |
| 238 | 15 | 6 | 12 | 10 | 11 | 9 |
| 239 | 15 | 6 | 12 | 12 | 10 | 9 |
| 240 | 15 | 6 | 13 | 13 | 12 | 9 |
| 241 | 15 | 8 | 11 | 13 | 12 | 12 |
| 242 | 15 | 8 | 12 | 13 | 11 | 12 |
| 243 | 15 | 8 | 12 | 13 | 13 | 11 |

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|-----|----|----|----|----|---|----|
| 244 | 12 | 9 | 12 | 11 | 9 | 10 |
| 245 | 12 | 8 | 12 | 10 | 9 | 12 |
| 246 | 12 | 8 | 12 | 12 | 9 | 12 |
| 247 | 12 | 8 | 12 | 12 | 9 | 12 |
| 248 | 12 | 8 | 12 | 11 | 9 | 12 |
| 249 | 12 | 8 | 12 | 13 | 9 | 12 |
| 250 | 12 | 8 | 12 | 12 | 9 | 12 |
| 251 | 12 | 8 | 12 | 12 | 9 | 12 |
| 252 | 12 | 10 | 12 | 12 | 9 | 12 |
| 253 | 12 | 8 | 12 | 12 | 9 | 12 |
| 254 | 12 | 8 | 12 | 12 | 9 | 12 |
| 255 | 12 | 8 | 12 | 12 | 9 | 12 |
| 256 | 12 | 8 | 12 | 12 | 9 | 12 |

LAMPIRAN 3: Hasil Otput Spss Analisis Deskriptif Responden

Jenis_Kelamin

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|-----------------|-----------|---------|---------------|--------------------|
| Valid Laki-laki | 102 | 39.8 | 39.8 | 39.8 |
| Perempuan | 154 | 60.2 | 60.2 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

Usia

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------------------|-----------|---------|---------------|--------------------|
| Valid 15 - 25 tahun | 128 | 50.0 | 50.0 | 50.0 |
| 26 - 36 tahun | 83 | 32.4 | 32.4 | 82.4 |
| 37 - 47 tahun | 45 | 17.6 | 17.6 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

LAMPIRAN 4: hasil output spss uji deskriptif variabel

ANALISIS DESKRIPTIF VARIABEL X1

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|---------|----------------|
| X1.1 | 256 | 1.00 | 5.00 | 4.1367 | .70909 |
| X1.2 | 256 | 1.00 | 5.00 | 4.0742 | .73455 |
| X1.3 | 256 | 3.00 | 5.00 | 4.0664 | .76664 |
| X1 Total | 256 | 9.00 | 15.00 | 12.2773 | 1.65127 |
| Valid N (listwise) | 256 | | | | |

X1.1

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|------------|-----------|---------|---------------|--------------------|
| Valid 1.00 | 1 | .4 | .4 | .4 |
| 2.00 | 1 | .4 | .4 | .8 |
| 3.00 | 40 | 15.6 | 15.6 | 16.4 |
| 4.00 | 134 | 52.3 | 52.3 | 68.8 |
| 5.00 | 80 | 31.3 | 31.3 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

X1.2

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|------------|-----------|---------|---------------|--------------------|
| Valid 1.00 | 1 | .4 | .4 | .4 |
| 2.00 | 3 | 1.2 | 1.2 | 1.6 |
| 3.00 | 45 | 17.6 | 17.6 | 19.1 |
| 4.00 | 134 | 52.3 | 52.3 | 71.5 |
| 5.00 | 73 | 28.5 | 28.5 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

X1.3

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 3.00 | 67 | 26.2 | 26.2 | 26.2 |
| | 4.00 | 105 | 41.0 | 41.0 | 67.2 |
| | 5.00 | 84 | 32.8 | 32.8 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

ANALISIS DESKRIPTIF VARIABEL X2

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|--------|----------------|
| X2.1 | 256 | 1.00 | 5.00 | 4.0977 | .71004 |
| X2.2 | 256 | 1.00 | 5.00 | 4.1367 | .76239 |
| X2 Total | 256 | 3.00 | 10.00 | 8.2344 | 1.25860 |
| Valid N (listwise) | 256 | | | | |

X2.1

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 2 | .8 | .8 | .8 |
| | 3.00 | 41 | 16.0 | 16.0 | 16.8 |
| | 4.00 | 141 | 55.1 | 55.1 | 71.9 |
| | 5.00 | 72 | 28.1 | 28.1 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

X2.2

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 2 | .8 | .8 | .8 |
| | 2.00 | 4 | 1.6 | 1.6 | 2.3 |
| | 3.00 | 35 | 13.7 | 13.7 | 16.0 |
| | 4.00 | 131 | 51.2 | 51.2 | 67.2 |
| | 5.00 | 84 | 32.8 | 32.8 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

ANALISIS DESKRIPTIF VARIABEL X3

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|---------|----------------|
| X3.1 | 256 | 1.00 | 5.00 | 4.0625 | .77964 |
| X3.2 | 256 | 1.00 | 5.00 | 4.1016 | .80039 |
| X3.3 | 256 | 2.00 | 5.00 | 3.8906 | .79444 |
| X3 Total | 256 | 6.00 | 15.00 | 12.0547 | 1.77701 |
| Valid N (listwise) | 256 | | | | |

X3.1

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|------------|-----------|---------|---------------|--------------------|
| Valid 1.00 | 3 | 1.2 | 1.2 | 1.2 |
| 2.00 | 3 | 1.2 | 1.2 | 2.3 |
| 3.00 | 43 | 16.8 | 16.8 | 19.1 |
| 4.00 | 133 | 52.0 | 52.0 | 71.1 |
| 5.00 | 74 | 28.9 | 28.9 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

X3.2

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|------------|-----------|---------|---------------|--------------------|
| Valid 1.00 | 3 | 1.2 | 1.2 | 1.2 |
| 2.00 | 5 | 2.0 | 2.0 | 3.1 |
| 3.00 | 37 | 14.5 | 14.5 | 17.6 |
| 4.00 | 129 | 50.4 | 50.4 | 68.0 |
| 5.00 | 82 | 32.0 | 32.0 | 100.0 |
| Total | 256 | 100.0 | 100.0 | |

X3.3

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2.00 | 1 | .4 | .4 | .4 |
| | 3.00 | 93 | 36.3 | 36.3 | 36.7 |
| | 4.00 | 95 | 37.1 | 37.1 | 73.8 |
| | 5.00 | 67 | 26.2 | 26.2 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

ANALISIS DESKRIPTIF VARIABEL X4

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|---------|----------------|
| X4.1 | 256 | 1.00 | 5.00 | 3.9180 | .79033 |
| X4.2 | 256 | 2.00 | 5.00 | 4.0117 | .74876 |
| X4.3 | 256 | 1.00 | 5.00 | 3.9570 | .74762 |
| X4 Total | 256 | 7.00 | 15.00 | 11.8867 | 1.81250 |
| Valid N (listwise) | 256 | | | | |

X4.1

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 2 | .8 | .8 | .8 |
| | 2.00 | 7 | 2.7 | 2.7 | 3.5 |
| | 3.00 | 58 | 22.7 | 22.7 | 26.2 |
| | 4.00 | 132 | 51.6 | 51.6 | 77.7 |
| | 5.00 | 57 | 22.3 | 22.3 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

X4.2

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2.00 | 2 | .8 | .8 | .8 |
| | 3.00 | 64 | 25.0 | 25.0 | 25.8 |
| | 4.00 | 119 | 46.5 | 46.5 | 72.3 |
| | 5.00 | 71 | 27.7 | 27.7 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

X4.3

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 2 | .8 | .8 | .8 |
| | 2.00 | 4 | 1.6 | 1.6 | 2.3 |
| | 3.00 | 53 | 20.7 | 20.7 | 23.0 |
| | 4.00 | 141 | 55.1 | 55.1 | 78.1 |
| | 5.00 | 56 | 21.9 | 21.9 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

ANALISIS DESKRIPTIF VARIABEL X5

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|---------|----------------|
| X5.1 | 256 | 1.00 | 5.00 | 3.8789 | .79025 |
| X5.2 | 256 | 1.00 | 5.00 | 3.9141 | .76724 |
| X5.3 | 256 | 1.00 | 5.00 | 4.0313 | .81108 |
| X5 Total | 256 | 8.00 | 15.00 | 11.8242 | 1.77906 |
| Valid N (listwise) | 256 | | | | |

X5.1

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 1 | .4 | .4 | .4 |
| | 2.00 | 1 | .4 | .4 | .8 |
| | 3.00 | 88 | 34.4 | 34.4 | 35.2 |
| | 4.00 | 104 | 40.6 | 40.6 | 75.8 |
| | 5.00 | 62 | 24.2 | 24.2 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

X5.2

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 1 | .4 | .4 | .4 |
| | 2.00 | 5 | 2.0 | 2.0 | 2.3 |
| | 3.00 | 66 | 25.8 | 25.8 | 28.1 |
| | 4.00 | 127 | 49.6 | 49.6 | 77.7 |
| | 5.00 | 57 | 22.3 | 22.3 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

X5.3

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 3 | 1.2 | 1.2 | 1.2 |
| | 2.00 | 4 | 1.6 | 1.6 | 2.7 |
| | 3.00 | 50 | 19.5 | 19.5 | 22.3 |
| | 4.00 | 124 | 48.4 | 48.4 | 70.7 |
| | 5.00 | 75 | 29.3 | 29.3 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

ANALISIS DESKRIPTIF VARIABEL Y

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|-----|---------|---------|---------|----------------|
| Y.1 | 256 | 2.00 | 5.00 | 3.8555 | .69636 |
| Y.2 | 256 | 1.00 | 5.00 | 3.8906 | .74869 |
| Y.3 | 256 | 1.00 | 5.00 | 3.8945 | .71442 |
| Y Total | 256 | 5.00 | 15.00 | 11.6406 | 1.64845 |
| Valid N (listwise) | 256 | | | | |

Y.1

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2.00 | 1 | .4 | .4 | .4 |
| | 3.00 | 80 | 31.3 | 31.3 | 31.6 |
| | 4.00 | 130 | 50.8 | 50.8 | 82.4 |
| | 5.00 | 45 | 17.6 | 17.6 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

Y.2

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 4 | 1.6 | 1.6 | 1.6 |
| | 2.00 | 3 | 1.2 | 1.2 | 2.7 |
| | 3.00 | 54 | 21.1 | 21.1 | 23.8 |
| | 4.00 | 151 | 59.0 | 59.0 | 82.8 |
| | 5.00 | 44 | 17.2 | 17.2 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

Y.3

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1.00 | 2 | .8 | .8 | .8 |
| | 2.00 | 3 | 1.2 | 1.2 | 2.0 |
| | 3.00 | 59 | 23.0 | 23.0 | 25.0 |
| | 4.00 | 148 | 57.8 | 57.8 | 82.8 |
| | 5.00 | 44 | 17.2 | 17.2 | 100.0 |
| | Total | 256 | 100.0 | 100.0 | |

LAMPIRAN 5: hasil output spss uji validitas

VARIABEL X1

| | | X1.1 | X1.2 | X1.3 | X1 Total |
|----------|---------------------|--------|--------|--------|----------|
| X1.1 | Pearson Correlation | 1 | .477** | .322** | .791** |
| | Sig. (2-tailed) | | .000 | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X1.2 | Pearson Correlation | .477** | 1 | .221** | .752** |
| | Sig. (2-tailed) | .000 | | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X1.3 | Pearson Correlation | .322** | .221** | 1 | .701** |
| | Sig. (2-tailed) | .000 | .000 | | .000 |
| | N | 256 | 256 | 256 | 256 |
| X1 Total | Pearson Correlation | .791** | .752** | .701** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 256 | 256 | 256 | 256 |

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

VARIABEL X2

| | | X2.1 | X2.2 | X2 Total |
|----------|---------------------|--------|--------|----------|
| X2.1 | Pearson Correlation | 1 | .461** | .843** |
| | Sig. (2-tailed) | | .000 | .000 |
| | N | 256 | 256 | 256 |
| X2.2 | Pearson Correlation | .461** | 1 | .866** |
| | Sig. (2-tailed) | .000 | | .000 |
| | N | 256 | 256 | 256 |
| X2 Total | Pearson Correlation | .843** | .866** | 1 |
| | Sig. (2-tailed) | .000 | .000 | |
| | N | 256 | 256 | 256 |

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

VARIABEL X3

Correlations

| | | X3.1 | X3.2 | X3.3 | X3 Total |
|----------|---------------------|--------|--------|--------|----------|
| X3.1 | Pearson Correlation | 1 | .543** | .226** | .784** |
| | Sig. (2-tailed) | | .000 | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X3.2 | Pearson Correlation | .543** | 1 | .252** | .801** |
| | Sig. (2-tailed) | .000 | | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X3.3 | Pearson Correlation | .226** | .252** | 1 | .660** |
| | Sig. (2-tailed) | .000 | .000 | | .000 |
| | N | 256 | 256 | 256 | 256 |
| X3 Total | Pearson Correlation | .784** | .801** | .660** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 256 | 256 | 256 | 256 |

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

VARIABEL X4

Correlations

| | | X4.1 | X4.2 | X4.3 | X4 Total |
|----------|---------------------|--------|--------|--------|----------|
| X4.1 | Pearson Correlation | 1 | .306** | .684** | .845** |
| | Sig. (2-tailed) | | .000 | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X4.2 | Pearson Correlation | .306** | 1 | .330** | .683** |
| | Sig. (2-tailed) | .000 | | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X4.3 | Pearson Correlation | .684** | .330** | 1 | .847** |
| | Sig. (2-tailed) | .000 | .000 | | .000 |
| | N | 256 | 256 | 256 | 256 |
| X4 Total | Pearson Correlation | .845** | .683** | .847** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 256 | 256 | 256 | 256 |

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

VARIABEL X5

Correlations

| | | X5.1 | X5.2 | X5.3 | X5 Total |
|----------|---------------------|--------|--------|--------|----------|
| X5.1 | Pearson Correlation | 1 | .274** | .306** | .702** |
| | Sig. (2-tailed) | | .000 | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X5.2 | Pearson Correlation | .274** | 1 | .458** | .762** |
| | Sig. (2-tailed) | .000 | | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| X5.3 | Pearson Correlation | .306** | .458** | 1 | .789** |
| | Sig. (2-tailed) | .000 | .000 | | .000 |
| | N | 256 | 256 | 256 | 256 |
| X5 Total | Pearson Correlation | .702** | .762** | .789** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 256 | 256 | 256 | 256 |

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

VARIABEL Y

Correlations

| | | Y.1 | Y.2 | Y.3 | Y Total |
|---------|---------------------|--------|--------|--------|---------|
| Y.1 | Pearson Correlation | 1 | .240** | .214** | .624** |
| | Sig. (2-tailed) | | .000 | .001 | .000 |
| | N | 256 | 256 | 256 | 256 |
| Y.2 | Pearson Correlation | .240** | 1 | .653** | .839** |
| | Sig. (2-tailed) | .000 | | .000 | .000 |
| | N | 256 | 256 | 256 | 256 |
| Y.3 | Pearson Correlation | .214** | .653** | 1 | .820** |
| | Sig. (2-tailed) | .001 | .000 | | .000 |
| | N | 256 | 256 | 256 | 256 |
| Y Total | Pearson Correlation | .624** | .839** | .820** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 256 | 256 | 256 | 256 |

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

LAMPIRAN 6: hasil output spss uji reliabilitas

VARIABEL X1

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .603 | 3 |

VARIABEL X2

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .630 | 2 |

VARIABEL X3

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .607 | 3 |

VARIABEL X4

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .704 | 3 |

VARIABEL X5

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .613 | 3 |

VARIABEL Y

Reliability Statistics

| Cronbach's Alpha | N of Items |
|---------------------|------------|
| .641 | 3 |

LAMPIRAN 7: hasil output spss uji asumsi klasik

1. Hasil Uji Normalitas

| | | Unstandardized Residual |
|----------------------------------|----------------|-------------------------|
| N | | 256 |
| Normal Parameters ^{a,b} | Mean | .0000000 |
| | Std. Deviation | 1.49028203 |
| Most Extreme Differences | Absolute | .058 |
| | Positive | .053 |
| | Negative | -.058 |
| Kolmogorov-Smirnov Z | | .928 |
| Asymp. Sig. (2-tailed) | | .355 |

a. Test distribution is Normal.

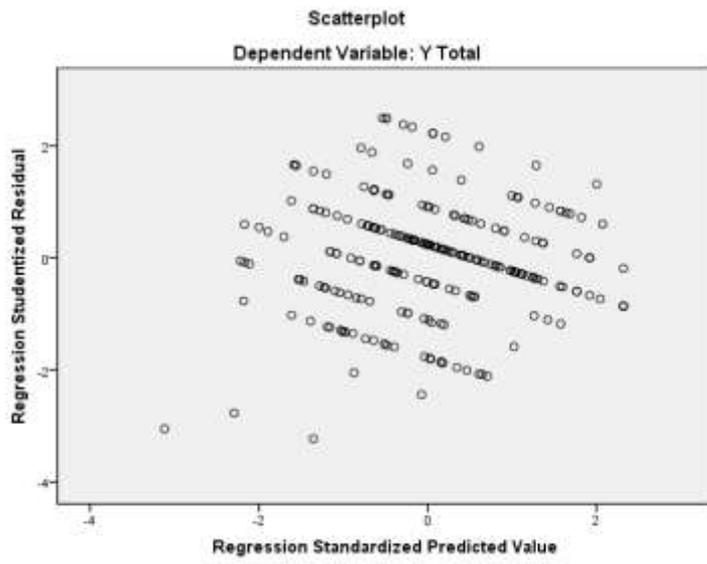
b. Calculated from data.

2. Hasil Uji Multikolinearitas

| Model | | Collinearity Statistics | |
|-------|----------|-------------------------|-------|
| | | Tolerance | VIF |
| 1 | X1 Total | .923 | 1.083 |
| | X2 Total | .890 | 1.123 |
| | X3 Total | .903 | 1.107 |
| | X4 Total | .824 | 1.214 |
| | X5 Total | .899 | 1.113 |

a. Dependent Variable: Y Total

3. Hasil Uji Heterokedastisitas



LAMPIRAN 8: hasil output spss uji regresi linear berganda dan uji t
Hasil Uji Analisis Regresi Berganda dan Uji t Parsial

| Coefficients ^a | | | | | | |
|---------------------------|------------|-----------------------------|------------|---------------------------|-------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 5.184 | 1.114 | | 4.653 | .000 |
| | X1 Total | .175 | .059 | .175 | 2.940 | .004 |
| | X2 Total | .194 | .079 | .148 | 2.448 | .015 |
| | X3 Total | .279 | .056 | .301 | 5.005 | .000 |
| | X4 Total | -.053 | .057 | -.059 | -.933 | .352 |
| | X5 Total | -.002 | .056 | -.002 | -.028 | .977 |

a. Dependent Variable: Y Total

LAMPIRAN 9: hasil output spss uji f

Uji F Simultan

| ANOVA ^b | | | | | | |
|--------------------|------------|----------------|-----|-------------|--------|-------------------|
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 126.598 | 5 | 25.320 | 11.177 | .000 ^a |
| | Residual | 566.340 | 250 | 2.265 | | |
| | Total | 692.938 | 255 | | | |

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

b. Dependent Variable: Y Total

LAMPIRAN 10: hasil output spss uji koefisien determinasi

Hasil Uji Koefisien Determinasi

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | .427 ^a | .183 | .166 | 1.50511 |

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