

No.	Penjualan Bulan	Nilai Penjualan (x Rp. 1.000,-)	Biaya Presentasi (x Rp. 1.000,-)	Biaya Lobi (x Rp. 1.000,-)	Dummy Penjualan Nop - Des	Persentase Penjualan ke PLN (x Rp. 1.000,-)
1.	Agustus 1998	5000	0	0	0	42
2.	September 1998	270330	0	0	0	82
3.	Oktober 1998	59625	97	0	0	54
4.	Nopember 1998	92236	163	0	1	87
5.	Desember 1998	41406	267	0	1	90
6.	Januari 1999	2300	350	282	1	60
7.	Pebruari 1999	91658	717	0	0	76
8.	Maret 1999	12344	270	0	0	34
9.	April 1999	20128	808	0	0	41
10.	Mei 1999	90755	378	0	0	87
11.	Juni 1999	164618	638	0	0	90
12.	Juli 1999	25000	344	0	0	35
13.	Agustus 1999	353344	554	578	0	90
14.	September 1999	22160	779	0	0	78
15.	Oktober 1999	31875	500	102	0	34
16.	Nopember 1999	497138	385	0	1	96
17.	Desember 1999	57457	939	0	1	84
18.	Januari 2000	46852	354	0	1	75
19.	Pebruari 2000	82411	344	0	0	45
20.	Maret 2000	47834	660	67	0	35
21.	April 2000	23822	1107	0	0	25
22.	Mei 2000	187354	752	0	0	92
23.	Juni 2000	59565	944	70	0	76
24.	Juli 2000	84404	1064	804	0	81
25.	Agustus 2000	60358	855	0	0	73
26.	September 2000	77004	590	540	0	79
27.	Oktober 2000	62000	807	0	0	24
28.	Nopember 2000	220029	747	0	1	63
29.	Desember 2000	274740	619	884	1	89
30.	Januari 2001	178419	1366	1812	1	59
31.	Pebruari 2001	30500	560	0	0	49
32.	Maret 2001	15380	666	95	0	40
33.	April 2001	165025	575	0	0	80
34.	Mei 2001	18366	738	0	0	37
35.	Juni 2001	126635	647	307	0	78
36.	Juli 2001	87400	649	1224	0	80
37.	Agustus 2001	11500	761	0	0	41
38.	September 2001	7192	461	0	0	26

No.	Penjualan Bulan	Nilai Penjualan (x Rp. 1.000,-)	Biaya Presentasi (x Rp. 1.000,-)	Biaya Lobi (x Rp. 1.000,-)	Dummy Penjualan Nop - Des	Persentase Penjualan ke PLN (x Rp. 1.000,-)
39.	Oktober 2001	99693	1564	0	0	74
40.	Nopember 2001	117132	1121	3525	1	67
41.	Desember 2001	267294	2137	204	1	96
42.	Januari 2002	51500	790	287	1	51
43.	Pebruari 2002	320584	1624	62	0	61
44.	Maret 2002	113718	642	832	0	60
45.	April 2002	113300	2230	585	0	66
46.	Mei 2002	168426	995	3606	0	70
47.	Juni 2002	325279	4630	1752	0	78
48.	Juli 2002	46859	3146	1741	0	42
49.	Agustus 2002	318300	2626	2091	0	39
50.	September 2002	158998	1915	2349	0	42
51.	Oktober 2002	1379309	3114	4398	0	69
52.	Nopember 2002	2062798	5268	1723	1	78
53.	Desember 2002	1258527	5140	2018	1	96
54.	Januari 2003	818385	1723	1041	1	89
55.	Peberuari 2003	805805	2352	1002	0	69
56.	Maret 2003	132375	5702	2112	0	59
57.	April 2003	99966	3622	349	0	56
58.	Mei 2003	241047	2454	1774	0	72
59.	Juni 2003	343332	6584	1969	0	79
60.	Juli 2003	532508	2826	5741	0	71
61.	Agustus 2003	393498	2628	1234	0	45
62.	September 2003	628971	2099	5469	0	82
63.	Oktober 2003	925524	4465	2118	0	91
64.	Nopember 2003	1345558	4690	712	1	76
65.	Desember 2003	1075091	5008	949	1	95
66.	Januari 2004	2105273	5775	2116	1	71
67.	Pebruari 2004	294602	3503	3714	0	41
68.	Maret 2004	325234	7963	4494	0	44
69.	April 2004	328510	5965	6252	0	42
70.	Mei 2004	501750	1530	5485	0	37
71.	Juni 2004	776437	3082	8693	0	63
72.	Juli 2004	1087010	4373	7093	0	65
73.	Agustus 2004	594360	6261	5327	0	29
74.	September 2004	1319340	7128	838	0	89
75.	Oktober 2004	1201151	7992	4900	0	81
76.	Nopember 2004	942572	5039	9511	1	72

No.	Penjualan Bulan	Nilai Penjualan (x Rp. 1.000,-)	Biaya Presentasi (x Rp. 1.000,-)	Biaya Lobi (x Rp. 1.000,-)	Dummy Penjualan Nop - Des	Persentase Penjualan ke PLN (x Rp. 1.000,-)
77.	Desember 2004	2332606	2927	9023	1	92
78.	Januari 2005	1029128	6338	505	1	76
79.	Pebruari 2005	954772	3058	6112	0	40
80.	Maret 2005	710003	9936	5453	0	75
81.	April 2005	1273315	8203	8852	0	80
82.	Mei 2005	785501	2868	7792	0	47
83.	Juni 2005	740758	9371	3162	0	43
84.	Juli 2005	717169	8351	5113	0	54
85.	Agustus 2005	236454	6806	1545	0	25
86.	September 2005	810423	7530	3955	0	65
87.	Oktober 2005	932551	7484	7945	0	88
88.	Nopember 2005	752125	3406	5562	1	64
89.	Desember 2005	1905885	7536	9857	1	93
90.	Januari 2006	1650408	3551	6237	1	89
91.	Pebruari 2006	653015	7187	5816	0	65
92.	Maret 2006	881948	7446	5487	0	56
93.	April 2006	387214	8116	3755	0	67
94.	Mei 2006	1082556	9017	7991	0	65
95.	Juni 2006	437410	5620	4133	0	45
96.	Juli 2006	592157	6972	4870	0	51
97.	Agustus 2006	384659	7178	9898	0	48
98.	September 2006	699695	7378	6543	0	37
99.	Oktober 2006	1009900	6735	3670	0	52
100.	Nopember 2006	1237359	5811	6901	1	79
101.	Desember 2006	1724713	4088	5236	1	91
102.	Januari 2007	2650008	7039	8891	1	89
103.	Pebruari 2007	973370	7400	5236	0	37
104.	Maret 2007	664496	6738	5656	0	28
105.	April 2007	706742	9077	6586	0	43
106.	Mei 2007	1170928	9931	8495	0	45
107.	Juni 2007	1200009	12144	6179	0	67
108.	Juli 2007	938727	9314	7135	0	28
109.	Agustus 2007	606989	10457	6313	0	27
110.	September 2007	580477	7482	6552	0	39
111.	Oktober 2007	1797351	8422	6327	0	65
112.	Nopember 2007	1445350	7515	7531	1	87
113.	Desember 2007	2616396	9079	8593	1	96

REGRESSION

```

/MISSING LISTWISE
/STATISTICS COEFF OUTS R ANOVA
/CRITERIA=PIN(.05) POUT(.10)
/NOORIGIN
/DEPENDENT Jual
/METHOD=ENTER Presentasi Lobi NopDesJan PLN
/RESIDUALS DURBIN .

```

Regression

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Variables Entered/Removed^d

Model	Variables Entered	Variables Removed	Method
1	Persentase Penjualan ke PLN, Biaya Lobi, Penjualan Nop s/d Jan, Biaya Presentasi ^a	.	Enter

a. All requested variables entered.

b. Dependent Variable: Penjualan

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	,821 ^a	,673	,661	354630,625	1,598

a. Predictors: (Constant), Persentase Penjualan ke PLN, Biaya Lobi, Penjualan Nop s/d Jan, Biaya Presentasi

b. Dependent Variable: Penjualan

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2,8E+013	4	6,997E+012	55,635	,000 ^a
	Residual	1,4E+013	108	1,258E+011		
	Total	4,2E+013	112			

a. Predictors: (Constant), Persentase Penjualan ke PLN, Biaya Lobi, Penjualan Nop s/d Jan, Biaya Presentasi

b. Dependent Variable: Penjualan

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-452511	121008,7		-3,739	,000
	Biaya Presentasi	69,957	15,137	,369	4,621	,000
	Biaya Lobi	75,729	15,698	,385	4,824	,000
	Penjualan Nop s/d Jan	393240,6	88757,917	,283	4,430	,000
	Persentase Penjualan ke PLN	7024,209	1842,734	,242	3,812	,000

a. Dependent Variable: Penjualan

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	-237630	1900904	589351,75	499888,175	113
Residual	-751691	1101610	,000	348240,361	113
Std. Predicted Value	-1,654	2,624	,000	1,000	113
Std. Residual	-2,120	3,106	,000	,982	113

a. Dependent Variable: Penjualan

DESCRIPTIVES

VARIABLES=Jual Presentasi Lobi NopDesJan PLN
/STATISTICS=MEAN STDDEV MIN MAX .

Descriptives

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Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Penjualan	113	2300	2650008	589351,75	609228,641
Biaya Presentasi	113	0	12144	3802,37	3214,703
Biaya Lobi	113	0	9898	3041,92	3093,771
Penjualan Nop s/d Jan	113	0	1	,26	,439
Persentase Penjualan ke PLN	113	24	96	63,29	20,997
Valid N (listwise)	113				

CORRELATIONS

/VARIABLES=Presentasi Lobi NopDesJan PLN
 /PRINT=TWOTAIL NOSIG
 /MISSING=PAIRWISE .

Correlations

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Correlations

		Biaya Presentasi	Biaya Lobi	Penjualan Nop s/d Jan	Persentase Penjualan ke PLN
Biaya Presentasi	Pearson Correlation	1	,719**	-,070	-,068
	Sig. (2-tailed)		,000	,460	,473
	N	113	113	113	113
Biaya Lobi	Pearson Correlation	,719**	1	,034	-,015
	Sig. (2-tailed)	,000		,720	,879
	N	113	113	113	113
Penjualan Nop s/d Jan	Pearson Correlation	-,070	,034	1	,499**
	Sig. (2-tailed)	,460	,720		,000
	N	113	113	113	113
Persentase Penjualan ke PLN	Pearson Correlation	-,068	-,015	,499**	1
	Sig. (2-tailed)	,473	,879	,000	
	N	113	113	113	113

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

NPAR TESTS

/K-S(NORMAL)= Jual Presentasi Lobi NopDesJan PLN
 /MISSING ANALYSIS.

NPar Tests

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One-Sample Kolmogorov-Smirnov Test

		Penjualan	Biaya Presentasi	Biaya Lobi	Penjualan Nop s/d Jan	Persentase Penjualan ke PLN
N		113	113	113	113	113
Normal Parameters ^{a,b}	Mean	589351,75	3802,37	3041,92	,26	63,29
	Std. Deviation	609228,6	3214,703	3093,771	,439	20,997
Most Extreme Differences	Absolute	,168	,161	,175	,464	,109
	Positive	,157	,161	,175	,464	,109
	Negative	-,168	-,118	-,163	-,279	-,092
Kolmogorov-Smirnov Z		1,782	1,709	1,859	4,933	1,159
Asymp. Sig. (2-tailed)		,003	,006	,002	,000	,136

a. Test distribution is Normal.

b. Calculated from data.