

Lampiran 1 Kuesioner Penelitian**KUESIONER PENELITIAN**

Judul Penelitian

“Faktor-Faktor yang Mempengaruhi Niat Membeli Produk Asuransi Jiwa
Sinarmas di Kota Tangerang”

I. Pengantar

Rekan-rekan responden yang terhormat,

Bersama ini saya sampaikan daftar pertanyaan (kuesioner) kepada anda, berkaitan dengan judul penelitian di atas, sebagai penelitian tesis saya, mahasiswa S-2, Universitas Esa Unggul, Jakarta. Saya memohon bantuan kesediaan anda meluangkan waktu untuk mengisi kuesioner di bawah ini. Saya akan menjaga kerahasiaan data yang anda berikan, karena jawaban tersebut hanya sebagai bahan penelitian ilmiah, tidak untuk dipublikasikan, dan bukan pula untuk kepentingan komersial. Atas kesediaan anda memberikan jawaban dengan lengkap, sungguh saya sangat senang dan saya ucapkan terima kasih atas bantuan anda.

Peneliti

Bahtiar Alamsyah

Lampiran 1 Kuesioner Penelitian (lanjutan)

II. Cara Mengisi Jawaban

1. Mohon Anda mengisi data dengan lengkap (tidak ada yang terlewat), karena data yang tidak lengkap tidak bisa diproses dalam pengolahan data
2. Untuk pertanyaan tertutup, Anda memberikan tanda silang (X) pada kolom jawaban yang Anda pilih.
3. Tidak ada jawaban benar atau salah, Anda bebas memberikan jawaban
4. Untuk pertanyaan terbuka, Anda memberikan jawaban dengan menggunakan huruf cetak

III. Daftar Pertanyaan

Hari/ Tanggal :

Nomor kuesioner:

(diisi oleh petugas surveyor)

Data Responden

1. Nama :
2. Alamat :
3. Usia: 17-25 tahun 36-45 tahun 55-65 tahun
 26-35 tahun 46-54 tahun 66-85 tahun
4. Status Pernikahan: Belum menikah
 Menikah
 Janda/duda (cerai)
 Janda/duda (ditinggal mati oleh suami/istri)
5. Pekerjaan: Pegawai Negeri Sipil/TNI/Polri Profesional
 Pegawai Swasta Investor
 Wiraswasta Lainnya
6. Pendidikan formal Anda terakhir: SD S2
 SLTP S3
 SLTA Lainnya.....
 D3/D4
 S1
7. Jumlah Kendaraan Roda Empat yang Dimiliki: 1 2
 3 4 atau lebih

Lampiran 1 Kuesioner Penelitian (Lanjutan)

PETUNJUK PENGISIAN

Silahkan anda pilih jawaban yang menurut anda paling sesuai dengan kondisi yang ada, dengan cara melingkari angka pada pilihan jawaban yang tersedia.

Keterangan :

- 1 = Sangat Tidak Setuju
- 2 = Tidak Setuju
- 3 = Ragu-ragu

4 = Setuju

5 = Sangat Setuju

INDIKATOR	JAWABAN				
Motivasi Pembelian (X_1)					
1. Saya membeli produk asuransi jiwa Sinarmas untuk menabung.	1	2	3	4	5
2. Saya membeli produk asuransi jiwa Sinarmas untuk berinvestasi.	1	2	3	4	5
3. Untuk menghindari resiko, saya membeli produk asuransi jiwa Sinarmas.	1	2	3	4	5
Sikap Konsumen (X_2)					
4. Asuransi jiwa Sinarmas memberikan uang pertanggungan bagi ahli waris apabila pemegang polis meninggal dunia.	1	2	3	4	5
5. Asuransi jiwa Sinarmas memberikan uang pertanggungan apabila terjadi kecelakaan.	1	2	3	4	5
6. Asuransi jiwa Sinarmas memberikan rasa aman ketika pemegang polis meninggal dunia.	1	2	3	4	5
7. Asuransi jiwa Sinarmas memberikan uang pertanggungan disaat pemegang polis mengalami sakit kritis.	1	2	3	4	5
8. Asuransi jiwa Sinarmas dapat mengurangi risiko-risiko.	1	2	3	4	5
9. Asuransi jiwa Sinarmas membantu pemegang polis menabung demi masa depannya sendiri.	1	2	3	4	5
10. Asuransi jiwa Sinarmas membantu pemegang polis menabung untuk jangka panjang.	1	2	3	4	5
11. Asuransi jiwa Sinarmas membantu pemegang polis supaya tidak mengandalkan uang pensiun yang diberikan pemerintah pada saat sudah tua.	1	2	3	4	5
12. Asuransi jiwa Sinarmas memungkinkan nasabah untuk mendapatkan keuntungan yang lebih besar di masa yang akan datang.	1	2	3	4	5
13. Asuransi jiwa Sinarmas merupakan bentuk investasi yang	1	2	3	4	5

INDIKATOR	JAWABAN				
bebas dari pajak.					
14. Asuransi jiwa Sinarmas memberikan rasa aman baik bagi individu maupun perusahaan.	1	2	3	4	5
15. Asuransi jiwa Sinarmas merupakan perusahaan asuransi jiwa terpercaya.	1	2	3	4	5
16. Asuransi jiwa Sinarmas selalu menjaga hubungan dengan konsumen.	1	2	3	4	5
17. Produk asuransi jiwa Sinarmas tidak mahal.	1	2	3	4	5
18. Membeli produk asuransi jiwa Sinarmas akan berdampak baik terhadap nilai uang.	1	2	3	4	5
19. Membeli Produk asuransi jiwa Sinarmas harganya terjangkau	1	2	3	4	5
20. Ketika saya menjadi nasabah asuransi jiwa Sinarmas, saya merasa tidak baik.	1	2	3	4	5
21. Ketika saya menjadi nasabah asuransi jiwa Sinarmas, saya merasa bodoh					
22. Ketika saya menjadi nasabah asuransi jiwa Sinarmas, saya merasa tidak berguna.	1	2	3	4	5
<i>Kepercayaan Konsumen (X₃)</i>					
23. Saya percaya dengan pegawai asuransi jiwa Sinarmas.	1	2	3	4	5
24. Saya memiliki kepercayaan terhadap produk asuransi jiwa Sinarmas.	1	2	3	4	5
25. Saya percaya tidak akan ada penyalahgunaan dana asuransi jiwa Sinarmas .	1	2	3	4	5
26. Saya tidak keberatan membeli asuransi jiwa dari Sinarmas.	1	2	3	4	5
27. Saya percaya bahwa asuransi jiwa Sinarmas akan memenuhi semua klaim nasabah.	1	2	3	4	5
<i>Kesadaran Merek (X₄)</i>					
28. Saya tahu produk asuransi jiwa Sinarmas dari iklan.	1	2	3	4	5
29. Saya dapat mengenali produk asuransi jiwa Sinarmas,	1	2	3	4	5

INDIKATOR	JAWABAN				
dibandingkan dengan Produk asuransi jiwa lainnya yang muncul di iklan.					
30. Saya mengetahui manfaat dari asuransi jiwa Sinarmas.	1	2	3	4	5
31. Beberapa manfaat dari produk asuransi jiwa Sinarmas, yang muncul diiklan mudah diingat secara cepat di otak saya.	1	2	3	4	5
32. Saya dengan cepat dapat mengingat logo dari asuransi jiwa Sinarmas yang muncul diiklan,	1	2	3	4	5
<i>Niat Membeli Produk Asuransi Jiwa Sinarmas (Y)</i>					
33. Saya senang membayar premi asuransi jiwa Sinarmas.	1	2	3	4	5
34. Saya akan bahagia apabila memiliki perlindungan asuransi jiwa Sinarmas.	1	2	3	4	5
35. Tanpa banyak pertimbangan, saya akan membeli produk asuransi jiwa Sinarmas.	1	2	3	4	5

Tangerang,/..... / 2015

Saya responden,

.....

(Tanda tangan)

Lampiran 2 Data Demografi Pre Test

Data Demografi Pre Test

NO	Usia	Pernikahan	Pekerjaan	Pendidikan	Kendaraan
1	2	2	2	5	2
2	1	1	2	4	1
3	2	2	2	5	1
4	2	2	2	6	1
5	2	2	2	5	1
6	2	2	2	6	1
7	2	2	2	5	1

8	2	2	1	5	2
9	2	1	2	5	1
10	2	2	3	4	2
11	1	1	2	3	1
12	2	1	1	5	1
13	2	2	2	5	2
14	1	1	2	4	1
15	2	2	2	5	1
16	2	2	2	6	1
17	2	2	2	5	1
18	2	2	1	5	2
19	2	1	2	5	1
20	2	2	3	4	2
21	1	1	2	3	1
22	5	2	3	3	2
23	6	4	6	3	1
24	2	1	1	5	1
25	2	2	2	5	2
26	1	1	2	4	1
27	2	2	2	5	1
28	2	2	2	6	1
29	2	2	2	5	1
30	2	2	2	5	1

Lampiran 3 Data Variabel Pre Test

Data Variabel Pre Test

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

Lampiran 4 Data Demografi

DATA DEMOGRAFI

NO	Usia	Pernikahan	Pekerjaan	Pendidikan	Kendaraan
1	2	2	2	5	1

2	2	2	2	5	1
3	2	2	1	5	1
4	5	2	3	3	2
5	6	4	6	3	1
6	2	1	1	5	1
7	2	2	2	5	2
8	2	2	2	5	2
9	1	1	2	4	1
10	2	2	2	5	1
11	2	2	2	6	1
12	2	2	2	5	1
13	2	2	1	5	2
14	2	2	2	5	2
15	1	1	2	4	1
16	2	2	2	5	1
17	2	2	2	6	1
18	2	2	2	5	1
19	2	2	1	5	2
20	2	1	2	5	1
21	2	2	3	4	2
22	1	1	2	3	1
23	3	2	4	6	1
24	1	1	2	3	1
25	3	2	4	6	1
26	4	2	6	3	2
27	5	3	3	4	2
28	2	2	2	5	3
29	6	2	6	3	1
30	2	2	2	5	2
31	2	2	2	6	1
32	2	2	2	5	1
33	2	2	1	5	2
34	2	1	2	5	1
35	2	2	3	4	2
36	1	1	2	3	1
37	3	2	4	6	1
38	6	4	6	3	1

Lampiran 4 Data Demografi (lanjutan)

NO	Usia	Pernikahan	Pekerjaan	Pendidikan	Kendaraan
39	2	1	1	5	1
40	2	2	2	5	2

41	1	1	2	4	1
42	2	2	2	5	1
43	2	2	2	6	1
44	2	2	2	5	1
45	2	2	1	5	2
46	2	1	2	5	1
47	2	2	3	4	2
48	1	1	2	3	1
49	3	2	4	6	1
50	4	3	4	6	3
51	2	2	2	5	1
52	2	2	2	5	1
53	2	2	1	5	1
54	5	2	3	3	2
55	6	4	6	3	1
56	2	1	1	5	1
57	2	2	2	5	2
58	1	1	2	4	1
59	2	2	2	5	1
60	2	2	2	6	1
61	2	2	2	5	1
62	2	2	1	5	1
63	5	2	3	3	2
64	6	4	6	3	1
65	2	1	1	5	1
66	2	2	2	5	2
67	1	1	2	4	1
68	3	2	3	5	2
69	3	2	4	6	3
70	4	3	4	6	3
71	3	2	2	5	2
72	2	2	2	6	1
73	2	2	2	5	1
74	2	2	1	5	2
75	2	1	2	5	1
76	2	2	3	4	2
77	1	1	2	3	1
78	3	2	4	6	1
79	2	2	2	5	1

Lampiran 4 Data Demografi (lanjutan)

NO	Usia	Pernikahan	Pekerjaan	Pendidikan	Kendaraan
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80	2	2	2	5	1
81	2	2	1	5	1
82	5	2	3	3	2
83	6	4	6	3	1
84	2	1	1	5	1
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87	2	2	2	5	1
88	2	2	2	6	1
89	2	2	2	5	2
90	1	1	2	4	1
91	2	2	2	5	1
92	2	2	2	6	1
93	2	2	2	5	1
94	2	2	1	5	2
95	2	1	2	5	1
96	2	2	3	4	2
97	1	1	2	3	1
98	3	2	4	6	1
99	6	4	6	3	1
100	2	1	1	5	1

Lampiran 5 Data Variabel**DATA VARIABEL**

NO	X1			X2																			X3					X4				Y			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35
1	4	4	4	4	4	4	4	4	4	4	4	4	3	4	3	3	3	3	3	2	2	2	3	3	4	3	4	4	4	4	3	4	4	3	
2	4	5	5	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	3	2	2	2	4	4	4	3	4	4	4	4	4	3	4	4	3
3	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	4	5	5	4	5	5	5	5	5	4	5	5	5
4	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	5	5	5	5	5	5	5	5	5	5	5	5	5
5	5	5	5	5	5	5	5	4	5	5	5	5	4	4	4	4	4	4	4	1	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4
6	5	5	5	5	5	5	5	4	5	5	5	5	4	4	4	4	4	4	1	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4
7	4	5	5	4	5	5	5	4	4	4	4	4	5	5	4	4	4	4	2	2	2	5	4	4	4	4	4	5	5	5	5	5	4	4	4
8	5	5	5	5	5	5	5	4	4	4	4	4	4	4	5	4	4	4	2	2	2	4	5	5	4	4	5	4	4	4	4	4	5	4	4
9	5	4	4	5	5	5	5	4	5	4	4	4	4	4	5	4	4	4	5	2	2	2	5	4	4	4	4	5	5	5	5	4	4	5	5
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18	4	4	4	4	4	4	4	3	4	4	3	3	3	3	4	3	3	3	2	2	2	2	3	3	4	3	4	3	4	4	4	3	3	3	
19	4	4	4	4	4	4	4	3	4	4	3	3	3	3	4	3	3	3	2	2	2	2	3	3	4	3	4	3	4	4	4	3	3	3	
20	4	4	4	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	2	2	2	4	4	4	4	4	4	4	4	4	4	4	4	4	
21	4	4	4	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	2	2	2	4	4	4	4	4	4	4	4	4	4	4	4	4	4
22	4	4	4	4	4	4	4	4	4	4	4	4	3	4	3	3	3	3	2	2	2	2	3	3	4	3	4	4	4	4	4	3	4	4	3
23	4	5	5	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	4	4	4	3	4	4	4	4	4	4	3	4	4	3
24	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	4	5	5	4	5	5	5	5	5	4	5	5	5	
25	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	5	5	5	5	5	5	5	5	5	5	5	5	5	
26	4	4	3	4	4	3	3	4	3	3	3	3	3	3	3	3	3	3	2	2	2	2	3	3	4	3	4	3	3	3	3	3	3	3	
27	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	2	2	2	4	4	4	4	4	4	4	4	4	4	4	4	4	
28	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	2	2	2	5	5	5	5	5	5	5	5	5	5	5	5	5	
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32	5	5	5	5	5	5	5	4	5	5	5	5	4	4	4	4	4	4	1	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4	
33	4	5	5	4	5	5	5	4	4	4	4	4	5	5	4	4	4	4	2	2	2	5	4	4	4	4	4	5	5	5	5	4	4	4	
34	5	5	5	5	5	5	5	4	4	4	4	4	4	4	5	4	4	4	2	2	2	4	5	5	4	4	5	4	4	4	4	5	4	4	
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37	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	4	3	4	4	4
38	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	4	3	4	4	4
39	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	4	3
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41	4	4	3	4	4	3	3	4	3	3	3	3	3	3	3	3	3	3	2	2	2	2	3	3	4	3	4	3	3	3	3	3	3	3	
42	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4	4	
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44	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	4	3	4	4	4
45	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3
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50	4	4	4	4	4	4	4	3	4	4	3	3	3	3	4	3	3	3	3	2	2	2	3	3	4	3	4	3	4	4	3	3	3	3	

Lampiran 5 Data Variabel (lanjutan)

NO	X1			X2																		X3					X4					Y				
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	
51	4	4	4	4	4	4	4	3	4	4	3	3	3	3	4	3	3	3	2	2	2	3	3	4	3	4	3	4	4	4	4	3	3	3	3	
52	4	4	4	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	2	2	2	4	4	4	4	4	4	4	4	4	4	4	4	4	4	
53	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	4	5	5	5	4	4	4	4	
54	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	4	3	4	4	4	
55	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4		
56	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3		
57	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	4	3		
58	4	4	3	4	4	3	3	4	3	3	3	3	3	3	3	3	3	3	2	2	2	3	3	4	3	4	3	3	3	3	3	3	3	3		
59	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	4	5	5	5	4	4	4		
60	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4		
61	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4		
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64	4	4	4	4	4	4	4	4	4	4	4	3	4	3	3	3	3	3	2	2	2	3	3	4	3	4	4	4	4	3	4	4	3	4		
65	4	5	5	4	4	4	4	4	4	4	4	4	4	4	4	3	4	3	2	2	2	4	4	4	3	4	4	4	4	3	4	4	3			
66	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	4	5	5	4	5	5	5	5	5	4	5	5			
67	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	5	1	1	1	5	5	5	5	5	5	5	5	5	5	5	5			
68	5	5	5	5	5	5	4	5	5	5	5	4	4	4	4	4	4	4	1	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4		
69	5	5	5	5	5	5	4	5	5	5	5	4	4	4	4	4	4	4	1	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4		
70	4	5	5	4	5	5	5	4	4	4	4	4	5	5	4	4	4	4	2	2	2	5	4	4	4	4	4	4	5	5	5	4	4	4		
71	5	5	5	5	5	5	5	4	4	4	4	4	4	4	5	4	4	4	2	2	2	4	5	5	4	4	5	4	4	4	5	4	4			
72	5	4	4	5	5	5	4	5	4	4	4	4	4	4	5	4	4	4	5	2	2	2	5	4	4	4	4	5	5	5	4	4	5			
73	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
74	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
75	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4			
76	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4			
77	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			
78	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3		
79	4	4	3	4	4	3	3	4	3	3	3	3	3	3	3	3	3	3	2	2	2	3	3	4	3	4	3	3	3	3	3	3	3			
80	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
81	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4			
82	4	5	5	4	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4			
83	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			
84	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			
85	4	5	5	4	5	5	5	4	4	4	4	4	5	5	4	4	4	4	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
86	5	5	5	5	5	5	5	4	4	4	4	4	4	4	5	4	4	4	4	2	2	2	4	5	5	4	4	5	4	4	4	5	4	4		
87	5	4	4	5	5	5	4	5	4	4	4	4	4	4	5	4	4	4	5	2	2	2	5	4	4	4	4	5	5	5	4	4	5			
88	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
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90	4	5	5	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4			
91	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			
92	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			
93	4	4	3	4	4	3	3	4	3	3	3	3	3	3	3	3	3	3	2	2	2	3	3	4	3	4	3	3	3	3	3	3	3			
94	5	5	4	5	5	5	4	4	5	5	5	5	4	4	4	4	4	4	2	2	2	3	3	4	4	4	5	4	4	4	4	4	4			
95	5	5	4	5	5	5	4	4	5	5	5	5	4	4	4	4	4	4	2	2	2	3	3	4	4	4	5	4	4	4	4	4	4			
96	5	4	4	5	5	5	4	5	4	4	4	4	4	4	5	4	4	4	5	2	2	2	5	4	4	4	4	5	5	5	4	4	5			
97	5	4	4	5	4	4	5	5	5	5	4	4	4	4	5	5	5	5	2	2	2	5	4	4	4	4	4	5	5	5	4	4	4			
98	4	5	5	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4			
99	4	5	5	4	4	4	3	4	4	4	3	4	4	4	3	4	4	3	2	2	2	4	3	4	4	4	4	4	4	3	4	4	4			
100	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	4	2	2	2	3	4	4	4	4	4	4	4	4	4	4	3			

Lampiran 6 Data Responden

Usia Responden

Usia (Tahun)	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 17-25	23	13.1	13.1	13.1
26-35	113	64.6	64.6	77.7
36-45	14	8.0	8.0	85.7
46-54	5	2.9	2.9	88.6
55-65	9	5.1	5.1	93.7
66-85	11	6.3	6.3	100.0
Total	175	100.0	100.0	

Sumber: Hasil penelitian

Status Pernikahan Responden

Status Pernikahan	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Belum menikah	43	24.6	24.6	24.6
Menikah	118	67.4	67.4	92.0
Janda/ duda cerai	5	2.9	2.9	94.9
Janda/ duda cerai mati	9	5.1	5.1	100.0
Total	175	100.0	100.0	

Sumber: Hasil penelitian

Lampiran 6 Data Responden (lanjutan)

Pekerjaan Responden

Jenis Pekerjaan		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	PNS/TNI/Polri	26	14.9	14.9	14.9
	Pegawai swasta	104	59.4	59.4	74.3
	Wiraswasta	20	11.4	11.4	85.7
	Profesional	12	6.9	6.9	92.6
	Investor	13	7.4	7.4	100.0
	Total	175	100.0	100.0	

Sumber: Hasil penelitian

Pendidikan Responden

Pendidikan Formal		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	SLTA	30	17.1	17.1	17.1
	D-3/ D-4	23	13.1	13.1	30.3
	Sarjana Strata 1	96	54.9	54.9	85.1
	Sarjana Strata 2	26	14.9	14.9	100.0
	Total	175	100.0	100.0	

Sumber: Hasil penelitian

Kendaraan Responden

Kepemilikan kendaraan (mobil)		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Memiliki 1 unit mobil	118	67.4	67.4	67.4
	Memiliki 2 unit mobil	50	28.6	28.6	96.0
	Memiliki ≥ 3 unit mobil	7	4.0	4.0	100.0
	Total	175	100.0	100.0	

Sumber: Hasil penelitian

Lampiran 7 Data Deskripsi Frekuensi Variabel

Tabel Deskripsi Frekuensi Variabel Motivasi Pembelian

		item1	item2	item3
N	Valid	175	175	175
	Missing	0	0	0
Mean		4.39	4.46	4.35
Median		4.00	4.00	4.00
Mode		4	4	4
Std. Deviation		.490	.500	.605
Variance		.240	.250	.366
Minimum		4	4	3
Maximum		5	5	5
Percentiles	25	4.00	4.00	4.00
	50	4.00	4.00	4.00
	75	5.00	5.00	5.00

Sumber: Hasil penelitian

Tabel Deskripsi Frekuensi Variabel Sikap Konsumen

Nomor item	Mean	Nomor Item	Mean
Item 4	4.44	Item 14	4.02
Item 5	4.39	Item 15	4.15
Item 6	4.32	Item 16	3.87
Item 7	4.37	Item 17	3.98
Item 8	4.13	Item 18	3.85
Item 9	4.28	Item 19	3.90
Item 10	4.22	Item 20	1.87
Item 11	4.09	Item 21	1.87
Item 12	3.95	Item 22	1.87
Item13	3.97		

Sumber: Diolah kembali dari hasil penelitian (terlampir)

Lampiran 7 Data Deskripsi Frekuensi Variabel (lanjutan)

Tabel Deskripsi Frekuensi Variabel Kepercayaan Konsumen

		item23	item24	item25	item26	item27
N	Valid	175	175	175	175	175
	Missing	0	0	0	0	0
	Mean	4.12	4.21	4.21	4.21	3.76
	Median	4.00	4.00	4.00	4.00	4.00
	Mode	4	4	4	4	4
	Std. Deviation	.560	.550	.550	.550	.606
	Minimum	3	3	3	3	3
	Maximum	5	5	5	5	5
Percentiles	25	4.00	4.00	4.00	4.00	3.00
	50	4.00	4.00	4.00	4.00	4.00
	75	4.00	5.00	5.00	5.00	4.00

Sumber : Hasil Penelitian

Tabel Deskripsi Frekuensi Variabel Kesadaran Merek

		item28	item29	item30	item31	item32
N	Valid	175	175	175	175	175
	Missing	0	0	0	0	0
	Mean	3.88	3.78	4.12	3.86	4.07
	Median	4.00	4.00	4.00	4.00	4.00
	Mode	4	4	4	4	4
	Std. Deviation	.775	.645	.326	.464	.263
	Minimum	3	3	4	3	4
	Maximum	5	5	5	5	5
Percentiles	25	3.00	3.00	4.00	4.00	4.00
	50	4.00	4.00	4.00	4.00	4.00
	75	4.00	4.00	4.00	4.00	4.00

Sumber : Hasil Penelitian

Lampiran 7 Data Deskripsi Frekuensi Variabel (lanjutan)

**Tabel Deskripsi Frekuensi Variabel Niat Membeli
Asuransi Jiwa**

		item33	item34	item35
N	Valid	175	175	175
	Missing	0	0	0
Mean		4.02	4.03	3.78
Median		4.00	4.00	4.00
Mode		4	4	4
Std. Deviation		.473	.485	.662
Minimum		3	3	3
Maximum		5	5	5
Percentiles	25	4.00	4.00	3.00
	50	4.00	4.00	4.00
	75	4.00	4.00	4.00

Sumber : Hasil Penelitian

Variabel X1

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,509
Bartlett's Test of Sphericity	Approx. Chi-Square	118,809
	Df	3
	Sig.	,000

Anti-image Matrices

		X1_1	X1_2	X1_3
Anti-image Covariance	X1_1	,957	-,089	,037
	X1_2	-,089	,299	-,251
	X1_3	,037	-,251	,306
Anti-image Correlation	X1_1	,626 ^a	-,167	,069
	X1_2	-,167	,505 ^a	-,830
	X1_3	,069	-,830	,505 ^a

a. Measures of Sampling Adequacy(MSA)

Reliability Statistics

Cronbach's Alpha	N of Items
,662	3

Variabel X2

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,582
Bartlett's Test of Sphericity	Approx. Chi-Square	436,064
	Df	10
	Sig.	,000

Lampiran 8 Analisis Faktor (lanjutan)**Anti-image Matrices**

		LGX2_1	LGX2_2	LGX2_3	LGX2_4	LGX2_5
Anti-image Covariance	LGX2_1	,301	-,087	,042	-,095	-,048
	LGX2_2	-,087	,121	-,085	,088	-,106
	LGX2_3	,042	-,085	,080	-,089	,096
	LGX2_4	-,095	,088	-,089	,148	-,129
	LGX2_5	-,048	-,106	,096	-,129	,440
Anti-image Correlation	LGX2_1	,786 ^a	-,456	,268	-,452	-,132
	LGX2_2	-,456	,538 ^a	-,863	,654	-,457
	LGX2_3	,268	-,863	,529 ^a	-,819	,509
	LGX2_4	-,452	,654	-,819	,541 ^a	-,506
	LGX2_5	-,132	-,457	,509	-,506	,586 ^a

a. Measures of Sampling Adequacy(MSA)

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,790
Bartlett's Test of Sphericity	Approx. Chi-Square	474,854
	Df	10
	Sig.	,000

Anti-image Matrices

		LGX2_6	LGX2_7	LGX2_8	LGX2_9	LGX2_10
Anti-image Covariance	LGX2_6	,116	-,091	,007	-,029	-,019
	LGX2_7	-,091	,103	-,043	,001	,014
	LGX2_8	,007	-,043	,191	-,130	-,156
	LGX2_9	-,029	,001	-,130	,353	,058
	LGX2_10	-,019	,014	-,156	,058	,483
Anti-image Correlation	LGX2_6	,759 ^a	-,833	,047	-,143	-,082
	LGX2_7	-,833	,748 ^a	-,306	,004	,062
	LGX2_8	,047	-,306	,794 ^a	-,503	-,516
	LGX2_9	-,143	,004	-,503	,864 ^a	,140
	LGX2_10	-,082	,062	-,516	,140	,824 ^a

a. Measures of Sampling Adequacy(MSA)

Lampiran 8 Analisis Faktor (lanjutan)**KMO and Bartlett's Test**

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,850
Bartlett's Test of Sphericity	Approx. Chi-Square	339,239
	Df	10
	Sig.	,000

Anti-image Matrices

		LGX2_11	LGX2_12	LGX2_13	LGX2_14	LGX2_15
Anti-image Covariance	LGX2_11	,512	,046	-,071	-,124	-,071
	LGX2_12	,046	,271	-,117	-,098	-,115
	LGX2_13	-,071	-,117	,399	-,085	,047
	LGX2_14	-,124	-,098	-,085	,224	-,087
	LGX2_15	-,071	-,115	,047	-,087	,391
Anti-image Correlation	LGX2_11	,875 ^a	,123	-,158	-,365	-,160
	LGX2_12	,123	,825 ^a	-,356	-,396	-,352
	LGX2_13	-,158	-,356	,872 ^a	-,283	,119
	LGX2_14	-,365	-,396	-,283	,827 ^a	-,295
	LGX2_15	-,160	-,352	,119	-,295	,871 ^a

a. Measures of Sampling Adequacy(MSA)

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,500
Bartlett's Test of Sphericity	Approx. Chi-Square	,133
	Df	1
	Sig.	,716

Anti-image Matrices

		LGX2_16	LGX2_17
Anti-image Covariance	LGX2_16	,999	,037
	LGX2_17	,037	,999
Anti-image Correlation	LGX2_16	,500 ^a	,037
	LGX2_17	,037	,500 ^a

a. Measures of Sampling Adequacy(MSA)

Lampiran 8 Analisis Faktor (lanjutan)

Gabungan Final untuk X2

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,773
Bartlett's Test of Sphericity	Approx. Chi-Square	255,010
	Df	6
	Sig.	,000

Anti-image Matrices

		X_21	X_22	X_23	X_24
Anti-image Covariance	X_21	,327	-,130	-,052	-,113
	X_22	-,130	,235	-,150	,050
	X_23	-,052	-,150	,261	-,115
	X_24	-,113	,050	-,115	,686
Anti-image Correlation	X_21	,823 ^a	-,471	-,178	-,239
	X_22	-,471	,715 ^a	-,606	,124
	X_23	-,178	-,606	,765 ^a	-,271
	X_24	-,239	,124	-,271	,830 ^a

a. Measures of Sampling Adequacy(MSA)

Reliability Statistics

Cronbach's	
Alpha	N of Items
,875	19

Variabel X3

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,707
Bartlett's Test of Sphericity	Approx. Chi-Square	222,975
	Df	10
	Sig.	,000

Lampiran 8 Analisis Faktor (lanjutan)**Anti-image Matrices**

		X3_1	X3_2	X3_3	X3_4	X3_5
Anti-image Covariance	X3_1	,711	-,132	,051	-,225	-,025
	X3_2	-,132	,419	-,180	-,132	,039
	X3_3	,051	-,180	,279	,029	-,216
	X3_4	-,225	-,132	,029	,606	-,098
	X3_5	-,025	,039	-,216	-,098	,368
Anti-image Correlation	X3_1	,738 ^a	-,242	,115	-,343	-,050
	X3_2	-,242	,745 ^a	-,528	-,262	,100
	X3_3	,115	-,528	,634 ^a	,071	-,674
	X3_4	-,343	-,262	,071	,785 ^a	-,207
	X3_5	-,050	,100	-,674	-,207	,695 ^a

a. Measures of Sampling Adequacy(MSA)

Reliability Statistics

Cronbach's Alpha	N of Items
,751	5

Variabel X4

Reliability Statistics

Cronbach's Alpha	N of Items
,920	5

Variabel Y1

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.	,669
Bartlett's Test of Sphericity	Approx. Chi-Square
	179,837
	Df
	3
	Sig.
	,000

Lampiran 8 Analisis Faktor (lanjutan)**Anti-image Matrices**

	Y1_1	Y1_2	Y1_3

Anti-image Covariance	Y1_1	,359	-,197	,006
	Y1_2	-,197	,243	-,186
	Y1_3	,006	-,186	,437
Anti-image Correlation	Y1_1	,691 ^a	-,667	,016
	Y1_2	-,667	,610 ^a	-,569
	Y1_3	,016	-,569	,738 ^a

a. Measures of Sampling Adequacy(MSA)

Reliability Statistics

Cronbach's Alpha	N of Items
,866	3

Lampiran 9 Analisis Regresi**Hasil Analisis Regresi**

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,905 ^a	,819	,813	,43209075

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

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	81,077	3	27,026	144,752	,000 ^b
	Residual	17,923	96	,187		
	Total	99,000	99			

a. Dependent Variable: Y1

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

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5,631E-16	,043		,000	1,000
	X1	,254	,050	,254	5,085	,000
	X2	,362	,067	,362	5,415	,000
	X3	,441	,070	,441	6,314	,000

a. Dependent Variable: Y1

Lampiran 10 Uji Anova Karakteristik Responden

Hasil Uji Anova

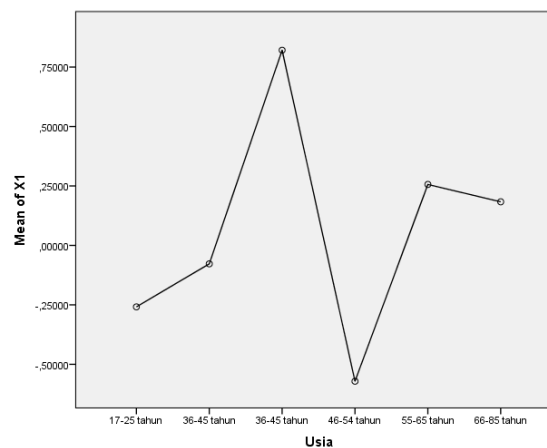
Faktor Usia

Test of Homogeneity of Variances

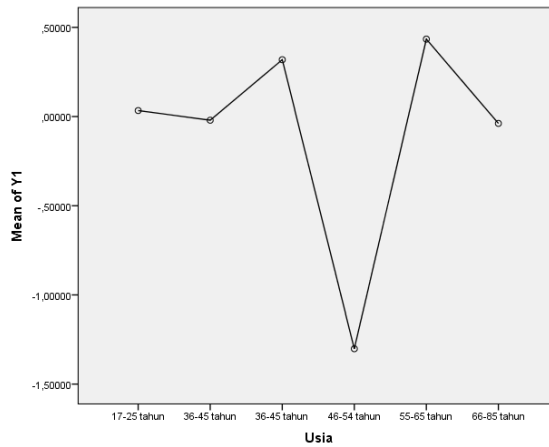
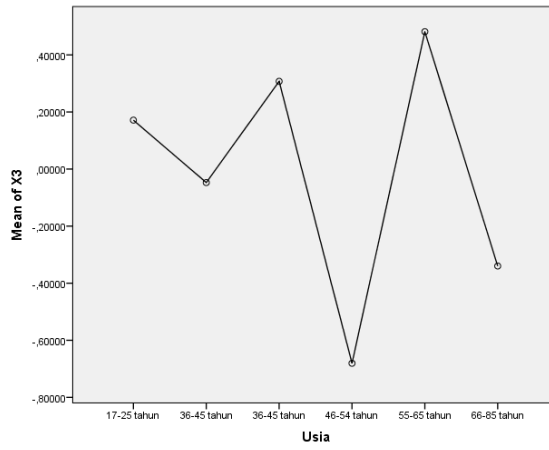
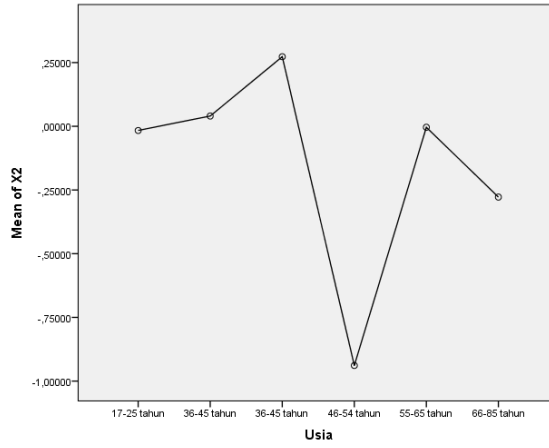
	Levene Statistic	df1	df2	Sig.
X1	2,610	5	94	,030
X2	2,385	5	94	,044
X3	2,512	5	94	,035
Y1	1,767	5	94	,127

ANOVA

		Sum of Squares	Df	Mean Square	F	Sig.
X1	Between Groups	8,853	5	1,771	1,846	,111
	Within Groups	90,147	94	,959		
	Total	99,000	99			
X2	Between Groups	3,961	5	,792	,784	,564
	Within Groups	95,039	94	1,011		
	Total	99,000	99			
X3	Between Groups	4,730	5	,946	,943	,457
	Within Groups	94,270	94	1,003		
	Total	99,000	99			
Y1	Between Groups	6,993	5	1,399	1,429	,221
	Within Groups	92,007	94	,979		
	Total	99,000	99			



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)

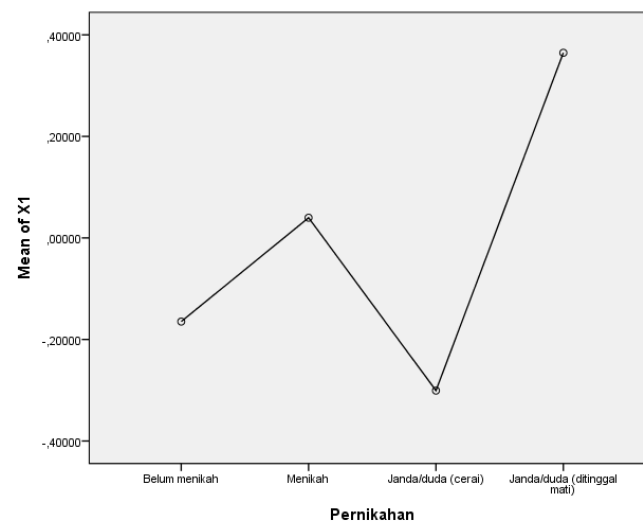
Faktor Pernikahan

Test of Homogeneity of Variances

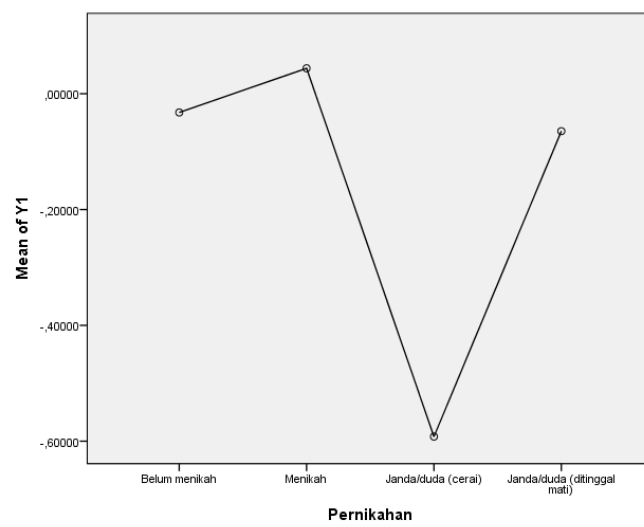
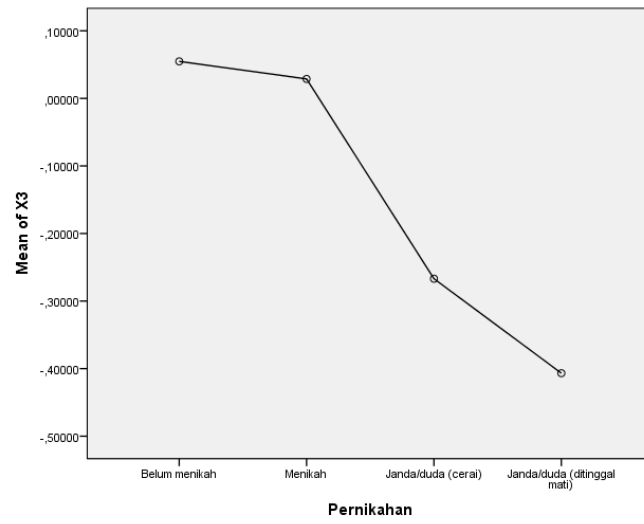
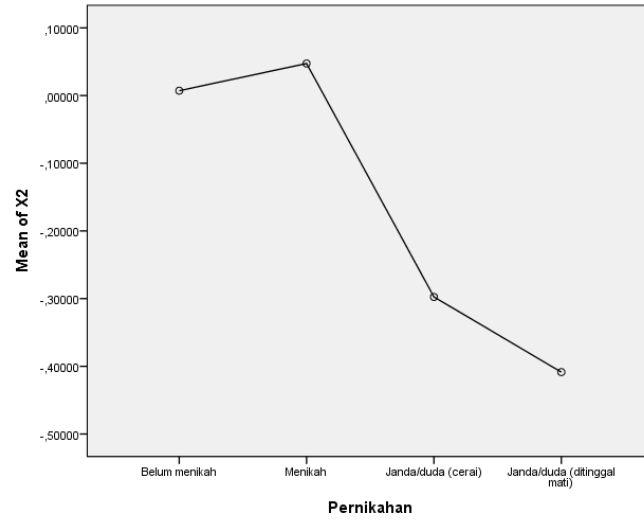
	Levene Statistic	df1	df2	Sig.
X1	,393	3	96	,758
X2	1,259	3	96	,293
X3	,752	3	96	,524
Y1	,926	3	96	,432

ANOVA

		Sum of Squares	Df	Mean Square	F	Sig.
X1	Between Groups	1,827	3	,609	,602	,616
	Within Groups	97,173	96	1,012		
	Total	99,000	99			
X2	Between Groups	1,419	3	,473	,465	,707
	Within Groups	97,581	96	1,016		
	Total	99,000	99			
X3	Between Groups	1,334	3	,445	,437	,727
	Within Groups	97,666	96	1,017		
	Total	99,000	99			
Y1	Between Groups	1,231	3	,410	,403	,751
	Within Groups	97,769	96	1,018		
	Total	99,000	99			



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)

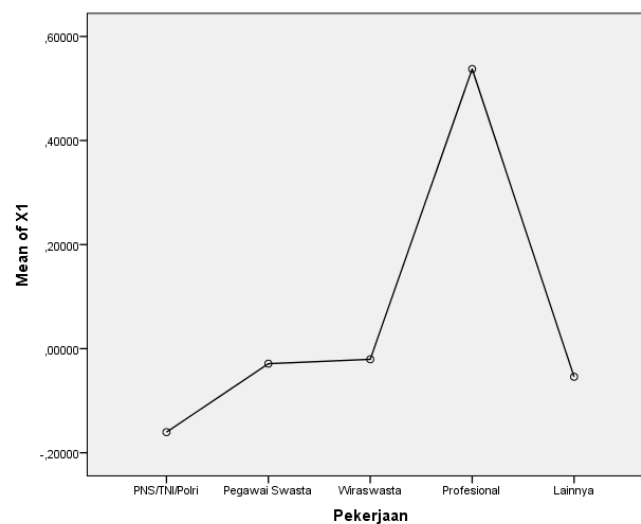
Faktor Pekerjaan

Test of Homogeneity of Variances

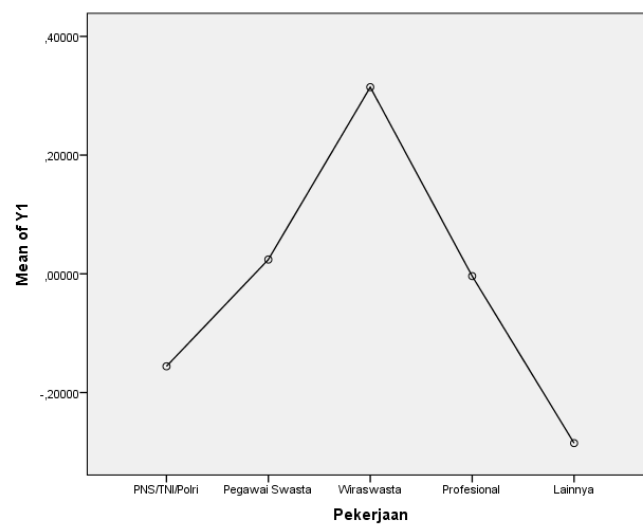
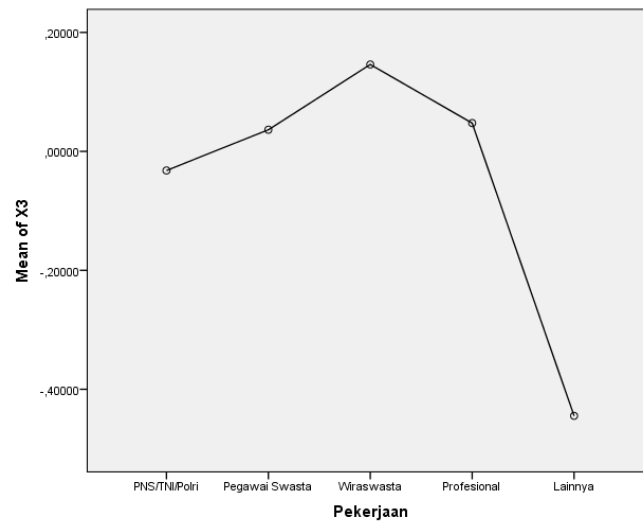
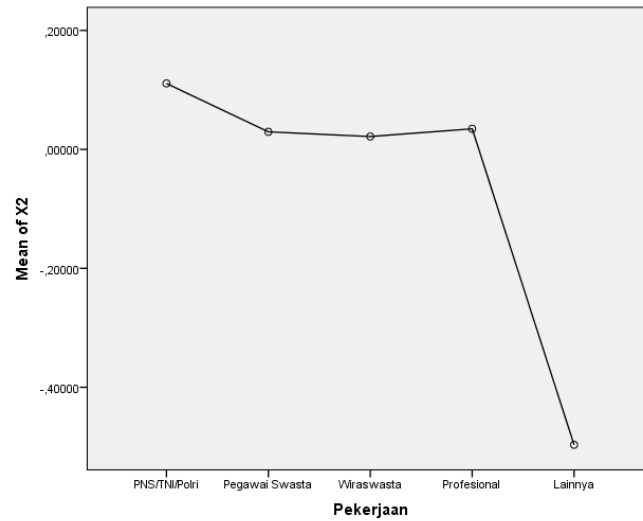
	Levene Statistic	df1	df2	Sig.
X1	1,790	4	95	,137
X2	1,409	4	95	,237
X3	,831	4	95	,509
Y1	,329	4	95	,858

ANOVA

		Sum of Squares	Df	Mean Square	F	Sig.
X1	Between Groups	3,085	4	,771	,764	,551
	Within Groups	95,915	95	1,010		
	Total	99,000	99			
X2	Between Groups	2,236	4	,559	,549	,700
	Within Groups	96,764	95	1,019		
	Total	99,000	99			
X3	Between Groups	1,927	4	,482	,472	,756
	Within Groups	97,073	95	1,022		
	Total	99,000	99			
Y1	Between Groups	2,160	4	,540	,530	,714
	Within Groups	96,840	95	1,019		
	Total	99,000	99			



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)

Faktor Pendidikan

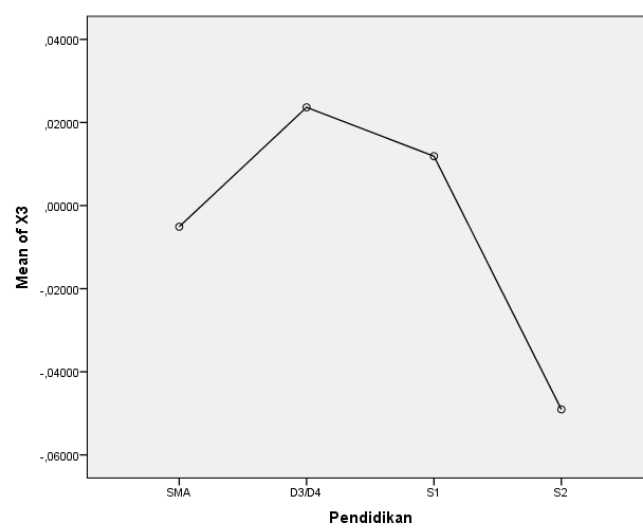
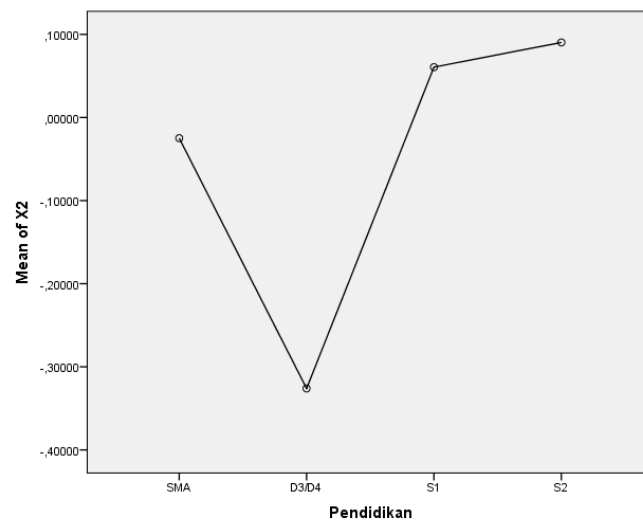
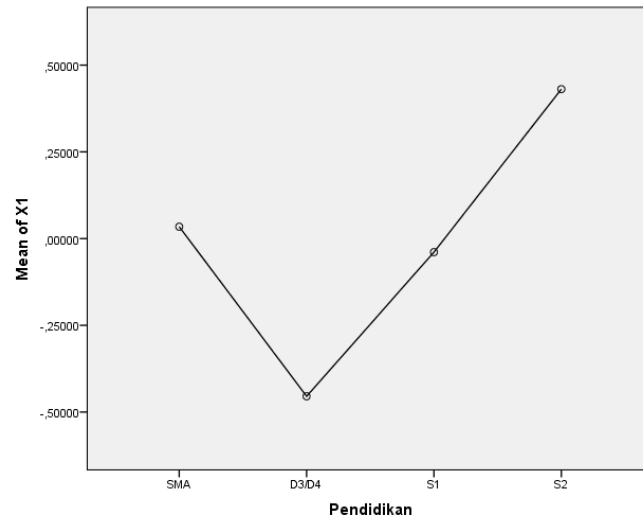
Test of Homogeneity of Variances

	Levene Statistic	df1	df2	Sig.
X1	1,810	3	96	,151
X2	1,953	3	96	,126
X3	,546	3	96	,652
Y1	3,519	3	96	,018

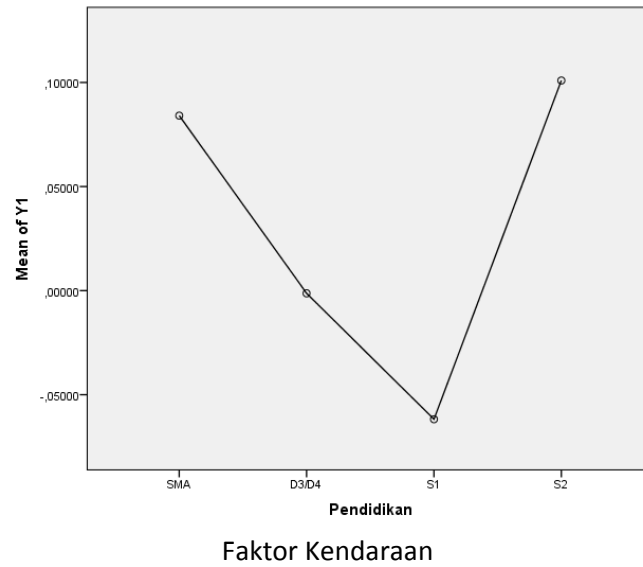
ANOVA

		Sum of Squares	Df	Mean Square	F	Sig.
X1	Between Groups	5,943	3	1,981	2,044	,113
	Within Groups	93,057	96	,969		
	Total	99,000	99			
X2	Between Groups	1,723	3	,574	,567	,638
	Within Groups	97,277	96	1,013		
	Total	99,000	99			
X3	Between Groups	,056	3	,019	,018	,997
	Within Groups	98,944	96	1,031		
	Total	99,000	99			
Y1	Between Groups	,499	3	,166	,162	,922
	Within Groups	98,501	96	1,026		
	Total	99,000	99			

Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



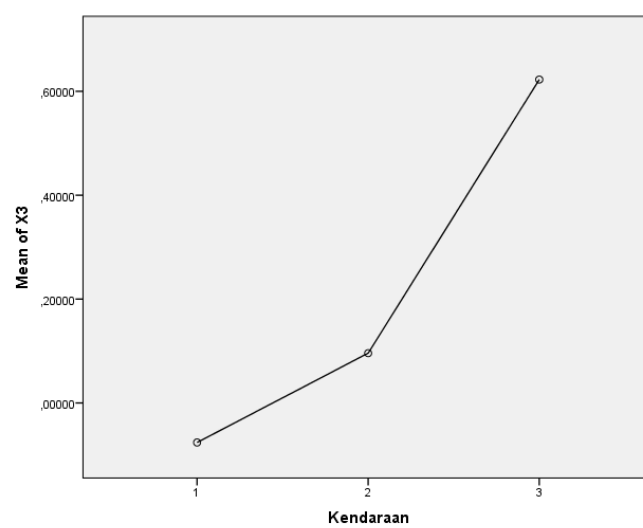
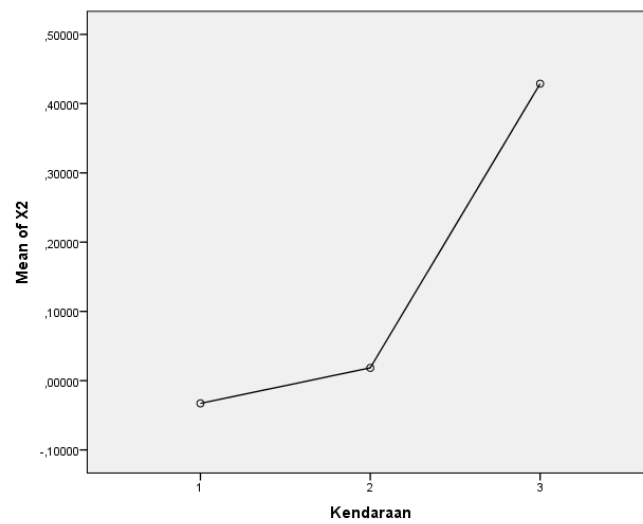
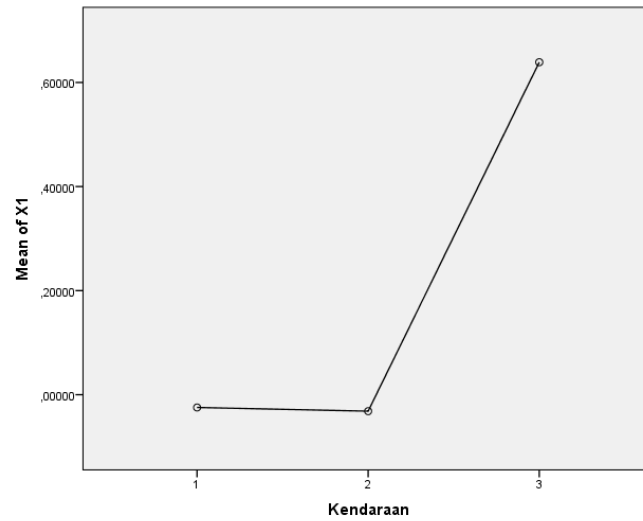
Test of Homogeneity of Variances

	Levene Statistic	df1	df2	Sig.
X1	,694	2	97	,502
X2	,322	2	97	,726
X3	1,913	2	97	,153
Y1	,735	2	97	,482

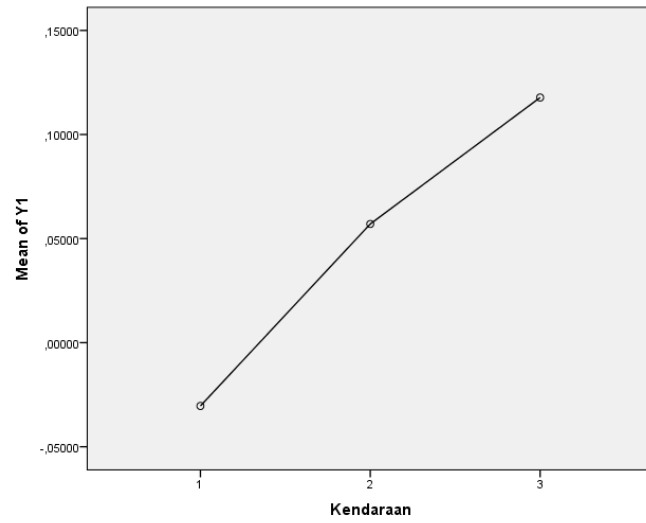
ANOVA

		Sum of Squares	Df	Mean Square	F	Sig.
X1	Between Groups	1,702	2	,851	,848	,431
	Within Groups	97,298	97	1,003		
	Total	99,000	99			
X2	Between Groups	,818	2	,409	,404	,669
	Within Groups	98,182	97	1,012		
	Total	99,000	99			
X3	Between Groups	2,202	2	1,101	1,104	,336
	Within Groups	96,798	97	,998		
	Total	99,000	99			
Y1	Between Groups	,209	2	,105	,103	,902
	Within Groups	98,791	97	1,018		
	Total	99,000	99			

Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 10 Uji Anova Karakteristik Responden (lanjutan)



Lampiran 11 Uji Asumsi Klasik

```

REGRESSION
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/STATISTICS COEFF OUTS R ANOVA
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/NOORIGIN
/DEPENDENT Y1
/METHOD=ENTER X1 X2 X3
/SAVE RESID.
    
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Regression - Uji Normalitas

Notes

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Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on cases with no missing values for any variable used.
	Syntax	REGRESSION /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA /CRITERIA=PIN(.05) POUT(.10) /NOORIGIN /DEPENDENT Y1 /METHOD=ENTER X1 X2 X3 /SAVE RESID.
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	Additional Memory Required for Residual Plots	0 bytes
Variables Created or Modified	RES_1	Unstandardized Residual

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 ^b	.	Enter

a. Dependent Variable: Y1

b. All requested variables entered.

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,905 ^a	,819	,813	,43209075

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

b. Dependent Variable: Y1

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	81,077	3	27,026	144,752	,000 ^b
	Residual	17,923	96	,187		
	Total	99,000	99			

a. Dependent Variable: Y1

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

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5,631E-16	,043		,000	1,000
	X1	,254	,050	,254	5,085	,000
	X2	,362	,067	,362	5,415	,000
	X3	,441	,070	,441	6,314	,000

a. Dependent Variable: Y1

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	-1,6906689	2,4151349	,0000000	,90496145	100
Residual	-,76830232	1,16250741	,00000000	,42549356	100
Std. Predicted Value	-1,868	2,669	,000	1,000	100
Std. Residual	-1,778	2,690	,000	,985	100

a. Dependent Variable: Y1

Lampiran 11 Uji Asumsi Klasik (lanjutan)

DESCRIPTIVES VARIABLES=RES_1
/STATISTICS=MEAN STDDEV MIN MAX KURTOSIS SKEWNESS.

Descriptives

Notes

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N of Rows in Working Data File	100
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Definition of Missing	
Cases Used	All non-missing data are used.
Syntax	DESCRIPTIVES VARIABLES=RES_1 /STATISTICS=MEAN STDDEV MIN MAX KURTOSIS SKEWNESS.
Resources	
Processor Time	00:00:00,05
Elapsed Time	00:00:00,03

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation	Skewness		Kurtosis	
	Statistic	Statistic	Statistic	Statistic	Statistic	Statistic	Std. Error	Statistic	Std. Error
Unstandardized Residual	100	-,76830	1,16251	,0000000	,42549356	,897	,241	1,096	,478
Valid N (listwise)	100								

Lampiran 11 Uji Asumsi Klasik (lanjutan)

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REGRESSION
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/DEPENDENT Y1
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/RESIDUALS DURBIN
/SAVE RESID.
    
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Regression - Uji Autokorelasi

Notes

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	N of Rows in Working Data File	100
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on cases with no missing values for any variable used.
	Syntax	REGRESSION /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA /CRITERIA=PIN(.05) POUT(.10) /NOORIGIN /DEPENDENT Y1 /METHOD=ENTER X1 X2 X3 /RESIDUALS DURBIN /SAVE RESID.
Resources	Processor Time Elapsed Time	00:00:00,11
	Memory Required	2676 bytes
	Additional Memory Required for Residual Plots	0 bytes
Variables Created or Modified	RES_2	Unstandardized Residual

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 ^b	.	Enter

a. Dependent Variable: Y1

b. All requested variables entered.

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	,905 ^a	,819	,813	,43209075	2,025

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

b. Dependent Variable: Y1

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	81,077	3	27,026	144,752	,000 ^b
	Residual	17,923	96	,187		
	Total	99,000	99			

a. Dependent Variable: Y1

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

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.
		B	Std. Error	Beta		
1	(Constant)	5,631E-16	,043		,000	1,000
	X1	,254	,050	,254	5,085	,000
	X2	,362	,067	,362	5,415	,000
	X3	,441	,070	,441	6,314	,000

a. Dependent Variable: Y1

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	-1,6906689	2,4151349	,0000000	,90496145	100
Residual	-,76830232	1,16250741	,00000000	,42549356	100
Std. Predicted Value	-1,868	2,669	,000	1,000	100
Std. Residual	-1,778	2,690	,000	,985	100

a. Dependent Variable: Y1

Lampiran 11 Uji Asumsi Klasik (lanjutan)

```

REGRESSION
/MISSING LISTWISE
/STATISTICS COEFF OUTS R ANOVA COLLIN TOL
/CRITERIA=PIN(.05) POUT(.10)
/NOORIGIN
/DEPENDENT Y1
/METHOD=ENTER X1 X2 X3
/SAVE RESID.
    
```

Regression - Uji Multikolinieritas

Notes

Output Created	06-OCT-2015 08:03:36
Comments	
Input Data	C:\Users\Indra Dwi Saputra\Desktop\Data Bahtiar2.sav
Active Dataset	DataSet1
Filter	<none>
Weight	<none>
Split File	<none>
N of Rows in Working Data File	100
Missing Value Handling	Definition of Missing User-defined missing values are treated as missing.
Cases Used	Statistics are based on cases with no missing values for any variable used.
Syntax	REGRESSION /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA COLLIN TOL /CRITERIA=PIN(.05) POUT(.10) /NOORIGIN /DEPENDENT Y1 /METHOD=ENTER X1 X2 X3 /SAVE RESID.
Resources	Processor Time 00:00:00,27 Elapsed Time 00:00:00,31 Memory Required 2700 bytes Additional Memory Required for Residual 0 bytes
Variables Created or Modified	Plots RES_3 Unstandardized Residual

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 ^b	.	Enter

a. Dependent Variable: Y1

b. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,905 ^a	,819	,813	,43209075

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

b. Dependent Variable: Y1

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	81,077	3	27,026	144,752	,000 ^b
	Residual	17,923	96	,187		
	Total	99,000	99			

a. Dependent Variable: Y1

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

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	5,631E-16	,043		,000	1,000		
	X1	,254	,050	,254	5,085	,000	,753	1,327
	X2	,362	,067	,362	5,415	,000	,423	2,366
	X3	,441	,070	,441	6,314	,000	,387	2,587

a. Dependent Variable: Y1

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Collinearity Diagnostics^a

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions			
				(Constant)	X1	X2	X3
1	1	2,125	1,000	,00	,09	,07	,07
	2	1,000	1,458	1,00	,00	,00	,00
	3	,640	1,822	,00	,87	,12	,04
	4	,235	3,004	,00	,04	,80	,89

a. Dependent Variable: Y1

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	-1,6906689	2,4151349	,0000000	,90496145	100
Residual	-,76830232	1,16250741	,00000000	,42549356	100
Std. Predicted Value	-1,868	2,669	,000	1,000	100
Std. Residual	-1,778	2,690	,000	,985	100

a. Dependent Variable: Y1

Lampiran 11 Uji Asumsi Klasik (lanjutan)

```

COMPUTE abresid=ABS (RES_1) .
EXECUTE.
REGRESSION
/MISSING LISTWISE
/STATISTICS COEFF OUTS R ANOVA COLLIN TOL
/CRITERIA=PIN (.05) POUT (.10)
/NOORIGIN
/DEPENDENT abresid
/METHOD=ENTER X1 X2 X3
/SAVE RESID.
    
```

Regression - Uji Heteroskedastisitas

Notes

Output Created Comments		06-OCT-2015 08:05:37
Input	Data	C:\Users\Indra Dwi Saputra\Desktop\Data Bahtiar2.sav
	Active Dataset	DataSet1
	Filter	<none>
	Weight	<none>
	Split File	<none>
	N of Rows in Working Data File	100
Missing Value Handling	Definition of Missing	User-defined missing values are treated as missing.
	Cases Used	Statistics are based on cases with no missing values for any variable used.
	Syntax	REGRESSION /MISSING LISTWISE /STATISTICS COEFF OUTS R ANOVA COLLIN TOL /CRITERIA=PIN(.05) POUT(.10) /NOORIGIN /DEPENDENT abresid /METHOD=ENTER X1 X2 X3 /SAVE RESID.
Resources	Processor Time	00:00:00,08
	Elapsed Time	00:00:00,17
	Memory Required	2740 bytes
	Additional Memory Required for Residual Plots	0 bytes
Variables Created or Modified	RES_4	Unstandardized Residual

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 ^b	.	Enter

a. Dependent Variable: abresid

b. All requested variables entered.

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,146 ^a	,021	-,009	,28189

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

b. Dependent Variable: abresid

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	,166	3	,055	,696	,557 ^b
	Residual	7,628	96	,079		
	Total	7,794	99			

a. Dependent Variable: abresid

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

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	,318	,028		11,290	,000		
	X1	,018	,033	,062	,536	,593	,753	1,327
	X2	-,009	,044	-,033	-,213	,832	,423	2,366
	X3	-,039	,046	-,140	-,862	,391	,387	2,587

a. Dependent Variable: abresid

Lampiran 11 Uji Asumsi Klasik (lanjutan)

Collinearity Diagnostics^a

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions			
				(Constant)	X1	X2	X3
1	1	2,125	1,000	,00	,09	,07	,07
	2	1,000	1,458	1,00	,00	,00	,00
	3	,640	1,822	,00	,87	,12	,04
	4	,235	3,004	,00	,04	,80	,89

a. Dependent Variable: abresid

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	,1949	,3695	,3183	,04095	100
Residual	-,34354	,87389	,00000	,27759	100
Std. Predicted Value	-3,013	1,251	,000	1,000	100
Std. Residual	-1,219	3,100	,000	,985	100

a. Dependent Variable: abresid

Lampiran 12 Tabel Durbin Watson

Tabel Durbin-Watson (DW), $\alpha = 5\%$

n	k=1		k=2		k=3		k=4		k=5	
	dL	dU	dL	dU	dL	dU	dL	dU	dL	dU
71	1.5865	1.6435	1.5577	1.6733	1.5284	1.7041	1.4987	1.7358	1.4685	1.7685
72	1.5895	1.6457	1.5611	1.6751	1.5323	1.7054	1.5029	1.7366	1.4732	1.7688
73	1.5924	1.6479	1.5645	1.6768	1.5360	1.7067	1.5071	1.7375	1.4778	1.7691
74	1.5953	1.6500	1.5677	1.6785	1.5397	1.7079	1.5112	1.7383	1.4822	1.7694
75	1.5981	1.6521	1.5709	1.6802	1.5432	1.7092	1.5151	1.7390	1.4866	1.7698
76	1.6009	1.6541	1.5740	1.6819	1.5467	1.7104	1.5190	1.7399	1.4909	1.7701
77	1.6036	1.6561	1.5771	1.6835	1.5502	1.7117	1.5228	1.7407	1.4950	1.7704
78	1.6063	1.6581	1.5801	1.6851	1.5535	1.7129	1.5265	1.7415	1.4991	1.7708
79	1.6089	1.6601	1.5830	1.6867	1.5568	1.7141	1.5302	1.7423	1.5031	1.7712
80	1.6114	1.6620	1.5859	1.6882	1.5600	1.7153	1.5337	1.7430	1.5070	1.7716
81	1.6139	1.6639	1.5888	1.6898	1.5632	1.7164	1.5372	1.7438	1.5109	1.7720
82	1.6164	1.6657	1.5915	1.6913	1.5663	1.7176	1.5406	1.7446	1.5146	1.7724
83	1.6188	1.6675	1.5942	1.6928	1.5693	1.7187	1.5440	1.7454	1.5183	1.7728
84	1.6212	1.6693	1.5969	1.6942	1.5723	1.7199	1.5472	1.7462	1.5219	1.7732
85	1.6235	1.6711	1.5995	1.6957	1.5752	1.7210	1.5505	1.7470	1.5254	1.7736
86	1.6258	1.6728	1.6021	1.6971	1.5780	1.7221	1.5536	1.7478	1.5289	1.7740
87	1.6280	1.6745	1.6046	1.6985	1.5808	1.7232	1.5567	1.7485	1.5322	1.7745
88	1.6302	1.6762	1.6071	1.6999	1.5836	1.7243	1.5597	1.7493	1.5356	1.7749
89	1.6324	1.6778	1.6095	1.7013	1.5863	1.7254	1.5627	1.7501	1.5388	1.7754
90	1.6345	1.6794	1.6119	1.7026	1.5889	1.7264	1.5656	1.7508	1.5420	1.7758
91	1.6366	1.6810	1.6143	1.7040	1.5915	1.7275	1.5685	1.7516	1.5452	1.7763
92	1.6387	1.6826	1.6166	1.7053	1.5941	1.7285	1.5713	1.7523	1.5482	1.7767
93	1.6407	1.6841	1.6188	1.7066	1.5966	1.7295	1.5741	1.7531	1.5513	1.7772
94	1.6427	1.6857	1.6211	1.7078	1.5991	1.7306	1.5768	1.7538	1.5542	1.7776
95	1.6447	1.6872	1.6233	1.7091	1.6015	1.7316	1.5795	1.7546	1.5572	1.7781
96	1.6466	1.6887	1.6254	1.7103	1.6039	1.7326	1.5821	1.7553	1.5600	1.7785
97	1.6485	1.6901	1.6275	1.7116	1.6063	1.7335	1.5847	1.7560	1.5628	1.7790
98	1.6504	1.6916	1.6296	1.7128	1.6086	1.7345	1.5872	1.7567	1.5656	1.7795
99	1.6522	1.6930	1.6317	1.7140	1.6108	1.7355	1.5897	1.7575	1.5683	1.7799
100	1.6540	1.6944	1.6337	1.7152	1.6131	1.7364	1.5922	1.7582	1.5710	1.7804
101	1.6558	1.6958	1.6357	1.7163	1.6153	1.7374	1.5946	1.7589	1.5736	1.7809
102	1.6576	1.6971	1.6376	1.7175	1.6174	1.7383	1.5969	1.7596	1.5762	1.7813
103	1.6593	1.6985	1.6396	1.7186	1.6196	1.7392	1.5993	1.7603	1.5788	1.7818
104	1.6610	1.6998	1.6415	1.7198	1.6217	1.7402	1.6016	1.7610	1.5813	1.7823
105	1.6627	1.7011	1.6433	1.7209	1.6237	1.7411	1.6038	1.7617	1.5837	1.7827
106	1.6644	1.7024	1.6452	1.7220	1.6258	1.7420	1.6061	1.7624	1.5861	1.7832
107	1.6660	1.7037	1.6470	1.7231	1.6277	1.7428	1.6083	1.7631	1.5885	1.7837
108	1.6676	1.7050	1.6488	1.7241	1.6297	1.7437	1.6104	1.7637	1.5909	1.7841
109	1.6692	1.7062	1.6505	1.7252	1.6317	1.7446	1.6125	1.7644	1.5932	1.7846
110	1.6708	1.7074	1.6523	1.7262	1.6336	1.7455	1.6146	1.7651	1.5955	1.7851
111	1.6723	1.7086	1.6540	1.7273	1.6355	1.7463	1.6167	1.7657	1.5977	1.7855
112	1.6738	1.7098	1.6557	1.7283	1.6373	1.7472	1.6187	1.7664	1.5999	1.7860
113	1.6753	1.7110	1.6574	1.7293	1.6391	1.7480	1.6207	1.7670	1.6021	1.7864
114	1.6768	1.7122	1.6590	1.7303	1.6410	1.7488	1.6227	1.7677	1.6042	1.7869
115	1.6783	1.7133	1.6606	1.7313	1.6427	1.7496	1.6246	1.7683	1.6063	1.7874
116	1.6797	1.7145	1.6622	1.7323	1.6445	1.7504	1.6265	1.7690	1.6084	1.7878
117	1.6812	1.7156	1.6638	1.7332	1.6462	1.7512	1.6284	1.7696	1.6105	1.7883
118	1.6826	1.7167	1.6653	1.7342	1.6479	1.7520	1.6303	1.7702	1.6125	1.7887
119	1.6839	1.7178	1.6669	1.7352	1.6496	1.7528	1.6321	1.7709	1.6145	1.7892
120	1.6853	1.7189	1.6684	1.7361	1.6513	1.7536	1.6339	1.7715	1.6164	1.7896
121	1.6867	1.7200	1.6699	1.7370	1.6529	1.7544	1.6357	1.7721	1.6184	1.7901
122	1.6880	1.7210	1.6714	1.7379	1.6545	1.7552	1.6375	1.7727	1.6203	1.7905
123	1.6893	1.7221	1.6728	1.7388	1.6561	1.7559	1.6392	1.7733	1.6222	1.7910
124	1.6906	1.7231	1.6743	1.7397	1.6577	1.7567	1.6409	1.7739	1.6240	1.7914
125	1.6919	1.7241	1.6757	1.7406	1.6592	1.7574	1.6426	1.7745	1.6258	1.7919
126	1.6932	1.7252	1.6771	1.7415	1.6608	1.7582	1.6443	1.7751	1.6276	1.7923
127	1.6944	1.7261	1.6785	1.7424	1.6623	1.7589	1.6460	1.7757	1.6294	1.7928
128	1.6957	1.7271	1.6798	1.7432	1.6638	1.7596	1.6476	1.7763	1.6312	1.7932
129	1.6969	1.7281	1.6812	1.7441	1.6653	1.7603	1.6492	1.7769	1.6329	1.7937
130	1.6981	1.7291	1.6825	1.7449	1.6667	1.7610	1.6508	1.7774	1.6346	1.7941
131	1.6993	1.7301	1.6838	1.7458	1.6682	1.7617	1.6523	1.7780	1.6363	1.7945
132	1.7005	1.7310	1.6851	1.7466	1.6696	1.7624	1.6539	1.7786	1.6380	1.7950
133	1.7017	1.7319	1.6864	1.7474	1.6710	1.7631	1.6554	1.7791	1.6397	1.7954
134	1.7028	1.7329	1.6877	1.7482	1.6724	1.7638	1.6569	1.7797	1.6413	1.7958
135	1.7040	1.7338	1.6889	1.7490	1.6738	1.7645	1.6584	1.7802	1.6429	1.7962
136	1.7051	1.7347	1.6902	1.7498	1.6751	1.7652	1.6599	1.7808	1.6445	1.7967

Lampiran 13 Tabel t

Titik Persentase Distribusi t (df = 121 –160)

df \ Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002
121	0.67652	1.28859	1.65754	1.97976	2.35756	2.61707	3.15895
122	0.67651	1.28853	1.65744	1.97960	2.35730	2.61673	3.15838
123	0.67649	1.28847	1.65734	1.97944	2.35705	2.61639	3.15781
124	0.67647	1.28842	1.65723	1.97928	2.35680	2.61606	3.15726
125	0.67646	1.28836	1.65714	1.97912	2.35655	2.61573	3.15671
126	0.67644	1.28831	1.65704	1.97897	2.35631	2.61541	3.15617
127	0.67643	1.28825	1.65694	1.97882	2.35607	2.61510	3.15565
128	0.67641	1.28820	1.65685	1.97867	2.35583	2.61478	3.15512
129	0.67640	1.28815	1.65675	1.97852	2.35560	2.61448	3.15461
130	0.67638	1.28810	1.65666	1.97838	2.35537	2.61418	3.15411
131	0.67637	1.28805	1.65657	1.97824	2.35515	2.61388	3.15361
132	0.67635	1.28800	1.65648	1.97810	2.35493	2.61359	3.15312
133	0.67634	1.28795	1.65639	1.97796	2.35471	2.61330	3.15264
134	0.67633	1.28790	1.65630	1.97783	2.35450	2.61302	3.15217
135	0.67631	1.28785	1.65622	1.97769	2.35429	2.61274	3.15170
136	0.67630	1.28781	1.65613	1.97756	2.35408	2.61246	3.15124
137	0.67628	1.28776	1.65605	1.97743	2.35387	2.61219	3.15079
138	0.67627	1.28772	1.65597	1.97730	2.35367	2.61193	3.15034
139	0.67626	1.28767	1.65589	1.97718	2.35347	2.61166	3.14990
140	0.67625	1.28763	1.65581	1.97705	2.35328	2.61140	3.14947
141	0.67623	1.28758	1.65573	1.97693	2.35309	2.61115	3.14904
142	0.67622	1.28754	1.65566	1.97681	2.35289	2.61090	3.14862
143	0.67621	1.28750	1.65558	1.97669	2.35271	2.61065	3.14820
144	0.67620	1.28746	1.65550	1.97658	2.35252	2.61040	3.14779
145	0.67619	1.28742	1.65543	1.97646	2.35234	2.61016	3.14739
146	0.67617	1.28738	1.65536	1.97635	2.35216	2.60992	3.14699
147	0.67616	1.28734	1.65529	1.97623	2.35198	2.60969	3.14660
148	0.67615	1.28730	1.65521	1.97612	2.35181	2.60946	3.14621
149	0.67614	1.28726	1.65514	1.97601	2.35163	2.60923	3.14583
150	0.67613	1.28722	1.65508	1.97591	2.35146	2.60900	3.14545
151	0.67612	1.28718	1.65501	1.97580	2.35130	2.60878	3.14508
152	0.67611	1.28715	1.65494	1.97569	2.35113	2.60856	3.14471
153	0.67610	1.28711	1.65487	1.97559	2.35097	2.60834	3.14435
154	0.67609	1.28707	1.65481	1.97549	2.35081	2.60813	3.14400
155	0.67608	1.28704	1.65474	1.97539	2.35065	2.60792	3.14364
156	0.67607	1.28700	1.65468	1.97529	2.35049	2.60771	3.14330
157	0.67606	1.28697	1.65462	1.97519	2.35033	2.60751	3.14295
158	0.67605	1.28693	1.65455	1.97509	2.35018	2.60730	3.14261
159	0.67604	1.28690	1.65449	1.97500	2.35003	2.60710	3.14228
160	0.67603	1.28687	1.65443	1.97490	2.34988	2.60691	3.14195

Catatan: Probabilita yang lebih kecil yang ditunjukkan pada judul tiap kolom adalah luas daerah dalam satu ujung, sedangkan probabilitas yang lebih besar adalah luas daerah dalam kedua ujung

Lampiran 14 Tabel F

Titik Persentase Distribusi F untuk Probabilita = 0,05

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
91	3.95	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.90	1.86	1.83	1.80	1.78
92	3.94	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.89	1.86	1.83	1.80	1.78
93	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.78
94	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.77
95	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.82	1.80	1.77
96	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
97	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
98	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
99	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
100	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.97	1.93	1.89	1.85	1.82	1.79	1.77
101	3.94	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.93	1.88	1.85	1.82	1.79	1.77
102	3.93	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.77
103	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
104	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
105	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.81	1.79	1.76
106	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
107	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
108	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.78	1.76
109	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
110	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
111	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
112	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.96	1.92	1.88	1.84	1.81	1.78	1.76
113	3.93	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.92	1.87	1.84	1.81	1.78	1.76
114	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
115	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
116	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
117	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
118	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
119	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
120	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
121	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
122	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
123	3.92	3.07	2.68	2.45	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
124	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
125	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
126	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.87	1.83	1.80	1.77	1.75
127	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
128	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
129	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
130	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
131	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
132	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
133	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
134	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
135	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.82	1.79	1.77	1.74