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LAMPIRAN

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Lampiran 1

KUESIONER
Surat Permohonan Pengisian Kuesioner



UNIVERSITAS ESA UNGGUL
FAKULTAS EKONOMI DAN BISNIS

Responden Yth,

Saya, Mahasiswi Program Studi Ilmu Manajemen, Fakultas Ekonomi dan Bisnis Universitas Esa Unggul.

Nama : Adrilia Sonada

NIM : 2015-11-132

Saat ini, saya sedang melakukan penelitian tentang Pengaruh Promosi Penjualan dan Layanan Purna Jual terhadap Loyalitas Distributor melalui Kepuasan Distributor Tensimeter Digital Beurer di Indonesia untuk menyelesaikan Tugas Akhir. Maka dari itu, saya sangat mengharapkan kesediaan Bapak/Ibu untuk mengisi kuesioner ini.

Atas kesediaan Bapak/Ibu menjawab dengan sejujurnya dan sebaik-baiknya saya mengucapkan terima kasih.

I. DATA RESPONDEN

Petunjuk :

Isilah data responden dibawah ini dengan isian singkat atau menyilang (X) salah satu jawaban yang tersedia.

1. Jenis Distributor
 - a. Regional Distributor
 - b. Lokal Distributor
2. Dalam kurun waktu satu tahun, biasanya berapa kali anda membeli Tensimeter Digital Beurer?
 - a. 2-4 kali
 - b. 5-7 kali
 - b. 8-10 kali
 - c. > 10 kali

II. PERNYATAAN**Petunjuk Pengisian:**

1. Sebelum mengisi pernyataan di bawah, bacalah petunjuk pengisian dengan baik dan isi data responden terlebih dahulu.
2. Kuesioner penelitian ini terdiri dari 29 pernyataan.
3. Berilah tanda silang (X) atau centang (√), pada kolom pernyataan **Sangat Setuju (SS), Setuju (S), Tidak Setuju (TS), Sangat Tidak Setuju (STS)** sesuai dengan keadaan yang sebenarnya.
4. Semua jawaban adalah benar dan tidak ada yang salah, oleh karena itu jawablah semua pernyataan sesuai dengan keadaan yang anda alami dengan **JUJUR**.

| No. | Pernyataan | Kategori | | | |
|-----|---|----------|----|---|----|
| | | STS | TS | S | SS |
| 1. | Beurer sering memberikan program promosi penjualan. | | | | |
| 2. | Beurer memberikan program promosi penjualan yang beragam. | | | | |
| 3. | Beurer menawarkan program promosi yang mendorong para distributor untuk melakukan pembelian sesegera mungkin. | | | | |
| 4. | Beurer menawarkan program promosi yang lebih menarik dari para kompetitor. | | | | |
| 5. | Beurer senantiasa memberikan program promosi penjualan pada waktu yang tepat. | | | | |
| 6. | Beurer senantiasa memberikan program promosi yang disesuaikan dengan keinginan para distributor. | | | | |
| 7. | Waktu yang dibutuhkan untuk perawatan/perbaikan produk Beurer cepat. | | | | |
| 8. | Beurer menjamin waktu pengerjaan yang dijanjikan akan sesuai dengan realisasi. | | | | |
| 9. | Beurer menjamin produk yang telah diperbaiki akan berfungsi dengan baik kembali. | | | | |
| 10. | Beurer menjamin produk yang tidak dapat diperbaiki akan diganti dengan unit produk yang baru. | | | | |

| No. | Pernyataan | Kategori | | | |
|-----|---|----------|----|---|----|
| | | STS | TS | S | SS |
| 11. | Beurer menjamin ketersediaan aksesoris/peralatan pendukung perbaikan produknya. | | | | |
| 12. | Beurer dapat memberikan solusi apabila kerusakan produk di luar tanggung jawab perusahaan. | | | | |
| 13. | Beurer memiliki <i>customer service</i> yang siap melayani pada jam operasional kerja. | | | | |
| 14. | <i>Customer service</i> Beurer mudah dihubungi. | | | | |
| 15. | <i>Customer service</i> Beurer dapat memberikan informasi detil mengenai status perawatan/perbaikan produk. | | | | |
| 16. | Beurer dapat mengganti terlebih dahulu dengan produk yang baru sebelum masa pengecekan dan perbaikan produk yang bermasalah selesai. | | | | |
| 17. | Beurer menanggung sepenuhnya biaya pengembalian produk yang dikirim untuk diperbaiki | | | | |
| 18. | Beurer mengembalikan produk menggunakan jasa ekspedisi yang sama dengan yang digunakan distributor pada saat pengiriman produk yang ingin diperbaiki. | | | | |
| 19. | Saya puas terhadap jaminan garansi produk yang diberikan oleh Buerer. | | | | |
| 20. | Saya puas terhadap kecepatan waktu yang dibutuhkan untuk pemeliharaan/perawatan produk Beurer. | | | | |
| 21. | Saya puas terhadap hasil pemeliharaan/perbaikan produk Beurer. | | | | |
| 22. | Saya puas dengan program promosi penjualan yang diberikan oleh Beurer. | | | | |
| 23. | Saya puas dengan kemudahan sistem pemesanan produk Beurer. | | | | |
| 24. | Saya bersedia untuk melakukan pembelian ulang produk Beurer. | | | | |

| No. | Pernyataan | Kategori | | | |
|-----|---|----------|----|---|----|
| | | STS | TS | S | SS |
| 25. | Produk Beurer merupakan pilihan utama. | | | | |
| 26. | Saya menolak untuk membeli produk lain selain produk Beurer. | | | | |
| 27. | Saya akan Menolak isu negatif yang berkaitan dengan Beurer. | | | | |
| 28. | Saya bersedia merekomendasikan produk Beurer kepada distributor wilayah lain. | | | | |
| 29. | Saya bersedia menyampaikan hal positif berkenaan dengan produk Beurer. | | | | |

Laporan 2
Tabulasi Data Karakteristik 25 dan 124 Responden

| Keterangan | | Jumlah Responden | Total |
|---------------------|----------------------|------------------|-------|
| Jenis Distributor | Regional Distributor | 7 | 25 |
| | Lokal Distributor | 18 | |
| Rata-rata pembelian | 2 – 4 kali | 8 | 25 |
| | 5 – 7 kali | 11 | |
| | 8 – 10 kali | 4 | |
| | > 10 kali | 2 | |

(Sumber: Data primer diolah, 2019)

| Keterangan | | Jumlah Responden | Total |
|---------------------|----------------------|------------------|-------|
| Jenis Distributor | Regional Distributor | 35 | 124 |
| | Lokal Distributor | 89 | |
| Rata-rata pembelian | 2 – 4 kali | 72 | 124 |
| | 5 – 7 kali | 34 | |
| | 8 – 10 kali | 10 | |
| | > 10 kali | 8 | |

(Sumber: Data primer diolah, 2019)

Lampiran 3
 Tabulasi Data Pre-Test (25 Responden)

| Promosi Penjualan | | | | | | | |
|-------------------|-----------------------|---|---|---|---|---|------------|
| No. | Butir Soal Pernyataan | | | | | | Total Skor |
| | 1 | 2 | 3 | 4 | 5 | 6 | |
| 1 | 2 | 2 | 3 | 3 | 2 | 2 | 14 |
| 2 | 2 | 3 | 2 | 2 | 3 | 2 | 14 |
| 3 | 1 | 2 | 2 | 3 | 3 | 2 | 13 |
| 4 | 3 | 4 | 2 | 3 | 3 | 3 | 18 |
| 5 | 2 | 2 | 3 | 2 | 3 | 2 | 14 |
| 6 | 3 | 3 | 3 | 2 | 2 | 3 | 16 |
| 7 | 2 | 2 | 3 | 2 | 3 | 2 | 14 |
| 8 | 2 | 3 | 2 | 3 | 2 | 2 | 14 |
| 9 | 2 | 2 | 1 | 2 | 2 | 1 | 10 |
| 10 | 2 | 1 | 2 | 2 | 1 | 2 | 10 |
| 11 | 3 | 2 | 3 | 1 | 2 | 1 | 12 |
| 12 | 2 | 3 | 3 | 2 | 2 | 2 | 14 |
| 13 | 2 | 2 | 2 | 1 | 2 | 2 | 11 |
| 14 | 2 | 3 | 2 | 3 | 2 | 2 | 14 |
| 15 | 2 | 2 | 2 | 2 | 3 | 2 | 13 |
| 16 | 4 | 2 | 2 | 3 | 3 | 3 | 17 |
| 17 | 2 | 3 | 2 | 3 | 2 | 2 | 14 |
| 18 | 3 | 2 | 2 | 3 | 2 | 2 | 14 |
| 19 | 2 | 2 | 1 | 2 | 2 | 1 | 10 |
| 20 | 4 | 3 | 2 | 3 | 2 | 2 | 16 |
| 21 | 3 | 2 | 3 | 2 | 4 | 2 | 16 |
| 22 | 2 | 4 | 2 | 2 | 2 | 2 | 14 |
| 23 | 3 | 3 | 3 | 2 | 4 | 3 | 18 |
| 24 | 3 | 3 | 3 | 2 | 2 | 2 | 15 |
| 25 | 3 | 3 | 2 | 2 | 2 | 2 | 14 |

(Sumber: Data primer diolah, 2019)

| Layanan Purna Jual | | | | | | | | | | | | | |
|--------------------|-----------------------|---|---|----|----|----|----|----|----|----|----|----|------------|
| No. | Butir Soal Pernyataan | | | | | | | | | | | | Total Skor |
| | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | 18 | |
| 1 | 3 | 1 | 3 | 2 | 2 | 3 | 1 | 3 | 3 | 2 | 2 | 2 | 27 |
| 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 4 | 3 | 4 | 2 | 4 | 33 |
| 3 | 2 | 2 | 4 | 3 | 4 | 3 | 4 | 3 | 2 | 4 | 2 | 2 | 35 |
| 4 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 1 | 1 | 2 | 25 |
| 5 | 3 | 4 | 3 | 2 | 3 | 2 | 4 | 3 | 2 | 3 | 2 | 3 | 34 |
| 6 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 2 | 2 | 2 | 36 |
| 7 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 4 | 3 | 2 | 31 |
| 8 | 2 | 3 | 2 | 2 | 3 | 1 | 3 | 3 | 1 | 2 | 3 | 3 | 28 |
| 9 | 3 | 2 | 1 | 3 | 2 | 1 | 1 | 2 | 3 | 3 | 3 | 2 | 26 |
| 10 | 4 | 2 | 3 | 4 | 2 | 3 | 2 | 4 | 3 | 2 | 4 | 2 | 35 |
| 11 | 2 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 31 |
| 12 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 42 |
| 13 | 2 | 2 | 3 | 2 | 3 | 3 | 1 | 3 | 2 | 2 | 2 | 2 | 27 |
| 14 | 2 | 3 | 2 | 3 | 4 | 3 | 2 | 2 | 3 | 2 | 3 | 4 | 33 |
| 15 | 3 | 2 | 3 | 2 | 3 | 2 | 1 | 3 | 1 | 3 | 2 | 3 | 28 |
| 16 | 1 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 1 | 26 |
| 17 | 3 | 4 | 2 | 3 | 4 | 2 | 4 | 2 | 4 | 3 | 4 | 2 | 37 |
| 18 | 4 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 32 |
| 19 | 3 | 1 | 2 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 3 | 29 |
| 20 | 4 | 3 | 3 | 2 | 4 | 4 | 3 | 4 | 2 | 2 | 2 | 2 | 35 |
| 21 | 3 | 3 | 1 | 1 | 3 | 1 | 2 | 2 | 1 | 3 | 1 | 3 | 24 |
| 22 | 2 | 2 | 2 | 3 | 3 | 1 | 3 | 2 | 3 | 1 | 2 | 1 | 25 |
| 23 | 3 | 4 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 34 |
| 24 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 39 |
| 25 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 1 | 2 | 25 |

(Sumber: Data primer diolah, 2019)

| Kepuasan Distributor | | | | | | |
|----------------------|-----------------------|----|----|----|----|------------|
| No. | Butir Soal Pernyataan | | | | | Total Skor |
| | 19 | 20 | 21 | 22 | 23 | |
| 1 | 3 | 2 | 2 | 2 | 3 | 12 |
| 2 | 3 | 3 | 3 | 3 | 4 | 16 |
| 3 | 3 | 2 | 3 | 2 | 2 | 12 |
| 4 | 2 | 2 | 3 | 2 | 3 | 12 |
| 5 | 4 | 1 | 2 | 3 | 2 | 12 |
| 6 | 3 | 3 | 4 | 2 | 2 | 14 |
| 7 | 2 | 3 | 2 | 2 | 2 | 11 |
| 8 | 3 | 3 | 2 | 3 | 3 | 14 |
| 9 | 3 | 2 | 2 | 2 | 3 | 12 |
| 10 | 2 | 2 | 3 | 2 | 3 | 12 |
| 11 | 3 | 2 | 2 | 3 | 3 | 13 |
| 12 | 3 | 3 | 3 | 1 | 3 | 13 |
| 13 | 3 | 3 | 2 | 2 | 2 | 12 |
| 14 | 4 | 3 | 3 | 1 | 3 | 14 |
| 15 | 3 | 3 | 2 | 3 | 2 | 13 |
| 16 | 3 | 2 | 2 | 1 | 3 | 11 |
| 17 | 3 | 3 | 3 | 2 | 2 | 13 |
| 18 | 3 | 3 | 2 | 3 | 3 | 14 |
| 19 | 3 | 3 | 3 | 3 | 3 | 15 |
| 20 | 3 | 3 | 3 | 2 | 2 | 13 |
| 21 | 3 | 2 | 3 | 3 | 2 | 13 |
| 22 | 2 | 2 | 2 | 1 | 2 | 9 |
| 23 | 3 | 2 | 3 | 3 | 3 | 14 |
| 24 | 2 | 2 | 2 | 3 | 3 | 12 |
| 25 | 3 | 3 | 2 | 2 | 4 | 14 |

(Sumber: Data primer diolah, 2019)

| Loyalitas Distributor | | | | | | | |
|-----------------------|-----------------------|----|----|----|----|----|------------|
| No. | Butir Soal Pernyataan | | | | | | Total Skor |
| | 24 | 25 | 26 | 27 | 28 | 29 | |
| 1 | 3 | 3 | 2 | 3 | 3 | 3 | 17 |
| 2 | 3 | 3 | 3 | 3 | 3 | 3 | 18 |
| 3 | 3 | 2 | 1 | 2 | 3 | 3 | 14 |
| 4 | 2 | 3 | 2 | 3 | 2 | 2 | 14 |
| 5 | 2 | 3 | 3 | 2 | 3 | 2 | 15 |
| 6 | 3 | 2 | 3 | 4 | 4 | 2 | 18 |
| 7 | 2 | 2 | 2 | 2 | 2 | 1 | 11 |
| 8 | 2 | 2 | 3 | 2 | 2 | 3 | 14 |
| 9 | 3 | 3 | 2 | 2 | 3 | 2 | 15 |
| 10 | 3 | 2 | 2 | 3 | 2 | 2 | 14 |
| 11 | 2 | 3 | 2 | 3 | 2 | 2 | 14 |
| 12 | 2 | 2 | 2 | 2 | 1 | 2 | 11 |
| 13 | 2 | 3 | 2 | 2 | 3 | 2 | 14 |
| 14 | 3 | 2 | 1 | 2 | 2 | 3 | 13 |
| 15 | 2 | 3 | 3 | 2 | 2 | 3 | 15 |
| 16 | 2 | 3 | 3 | 3 | 4 | 3 | 18 |
| 17 | 3 | 2 | 2 | 2 | 2 | 2 | 13 |
| 18 | 4 | 3 | 2 | 3 | 3 | 3 | 18 |
| 19 | 2 | 3 | 3 | 3 | 2 | 2 | 15 |
| 20 | 2 | 2 | 3 | 2 | 3 | 2 | 14 |
| 21 | 3 | 3 | 2 | 2 | 2 | 2 | 14 |
| 22 | 2 | 2 | 2 | 3 | 3 | 2 | 14 |
| 23 | 2 | 3 | 2 | 2 | 3 | 2 | 14 |
| 24 | 3 | 2 | 1 | 2 | 3 | 3 | 14 |
| 25 | 2 | 1 | 2 | 1 | 2 | 2 | 10 |

(Sumber: Data primer diolah, 2019)

Lampiran 4
Tabulasi 124 Responden

| No | Promosi Penjualan | | | | | | Layanan Purna Jual | | | | | | | | | | | | Kepuasan Distributor | | | | | Loyalitas Distributor | | | | | Total Skor |
|----|-------------------|---|---|---|---|---|--------------------|---|---|----|----|----|----|----|----|----|----|----|----------------------|----|----|----|----|-----------------------|----|----|----|----|------------|
| | 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 | |
| 1 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 77 |
| 2 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 1 | 3 | 3 | 3 | 3 | 93 |
| 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 1 | 2 | 3 | 69 |
| 4 | 1 | 2 | 1 | 2 | 2 | 4 | 2 | 1 | 3 | 1 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 4 | 2 | 1 | 1 | 1 | 3 | 62 |
| 5 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 3 | 2 | 1 | 1 | 1 | 1 | 50 |
| 6 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 1 | 3 | 3 | 2 | 3 | 2 | 1 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 64 |
| 7 | 1 | 1 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 67 |
| 8 | 2 | 3 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 72 |
| 9 | 1 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 4 | 4 | 3 | 2 | 2 | 3 | 3 | 77 |
| 10 | 1 | 3 | 2 | 1 | 1 | 2 | 2 | 1 | 3 | 2 | 2 | 2 | 4 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 3 | 4 | 4 | 2 | 1 | 1 | 1 | 3 | 64 |
| 11 | 2 | 3 | 3 | 3 | 2 | 4 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 77 |
| 12 | 2 | 3 | 3 | 3 | 2 | 4 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 77 |
| 13 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 1 | 2 | 2 | 60 |
| 14 | 1 | 2 | 3 | 3 | 2 | 4 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 4 | 3 | 2 | 2 | 2 | 2 | 72 |
| 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 86 |
| 16 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 78 |
| 17 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 3 | 1 | 2 | 1 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 3 | 66 |
| 18 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 3 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 84 |
| 19 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 84 |
| 20 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 2 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 96 |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----|-----|----|
| 65 | 2 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 2 | 103 | |
| 66 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 4 | 1 | 2 | 1 | 59 | | |
| 67 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 81 | | |
| 68 | 2 | 3 | 3 | 2 | 2 | 2 | 1 | 2 | 3 | 3 | 3 | 2 | 3 | 3 | 1 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 2 | 1 | 2 | 3 | 3 | 2 | 2 | 67 | |
| 69 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 67 | |
| 70 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 4 | 3 | 3 | 3 | 4 | 2 | 2 | 2 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 79 | |
| 71 | 1 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 1 | 2 | 3 | 3 | 2 | 3 | 1 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 63 | |
| 72 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 83 | |
| 73 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 69 | |
| 74 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 1 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 66 | |
| 75 | 1 | 3 | 1 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 1 | 3 | 3 | 2 | 71 | |
| 76 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 85 | |
| 77 | 3 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 68 | |
| 78 | 2 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 79 | |
| 79 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 82 | |
| 80 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 2 | 2 | 2 | 3 | 3 | 3 | 80 |
| 81 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 1 | 3 | 3 | 3 | 3 | 3 | 3 | 1 | 3 | 83 |
| 82 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 77 | |
| 83 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 84 | |
| 84 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 77 | |
| 85 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 2 | 100 | |
| 86 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 73 | |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----|-----|
| 87 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 63 | |
| 88 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 87 | |
| 89 | 1 | 3 | 2 | 2 | 1 | 1 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 4 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 67 | |
| 90 | 1 | 2 | 1 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 1 | 3 | 2 | 2 | 3 | 62 |
| 91 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 4 | 3 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 71 | |
| 92 | 1 | 3 | 3 | 2 | 2 | 3 | 2 | 1 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 1 | 60 | |
| 93 | 1 | 2 | 2 | 1 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 1 | 3 | 3 | 2 | 2 | 1 | 1 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 61 | |
| 94 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 2 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 2 | 2 | 3 | 3 | 2 | 88 | |
| 95 | 1 | 4 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 2 | 2 | 3 | 2 | 3 | 2 | 76 | |
| 96 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 82 |
| 97 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 1 | 3 | 2 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 104 |
| 98 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 1 | 1 | 1 | 3 | 3 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 59 |
| 99 | 1 | 2 | 3 | 2 | 2 | 2 | 2 | 1 | 2 | 1 | 2 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 1 | 1 | 3 | 2 | 3 | 2 | 1 | 2 | 2 | 3 | 2 | 58 | |
| 100 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 67 |
| 101 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 87 |
| 102 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 1 | 2 | 2 | 55 | |
| 103 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 78 |
| 104 | 1 | 2 | 2 | 2 | 1 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 3 | 2 | 3 | 1 | 3 | 1 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 | 63 | |
| 105 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 59 |
| 106 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 4 | 87 |
| 107 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 4 | 85 |
| 108 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 71 |

Lampiran 5
Hasil Uji Validitas 25 Responden

Correlations

| | | p1 | p2 | p3 | p4 | p5 | p6 | SUM_X1 |
|----|---------------------|--------|--------|-------|-------|--------|--------|--------|
| p1 | Pearson Correlation | 1 | .187 | .183 | .088 | .132 | .387 | .595** |
| | Sig. (2-tailed) | | .371 | .381 | .677 | .528 | .056 | .002 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p2 | Pearson Correlation | .187 | 1 | .034 | .224 | .066 | .377 | .569** |
| | Sig. (2-tailed) | .371 | | .871 | .281 | .754 | .063 | .003 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p3 | Pearson Correlation | .183 | .034 | 1 | -.217 | .307 | .343 | .470* |
| | Sig. (2-tailed) | .381 | .871 | | .298 | .135 | .093 | .018 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p4 | Pearson Correlation | .088 | .224 | -.217 | 1 | .019 | .343 | .408* |
| | Sig. (2-tailed) | .677 | .281 | .298 | | .927 | .093 | .043 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p5 | Pearson Correlation | .132 | .066 | .307 | .019 | 1 | .394 | .571** |
| | Sig. (2-tailed) | .528 | .754 | .135 | .927 | | .051 | .003 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p6 | Pearson Correlation | .387 | .377 | .343 | .343 | .394 | 1 | .808** |
| | Sig. (2-tailed) | .056 | .063 | .093 | .093 | .051 | | .000 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| SU | Pearson Correlation | .595** | .569** | .470* | .408* | .571** | .808** | 1 |
| M_ | Sig. (2-tailed) | .002 | .003 | .018 | .043 | .003 | .000 | |
| X1 | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |

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

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

(Sumber: Hasil Output Statistik, 2019)

Correlations

| | | p7 | p8 | p9 | p10 | p11 | p12 | p13 | p14 | p15 | p16 | p17 | p18 | SUM_X2 |
|--------|---------------------|-------|--------|--------|--------|-------|--------|-------|--------|--------|-------|--------|-------|--------|
| p7 | Pearson Correlation | 1 | .209 | .116 | .139 | .137 | .371 | -.020 | .411* | .251 | .151 | .166 | .129 | .504* |
| | Sig. (2-tailed) | | .317 | .582 | .506 | .513 | .068 | .926 | .041 | .226 | .472 | .429 | .538 | .010 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p8 | Pearson Correlation | .209 | 1 | .027 | .051 | .413* | .056 | .441* | .136 | .012 | .222 | .210 | .363 | .535** |
| | Sig. (2-tailed) | .317 | | .898 | .807 | .040 | .792 | .027 | .517 | .956 | .286 | .314 | .075 | .006 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p9 | Pearson Correlation | .116 | .027 | 1 | .275 | .217 | .581** | .266 | .513** | .020 | .095 | .115 | -.122 | .489* |
| | Sig. (2-tailed) | .582 | .898 | | .183 | .298 | .002 | .199 | .009 | .925 | .653 | .582 | .560 | .013 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p10 | Pearson Correlation | .139 | .051 | .275 | 1 | -.096 | .206 | .275 | .268 | .620** | .180 | .692** | .011 | .595** |
| | Sig. (2-tailed) | .506 | .807 | .183 | | .650 | .324 | .184 | .196 | .001 | .389 | .000 | .959 | .002 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p11 | Pearson Correlation | .137 | .413* | .217 | -.096 | 1 | .297 | .412* | .095 | .005 | .090 | -.069 | .209 | .446* |
| | Sig. (2-tailed) | .513 | .040 | .298 | .650 | | .150 | .041 | .652 | .979 | .668 | .742 | .316 | .025 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p12 | Pearson Correlation | .371 | .056 | .581** | .206 | .297 | 1 | .031 | .408* | .222 | -.111 | -.099 | -.012 | .471* |
| | Sig. (2-tailed) | .068 | .792 | .002 | .324 | .150 | | .881 | .043 | .286 | .597 | .637 | .956 | .017 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p13 | Pearson Correlation | -.020 | .441* | .266 | .275 | .412* | .031 | 1 | .013 | .126 | .126 | .246 | -.040 | .490* |
| | Sig. (2-tailed) | .926 | .027 | .199 | .184 | .041 | .881 | | .951 | .548 | .548 | .236 | .850 | .013 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p14 | Pearson Correlation | .411* | .136 | .513** | .268 | .095 | .408* | .013 | 1 | -.029 | .408* | .230 | .330 | .603** |
| | Sig. (2-tailed) | .041 | .517 | .009 | .196 | .652 | .043 | .951 | | .892 | .043 | .269 | .108 | .001 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p15 | Pearson Correlation | .251 | .012 | .020 | .620** | .005 | .222 | .126 | -.029 | 1 | .070 | .451* | -.047 | .452* |
| | Sig. (2-tailed) | .226 | .956 | .925 | .001 | .979 | .286 | .548 | .892 | | .739 | .024 | .824 | .023 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p16 | Pearson Correlation | .151 | .222 | .095 | .180 | .090 | -.111 | .126 | .408* | .070 | 1 | .265 | .480* | .496* |
| | Sig. (2-tailed) | .472 | .286 | .653 | .389 | .668 | .597 | .548 | .043 | .739 | | .201 | .015 | .012 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p17 | Pearson Correlation | .166 | .210 | .115 | .692** | -.069 | -.099 | .246 | .230 | .451* | .265 | 1 | .160 | .563** |
| | Sig. (2-tailed) | .429 | .314 | .582 | .000 | .742 | .637 | .236 | .269 | .024 | .201 | | .444 | .003 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p18 | Pearson Correlation | .129 | .363 | -.122 | .011 | .209 | -.012 | -.040 | .330 | -.047 | .480* | .160 | 1 | .411* |
| | Sig. (2-tailed) | .538 | .075 | .560 | .959 | .316 | .956 | .850 | .108 | .824 | .015 | .444 | | .041 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| SUM_X2 | Pearson Correlation | .504* | .535** | .489* | .595** | .446* | .471* | .490* | .603** | .452* | .496* | .563** | .411* | 1 |
| | Sig. (2-tailed) | .010 | .006 | .013 | .002 | .025 | .017 | .013 | .001 | .023 | .012 | .003 | .041 | |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 | 25 |

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

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

(Sumber: Hasil Output Statistik, 2019)

Correlations

| | | p19 | p20 | p21 | p22 | p23 | SUM_Z |
|-------|---------------------|-------|--------|-------|-------|-------|--------|
| p19 | Pearson Correlation | 1 | .059 | .076 | .079 | .005 | .461* |
| | Sig. (2-tailed) | | .778 | .719 | .708 | .981 | .020 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |
| p20 | Pearson Correlation | .059 | 1 | .214 | -.087 | .095 | .512** |
| | Sig. (2-tailed) | .778 | | .305 | .681 | .651 | .009 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |
| p21 | Pearson Correlation | .076 | .214 | 1 | -.110 | -.095 | .424* |
| | Sig. (2-tailed) | .719 | .305 | | .600 | .651 | .035 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |
| p22 | Pearson Correlation | .079 | -.087 | -.110 | 1 | .084 | .487* |
| | Sig. (2-tailed) | .708 | .681 | .600 | | .688 | .014 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |
| p23 | Pearson Correlation | .005 | .095 | -.095 | .084 | 1 | .479* |
| | Sig. (2-tailed) | .981 | .651 | .651 | .688 | | .015 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |
| SUM_Z | Pearson Correlation | .461* | .512** | .424* | .487* | .479* | 1 |
| | Sig. (2-tailed) | .020 | .009 | .035 | .014 | .015 | |
| | N | 25 | 25 | 25 | 25 | 25 | 25 |

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

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

(Sumber: Hasil Output Statistik, 2019)

Correlations

| | | p24 | p25 | p26 | p27 | p28 | p29 | SUM_X |
|-------|---------------------|--------|--------|-------|--------|--------|-------|--------|
| p24 | Pearson Correlation | 1 | .148 | -.112 | .322 | .181 | .233 | .512** |
| | Sig. (2-tailed) | | .481 | .595 | .117 | .386 | .262 | .009 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p25 | Pearson Correlation | .148 | 1 | .286 | .210 | .147 | .148 | .577** |
| | Sig. (2-tailed) | .481 | | .165 | .314 | .483 | .480 | .003 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p26 | Pearson Correlation | -.112 | .286 | 1 | .310 | .182 | -.070 | .503* |
| | Sig. (2-tailed) | .595 | .165 | | .132 | .383 | .741 | .010 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p27 | Pearson Correlation | .322 | .210 | .310 | 1 | .332 | .062 | .668** |
| | Sig. (2-tailed) | .117 | .314 | .132 | | .105 | .770 | .000 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p28 | Pearson Correlation | .181 | .147 | .182 | .332 | 1 | .221 | .630** |
| | Sig. (2-tailed) | .386 | .483 | .383 | .105 | | .289 | .001 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| p29 | Pearson Correlation | .233 | .148 | -.070 | .062 | .221 | 1 | .454* |
| | Sig. (2-tailed) | .262 | .480 | .741 | .770 | .289 | | .022 |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |
| SUM_X | Pearson Correlation | .512** | .577** | .503* | .668** | .630** | .454* | 1 |
| | Sig. (2-tailed) | .009 | .003 | .010 | .000 | .001 | .022 | |
| | N | 25 | 25 | 25 | 25 | 25 | 25 | 25 |

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

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

(Sumber: Hasil Output Statistik, 2019)

Lampiran 6
Hasil Uji Reliabilitas 25 Responden

Case Processing Summary

| | | N | % |
|-------|-----------------------|----|-------|
| Cases | Valid | 25 | 100.0 |
| | Excluded ^a | 0 | .0 |
| | Total | 25 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

(Sumber: Hasil Output Statistik, 2019)

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .665 | 29 |

(Sumber: Hasil Output Statistik, 2019)

Item-Total Statistics

| | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item- Total Correlation | Cronbach's Alpha if Item Deleted |
|-----|-------------------------------|-----------------------------------|--------------------------------------|-------------------------------------|
| x1 | 70.2800 | 41.210 | .356 | .644 |
| x2 | 70.1600 | 43.223 | .160 | .661 |
| x3 | 70.2000 | 42.500 | .215 | .656 |
| x4 | 70.1600 | 42.640 | .179 | .660 |
| x5 | 70.2400 | 44.107 | .067 | .668 |
| x6 | 70.6000 | 40.083 | .549 | .630 |
| x7 | 69.7600 | 43.857 | .075 | .669 |
| x8 | 70.0400 | 39.707 | .438 | .634 |
| x9 | 70.2000 | 41.250 | .381 | .643 |
| x10 | 69.9600 | 42.373 | .237 | .655 |
| x11 | 69.9600 | 42.290 | .275 | .652 |
| x12 | 70.2400 | 41.190 | .297 | .648 |
| x13 | 70.2000 | 41.250 | .268 | .651 |
| x14 | 69.8400 | 40.640 | .455 | .637 |
| x15 | 70.1200 | 44.277 | .026 | .674 |
| x16 | 70.0400 | 42.457 | .180 | .660 |
| x17 | 70.1600 | 43.307 | .102 | .668 |
| x18 | 69.9200 | 41.660 | .264 | .652 |
| x19 | 69.9600 | 43.623 | .125 | .664 |
| x20 | 70.0000 | 44.083 | .089 | .666 |
| x21 | 70.1200 | 41.527 | .446 | .641 |
| x22 | 70.1200 | 42.693 | .174 | .660 |
| x23 | 69.9600 | 46.207 | -.160 | .683 |
| x24 | 70.2800 | 43.877 | .113 | .664 |
| x25 | 70.1600 | 44.890 | .001 | .671 |
| x26 | 70.3600 | 42.407 | .239 | .654 |
| x27 | 70.2400 | 42.773 | .243 | .655 |
| x28 | 70.1600 | 43.140 | .149 | .662 |
| x29 | 70.4800 | 44.427 | .051 | .668 |

(Sumber: Hasil Output Statistik, 2019)

Lampiran 7 Hasil Uji Analisis Jalur

Sub Struktur 1

| Model Summary | | | | |
|----------------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .774 ^a | .599 | .592 | 1.43776 |

a. Predictors: (Constant), Layanan Purna Jual, Promosi Penjualan
(Sumber: Hasil Output Statistik, 2019)

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|--------------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 3.674 | .769 | | 4.780 | .000 |
| | Promosi Penjualan | .141 | .069 | .201 | 2.042 | .043 |
| | Layanan Purna Jual | .248 | .041 | .602 | 6.116 | .000 |

a. Dependent Variable: Kepuasan Distributor
(Sumber: Hasil Output Statistik, 2019)

Sub Struktur 2

| Model Summary | | | | |
|----------------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .803 ^a | .645 | .636 | 1.67205 |

a. Predictors: (Constant), Kepuasan Distributor, Promosi Penjualan,
Layanan Purna Jual
(Sumber: Hasil Output Statistik, 2019)

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|----------------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 1.593 | .975 | | 1.634 | .105 |
| | Promosi Penjualan | .267 | .082 | .309 | 3.271 | .001 |
| | Layanan Purna Jual | .146 | .054 | .288 | 2.711 | .008 |
| | Kepuasan Distributor | .344 | .106 | .280 | 3.258 | .001 |

a. Dependent Variable: Loyalitas Distributor
(Sumber: Hasil Output Statistik, 2019)