

LAMPIRAN 1

1.1 Lampiran Kuesioner Pra Survey

Dengan hormat, Saya Francisca Megarita sebagai mahasiswa dari Fakultas Ekonomi dan Bisnis Universitas Esa Unggul memohon kesediaan Bapak/Ibu/Saudara/i mengikuti pra penelitian untuk proposal dalam rangka memenuhi persyaratan tugas akhir (skripsi), penelitian dengan judul “Pengaruh *Hedonic Shopping Value*, *Shopping Lifestyle* terhadap *Impulse Buying* dengan *Positive Emotion* sebagai Variabel Intervening pada Pengguna Shopee”. Atas kesediaan waktunya, saya ucapkan terimakasih.

KUESIONER

1. Ketika berbelanja lebih sering melakukan pembelian secara terencana atau tidak pada Shopee?

- a. tidak direncanakan
- b. sudah direncanakan

2. Apakah alasan yang mempengaruhi untuk melakukan pembelian tidak direncanakan di Shopee?

- a. Karena ada sale atau promo yang di tawarkan
- b. Tawaran iklan yang menarik
- c. Selalu senang atau antusias ketika berbelanja
- d. Adanya tantangan dalam mencari produk
- e. Lain-lain:

LAMPIRAN 2

1.2 Lampiran Kuesioner Survey

KUESIONER

Dengan hormat, Saya Francisca Megarita sebagai mahasiswa dari Fakultas Ekonomi dan Bisnis Universitas Esa Unggul memohon kesediaan Bapak/Ibu/Saudara/i untuk mengisi kuesioner ini dalam rangka memenuhi persyaratan tugas akhir (skripsi), penelitian dengan judul **“Pengaruh Hedonic Shopping Value, Shopping Lifestyle terhadap Impulse Buying dengan Positive Emotion sebagai Variabel Intervening pada Pengguna Shopee”**. Kuesioner ini diperlukan sebagai sarana untuk memperoleh data yang diperlukan. Segala bentuk informasi yang di berikan akan dijaga kerahasiaannya dan dipergunakan dengan sebaik-baiknya. Oleh karena itu, Atas partisipasi Ibu/Bapak/Saudara/i dalam mengisi daftar pertanyaan/ kuesioner ini, saya ucapkan terima kasih.

I. PETUNJUK PENGISIAN

1. Berilah tanda (√) pada kolom jawaban yang tersedia.
2. Isilah form dibawah ini dengan jawaban yang anda anggap paling tepat.
3. Kuesioner penelitian ini terdapat 28 pertanyaan.
4. Jawablah semua pertanyaan yang diajukan secara tepat dan jujur.

II. DATA RESPONDEN

1. Jenis kelamin : a. Wanita
b. Pria
2. Usia anda saat ini : a. 17-20 tahun c. 26-30 tahun
b. 21-25 tahun d. > 31 tahun
3. Pendidikan terakhir : a. SD d. Diploma
b. SMP e. S1
c. SMA f. S2/S3
4. Pekerjaan saat ini : a. Ibu rumah tangga d. Pelajar
b. Pegawai Swasta e. Wiraswasta
c. Mahasiswa f. Lain-lain

5. Budget biaya yang dikeluarkan untuk belanja online : a. \leq Rp 1.000.000,-
 b. Rp 1.000.001,- s/d Rp 2.500.000,-
 c. Rp 2.500.001,- s/d Rp 4.000.000,-
 d. \geq Rp 4.000.001,-
6. Frekuensi melakukan pembelanjaan di Shopee dalam 6 bulan : a. 2-3 kali
 b. 4-5 kali
 c. $>$ 6 kali

III. VARIABEL PENELITIAN

Anda dapat memberikan tanda (\surd) pada pertanyaan yang ada sesuai dengan pilihan Anda, berdasarkan keterangan berikut:

Skala Likert (1 = sangat tidak setuju) hingga (4 = sangat setuju)

STS : Sangat Tidak Setuju

TS : Tidak Setuju

S : Setuju

SS : Sangat Setuju

Hedonic Shopping value (X1)

| No. | PERNYATAAN | STS | TS | S | SS |
|--------------------------------------|---|-----|----|---|----|
| <i>Adventure Shopping</i> | | | | | |
| 1. | Saya merasa Shopee menjadi pilihan yang tepat untuk mencari produk apa saja yang dibutuhkan | | | | |
| 2. | Banyaknya tawaran menarik dalam mencari produk saat berbelanja di Shopee | | | | |
| <i>Social Shopping</i> | | | | | |
| 3. | Saya sering meminta masukan dari orang lain saat berbelanja di Shopee | | | | |
| <i>Gratification Shopping</i> | | | | | |
| 4. | Berbelanja di Shopee merupakan salah satu cara | | | | |

| | | | | | |
|-----------------------|---|--|--|--|--|
| | untuk membuat perasaan menjadi lebih baik | | | | |
| 5. | Saya menjadi bersemangat saat berbelanja di Shopee | | | | |
| Idea Shopping | | | | | |
| 6. | Saya menikmati berbelanja di Shopee karena banyaknya jenis produk terbaru | | | | |
| 7. | Saya berbelanja di Shopee karena produk <i>knowledge</i> yang mudah untuk di pahami | | | | |
| Role Shopping | | | | | |
| 8. | Sering berbelanja hadiah di Shopee untuk teman atau keluarga | | | | |
| Value Shopping | | | | | |
| 9. | Saya sering berbelanja karena ada sale di Shopee | | | | |

Shopping Lifestyle (X2)

| No. | PERNYATAAN | STS | TS | S | SS |
|-------------------|--|-----|----|---|----|
| Activities | | | | | |
| 10. | Untuk menghabiskan waktu saya suka melakukan pembelian di Shopee | | | | |
| 11. | Saya sering menggunakan uang saya untuk berbelanja di Shopee | | | | |
| Interest | | | | | |
| 12. | Dengan adanya Shopee mudah berbelanja produk apa saja | | | | |
| 13. | Karena tawaran iklan yang menarik saya memilih untuk belanja di Shopee | | | | |
| Opinion | | | | | |
| 14. | Saya berbelanja di Shopee untuk menghilangkan stress | | | | |

Impulse Buying (Y)

| No. | PERNYATAAN | STS | TS | S | SS |
|--|---|-----|----|---|----|
| Afektif (<i>Irresistible Urge to Buy</i>) | | | | | |
| 15. | Saya akan langsung membeli di Shopee jika saya sangat menyukai barang tersebut | | | | |
| Positive Buying Emotion | | | | | |
| 16. | Adanya rasa penasaran yang kuat untuk segera membeli barang tersebut di Shopee | | | | |
| Mood Management | | | | | |
| 17. | Sulit bagi saya untuk tidak memperhatikan produk-produk yang lain ketika berbelanja di Shopee | | | | |
| 18. | Menjadi lebih terhibur ketika berbelanja di Shopee | | | | |
| Kognitif (<i>Cognitive Deliberation</i>) | | | | | |
| 19. | Saya sering lepas kendali ketika berbelanja di Shopee | | | | |
| 20. | Adanya rasa bersalah ketika membeli sesuatu yang tidak di rencanakan | | | | |
| (Unplanned Buying) | | | | | |
| 21. | Saya termasuk orang yang sering melakukan pembelian secara spontan atau tidak direncanakan | | | | |
| 22. | Saya akan langsung membeli walaupun memiliki tujuan yang lain | | | | |
| 23. | Saya sering belanja sesuatu yang sebenarnya itu tidak diperlukan untuk dibeli | | | | |
| (Disregard of the future) | | | | | |
| 24. | Saya tidak peduli terhadap akibat yang akan terjadi ketika belanja di Shopee | | | | |

Positive Emotion (Z)

| No. | PERNYATAAN | STS | TS | S | SS |
|------------------|---|-----|----|---|----|
| <i>Pleasure</i> | | | | | |
| 25. | Merasa senang saat berbelanja di Shopee | | | | |
| <i>Aurosol</i> | | | | | |
| 26. | Merasa nyaman saat berbelanja di Shopee | | | | |
| <i>Dominance</i> | | | | | |
| 27. | Merasa puas saat berbelanja di Shopee | | | | |
| 28. | Merasa antusias saat berbelanja di Shopee | | | | |

LAMPIRAN 3
Data Karakteristik Responden

| Jenis Kelamin | Frekuensi |
|----------------------|------------------|
| Perempuan | 91 orang |
| Laki-laki | 49 orang |
| TOTAL | 140 orang |

| Usia | Frekuensi |
|--------------|------------------|
| 17-20 Tahun | 36 orang |
| 21-25 Tahun | 56 orang |
| 26-30 Tahun | 27 orang |
| >31 Tahun | 21 orang |
| TOTAL | 140 orang |

| Pendidikan | Frekuensi |
|-------------------|------------------|
| SMP | 7 orang |
| SMA | 50 orang |
| Diploma | 16 orang |
| S1 | 67 orang |
| TOTAL | 140 orang |

| Pendidikan | Frekuensi |
|-------------------|------------------|
| SMP | 7 orang |
| SMA | 50 orang |
| Diploma | 16 orang |
| S1 | 67 orang |
| TOTAL | 140 orang |

| Pekerjaan | Frekuensi |
|------------------|------------------|
| Pelajar | 19 orang |
| Mahasiswa | 31 orang |
| Pegawai Swasta | 49 orang |
| Wiraswasta | 15 orang |
| Ibu Rumah Tangga | 13 orang |
| Lain-lain | 13 orang |
| TOTAL | 140 orang |

| Budget Belanja | Frekuensi |
|-----------------------------------|------------------|
| ≤ Rp 1.000.000,- | 73 orang |
| Rp 1.000.001,- s/d Rp 2.500.000,- | 35 orang |
| Rp 2.500.001,- s/d Rp 4.000.000,- | 18 orang |
| ≥ Rp 4.000.001,- | 14 orang |
| TOTAL | 140 orang |

| Jangka Waktu | Frekuensi |
|---------------------|------------------|
| 2-3 kali | 60 orang |
| 4-5 kali | 38 orang |
| > 5 kali | 42 orang |
| TOTAL | 140 orang |

LAMPIRAN 4
Tabulasi Data 30 Orang

| NO. | Hedonic Shopping Value | | | | | | | | | | Shopping Value | | | | | Impulse Buying | | | | | | | | | | Positive Emotion | | | | | | |
|-----|------------------------|------|------|------|------|------|------|------|------|-----|----------------|------|------|------|------|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------------|-----|-----|-----|-----|-----|-----|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | SUM | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | SUM | Y.1 | Y.2 | Y.3 | Y.4 | Y.5 | Y.6 | Y.7 | Y.8 | Y.9 | Y.10 | SUM | Z.1 | Z.2 | Z.3 | Z.4 | SUM |
| 1. | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 31 | 4 | 4 | 4 | 3 | 4 | 19 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 28 | 3 | 3 | 4 | 4 | 14 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 3 | 33 | 4 | 3 | 2 | 3 | 2 | 14 | 3 | 3 | 4 | 4 | 2 | 2 | 3 | 3 | 2 | 2 | 28 | 2 | 2 | 4 | 3 | 11 |
| 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 4 | 26 | 2 | 3 | 3 | 4 | 3 | 15 | 3 | 2 | 4 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 30 | 4 | 4 | 3 | 4 | 15 |
| 4 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 21 | 2 | 3 | 2 | 3 | 2 | 12 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 22 | 4 | 2 | 2 | 3 | 11 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 35 | 4 | 4 | 2 | 2 | 4 | 16 | 4 | 3 | 4 | 4 | 4 | 2 | 2 | 3 | 2 | 3 | 31 | 2 | 4 | 4 | 2 | 12 |
| 6 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 22 | 2 | 3 | 3 | 2 | 2 | 12 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 21 | 3 | 2 | 2 | 3 | 10 |
| 7 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 25 | 3 | 3 | 3 | 2 | 2 | 13 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 24 | 3 | 2 | 3 | 2 | 10 |
| 8 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 20 | 2 | 3 | 3 | 3 | 2 | 13 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 25 | 3 | 2 | 2 | 3 | 10 |
| 9 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 30 | 3 | 4 | 3 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 10 | 3 | 3 | 3 | 2 | 2 | 2 | 1 | 3 | 1 | 20 | 2 | 3 | 2 | 1 | 1 | 9 | 1 | 2 | 1 | 2 | 1 | 3 | 1 | 2 | 1 | 2 | 16 | 3 | 4 | 2 | 2 | 11 |
| 11 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 22 | 2 | 2 | 3 | 3 | 2 | 12 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 1 | 2 | 23 | 3 | 2 | 2 | 3 | 10 |
| 12 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 4 | 3 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 13 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 22 | 2 | 3 | 2 | 2 | 2 | 11 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 20 | 2 | 2 | 2 | 2 | 8 |
| 14 | 4 | 4 | 2 | 3 | 3 | 2 | 4 | 4 | 4 | 30 | 2 | 4 | 4 | 4 | 4 | 18 | 3 | 3 | 4 | 2 | 4 | 4 | 4 | 3 | 4 | 4 | 35 | 4 | 4 | 2 | 4 | 14 |
| 15 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 28 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 16 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 18 | 2 | 3 | 2 | 2 | 2 | 11 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 20 | 2 | 2 | 2 | 2 | 8 |
| 17 | 2 | 3 | 2 | 2 | 3 | 3 | 1 | 2 | 1 | 19 | 3 | 4 | 1 | 1 | 1 | 10 | 3 | 1 | 1 | 3 | 1 | 1 | 1 | 1 | 1 | 1 | 14 | 3 | 2 | 3 | 3 | 11 |
| 18 | 3 | 3 | 3 | 4 | 2 | 2 | 3 | 3 | 4 | 27 | 2 | 4 | 2 | 4 | 3 | 15 | 4 | 4 | 3 | 2 | 3 | 2 | 4 | 2 | 1 | 1 | 26 | 3 | 3 | 2 | 4 | 12 |
| 19 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 23 | 2 | 3 | 3 | 2 | 2 | 12 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 23 | 3 | 2 | 2 | 2 | 9 |
| 20 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 27 | 3 | 4 | 3 | 4 | 2 | 16 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 2 | 2 | 2 | 27 | 4 | 2 | 3 | 4 | 13 |
| 21 | 2 | 2 | 3 | 3 | 2 | 1 | 1 | 2 | 3 | 19 | 1 | 3 | 4 | 3 | 1 | 12 | 3 | 2 | 1 | 1 | 1 | 4 | 3 | 1 | 3 | 1 | 20 | 4 | 1 | 1 | 3 | 9 |
| 22 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 4 | 4 | 3 | 3 | 17 | 3 | 3 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 23 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 4 | 25 | 3 | 4 | 4 | 4 | 3 | 18 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 2 | 3 | 33 | 4 | 4 | 4 | 4 | 16 |
| 24 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 26 | 2 | 3 | 3 | 3 | 3 | 14 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 3 | 2 | 26 | 3 | 3 | 2 | 3 | 11 |
| 25 | 4 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 28 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 2 | 29 | 3 | 3 | 3 | 3 | 12 |
| 26 | 2 | 3 | 3 | 2 | 3 | 3 | 4 | 2 | 4 | 26 | 3 | 4 | 4 | 4 | 4 | 19 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 39 | 4 | 4 | 3 | 4 | 15 |
| 27 | 2 | 2 | 4 | 3 | 3 | 2 | 3 | 2 | 4 | 25 | 2 | 3 | 3 | 4 | 3 | 15 | 3 | 3 | 4 | 2 | 3 | 3 | 4 | 4 | 3 | 3 | 32 | 4 | 3 | 2 | 4 | 13 |
| 28 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 23 | 3 | 4 | 3 | 2 | 2 | 14 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 24 | 3 | 2 | 3 | 2 | 10 |
| 29 | 4 | 3 | 3 | 2 | 2 | 2 | 1 | 4 | 2 | 23 | 2 | 3 | 3 | 2 | 1 | 11 | 2 | 2 | 2 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 21 | 3 | 1 | 2 | 2 | 8 |
| 30 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 24 | 3 | 4 | 3 | 3 | 2 | 15 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 29 | 3 | 2 | 3 | 3 | 11 |

LAMPIRAN 5
Tabulasi Data 150 Orang

| NO. | Hedonic Shopping Value | | | | | | | | | | Shopping Value | | | | | Impulse Buying | | | | | | | | | | Positive Emotion | | | | | | |
|-----|------------------------|------|------|------|------|------|------|------|------|-----|----------------|------|------|------|------|----------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------------------|-----|-----|-----|-----|-----|-----|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | SUM | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | SUM | Y.1 | Y.2 | Y.3 | Y.4 | Y.5 | Y.6 | Y.7 | Y.8 | Y.9 | Y.10 | SUM | Z.1 | Z.2 | Z.3 | Z.4 | SUM |
| 1. | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 31 | 4 | 4 | 4 | 3 | 4 | 19 | 4 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 28 | 3 | 3 | 4 | 4 | 14 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 3 | 33 | 4 | 3 | 2 | 3 | 2 | 14 | 3 | 3 | 4 | 4 | 2 | 2 | 3 | 3 | 2 | 2 | 28 | 2 | 2 | 4 | 3 | 11 |
| 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 4 | 26 | 2 | 3 | 3 | 4 | 3 | 15 | 3 | 2 | 4 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 30 | 4 | 4 | 3 | 4 | 15 |
| 4 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 21 | 2 | 3 | 2 | 3 | 2 | 12 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 22 | 4 | 2 | 2 | 3 | 11 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 35 | 4 | 4 | 2 | 2 | 4 | 16 | 4 | 3 | 4 | 4 | 4 | 2 | 2 | 3 | 2 | 3 | 31 | 2 | 4 | 4 | 2 | 12 |
| 6 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 2 | 22 | 2 | 3 | 3 | 2 | 2 | 12 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 21 | 3 | 2 | 2 | 3 | 10 |
| 7 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 2 | 25 | 3 | 3 | 3 | 2 | 2 | 13 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 24 | 3 | 2 | 3 | 2 | 10 |
| 8 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 20 | 2 | 3 | 3 | 3 | 2 | 13 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 25 | 3 | 2 | 2 | 3 | 10 |
| 9 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 30 | 3 | 4 | 3 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 10 | 3 | 3 | 3 | 2 | 2 | 2 | 1 | 3 | 1 | 20 | 2 | 3 | 2 | 1 | 1 | 9 | 1 | 2 | 1 | 2 | 1 | 3 | 1 | 2 | 1 | 2 | 16 | 3 | 4 | 2 | 2 | 11 |
| 11 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 22 | 2 | 2 | 3 | 3 | 2 | 12 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 1 | 2 | 23 | 3 | 2 | 2 | 3 | 10 |
| 12 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 4 | 3 | 3 | 3 | 16 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 13 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 3 | 2 | 22 | 2 | 3 | 2 | 2 | 2 | 11 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 1 | 2 | 20 | 2 | 2 | 2 | 2 | 8 |
| 14 | 4 | 4 | 2 | 3 | 3 | 2 | 4 | 4 | 4 | 30 | 2 | 4 | 4 | 4 | 4 | 18 | 3 | 3 | 4 | 2 | 4 | 4 | 4 | 3 | 4 | 4 | 35 | 4 | 4 | 2 | 4 | 14 |
| 15 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 28 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 16 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 18 | 2 | 3 | 2 | 2 | 2 | 11 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 20 | 2 | 2 | 2 | 2 | 8 |
| 17 | 2 | 3 | 2 | 2 | 3 | 3 | 1 | 2 | 1 | 19 | 3 | 4 | 1 | 1 | 1 | 10 | 3 | 1 | 1 | 3 | 1 | 1 | 1 | 1 | 1 | 1 | 14 | 3 | 2 | 3 | 3 | 11 |
| 18 | 3 | 3 | 3 | 4 | 2 | 2 | 3 | 3 | 4 | 27 | 2 | 4 | 2 | 4 | 3 | 15 | 4 | 4 | 3 | 2 | 3 | 2 | 4 | 2 | 1 | 1 | 26 | 3 | 3 | 2 | 4 | 12 |
| 19 | 3 | 3 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 23 | 2 | 3 | 3 | 2 | 2 | 12 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 23 | 3 | 2 | 2 | 2 | 9 |
| 20 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 27 | 3 | 4 | 3 | 4 | 2 | 16 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 2 | 2 | 2 | 27 | 4 | 2 | 3 | 4 | 13 |
| 21 | 2 | 2 | 3 | 3 | 2 | 1 | 1 | 2 | 3 | 19 | 1 | 3 | 4 | 3 | 1 | 12 | 3 | 2 | 1 | 1 | 1 | 4 | 3 | 1 | 3 | 1 | 20 | 4 | 1 | 1 | 3 | 9 |
| 22 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 24 | 3 | 4 | 4 | 3 | 3 | 17 | 3 | 3 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 3 | 13 |
| 23 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 4 | 25 | 3 | 4 | 4 | 4 | 3 | 18 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 2 | 3 | 33 | 4 | 4 | 4 | 4 | 16 |
| 24 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 26 | 2 | 3 | 3 | 3 | 3 | 14 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 3 | 2 | 26 | 3 | 3 | 2 | 3 | 11 |
| 25 | 4 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 28 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 29 | 3 | 3 | 3 | 3 | 12 |
| 26 | 2 | 3 | 3 | 2 | 3 | 3 | 4 | 2 | 4 | 26 | 3 | 4 | 4 | 4 | 4 | 19 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 39 | 4 | 4 | 3 | 4 | 15 |
| 27 | 2 | 2 | 4 | 3 | 3 | 2 | 3 | 2 | 4 | 25 | 2 | 3 | 3 | 4 | 3 | 15 | 3 | 3 | 4 | 2 | 3 | 3 | 4 | 4 | 3 | 3 | 32 | 4 | 3 | 2 | 4 | 13 |
| 28 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 23 | 3 | 4 | 3 | 2 | 2 | 14 | 2 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 24 | 3 | 2 | 3 | 2 | 10 |
| 29 | 4 | 3 | 3 | 2 | 2 | 2 | 1 | 4 | 2 | 23 | 2 | 3 | 3 | 2 | 1 | 11 | 2 | 2 | 2 | 2 | 1 | 3 | 2 | 2 | 3 | 2 | 21 | 3 | 1 | 2 | 2 | 8 |
| 30 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 24 | 3 | 4 | 3 | 3 | 2 | 15 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 29 | 3 | 2 | 3 | 3 | 11 |
| 31 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 25 | 3 | 4 | 3 | 4 | 3 | 17 | 1 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 32 | 3 | 3 | 2 | 4 | 12 |
| 32 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 27 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 32 | 3 | 3 | 3 | 3 | 12 |
| 33 | 4 | 4 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 23 | 2 | 3 | 2 | 3 | 2 | 12 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 23 | 2 | 2 | 2 | 3 | 9 |
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| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|----|---|---|----|---|----|---|---|---|
| 35 | 4 | 4 | 4 | 4 | 3 | 2 | 2 | 2 | 2 | 2 | 27 | 2 | 4 | 2 | 2 | 2 | 12 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 23 | 2 | 2 | 2 | 2 | 8 |
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| 37 | 2 | 2 | 4 | 4 | 3 | 4 | 3 | 1 | 1 | 1 | 24 | 4 | 2 | 1 | 1 | 3 | 11 | 3 | 1 | 1 | 4 | 3 | 1 | 1 | 1 | 3 | 3 | 21 | 1 | 4 | 4 | 1 | 10 | | | |
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| 41 | 2 | 2 | 4 | 4 | 2 | 1 | 1 | 1 | 3 | 3 | 20 | 1 | 4 | 1 | 3 | 1 | 10 | 4 | 2 | 3 | 1 | 1 | 1 | 3 | 3 | 3 | 3 | 24 | 1 | 1 | 1 | 4 | 7 | | | |
| 42 | 4 | 4 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 2 | 3 | 3 | 3 | 14 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 29 | 4 | 4 | 4 | 4 | 16 | | | |
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| 54 | 3 | 1 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 3 | 3 | 3 | 3 | 15 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 28 | 4 | 4 | 4 | 4 | 16 | | | |
| 55 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 27 | 3 | 2 | 3 | 2 | 3 | 13 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 4 | 3 | 29 | 4 | 4 | 4 | 2 | 14 | | | |
| 56 | 3 | 1 | 3 | 3 | 3 | 1 | 1 | 2 | 2 | 2 | 19 | 1 | 2 | 2 | 2 | 1 | 8 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 1 | 2 | 14 | 2 | 1 | 1 | 2 | 6 | | | |
| 57 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 2 | 3 | 28 | 4 | 3 | 3 | 2 | 3 | 15 | 2 | 1 | 2 | 4 | 3 | 3 | 2 | 2 | 3 | 4 | 26 | 4 | 4 | 4 | 2 | 14 | | | |
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| 59 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 30 | 3 | 3 | 3 | 3 | 4 | 16 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 34 | 4 | 4 | 4 | 4 | 16 | | | |
| 60 | 4 | 4 | 2 | 3 | 4 | 2 | 4 | 4 | 3 | 3 | 30 | 2 | 3 | 4 | 3 | 4 | 16 | 3 | 3 | 3 | 2 | 4 | 4 | 3 | 4 | 4 | 3 | 33 | 4 | 4 | 2 | 4 | 14 | | | |
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| 62 | 2 | 2 | 2 | 2 | 4 | 4 | 3 | 4 | 3 | 3 | 26 | 4 | 3 | 4 | 3 | 3 | 17 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 35 | 4 | 4 | 4 | 4 | 16 | | | |
| 63 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 20 | 2 | 3 | 3 | 3 | 2 | 13 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 26 | 3 | 2 | 2 | 3 | 10 | | | |
| 64 | 4 | 3 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 25 | 2 | 4 | 3 | 3 | 3 | 15 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 24 | 3 | 3 | 2 | 3 | 11 | | | |
| 65 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 2 | 4 | 4 | 31 | 3 | 2 | 2 | 4 | 3 | 14 | 1 | 4 | 4 | 3 | 3 | 2 | 4 | 4 | 2 | 1 | 28 | 2 | 3 | 3 | 4 | 12 | | | |
| 66 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 4 | 4 | 24 | 2 | 4 | 2 | 4 | 3 | 15 | 4 | 4 | 3 | 2 | 3 | 2 | 4 | 3 | 3 | 4 | 32 | 2 | 3 | 2 | 4 | 11 | | | |
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| 68 | 2 | 3 | 3 | 2 | 2 | 3 | 4 | 4 | 4 | 4 | 27 | 3 | 4 | 4 | 4 | 4 | 19 | 2 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 2 | 2 | 32 | 4 | 4 | 3 | 4 | 15 | | | |
| 69 | 3 | 4 | 4 | 2 | 4 | 2 | 1 | 1 | 1 | 1 | 22 | 2 | 4 | 1 | 1 | 1 | 9 | 2 | 3 | 2 | 2 | 1 | 1 | 1 | 2 | 3 | 1 | 18 | 1 | 1 | 2 | 1 | 5 | | | |
| 70 | 3 | 3 | 3 | 3 | 4 | 2 | 3 | 4 | 4 | 4 | 29 | 2 | 3 | 4 | 4 | 3 | 16 | 3 | 4 | 2 | 2 | 3 | 4 | 4 | 4 | 4 | 4 | 34 | 4 | 3 | 2 | 4 | 13 | | | |
| 71 | 3 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 27 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 31 | 3 | 3 | 3 | 3 | 12 | | | |
| 72 | 2 | 2 | 3 | 2 | 4 | 2 | 2 | 3 | 2 | 2 | 22 | 2 | 3 | 3 | 2 | 2 | 12 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 24 | 3 | 2 | 2 | 2 | 9 | | | |
| 73 | 4 | 3 | 2 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 31 | 4 | 4 | 4 | 4 | 4 | 20 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 | 4 | 4 | 4 | 4 | 16 | | | |

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|-----|---|---|---|---|---|---|---|---|---|----|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|----|---|---|---|---|----|
| 74 | 3 | 3 | 2 | 3 | 4 | 2 | 3 | 3 | 2 | 25 | 2 | 4 | 3 | 2 | 3 | 14 | 2 | 4 | 4 | 2 | 3 | 3 | 2 | 3 | 2 | 2 | 27 | 3 | 3 | 2 | 2 | 10 |
| 75 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 31 | 4 | 3 | 3 | 3 | 3 | 16 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 35 | 3 | 3 | 4 | 3 | 13 |
| 76 | 2 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 2 | 16 | 1 | 2 | 2 | 2 | 1 | 8 | 1 | 2 | 2 | 1 | 1 | 2 | 2 | 2 | 2 | 1 | 16 | 2 | 1 | 1 | 2 | 6 |
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| 78 | 2 | 4 | 2 | 3 | 2 | 4 | 3 | 3 | 3 | 26 | 4 | 3 | 3 | 3 | 3 | 16 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 34 | 3 | 3 | 3 | 3 | 12 |
| 79 | 3 | 2 | 3 | 4 | 4 | 3 | 2 | 3 | 3 | 27 | 3 | 3 | 3 | 3 | 2 | 14 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 28 | 3 | 2 | 3 | 3 | 11 |
| 80 | 3 | 3 | 2 | 4 | 4 | 2 | 2 | 4 | 4 | 28 | 2 | 2 | 4 | 4 | 2 | 14 | 2 | 3 | 4 | 2 | 2 | 4 | 4 | 2 | 3 | 2 | 28 | 4 | 2 | 2 | 4 | 12 |
| 81 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 32 | 4 | 4 | 3 | 4 | 4 | 19 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 34 | 3 | 4 | 4 | 4 | 15 |
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| 83 | 3 | 4 | 3 | 3 | 4 | 2 | 4 | 3 | 3 | 29 | 2 | 4 | 3 | 3 | 4 | 16 | 3 | 3 | 2 | 2 | 4 | 3 | 3 | 2 | 4 | 2 | 28 | 3 | 4 | 2 | 3 | 12 |
| 84 | 3 | 4 | 3 | 3 | 4 | 2 | 2 | 3 | 1 | 25 | 2 | 3 | 3 | 1 | 2 | 11 | 2 | 2 | 3 | 2 | 2 | 3 | 1 | 1 | 1 | 1 | 18 | 3 | 2 | 2 | 1 | 8 |
| 85 | 3 | 3 | 3 | 2 | 4 | 4 | 2 | 3 | 3 | 27 | 4 | 4 | 3 | 3 | 2 | 16 | 2 | 3 | 3 | 4 | 2 | 3 | 3 | 1 | 2 | 3 | 26 | 3 | 2 | 4 | 3 | 12 |
| 86 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 32 | 3 | 4 | 4 | 4 | 4 | 19 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 36 | 4 | 4 | 3 | 4 | 15 |
| 87 | 3 | 4 | 3 | 2 | 4 | 4 | 3 | 4 | 4 | 31 | 4 | 4 | 4 | 4 | 3 | 19 | 3 | 2 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 34 | 4 | 3 | 4 | 4 | 15 |
| 88 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 33 | 3 | 4 | 4 | 4 | 4 | 19 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 39 | 4 | 4 | 3 | 4 | 15 |
| 89 | 3 | 3 | 3 | 3 | 4 | 2 | 2 | 3 | 3 | 26 | 2 | 3 | 3 | 3 | 2 | 13 | 3 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 24 | 3 | 2 | 2 | 3 | 10 |
| 90 | 2 | 4 | 4 | 2 | 2 | 2 | 1 | 3 | 3 | 23 | 2 | 4 | 3 | 3 | 1 | 13 | 3 | 3 | 2 | 2 | 1 | 3 | 3 | 2 | 3 | 3 | 25 | 3 | 1 | 2 | 3 | 9 |
| 91 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 32 | 3 | 3 | 4 | 4 | 4 | 18 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 35 | 4 | 4 | 3 | 4 | 15 |
| 92 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 23 | 3 | 4 | 3 | 2 | 3 | 15 | 3 | 4 | 4 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 29 | 3 | 3 | 3 | 2 | 11 |
| 93 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 4 | 4 | 24 | 3 | 3 | 4 | 4 | 3 | 17 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 35 | 4 | 3 | 3 | 4 | 14 |
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| 95 | 3 | 3 | 2 | 3 | 2 | 2 | 1 | 2 | 2 | 20 | 2 | 4 | 2 | 2 | 1 | 11 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 36 | 2 | 1 | 2 | 2 | 7 |
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| 99 | 3 | 3 | 3 | 3 | 4 | 3 | 2 | 2 | 2 | 25 | 3 | 4 | 2 | 2 | 2 | 13 | 3 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 27 | 2 | 2 | 3 | 2 | 9 |
| 100 | 3 | 3 | 3 | 3 | 4 | 1 | 2 | 4 | 1 | 24 | 1 | 3 | 4 | 1 | 2 | 11 | 2 | 2 | 2 | 1 | 2 | 4 | 1 | 1 | 1 | 2 | 18 | 4 | 2 | 1 | 1 | 8 |
| 101 | 3 | 3 | 3 | 2 | 3 | 2 | 2 | 3 | 2 | 23 | 2 | 3 | 3 | 2 | 2 | 12 | 2 | 2 | 4 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 23 | 3 | 2 | 2 | 2 | 9 |
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| 103 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 28 | 3 | 3 | 3 | 3 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 29 | 3 | 3 | 3 | 3 | 12 |
| 104 | 3 | 3 | 3 | 4 | 4 | 2 | 2 | 3 | 2 | 26 | 2 | 3 | 3 | 2 | 2 | 12 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 2 | 22 | 3 | 2 | 2 | 2 | 9 |
| 105 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 25 | 2 | 3 | 3 | 3 | 3 | 14 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 28 | 3 | 3 | 2 | 3 | 11 |
| 106 | 3 | 3 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 22 | 3 | 3 | 2 | 3 | 2 | 13 | 3 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 26 | 2 | 2 | 3 | 3 | 10 |
| 107 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 3 | 24 | 3 | 4 | 3 | 3 | 2 | 15 | 4 | 2 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 2 | 29 | 3 | 2 | 3 | 3 | 11 |
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| 109 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 25 | 3 | 3 | 2 | 3 | 2 | 13 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 2 | 25 | 2 | 2 | 3 | 3 | 10 |
| 110 | 3 | 3 | 4 | 2 | 2 | 2 | 2 | 3 | 3 | 24 | 2 | 2 | 3 | 3 | 2 | 12 | 3 | 3 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 2 | 27 | 3 | 2 | 2 | 3 | 10 |
| 111 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 32 | 4 | 4 | 4 | 4 | 4 | 20 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 38 | 4 | 4 | 4 | 4 | 16 |
| 112 | 3 | 3 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 25 | 2 | 3 | 3 | 3 | 3 | 14 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 26 | 3 | 3 | 2 | 3 | 11 |

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|------|
| 113 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 22 | 2 | 2 | 3 | 3 | 2 | 12 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 27 | 3 | 2 | 2 | 3 | 10 |
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| 115 | 3 | 2 | 2 | 3 | 3 | 3 | 4 | 3 | 3 | 26 | 3 | 3 | 3 | 3 | 4 | 16 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 33 | 3 | 4 | 3 | 3 | 13 |
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| 118 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 25 | 3 | 2 | 3 | 2 | 3 | 13 | 2 | 3 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 3 | 25 | 3 | 3 | 3 | 2 | 11 |
| 119 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 22 | 3 | 2 | 3 | 4 | 3 | 15 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 3 | 3 | 3 | 3 | 12 |
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| 122 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 23 | 3 | 4 | 3 | 4 | 3 | 17 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 32 | 3 | 3 | 3 | 3 | 12 |
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| 124 | 2 | 3 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 24 | 2 | 4 | 3 | 4 | 3 | 16 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 28 | 3 | 3 | 2 | 3 | 11 |
| 125 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 34 | 3 | 4 | 4 | 4 | 4 | 19 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 38 | 4 | 4 | 3 | 4 | 15 |
| 126 | 2 | 2 | 2 | 2 | 2 | 3 | 1 | 1 | 2 | 17 | 3 | 2 | 1 | 2 | 1 | 9 | 2 | 3 | 1 | 3 | 1 | 1 | 2 | 2 | 3 | 2 | 20 | 4 | 3 | 3 | 4 | 14 |
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| 129 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 33 | 4 | 2 | 2 | 2 | 2 | 12 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 37 | 4 | 4 | 4 | 4 | 16 |
| 130 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 32 | 4 | 4 | 3 | 4 | 4 | 19 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 37 | 4 | 4 | 4 | 4 | 16 |
| 131 | 3 | 4 | 3 | 4 | 4 | 2 | 3 | 3 | 3 | 29 | 2 | 2 | 3 | 4 | 3 | 14 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 29 | 3 | 3 | 2 | 3 | 11 |
| 132 | 4 | 3 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 33 | 4 | 4 | 4 | 4 | 4 | 20 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 35 | 4 | 4 | 4 | 3 | 15 |
| 133 | 3 | 4 | 2 | 4 | 3 | 2 | 3 | 4 | 4 | 29 | 2 | 2 | 4 | 4 | 3 | 15 | 3 | 3 | 2 | 2 | 3 | 4 | 4 | 3 | 3 | 4 | 31 | 4 | 3 | 2 | 4 | 13 |
| 134 | 2 | 2 | 2 | 4 | 2 | 2 | 3 | 3 | 4 | 24 | 2 | 4 | 3 | 4 | 3 | 16 | 3 | 2 | 2 | 2 | 3 | 3 | 4 | 4 | 3 | 3 | 29 | 3 | 3 | 2 | 4 | 12 |
| 135 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 33 | 3 | 4 | 4 | 4 | 3 | 18 | 1 | 1 | 3 | 2 | 1 | 2 | 2 | 1 | 1 | 1 | 15 | 1 | 1 | 3 | 2 | 7 |
| 136 | 4 | 4 | 4 | 2 | 2 | 4 | 3 | 4 | 3 | 30 | 4 | 4 | 4 | 4 | 3 | 19 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 33 | 4 | 3 | 4 | 3 | 14 |
| 137 | 4 | 4 | 2 | 2 | 4 | 3 | 2 | 2 | 3 | 26 | 3 | 4 | 2 | 4 | 2 | 15 | 2 | 2 | 2 | 3 | 2 | 2 | 3 | 3 | 3 | 2 | 24 | 2 | 2 | 3 | 3 | 10 |
| 138 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 33 | 4 | 4 | 3 | 4 | 3 | 18 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 34 | 3 | 3 | 4 | 3 | 13 |
| 139 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 32 | 4 | 4 | 3 | 4 | 3 | 18 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 35 | 3 | 3 | 4 | 3 | 13 | |
| 140 | 4 | 2 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 32 | 4 | 4 | 4 | 4 | 4 | 20 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 35 | 3 | 4 | 4 | 4 | 15 |
| Total | 419 | 426 | 406 | 410 | 431 | 371 | 373 | 405 | 410 | 3651 | 372 | 457 | 404 | 417 | 373 | 2023 | 391 | 389 | 400 | 371 | 374 | 405 | 409 | 388 | 396 | 376 | 3899 | 424 | 388 | 388 | 429 | 1629 |

LAMPIRAN 6
UJI CROSSRTABULATION

Crosstabs

| Jenis Kelamin * Impulse Buying Crosstabulation | | | | | | |
|---|-----------|------------|----------------|--------|--------|--------|
| | | | Impulse Buying | | | Total |
| | | | Rendah | Sedang | Tinggi | |
| Jenis Kelamin | Laki-laki | Count | 6 | 25 | 18 | 49 |
| | | % of Total | 4.3% | 17.9% | 12.9% | 35.0% |
| | Perempuan | Count | 5 | 49 | 37 | 91 |
| | | % of Total | 3.6% | 35.0% | 26.4% | 65.0% |
| Total | | Count | 11 | 74 | 55 | 140 |
| | | % of Total | 7.9% | 52.9% | 39.3% | 100.0% |

Crosstabs

| Pekerjaan * Impulse Buying Crosstabulation | | | | | | | |
|---|------------------|------------|----------------|--------|--------|-------|--------|
| | | | Impulse Buying | | | Total | |
| | | | Rendah | Sedang | Tinggi | | |
| Pekerjaan | Ibu Rumah Tangga | Count | 0 | 3 | 10 | 13 | |
| | | % of Total | 0.0% | 2.1% | 7.1% | 9.3% | |
| | Pegawai Swasta | Count | 2 | 29 | 18 | 49 | |
| | | % of Total | 1.4% | 20.7% | 12.9% | 35.0% | |
| | Mahasiswa | Count | 2 | 20 | 9 | 31 | |
| | | % of Total | 1.4% | 14.3% | 6.4% | 22.1% | |
| | Pelajar | Count | 4 | 7 | 8 | 19 | |
| | | % of Total | 2.9% | 5.0% | 5.7% | 13.6% | |
| | Wiraswasta | Count | 1 | 11 | 3 | 15 | |
| | | % of Total | 0.7% | 7.9% | 2.1% | 10.7% | |
| | Lain-lain | Count | 2 | 4 | 7 | 13 | |
| | | % of Total | 1.4% | 2.9% | 5.0% | 9.3% | |
| | Total | | Count | 11 | 74 | 55 | 140 |
| | | | % of Total | 7.9% | 52.9% | 39.3% | 100.0% |

Crosstabs

| Tingkat Pendidikan * Impulse Buying Crosstabulation | | | | | | | |
|---|---------|----------------|------------|--------|-------|-------|--------|
| | | Impulse Buying | | | Total | | |
| | | Rendah | Sedang | Tinggi | | | |
| Tingkat Pendidikan | SMP | Count | 1 | 3 | 3 | 7 | |
| | | % of Total | 0.7% | 2.1% | 2.1% | 5.0% | |
| | SMA | Count | 6 | 30 | 14 | 50 | |
| | | % of Total | 4.3% | 21.4% | 10.0% | 35.7% | |
| | Diploma | Count | 1 | 5 | 10 | 16 | |
| | | % of Total | 0.7% | 3.6% | 7.1% | 11.4% | |
| | S1 | Count | 3 | 36 | 28 | 67 | |
| | | % of Total | 2.1% | 25.7% | 20.0% | 47.9% | |
| | Total | | Count | 11 | 74 | 55 | 140 |
| | | | % of Total | 7.9% | 52.9% | 39.3% | 100.0% |

Crosstabs

| Budget Biaya * Impulse Buying Crosstabulation | | | | | | | |
|---|--------------------------------------|----------------|------------|--------|-------|-------|--------|
| | | Impulse Buying | | | Total | | |
| | | Rendah | Sedang | Tinggi | | | |
| Budget Biaya | Rp 1.000.000,- | Count | 8 | 46 | 19 | 73 | |
| | | % of Total | 5.7% | 32.9% | 13.6% | 52.1% | |
| | Rp 1.000.001,- s/d Rp 2.500.00,- | Count | 2 | 17 | 16 | 35 | |
| | | % of Total | 1.4% | 12.1% | 11.4% | 25.0% | |
| | Rp 2.500.001,- s/d Rp 4.000.000,- | Count | 1 | 7 | 10 | 18 | |
| | | % of Total | 0.7% | 5.0% | 7.1% | 12.9% | |
| | >Rp 4.000.001,- | Count | 0 | 4 | 10 | 14 | |
| | | % of Total | 0.0% | 2.9% | 7.1% | 10.0% | |
| | Total | | Count | 11 | 74 | 55 | 140 |
| | | | % of Total | 7.9% | 52.9% | 39.3% | 100.0% |

Crosstabs

| Frekuensi Belanja * Impulse Buying Crosstabulation | | | | | | |
|--|----------|----------------|--------|--------|-------|--------|
| | | Impulse Buying | | | Total | |
| | | Rendah | Sedang | Tinggi | | |
| Frekuensi Belanja | 2-3 kali | Count | 8 | 33 | 19 | 60 |
| | | % of Total | 5.7% | 23.6% | 13.6% | 42.9% |
| | 4-5 kali | Count | 2 | 25 | 11 | 38 |
| | | % of Total | 1.4% | 17.9% | 7.9% | 27.1% |
| | > 6 kali | Count | 1 | 16 | 25 | 42 |
| | | % of Total | 0.7% | 11.4% | 17.9% | 30.0% |
| Total | | Count | 11 | 74 | 55 | 140 |
| | | % of Total | 7.9% | 52.9% | 39.3% | 100.0% |

LAMPIRAN 7
UJI VALIDITAS

Correlation

| | | Correlations | | | | | |
|------------------------|---------------------|---------------------|--------|--------|--------|--------|--------|
| | | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 |
| X1.1 | Pearson Correlation | 1 | .559** | .184 | .410* | .364* | .327 |
| | Sig. (2-tailed) | | .001 | .331 | .024 | .048 | .078 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.2 | Pearson Correlation | .559** | 1 | .136 | .392* | .343 | .366* |
| | Sig. (2-tailed) | .001 | | .475 | .032 | .063 | .047 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.3 | Pearson Correlation | .184 | .136 | 1 | .410* | .504** | .327 |
| | Sig. (2-tailed) | .331 | .475 | | .024 | .004 | .078 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.4 | Pearson Correlation | .410* | .392* | .410* | 1 | .489** | .383* |
| | Sig. (2-tailed) | .024 | .032 | .024 | | .006 | .037 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.5 | Pearson Correlation | .364* | .343 | .504** | .489** | 1 | .751** |
| | Sig. (2-tailed) | .048 | .063 | .004 | .006 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.6 | Pearson Correlation | .327 | .366* | .327 | .383* | .751** | 1 |
| | Sig. (2-tailed) | .078 | .047 | .078 | .037 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.7 | Pearson Correlation | .243 | .192 | .243 | .387* | .492** | .358 |
| | Sig. (2-tailed) | .196 | .309 | .196 | .035 | .006 | .052 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.8 | Pearson Correlation | 1.000** | .559** | .184 | .410* | .364* | .327 |
| | Sig. (2-tailed) | .000 | .001 | .331 | .024 | .048 | .078 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X1.9 | Pearson Correlation | -.016 | -.027 | .367* | .392* | .293 | .092 |
| | Sig. (2-tailed) | .931 | .886 | .046 | .032 | .116 | .631 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Hedonic Shopping Value | Pearson Correlation | .669** | .559** | .576** | .718** | .780** | .654** |
| | Sig. (2-tailed) | .000 | .001 | .001 | .000 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |

| Correlations | | | | | |
|------------------------|---------------------|--------|---------|--------|------------------------|
| | | X1.7 | X1.8 | X1.9 | Hedonic Shopping Value |
| X1.1 | Pearson Correlation | .243 | 1.000** | -.016 | .669** |
| | Sig. (2-tailed) | .196 | .000 | .931 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.2 | Pearson Correlation | .192 | .559** | -.027 | .559** |
| | Sig. (2-tailed) | .309 | .001 | .886 | .001 |
| | N | 30 | 30 | 30 | 30 |
| X1.3 | Pearson Correlation | .243 | .184 | .367* | .576** |
| | Sig. (2-tailed) | .196 | .331 | .046 | .001 |
| | N | 30 | 30 | 30 | 30 |
| X1.4 | Pearson Correlation | .387* | .410* | .392* | .718** |
| | Sig. (2-tailed) | .035 | .024 | .032 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.5 | Pearson Correlation | .492** | .364* | .293 | .780** |
| | Sig. (2-tailed) | .006 | .048 | .116 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.6 | Pearson Correlation | .358 | .327 | .092 | .654** |
| | Sig. (2-tailed) | .052 | .078 | .631 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.7 | Pearson Correlation | 1 | .243 | .695** | .699** |
| | Sig. (2-tailed) | | .196 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.8 | Pearson Correlation | .243 | 1 | -.016 | .669** |
| | Sig. (2-tailed) | .196 | | .931 | .000 |
| | N | 30 | 30 | 30 | 30 |
| X1.9 | Pearson Correlation | .695** | -.016 | 1 | .529** |
| | Sig. (2-tailed) | .000 | .931 | | .003 |
| | N | 30 | 30 | 30 | 30 |
| Hedonic Shopping Value | Pearson Correlation | .699** | .669** | .529** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .003 | |
| | N | 30 | 30 | 30 | 30 |

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

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

Correlations

| | | Correlations | | | | | |
|--------------------|---------------------|--------------|--------|--------|--------|--------|--------------------|
| | | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | Shopping Lifestyle |
| X2.1 | Pearson Correlation | 1 | .521** | -.019 | -.009 | .425* | .523** |
| | Sig. (2-tailed) | | .003 | .922 | .962 | .019 | .003 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.2 | Pearson Correlation | .521** | 1 | .177 | .210 | .436* | .626** |
| | Sig. (2-tailed) | .003 | | .348 | .265 | .016 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.3 | Pearson Correlation | -.019 | .177 | 1 | .546** | .424* | .645** |
| | Sig. (2-tailed) | .922 | .348 | | .002 | .019 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.4 | Pearson Correlation | -.009 | .210 | .546** | 1 | .585** | .729** |
| | Sig. (2-tailed) | .962 | .265 | .002 | | .001 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| X2.5 | Pearson Correlation | .425* | .436* | .424* | .585** | 1 | .866** |
| | Sig. (2-tailed) | .019 | .016 | .019 | .001 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Shopping Lifestyle | Pearson Correlation | .523** | .626** | .645** | .729** | .866** | 1 |
| | Sig. (2-tailed) | .003 | .000 | .000 | .000 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |

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

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

Correlations

| Correlations | | | | | | |
|------------------|---------------------|--------|--------|--------|--------|------------------|
| | | Z.1 | Z.2 | Z.3 | Z.4 | Positive Emotion |
| Z.1 | Pearson Correlation | 1 | .276 | -.070 | .604** | .621** |
| | Sig. (2-tailed) | | .139 | .715 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 |
| Z.2 | Pearson Correlation | .276 | 1 | .404* | .417* | .792** |
| | Sig. (2-tailed) | .139 | | .027 | .022 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 |
| Z.3 | Pearson Correlation | -.070 | .404* | 1 | .182 | .565** |
| | Sig. (2-tailed) | .715 | .027 | | .336 | .001 |
| | N | 30 | 30 | 30 | 30 | 30 |
| Z.4 | Pearson Correlation | .604** | .417* | .182 | 1 | .779** |
| | Sig. (2-tailed) | .000 | .022 | .336 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 |
| Positive Emotion | Pearson Correlation | .621** | .792** | .565** | .779** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .001 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 |

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

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

Correlations

| | | Correlations | | | | | | |
|----------------|---------------------|--------------|--------|--------|-------|--------|--------|--------|
| | | Y.1 | Y.2 | Y.3 | Y.4 | Y.5 | Y.6 | Y.7 |
| Y.1 | Pearson Correlation | 1 | .517** | .436* | .307 | .574** | -.106 | .540** |
| | Sig. (2-tailed) | | .003 | .016 | .099 | .001 | .576 | .002 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.2 | Pearson Correlation | .517** | 1 | .621** | .377* | .732** | .352 | .708** |
| | Sig. (2-tailed) | .003 | | .000 | .040 | .000 | .056 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.3 | Pearson Correlation | .436* | .621** | 1 | .418* | .732** | .205 | .626** |
| | Sig. (2-tailed) | .016 | .000 | | .021 | .000 | .276 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.4 | Pearson Correlation | .307 | .377* | .418* | 1 | .358 | -.199 | -.019 |
| | Sig. (2-tailed) | .099 | .040 | .021 | | .052 | .293 | .919 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.5 | Pearson Correlation | .574** | .732** | .732** | .358 | 1 | .260 | .605** |
| | Sig. (2-tailed) | .001 | .000 | .000 | .052 | | .165 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.6 | Pearson Correlation | -.106 | .352 | .205 | -.199 | .260 | 1 | .450* |
| | Sig. (2-tailed) | .576 | .056 | .276 | .293 | .165 | | .013 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.7 | Pearson Correlation | .540** | .708** | .626** | -.019 | .605** | .450* | 1 |
| | Sig. (2-tailed) | .002 | .000 | .000 | .919 | .000 | .013 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.8 | Pearson Correlation | .356 | .613** | .693** | .448* | .719** | .332 | .522** |
| | Sig. (2-tailed) | .054 | .000 | .000 | .013 | .000 | .073 | .003 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.9 | Pearson Correlation | .098 | .329 | .289 | .060 | .464** | .617** | .447* |
| | Sig. (2-tailed) | .607 | .076 | .122 | .752 | .010 | .000 | .013 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Y.10 | Pearson Correlation | .222 | .503** | .648** | .311 | .724** | .519** | .451* |
| | Sig. (2-tailed) | .237 | .005 | .000 | .094 | .000 | .003 | .012 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Impulse Buying | Pearson Correlation | .549** | .811** | .812** | .414* | .877** | .495** | .767** |
| | Sig. (2-tailed) | .002 | .000 | .000 | .023 | .000 | .005 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 |

| Correlations | | | | | |
|---------------------|---------------------|--------|--------|--------|----------------|
| | | Y.8 | Y.9 | Y.10 | Impulse Buying |
| Y.1 | Pearson Correlation | .356 | .098 | .222 | .549** |
| | Sig. (2-tailed) | .054 | .607 | .237 | .002 |
| | N | 30 | 30 | 30 | 30 |
| Y.2 | Pearson Correlation | .613** | .329 | .503** | .811** |
| | Sig. (2-tailed) | .000 | .076 | .005 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.3 | Pearson Correlation | .693** | .289 | .648** | .812** |
| | Sig. (2-tailed) | .000 | .122 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.4 | Pearson Correlation | .448* | .060 | .311 | .414* |
| | Sig. (2-tailed) | .013 | .752 | .094 | .023 |
| | N | 30 | 30 | 30 | 30 |
| Y.5 | Pearson Correlation | .719** | .464** | .724** | .877** |
| | Sig. (2-tailed) | .000 | .010 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.6 | Pearson Correlation | .332 | .617** | .519** | .495** |
| | Sig. (2-tailed) | .073 | .000 | .003 | .005 |
| | N | 30 | 30 | 30 | 30 |
| Y.7 | Pearson Correlation | .522** | .447* | .451* | .767** |
| | Sig. (2-tailed) | .003 | .013 | .012 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.8 | Pearson Correlation | 1 | .530** | .789** | .849** |
| | Sig. (2-tailed) | | .003 | .000 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.9 | Pearson Correlation | .530** | 1 | .591** | .640** |
| | Sig. (2-tailed) | .003 | | .001 | .000 |
| | N | 30 | 30 | 30 | 30 |
| Y.10 | Pearson Correlation | .789** | .591** | 1 | .820** |
| | Sig. (2-tailed) | .000 | .001 | | .000 |
| | N | 30 | 30 | 30 | 30 |
| Impulse Buying | Pearson Correlation | .849** | .640** | .820** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | |
| | N | 30 | 30 | 30 | 30 |

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

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

LAMPIRAN 8 UJI REABILITIAS

Reliability

Scale: ALL VARIABLES

HEDONIC SHOPPING VALUE

| Case Processing Summary | | | | Reliability Statistics | |
|-------------------------|-----------------------|----|-------|------------------------|------------|
| | | N | % | | |
| Cases | Valid | 30 | 100.0 | Cronbach's | |
| | Excluded ^a | 0 | .0 | Alpha | N of Items |
| | Total | 30 | 100.0 | .823 | 9 |

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

Reliability

Scale: ALL VARIABLES

SHOPPING LIFESTYLE

| Case Processing Summary | | | | Reliability Statistics | |
|-------------------------|-----------------------|----|-------|------------------------|------------|
| | | N | % | | |
| Cases | Valid | 30 | 100.0 | Cronbach's | |
| | Excluded ^a | 0 | .0 | Alpha | N of Items |
| | Total | 30 | 100.0 | .713 | 5 |

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

Reliability**Scale: ALL VARIABLES****POSITIVE EMOTION**

| Case Processing Summary | | | |
|--------------------------------|-----------------------|----|-------|
| | | N | % |
| Cases | Valid | 30 | 100.0 |
| | Excluded ^a | 0 | .0 |
| | Total | 30 | 100.0 |

| Reliability Statistics | |
|-------------------------------|------------|
| Cronbach's Alpha | N of Items |
| .636 | 4 |

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

Reliability**Scale: ALL VARIABLES****IMPULSE BUYING**

| Case Processing Summary | | | |
|--------------------------------|-----------------------|----|-------|
| | | N | % |
| Cases | Valid | 30 | 100.0 |
| | Excluded ^a | 0 | .0 |
| | Total | 30 | 100.0 |

| Reliability Statistics | |
|-------------------------------|------------|
| Cronbach's Alpha | N of Items |
| .889 | 10 |

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

LAMPIRAN 9
UJI ASUMSI KLASIK

UJI NORMALITAS
NPar Tests

| One-Sample Kolmogorov-Smirnov Test | | | | | |
|---|----------------|---------------------------|-----------------------|---------------------|---------------------|
| | | Hedonic Shopping Value | Shopping Lifestyle | Positive Emotion | Impulse Buying |
| N | | 140 | 140 | 140 | 140 |
| Normal Parameters ^{a,b} | Mean | 26.08 | 14.45 | 27.85 | 27.85 |
| | Std. Deviation | 4.150 | 2.909 | 5.843 | 5.843 |
| Most Extreme Differences | Absolute | .072 | .075 | .054 | .054 |
| | Positive | .072 | .075 | .042 | .042 |
| | Negative | -.059 | -.075 | -.054 | -.054 |
| Test Statistic | | .072 | .075 | .075 | .054 |
| Asymp. Sig. (2-tailed) | | .074 ^c | .052 ^c | .052 ^c | .200 ^{c,d} |

- a. Test distribution is Normal.
- b. Calculated from data.
- c. Lilliefors Significance Correction.
- d. This is a lower bound of the true significance.

UJI LINEARITAS**Impulse Buying * Hedonic Shopping Value**

| ANOVA Table | | | | | | | |
|---|-------------------|-----------------------------|----------------|-----|-------------|---------|------|
| | | | Sum of Squares | df | Mean Square | F | Sig. |
| Impulse Buying * Hedonic Shopping Value | Between Groups | (Combined) | 2533.918 | 20 | .000 | 6.816 | .000 |
| | | Linearity | 2125.175 | 1 | .000 | 114.333 | .000 |
| | | Deviation from Linearity | 408.743 | 19 | .306 | 1.157 | .306 |
| | Within Groups | | 2211.932 | 119 | | | |
| | Total | | 4745.850 | 139 | | | |

Impulse Buying * Shopping Lifestyle

| ANOVA Table | | | | | | | |
|--|-------------------|-----------------------------|----------------|-----|-------------|---------|------|
| | | | Sum of Squares | df | Mean Square | F | Sig. |
| Impulse Buying * Shopping Lifestyle | Between Groups | (Combined) | 3208.436 | 13 | 246.803 | 20.227 | .000 |
| | | Linearity | 3170.441 | 1 | 3170.441 | 259.836 | .000 |
| | | Deviation from Linearity | 37.996 | 12 | 3.166 | .259 | .994 |
| | Within Groups | | 1537.414 | 126 | | 12.202 | |
| | Total | | 4745.850 | 139 | | | |

Impulse Buying * Positive Emotion

| ANOVA Table | | | | | | | |
|--|----------------|-----------------------------|----------------|-----|-------------|---------|------|
| | | | Sum of Squares | df | Mean Square | F | Sig. |
| Impulse Buying * Positive Emotion | Between Groups | (Combined) | 2973.965 | 11 | 270.360 | 19.531 | .000 |
| | | Linearity | 2713.014 | 1 | 2713.014 | 195.987 | .000 |
| | | Deviation from Linearity | 260.951 | 10 | 26.095 | 1.885 | .053 |
| | Within Groups | | 1771.885 | 128 | | 13.843 | |
| | Total | | 4745.850 | 139 | | | |

UJI MULTIKOLINEARITAS Regression

| Model Summary | | | | |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .843 ^a | .711 | .704 | 3.176 |

a. Predictors: (Constant), Shopping Lifestyle, Positive Emotion, Hedonic Shopping Value

| ANOVA ^a | | | | | | |
|--------------------|------------|----------------|-----|-------------|---------|-------------------|
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 3373.597 | 3 | 1124.532 | 111.449 | .000 ^b |
| | Residual | 1372.253 | 136 | 10.090 | | |
| | Total | 4745.850 | 139 | | | |

a. Dependent Variable: Impulse Buying

b. Predictors: (Constant), Shopping Lifestyle, Positive Emotion, Hedonic Shopping Value

| Coefficients ^a | | | | | | | | |
|---------------------------|------------------------|-----------------------------|------------|---------------------------|-------|------|-------------------------|-------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Collinearity Statistics | |
| | | B | Std. Error | Beta | | | Tolerance | VIF |
| 1 | (Constant) | 2.719 | 1.715 | | 1.585 | .115 | | |
| | Hedonic Shopping Value | .065 | .103 | .046 | .628 | .531 | .397 | 2.522 |
| | Positive Emotion | .653 | .153 | .309 | 4.272 | .000 | .406 | 2.465 |
| | Shopping Lifestyle | 1.097 | .172 | .546 | 6.394 | .000 | .292 | 3.430 |

a. Dependent Variable: Impulse Buying

UJI HETEROSKEDASTISITAS Regression

| Model Summary | | | | |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .109 ^a | .012 | -.010 | 2.20209 |

a. Predictors: (Constant), Positive Emotion, Hedonic Shopping Value, Shopping Lifestyle

| ANOVA ^a | | | | | | |
|--------------------|------------|----------------|-----|-------------|------|-------------------|
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 7.992 | 3 | 2.664 | .549 | .649 ^b |
| | Residual | 659.492 | 136 | 4.849 | | |
| | Total | 667.484 | 139 | | | |

a. Dependent Variable: RES_2

b. Predictors: (Constant), Positive Emotion, Hedonic Shopping Value, Shopping Lifestyle

| Coefficients ^a | | | | | | |
|---------------------------|------------------------|-----------------------------|------------|---------------------------|--------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 2.546 | 1.189 | | 2.142 | .034 |
| | Hedonic Shopping Value | .042 | .071 | .079 | .581 | .562 |
| | Shopping Lifestyle | -.008 | .119 | -.011 | -.069 | .945 |
| | Positive Emotion | -.109 | .106 | -.138 | -1.028 | .306 |

a. Dependent Variable: RES_2

LAMPIRAN 10
TAHAP ANALISIS JALUR 1

Regression

| Model Summary | | | | |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .771 ^a | .594 | .588 | 1.775 |

a. Predictors: (Constant), Shopping Lifestyle, Hedonic Shopping Value

| ANOVA ^a | | | | | | |
|--------------------|------------|----------------|-----|-------------|---------|-------------------|
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 632.591 | 2 | 316.295 | 100.346 | .000 ^b |
| | Residual | 431.831 | 137 | 3.152 | | |
| | Total | 1064.421 | 139 | | | |

a. Dependent Variable: Positive Emotion

b. Predictors: (Constant), Shopping Lifestyle, Hedonic Shopping Value

| Coefficients ^a | | | | | | |
|---------------------------|------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | -.023 | .959 | | -.024 | .981 |
| | Hedonic Shopping Value | .115 | .057 | .172 | 2.018 | .046 |
| | Shopping Lifestyle | .600 | .081 | .631 | 7.408 | .000 |

a. Dependent Variable: Positive Emotion

TAHAP ANALISIS JALUR 2

Regression

| Model Summary | | | | |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | .843 ^a | .711 | .704 | 3.176 |

a. Predictors: (Constant), Shopping Lifestyle, Positive Emotion, Hedonic Shopping Value

| ANOVA ^a | | | | | | |
|--------------------|------------|----------------|-----|-------------|---------|-------------------|
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 3373.597 | 3 | 1124.532 | 111.449 | .000 ^b |
| | Residual | 1372.253 | 136 | 10.090 | | |
| | Total | 4745.850 | 139 | | | |

a. Dependent Variable: Impulse Buying

b. Predictors: (Constant), Shopping Lifestyle, Positive Emotion, Hedonic Shopping Value

| Coefficients ^a | | | | | | |
|---------------------------|------------------------|-----------------------------|------------|---------------------------|-------|------|
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 2.719 | 1.715 | | 1.585 | .115 |
| | Hedonic Shopping Value | .065 | .103 | .046 | .628 | .531 |
| | Positive Emotion | .653 | .153 | .309 | 4.272 | .000 |
| | Shopping Lifestyle | 1.097 | .172 | .546 | 6.394 | .000 |

a. Dependent Variable: Impulse Buying

LAMPIRAN 11
Tabel Nilai-nilai r Product Moment

| N | Taraf Signifikansi | | N | Taraf Signifikansi | |
|----|--------------------|-------|------|--------------------|-------|
| | 5 % | 1 % | | 5 % | 1 % |
| 3 | 0,997 | 0,999 | 38 | 0,320 | 0,413 |
| 4 | 0,950 | 0,990 | 39 | 0,316 | 0,408 |
| 5 | 0,878 | 0,959 | 40 | 0,312 | 0,403 |
| 6 | 0,811 | 0,917 | 41 | 0,308 | 0,398 |
| 7 | 0,754 | 0,874 | 42 | 0,304 | 0,393 |
| 8 | 0,707 | 0,834 | 43 | 0,301 | 0,389 |
| 9 | 0,666 | 0,798 | 44 | 0,297 | 0,384 |
| 10 | 0,632 | 0,765 | 45 | 0,294 | 0,380 |
| 11 | 0,602 | 0,735 | 46 | 0,291 | 0,376 |
| 12 | 0,576 | 0,708 | 47 | 0,288 | 0,372 |
| 13 | 0,553 | 0,684 | 48 | 0,284 | 0,368 |
| 14 | 0,532 | 0,661 | 49 | 0,281 | 0,364 |
| 15 | 0,514 | 0,641 | 50 | 0,279 | 0,361 |
| 16 | 0,497 | 0,623 | 55 | 0,266 | 0,345 |
| 17 | 0,482 | 0,606 | 60 | 0,254 | 0,330 |
| 18 | 0,468 | 0,590 | 65 | 0,244 | 0,317 |
| 19 | 0,456 | 0,575 | 70 | 0,235 | 0,306 |
| 20 | 0,444 | 0,561 | 75 | 0,227 | 0,296 |
| 21 | 0,433 | 0,549 | 80 | 0,220 | 0,286 |
| 22 | 0,423 | 0,537 | 85 | 0,213 | 0,278 |
| 23 | 0,413 | 0,526 | 90 | 0,207 | 0,270 |
| 24 | 0,404 | 0,515 | 95 | 0,202 | 0,263 |
| 25 | 0,396 | 0,505 | 100 | 0,195 | 0,256 |
| 26 | 0,388 | 0,496 | 125 | 0,176 | 0,230 |
| 27 | 0,381 | 0,487 | 150 | 0,159 | 0,210 |
| 28 | 0,374 | 0,478 | 175 | 0,148 | 0,194 |
| 29 | 0,367 | 0,470 | 200 | 0,138 | 0,181 |
| 30 | 0,361 | 0,463 | 300 | 0,113 | 0,148 |
| 31 | 0,355 | 0,456 | 400 | 0,098 | 0,128 |
| 32 | 0,349 | 0,449 | 500 | 0,088 | 0,115 |
| 33 | 0,344 | 0,442 | 600 | 0,080 | 0,105 |
| 34 | 0,339 | 0,436 | 700 | 0,074 | 0,097 |
| 35 | 0,334 | 0,430 | 800 | 0,070 | 0,091 |
| 36 | 0,329 | 0,424 | 900 | 0,065 | 0,086 |
| 37 | 0,325 | 0,418 | 1000 | 0,062 | 0,081 |