

**LAMPIRAN 1**  
**KUISONER PENELITIAN**

**ANALISIS PENGARUH *COUNTRY OF ORIGIN* DAN *PERCEIVED QUALITY* TERHADAP KEPUTUSAN PEMBELIAN PADA PENGGUNA KAMERA *MIRRORLESS* SONY ALPHA MELALUI MINAT BELI  
(STUDI PENGGUNA KAMERA *MIRRORLESS* SONY ALPHA)**

Sehubungan dengan di buatnya penyusunan skripsi dengan judul yang telah disebutkan diatas, maka dengan hormat saya :

Nama : Wisnu Gusti Demawan

NIM : 2016-0101-134

Memohon kesediaan Ibu/Bapak/Saudara/i untuk mengisi kuesioner (daftar pertanyaan) yang saya ajukan ini secara jujur dan terbuka. Daftar pertanyaan ini saya ajukan semata-mata untuk keperluan penelitian, sebagai salah satu syarat dalam menyelesaikan jenjang strata satu (S1), Jurusan Manajemen, Fakultas Ekonomi dan Bisnis, Universitas Esa Unggul, Jakarta. Karenanya, kebenaran dan kelengkapan jawaban yang anda berikan akan sangat membantu bagi penulis, untuk selanjutnya akan menjadi masukan yang bermanfaat bagi hasil penelitian yang penulis lakukan. Atas partisipasi Ibu/Bapak/Saudara/i dalam mengisi daftar pertanyaan/kuesioner ini, saya ucapkan terima kasih.

**BAGIAN PERTAMA**

**DATA RESPONDEN**

**Petunjuk pengisian :**

Pada pertanyaan di bawah ini, anda dimohon untuk mengisi pertanyaan-pertanyaan tersebut dengan keadaan/kondisi yang sadar.

**Kamera *mirrorless* Sony Alpha yang digunakan :**

**Domisili saat ini :**

**BAGIAN KEDUA**

## Pertanyaan Screening

### Petunjuk Pengisian

Jawablah pertanyaan atau pernyataan berikut ini dengan memberi tanda centang (✓) yang sesuai dengan kondisi saudara.

1. Apakah produk negara asal atau “*made in*” dari kamera *mirrorless* mempengaruhi minat anda untuk membeli kamera?
  - a) Mempengaruhi
  - b) Tidak berpengaruh
2. Apakah label “*made in*” mempengaruhi persepsi kualitas produk kamera Sony Alpha?
  - a) Mempengaruhi
  - b) Tidak berpengaruh
3. Apakah kamera *mirrorless* Sony Alpha *made in* Jepang, China, dan Thailand memiliki perbedaan kualitas? Apa yang membedakan kualitasnya berbeda?

Alasan : \_\_\_\_\_

## Bagian Ketiga

### Petunjuk Pengisian

Saya mohon kesediaan Bapak/Ibu/Sdr/Sdri untuk menjawab pertanyaan-pertanyaan berikut ini. Masing-masing pertanyaan disediakan 4 alternatif jawaban dengan memberi tanda centang (✓) pada kotak yang tersedia.

- SS = Sangat setuju  
S = Setuju  
TS = Tidak setuju  
STS = Sangat tidak setuju

|                          | Pernyataan  | Penilaian |    |   |    |
|--------------------------|---|-----------|----|---|----|
|                          |   | STS       | TS | S | SS |
|                          |   | 1         | 2  | 3 | 4  |
| <b>Country Of Origin</b> |   |           |    |   |    |
| 1                        | Ketika ingin membeli kamera Sony Alpha, saya mempertimbangkan tingkat kekreatifan negara asal produksi kamera Sony Alpha                        |           |    |   |    |
| 2                        | Ketika ingin membeli, Saya mempertimbangkan negara asal produksi kamera Sony Alpha memiliki kualitas yang tinggi dalam pembuatan kamera digital |           |    |   |    |
| 3                        | Saya merasa tertarik jika negara asal produk kamera Sony Alpha memiliki tingkat teknologi maju  |           |    |   |    |
| 4                        | Saya akan mengutamakan merek yang berasal dari Jepang, karena negara ini memiliki reputasi baik memproduksi kamera                              |           |    |   |    |
| 5                        | Saya mengutamakan keinovatifan negara asal produksi sebelum membeli kamera  |           |    |   |    |
| 6                        | Ketika ingin membeli, Saya mempertimbangkan tingkat kualitas tenaga kerja negara asal produksi kamera Sony Alpha                                |           |    |   |    |
| 7                        | Saya percaya Jepang memiliki tingkat tenaga kerja yang lebih kreatif dibandingkan negara lain   |           |    |   |    |

|                          | Pernyataan  | Penilaian |    |   |    |
|--------------------------|---|-----------|----|---|----|
|                          |   | STS       | TS | S | SS |
|                          |   | 1         | 2  | 3 | 4  |
| 8                        | Saya tertarik untuk mengunjungi negara asal produksi yang memiliki kompetensi tinggi              |           |    |   |    |
| <b>Perceived Quality</b> |   |           |    |   |    |
| 9                        | Kamera Sony <i>made in</i> Jepang memiliki <i>performance</i> lebih baik dibandingkan negara lain |           |    |   |    |
| 10                       | Kemampuan kamera Sony Alpha dapat diandalkan  |           |    |   |    |
| 11                       | Kamera Sony Alpha memiliki fitur-fitur yang khas dibandingkan dengan kamera lain                  |           |    |   |    |
| 12                       | Kamera Sony Alpha memiliki kehandalan atau ketahanan yang baik                                    |           |    |   |    |

|    |  |  |  |  |  |
|----|--|--|--|--|--|
| 13 | Kamera Sony Alpha jarang mengalami masalah atau kerusakan                      |  |  |  |  |
| 14 | Kamera Sony Alpha sesuai dengan standar/spesifikasi yang diberikan             |  |  |  |  |
| 15 | Kamera Sony Alpha memiliki tingkat cacat produksi yang rendah                  |  |  |  |  |
| 16 | Kamera Sony Alpha memiliki daya tahan yang panjang                             |  |  |  |  |
| 17 | Sony memberikan purna jual ( <i>aftersales</i> ) yang mudah bagi pelanggan     |  |  |  |  |
| 18 | Kamera Sony Alpha memiliki design yang menarik dibandingkan dengan kamera lain |  |  |  |  |

|                            | Pernyataan   | Penilaian |    |   |    |
|----------------------------|--|-----------|----|---|----|
|                            |  | STS       | TS | S | SS |
|                            |  | 1         | 2  | 3 | 4  |
| <b>Minat Beli</b>          |  |           |    |   |    |
| 19                         | Saya bersedia melakukan pembelian kamera Sony Alpha  |           |    |   |    |
| 20                         | Saya mereferensikan kamera Sony Alpha kepada orang lain  |           |    |   |    |
| 21                         | Kamera Sony Alpha merupakan kamera utama pilihan saya untuk memenuhi kebutuhan fotografi saya                                      |           |    |   |    |
| 22                         | Setelah melihat iklan kamera Sony Alpha, saya tertarik mencari informasi tentang kamera Sony Alpha                                 |           |    |   |    |
| <b>Keputusan Pembelian</b> |  |           |    |   |    |
| 23                         | Saya memutuskan untuk membeli kamera Sony Alpha karena kualitas dari Sony terkenal bagus   |           |    |   |    |
| 24                         | Saya memutuskan untuk membeli kamera Sony Alpha karena fitur-fitur yang ada di kamera Merek lain tidak sebaik di kamera Sony Alpha |           |    |   |    |

|    |  |  |  |  |  |
|----|--|--|--|--|--|
| 25 | Saya memutuskan untuk membeli kamera Sony Alpha karena jangkauan purna jual ( <i>aftersales</i> ) lebih luas dibandingkan merek lain |  |  |  |  |
| 26 | Saya membeli kamera Sony Alpha karena produknya mudah didapatkan   |  |  |  |  |
| 27 | Saya membeli kamera Sony Alpha untuk memenuhi kebutuhan fotografi  |  |  |  |  |
| 28 | Saya selalu membeli kamera Sony Alpha ketika ada promo   |  |  |  |  |
| 29 | Saya membeli kamera Sony Alpha karena kemudahan pembayaran yang diberikan oleh Sony  |  |  |  |  |

### LAMPIRAN 3. DATA KARAKTERISTIK RESPONDEN

| Keterangan  |           | Jumlah Responden | Total |
|---|-----------|------------------|-------|
| Responden berdasarkan domisili                              | Jakarta   | 45               | 145   |
|   | Bogor     | 20               |       |
|   | Tangerang | 34               |       |
|   | Depok     | 25               |       |
|   | Bekasi    | 21               |       |
| Responden berdasarkan tipe kamera Sony Alpha yang digunakan | A7III     | 21               | 145   |
|   | A6400     | 20               |       |
|   | A7II      | 18               |       |
|   | A6600     | 17               |       |
|   | A7RIII    | 15               |       |

|  |       |    |  |
|--|-------|----|--|
|  | A6100 | 17 |  |
|  | A6300 | 11 |  |
|  | A6500 | 8  |  |
|  | A7    | 6  |  |
|  | A7R   | 4  |  |
|  | A6000 | 4  |  |
|  | A7RII | 4  |  |

### Lampiran 3 (Lanjutan)

| Keterangan   |                    | Jumlah Responden | Total |
|--|--------------------|------------------|-------|
| Responden berdasarkan Apakah produk negara asal atau “made in” dari kamera mirrorless mempengaruhi minat anda untuk membeli kamera | Mempengaruhi       | 100              | 145   |
|  | Tidak Mempengaruhi | 45               |       |
| Responden berdasarkan Apakah label negara asal produk “made in” mempengaruhi persepsi kualitas produk kamera Sony Alpha            | Mempengaruhi       | 110              | 145   |
|  | Tidak Berpengaruh  | 35               |       |

**LAMPIRAN 4. TABULASI DATA PRETEST (30 RESPONDEN)**

| Responden | COUNTRY OF ORIGIN |    |    |    |    |    |     |    | Perceived Quality |     |     |     |     |     |     |     |     | Minat Beli |     |     |     | Keputusan Pembelian |     |     |     |     | BUTOT |     |     |     |     |
|-----------|-------------------|----|----|----|----|----|-----|----|-------------------|-----|-----|-----|-----|-----|-----|-----|-----|------------|-----|-----|-----|---------------------|-----|-----|-----|-----|-------|-----|-----|-----|-----|
|           | P1                | P2 | P3 | P4 | P5 | P6 | P7  | P8 | P9                | P10 | P11 | P12 | P13 | P14 | P15 | P16 | P17 | P18        | P19 | P20 | P21 | P22                 | P23 | P24 | P25 | P26 |       | P27 | P28 | P29 |     |
| 1         | 3                 | 4  | 4  | 3  | 3  | 3  | 3   | 3  | 3                 | 3   | 3   | 3   | 3   | 4   | 3   | 3   | 2   | 3          | 3   | 3   | 2   | 3                   | 3   | 2   | 3   | 3   | 3     | 3   | 3   | 87  |     |
| 2         | 2                 | 4  | 4  | 3  | 2  | 1  | 3   | 4  | 4                 | 4   | 2   | 3   | 2   | 3   | 2   | 3   | 2   | 2          | 3   | 3   | 4   | 3                   | 4   | 4   | 3   | 2   | 4     | 2   | 1   | 83  |     |
| 3         | 2                 | 3  | 4  | 4  | 3  | 3  | 4   | 3  | 3                 | 4   | 4   | 4   | 4   | 3   | 3   | 4   | 4   | 3          | 3   | 4   | 4   | 4                   | 4   | 3   | 4   | 3   | 4     | 2   | 3   | 100 |     |
| 4         | 2                 | 3  | 3  | 4  | 4  | 3  | 3   | 4  | 4                 | 4   | 3   | 4   | 4   | 3   | 4   | 4   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 4   | 4   | 3   | 4     | 3   | 2   | 3   | 97  |
| 5         | 2                 | 3  | 2  | 3  | 4  | 2  | 4   | 3  | 3                 | 3   | 4   | 4   | 3   | 3   | 3   | 4   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 4   | 4   | 3   | 3     | 3   | 1   | 4   | 90  |
| 6         | 4                 | 1  | 3  | 4  | 2  | 3  | 4   | 3  | 4                 | 4   | 4   | 3   | 4   | 4   | 4   | 3   | 3   | 4          | 4   | 4   | 4   | 4                   | 2   | 4   | 4   | 4   | 3     | 4   | 2   | 4   | 100 |
| 7         | 4                 | 3  | 4  | 4  | 3  | 3  | 4   | 4  | 4                 | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3   | 3          | 4   | 4   | 3   | 3                   | 4   | 4   | 4   | 3   | 4     | 2   | 4   | 4   | 106 |
| 8         | 3                 | 2  | 3  | 3  | 4  | 3  | 4   | 3  | 3                 | 4   | 4   | 4   | 3   | 4   | 4   | 4   | 3   | 4          | 3   | 4   | 4   | 4                   | 4   | 4   | 4   | 3   | 3     | 4   | 2   | 3   | 100 |
| 9         | 4                 | 3  | 2  | 2  | 3  | 3  | 4   | 3  | 3                 | 3   | 3   | 4   | 4   | 3   | 4   | 4   | 4   | 4          | 4   | 3   | 4   | 4                   | 4   | 4   | 4   | 4   | 4     | 3   | 3   | 2   | 99  |
| 10        | 2                 | 3  | 4  | 4  | 1  | 2  | 3   | 1  | 4                 | 3   | 4   | 3   | 4   | 4   | 4   | 4   | 4   | 4          | 3   | 4   | 4   | 4                   | 4   | 3   | 4   | 4   | 3     | 4   | 3   | 4   | 97  |
| 11        | 3                 | 2  | 3  | 3  | 3  | 2  | 3   | 2  | 4                 | 4   | 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4          | 4   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 4     | 4   | 4   | 3   | 94  |
| 12        | 2                 | 2  | 3  | 4  | 2  | 2  | 4   | 3  | 4                 | 4   | 4   | 4   | 3   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 4   | 3                   | 3   | 4   | 4   | 4   | 3     | 3   | 2   | 4   | 93  |
| 13        | 3                 | 3  | 3  | 2  | 3  | 3  | 3   | 2  | 4                 | 4   | 3   | 3   | 3   | 3   | 3   | 3   | 4   | 4          | 3   | 4   | 4   | 4                   | 4   | 3   | 3   | 4   | 3     | 4   | 4   | 4   | 96  |
| 14        | 2                 | 3  | 3  | 4  | 4  | 3  | 4   | 4  | 4                 | 4   | 4   | 4   | 3   | 3   | 2   | 4   | 4   | 4          | 3   | 4   | 4   | 4                   | 4   | 3   | 3   | 4   | 4     | 4   | 4   | 4   | 104 |
| 15        | 3                 | 3  | 3  | 2  | 3  | 3  | 2   | 3  | 3                 | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 3     | 3   | 3   | 3   | 85  |
| 16        | 3                 | 3  | 3  | 2  | 2  | 2  | 2   | 3  | 3                 | 3   | 3   | 3   | 2   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 3     | 3   | 3   | 2   | 81  |
| 17        | 3                 | 3  | 3  | 3  | 3  | 3  | 3   | 3  | 2                 | 3   | 3   | 2   | 2   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 3     | 3   | 3   | 3   | 84  |
| 18        | 2                 | 2  | 3  | 4  | 4  | 4  | 3   | 2  | 4                 | 4   | 4   | 3   | 3   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 2   | 3                   | 3   | 4   | 3   | 3   | 3     | 3   | 4   | 3   | 91  |
| 19        | 1                 | 2  | 3  | 3  | 3  | 4  | 4   | 3  | 3                 | 4   | 3   | 3   | 2   | 3   | 3   | 2   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 4   | 4   | 3   | 3     | 3   | 3   | 4   | 88  |
| 20        | 1                 | 1  | 3  | 3  | 3  | 2  | 3   | 3  | 3                 | 3   | 3   | 4   | 2   | 3   | 3   | 3   | 4   | 4          | 4   | 4   | 3   | 3                   | 4   | 3   | 3   | 3   | 4     | 3   | 3   | 4   | 88  |
| 21        | 2                 | 2  | 3  | 3  | 2  | 2  | 3   | 3  | 4                 | 4   | 3   | 3   | 3   | 3   | 3   | 4   | 4   | 3          | 4   | 3   | 3   | 3                   | 3   | 4   | 3   | 3   | 3     | 4   | 1   | 3   | 88  |
| 22        | 3                 | 2  | 3  | 2  | 2  | 3  | 3   | 2  | 3                 | 3   | 3   | 3   | 3   | 3   | 4   | 3   | 3   | 4          | 3   | 3   | 3   | 4                   | 3   | 3   | 3   | 3   | 4     | 4   | 3   | 3   | 88  |
| 23        | 3                 | 3  | 3  | 3  | 3  | 3  | 4   | 3  | 3                 | 4   | 3   | 3   | 4   | 4   | 3   | 4   | 3   | 4          | 3   | 3   | 3   | 3                   | 3   | 3   | 4   | 3   | 3     | 4   | 2   | 3   | 94  |
| 24        | 3                 | 3  | 3  | 3  | 1  | 2  | 3   | 1  | 3                 | 2   | 3   | 3   | 3   | 3   | 3   | 3   | 2   | 4          | 3   | 3   | 3   | 3                   | 3   | 3   | 4   | 2   | 3     | 4   | 4   | 3   | 83  |
| 25        | 3                 | 4  | 3  | 2  | 3  | 2  | 4   | 3  | 4                 | 4   | 4   | 3   | 3   | 3   | 3   | 4   | 3   | 4          | 3   | 3   | 4   | 3                   | 4   | 3   | 3   | 3   | 3     | 4   | 4   | 4   | 97  |
| 26        | 3                 | 3  | 3  | 4  | 2  | 3  | 4   | 3  | 3                 | 3   | 4   | 4   | 2   | 3   | 2   | 3   | 4   | 4          | 3   | 4   | 3   | 3                   | 4   | 3   | 3   | 4   | 3     | 4   | 3   | 4   | 95  |
| 27        | 3                 | 3  | 3  | 4  | 3  | 3  | 4   | 3  | 3                 | 4   | 4   | 3   | 4   | 3   | 3   | 3   | 3   | 3          | 3   | 3   | 4   | 4                   | 4   | 3   | 3   | 4   | 3     | 4   | 3   | 4   | 98  |
| 28        | 2                 | 3  | 3  | 2  | 3  | 3  | 4   | 3  | 3                 | 3   | 3   | 3   | 4   | 3   | 3   | 3   | 4   | 3          | 4   | 3   | 4   | 3                   | 4   | 3   | 4   | 4   | 4     | 4   | 4   | 4   | 96  |
| 29        | 2                 | 3  | 3  | 3  | 3  | 3  | 3   | 4  | 3                 | 3   | 3   | 3   | 3   | 3   | 3   | 4   | 3   | 3          | 3   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 3     | 2   | 4   | 3   | 88  |
| 30        | 3                 | 4  | 4  | 3  | 3  | 3  | 3   | 3  | 3                 | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3          | 4   | 3   | 3   | 3                   | 3   | 3   | 3   | 3   | 3     | 3   | 3   | 3   | 90  |
| Total     | 78                | 83 | 94 | 93 | 84 | 81 | 102 | 87 | 101               | 104 | 104 | 98  | 94  | 97  | 102 | 97  | 100 | 98         | 100 | 100 | 97  | 105                 | 102 | 99  | 97  | 105 | 86    | 99  |     |     |     |

LAMPIRAN 5. TABULASI DATA 145 RESPONDEN

| No | COUNTRY OF ORIGIN |    |    |    |    |    |       | PERCEIVED QUALITY |    |    |     |     |     |     |     |     |     | MINAT BELI |     |     |     |       | KEPUTUSAN PEMBELIAN |     |     |     |       | BUTO<br>T |
|----|-------------------|----|----|----|----|----|-------|-------------------|----|----|-----|-----|-----|-----|-----|-----|-----|------------|-----|-----|-----|-------|---------------------|-----|-----|-----|-------|-----------|
|    | P1                | P2 | P3 | P4 | P5 | P6 | Total | P7                | P8 | P9 | P10 | P11 | P12 | P13 | P14 | P15 | P16 | Total      | P17 | P18 | P19 | Total | P20                 | P21 | P22 | P23 | Total |           |
| 1  | 3                 | 2  | 3  | 3  | 2  | 3  | 16    | 2                 | 3  | 3  | 3   | 2   | 3   | 3   | 3   | 2   | 2   | 26         | 3   | 3   | 3   | 9     | 2                   | 3   | 3   | 3   | 11    | 62        |
| 2  | 4                 | 3  | 2  | 2  | 2  | 3  | 16    | 4                 | 3  | 3  | 3   | 3   | 4   | 3   | 3   | 4   | 3   | 33         | 4   | 3   | 3   | 10    | 4                   | 3   | 3   | 3   | 13    | 72        |
| 3  | 4                 | 3  | 2  | 2  | 2  | 2  | 15    | 4                 | 3  | 3  | 3   | 3   | 4   | 3   | 3   | 4   | 4   | 34         | 2   | 4   | 2   | 8     | 4                   | 3   | 3   | 2   | 12    | 69        |
| 4  | 3                 | 3  | 3  | 3  | 3  | 3  | 18    | 3                 | 3  | 3  | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 30         | 3   | 3   | 3   | 9     | 3                   | 3   | 3   | 3   | 12    | 69        |
| 5  | 3                 | 3  | 3  | 3  | 4  | 3  | 19    | 4                 | 3  | 4  | 4   | 2   | 3   | 3   | 2   | 3   | 3   | 31         | 3   | 3   | 3   | 9     | 4                   | 3   | 3   | 3   | 13    | 72        |
| 6  | 4                 | 3  | 2  | 3  | 4  | 3  | 19    | 3                 | 4  | 3  | 2   | 3   | 3   | 3   | 4   | 4   | 3   | 32         | 3   | 4   | 3   | 10    | 2                   | 3   | 3   | 3   | 11    | 72        |
| 7  | 2                 | 2  | 2  | 2  | 4  | 2  | 14    | 3                 | 4  | 3  | 3   | 4   | 3   | 3   | 4   | 3   | 3   | 33         | 1   | 4   | 2   | 7     | 4                   | 3   | 3   | 3   | 13    | 67        |
| 8  | 4                 | 3  | 4  | 3  | 3  | 4  | 21    | 4                 | 3  | 3  | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 38         | 3   | 3   | 4   | 10    | 4                   | 3   | 3   | 3   | 13    | 82        |
| 9  | 3                 | 3  | 3  | 2  | 3  | 4  | 18    | 3                 | 3  | 3  | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 30         | 3   | 3   | 3   | 9     | 3                   | 3   | 3   | 3   | 12    | 69        |
| 10 | 3                 | 3  | 3  | 2  | 3  | 4  | 18    | 3                 | 3  | 3  | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 30         | 3   | 3   | 3   | 9     | 3                   | 3   | 3   | 3   | 12    | 69        |
| 11 | 3                 | 3  | 2  | 2  | 3  | 3  | 16    | 3                 | 3  | 3  | 3   | 2   | 3   | 3   | 3   | 3   | 4   | 30         | 3   | 3   | 2   | 8     | 3                   | 3   | 3   | 3   | 12    | 66        |
| 12 | 3                 | 4  | 3  | 2  | 4  | 4  | 20    | 4                 | 3  | 4  | 4   | 3   | 4   | 4   | 4   | 3   | 37  | 3          | 4   | 4   | 11  | 4     | 3                   | 4   | 4   | 15  | 83    |           |
| 13 | 2                 | 4  | 3  | 3  | 4  | 2  | 18    | 4                 | 3  | 3  | 4   | 4   | 4   | 3   | 3   | 4   | 3   | 35         | 4   | 4   | 3   | 11    | 4                   | 3   | 3   | 3   | 13    | 77        |
| 14 | 4                 | 3  | 3  | 3  | 4  | 2  | 19    | 4                 | 3  | 3  | 3   | 4   | 3   | 3   | 4   | 4   | 4   | 35         | 4   | 3   | 2   | 9     | 4                   | 3   | 4   | 4   | 15    | 78        |
| 15 | 4                 | 3  | 3  | 4  | 3  | 3  | 20    | 4                 | 3  | 3  | 3   | 4   | 3   | 3   | 3   | 2   | 4   | 32         | 4   | 3   | 4   | 11    | 4                   | 3   | 3   | 2   | 12    | 75        |
| 16 | 3                 | 4  | 3  | 3  | 4  | 3  | 20    | 4                 | 3  | 3  | 4   | 3   | 3   | 4   | 3   | 3   | 4   | 34         | 2   | 3   | 4   | 9     | 4                   | 3   | 3   | 4   | 14    | 77        |
| 17 | 3                 | 2  | 2  | 3  | 3  | 2  | 15    | 4                 | 3  | 3  | 3   | 4   | 4   | 3   | 4   | 3   | 3   | 34         | 2   | 4   | 4   | 10    | 4                   | 3   | 3   | 4   | 14    | 73        |
| 18 | 4                 | 3  | 3  | 3  | 3  | 3  | 19    | 4                 | 3  | 3  | 3   | 3   | 4   | 4   | 4   | 3   | 3   | 34         | 2   | 3   | 2   | 7     | 4                   | 3   | 3   | 2   | 12    | 72        |
| 19 | 3                 | 3  | 2  | 2  | 3  | 4  | 17    | 2                 | 4  | 4  | 4   | 3   | 4   | 3   | 3   | 4   | 34  | 4          | 4   | 4   | 12  | 3     | 3                   | 4   | 3   | 13  | 76    |           |
| 20 | 2                 | 3  | 3  | 4  | 3  | 4  | 19    | 4                 | 3  | 3  | 3   | 3   | 3   | 4   | 3   | 3   | 32  | 3          | 3   | 2   | 8   | 4     | 3                   | 3   | 4   | 14  | 73    |           |
| 21 | 2                 | 3  | 2  | 3  | 4  | 3  | 17    | 4                 | 4  | 3  | 3   | 4   | 3   | 3   | 4   | 3   | 34  | 4          | 3   | 1   | 8   | 4     | 3                   | 3   | 3   | 13  | 72    |           |



|    |   |   |   |   |   |   |    |   |   |   |   |   |   |   |   |   |   |    |    |   |   |    |    |   |   |   |   |    |    |
|----|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|----|----|---|---|----|----|---|---|---|---|----|----|
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| 23 | 3 | 3 | 4 | 4 | 3 | 4 | 21 | 2 | 4 | 2 | 4 | 4 | 4 | 3 | 3 | 2 | 4 | 32 | 4  | 3 | 1 | 8  | 2  | 3 | 4 | 3 | 3 | 12 | 73 |
| 24 | 3 | 4 | 3 | 3 | 3 | 2 | 18 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 2 | 31 | 3  | 2 | 3 | 8  | 2  | 2 | 3 | 3 | 3 | 10 | 67 |
| 25 | 4 | 2 | 3 | 4 | 3 | 2 | 18 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 35 | 2  | 4 | 2 | 8  | 3  | 4 | 3 | 2 | 3 | 12 | 73 |
| 26 | 4 | 4 | 4 | 3 | 3 | 4 | 22 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 4  | 33 | 3 | 4 | 3  | 10 | 3 | 3 | 4 | 3 | 13 | 78 |
| 27 | 1 | 2 | 2 | 3 | 4 | 2 | 14 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4  | 34 | 4 | 3 | 3  | 10 | 4 | 3 | 3 | 3 | 13 | 71 |
| 28 | 2 | 2 | 2 | 3 | 2 | 3 | 14 | 2 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 32 | 4  | 3 | 3 | 10 | 3  | 3 | 3 | 4 | 3 | 13 | 69 |
| 29 | 3 | 4 | 3 | 3 | 4 | 2 | 19 | 4 | 3 | 2 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 31 | 3  | 4 | 2 | 9  | 4  | 3 | 4 | 3 | 3 | 14 | 73 |
| 30 | 4 | 4 | 4 | 4 | 4 | 4 | 24 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 33 | 3  | 4 | 3 | 10 | 3  | 3 | 3 | 3 | 3 | 12 | 79 |
| 31 | 2 | 3 | 2 | 2 | 4 | 3 | 16 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 36 | 3  | 3 | 4 | 10 | 4  | 3 | 3 | 2 | 3 | 12 | 74 |
| 32 | 3 | 2 | 3 | 3 | 3 | 3 | 17 | 2 | 4 | 3 | 3 | 2 | 3 | 2 | 2 | 2 | 2 | 25 | 3  | 3 | 3 | 9  | 3  | 3 | 4 | 3 | 3 | 13 | 64 |
| 33 | 3 | 3 | 3 | 3 | 2 | 3 | 17 | 2 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 2 | 32 | 4  | 4 | 3 | 11 | 3  | 4 | 3 | 4 | 3 | 14 | 74 |
| 34 | 4 | 3 | 3 | 3 | 4 | 2 | 19 | 4 | 3 | 1 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 32 | 4  | 3 | 2 | 9  | 4  | 3 | 3 | 3 | 3 | 13 | 73 |
| 35 | 4 | 2 | 2 | 4 | 2 | 3 | 17 | 1 | 3 | 3 | 3 | 3 | 4 | 3 | 2 | 3 | 3 | 28 | 3  | 3 | 3 | 9  | 3  | 3 | 3 | 3 | 3 | 12 | 66 |
| 36 | 4 | 3 | 3 | 4 | 3 | 4 | 21 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 33 | 3  | 3 | 3 | 9  | 4  | 3 | 3 | 3 | 3 | 13 | 76 |
| 37 | 1 | 3 | 3 | 3 | 3 | 1 | 14 | 4 | 3 | 4 | 2 | 4 | 3 | 3 | 4 | 4 | 4 | 35 | 3  | 4 | 4 | 11 | 3  | 3 | 4 | 3 | 3 | 13 | 73 |
| 38 | 4 | 4 | 4 | 3 | 4 | 3 | 22 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 3 | 30 | 3  | 3 | 3 | 9  | 3  | 2 | 3 | 3 | 3 | 11 | 72 |
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| 40 | 4 | 3 | 3 | 3 | 2 | 3 | 18 | 2 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 28 | 3  | 3 | 3 | 9  | 4  | 3 | 3 | 2 | 3 | 12 | 67 |
| 41 | 3 | 2 | 3 | 3 | 3 | 3 | 17 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 29 | 3  | 3 | 4 | 10 | 4  | 4 | 3 | 3 | 3 | 14 | 70 |
| 42 | 2 | 3 | 1 | 2 | 4 | 3 | 15 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 34 | 4  | 4 | 4 | 12 | 2  | 3 | 3 | 3 | 3 | 11 | 72 |
| 43 | 4 | 4 | 3 | 4 | 4 | 3 | 22 | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 33 | 3  | 3 | 4 | 10 | 3  | 3 | 3 | 3 | 3 | 12 | 77 |
| 44 | 4 | 3 | 3 | 3 | 4 | 3 | 20 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 34 | 3  | 4 | 4 | 11 | 3  | 3 | 4 | 1 | 3 | 11 | 76 |
| 45 | 4 | 3 | 3 | 1 | 2 | 4 | 17 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 32 | 3  | 4 | 4 | 11 | 3  | 4 | 3 | 3 | 3 | 13 | 73 |

|    |   |   |   |   |   |   |    |   |   |   |   |   |   |   |   |   |   |    |   |   |   |    |   |   |   |   |    |    |
|----|---|---|---|---|---|---|----|---|---|---|---|---|---|---|---|---|---|----|---|---|---|----|---|---|---|---|----|----|
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| 48 | 4 | 4 | 4 | 3 | 4 | 3 | 22 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 34 | 3 | 3 | 3 | 9  | 3 | 4 | 3 | 3 | 13 | 78 |
| 49 | 4 | 2 | 4 | 4 | 3 | 4 | 21 | 2 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 3 | 3 | 3 | 9  | 4 | 3 | 3 | 4 | 14 | 74 |
| 50 | 4 | 4 | 4 | 3 | 4 | 3 | 22 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 32 | 4 | 4 | 3 | 11 | 3 | 3 | 3 | 3 | 12 | 77 |
| 51 | 2 | 3 | 3 | 3 | 4 | 3 | 18 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 36 | 4 | 4 | 2 | 10 | 3 | 4 | 4 | 4 | 15 | 79 |
| 52 | 4 | 4 | 3 | 3 | 4 | 3 | 21 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 29 | 3 | 4 | 4 | 11 | 3 | 3 | 3 | 3 | 12 | 73 |
| 53 | 4 | 2 | 4 | 3 | 3 | 3 | 19 | 2 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 32 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 72 |
| 54 | 4 | 3 | 3 | 3 | 4 | 2 | 19 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 34 | 4 | 4 | 2 | 10 | 3 | 4 | 3 | 2 | 12 | 75 |
| 55 | 3 | 2 | 3 | 3 | 2 | 3 | 16 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 30 | 4 | 3 | 3 | 10 | 4 | 3 | 4 | 3 | 14 | 70 |
| 56 | 1 | 3 | 3 | 3 | 3 | 4 | 17 | 4 | 3 | 3 | 3 | 4 | 2 | 4 | 4 | 3 | 3 | 33 | 1 | 3 | 3 | 7  | 4 | 3 | 3 | 2 | 12 | 69 |
| 57 | 4 | 4 | 4 | 4 | 4 | 3 | 23 | 3 | 3 | 4 | 4 | 1 | 4 | 4 | 3 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 3 | 3 | 3 | 3 | 12 | 77 |
| 58 | 4 | 2 | 2 | 2 | 4 | 2 | 16 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 3 | 4 | 4 | 3 | 14 | 72 |
| 59 | 4 | 1 | 4 | 4 | 2 | 3 | 18 | 2 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 69 |
| 60 | 3 | 3 | 2 | 2 | 2 | 3 | 15 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 4 | 3 | 3 | 3 | 13 | 70 |
| 61 | 3 | 3 | 3 | 3 | 4 | 3 | 19 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 29 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 69 |
| 62 | 4 | 1 | 3 | 3 | 1 | 3 | 15 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 29 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 65 |
| 63 | 3 | 3 | 3 | 3 | 3 | 3 | 18 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 36 | 3 | 4 | 4 | 11 | 4 | 3 | 3 | 4 | 14 | 79 |
| 64 | 2 | 4 | 4 | 4 | 3 | 2 | 19 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 31 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 4 | 13 | 72 |
| 65 | 2 | 3 | 3 | 4 | 4 | 3 | 19 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 33 | 3 | 3 | 3 | 9  | 4 | 3 | 3 | 4 | 14 | 75 |
| 66 | 1 | 3 | 3 | 2 | 3 | 3 | 15 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 37 | 3 | 3 | 1 | 7  | 4 | 3 | 4 | 1 | 12 | 71 |
| 67 | 2 | 3 | 2 | 2 | 3 | 3 | 15 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 35 | 4 | 3 | 3 | 10 | 3 | 3 | 3 | 3 | 12 | 72 |
| 68 | 3 | 2 | 3 | 3 | 2 | 3 | 16 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 30 | 3 | 3 | 4 | 10 | 3 | 3 | 3 | 3 | 12 | 68 |
| 69 | 4 | 3 | 3 | 3 | 3 | 3 | 19 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 33 | 4 | 3 | 3 | 10 | 3 | 3 | 4 | 2 | 12 | 74 |

|    |   |   |   |   |   |   |    |   |   |   |   |   |   |   |   |   |   |    |   |   |   |    |   |   |   |   |    |    |    |
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| 70 | 4 | 4 | 3 | 3 | 4 | 4 | 22 | 4 | 3 | 3 | 3 | 2 | 3 | 3 | 4 | 4 | 3 | 32 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 3  | 12 | 75 |
| 71 | 3 | 3 | 3 | 3 | 3 | 3 | 18 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 3 | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 3  | 12 | 69 |
| 72 | 3 | 3 | 4 | 2 | 4 | 2 | 18 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 35 | 3 | 3 | 4 | 10 | 4 | 3 | 3 | 3 | 3  | 13 | 76 |
| 73 | 3 | 4 | 2 | 2 | 2 | 3 | 16 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 33 | 4 | 4 | 3 | 11 | 4 | 3 | 3 | 4 | 4  | 14 | 74 |
| 74 | 3 | 2 | 1 | 4 | 3 | 2 | 15 | 1 | 3 | 4 | 2 | 1 | 2 | 3 | 4 | 3 | 1 | 24 | 2 | 3 | 2 | 7  | 4 | 2 | 3 | 1 | 10 | 56 |    |
| 75 | 3 | 2 | 1 | 4 | 3 | 2 | 15 | 1 | 3 | 4 | 2 | 1 | 2 | 3 | 4 | 3 | 1 | 24 | 2 | 3 | 2 | 7  | 4 | 2 | 3 | 1 | 10 | 56 |    |
| 76 | 2 | 1 | 3 | 4 | 3 | 2 | 15 | 3 | 1 | 2 | 3 | 4 | 3 | 1 | 2 | 4 | 3 | 26 | 1 | 3 | 2 | 6  | 4 | 1 | 3 | 2 | 10 | 57 |    |
| 77 | 1 | 2 | 1 | 3 | 2 | 4 | 13 | 4 | 3 | 2 | 1 | 2 | 3 | 4 | 4 | 1 | 2 | 26 | 4 | 2 | 1 | 7  | 3 | 1 | 4 | 2 | 10 | 56 |    |
| 78 | 3 | 4 | 2 | 3 | 4 | 3 | 19 | 4 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 33 | 4 | 3 | 3 | 10 | 4 | 3 | 3 | 2 | 12 | 74 |    |
| 79 | 3 | 3 | 1 | 2 | 4 | 3 | 16 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 4 | 3 | 3 | 2 | 12 | 70 |    |
| 80 | 3 | 4 | 2 | 2 | 4 | 2 | 17 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 33 | 4 | 3 | 3 | 10 | 4 | 3 | 3 | 3 | 13 | 73 |    |
| 81 | 3 | 4 | 2 | 3 | 3 | 3 | 18 | 2 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 2 | 3 | 33 | 3 | 4 | 3 | 10 | 3 | 4 | 3 | 2 | 12 | 73 |    |
| 82 | 3 | 2 | 3 | 3 | 3 | 3 | 17 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 33 | 3 | 4 | 3 | 10 | 3 | 4 | 3 | 3 | 13 | 73 |    |
| 83 | 3 | 3 | 4 | 3 | 4 | 2 | 19 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 34 | 4 | 3 | 3 | 10 | 3 | 4 | 3 | 3 | 13 | 76 |    |
| 84 | 2 | 4 | 2 | 2 | 3 | 3 | 16 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 32 | 3 | 3 | 3 | 9  | 3 | 4 | 3 | 3 | 13 | 70 |    |
| 85 | 3 | 4 | 2 | 2 | 3 | 2 | 16 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 3 | 3 | 4 | 3 | 13 | 71 |    |
| 86 | 2 | 2 | 2 | 4 | 3 | 2 | 15 | 2 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 32 | 3 | 4 | 2 | 9  | 3 | 3 | 4 | 4 | 14 | 70 |    |
| 87 | 3 | 3 | 3 | 3 | 4 | 3 | 19 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 4 | 3 | 3 | 30 | 3 | 3 | 3 | 9  | 3 | 3 | 4 | 4 | 14 | 72 |    |
| 88 | 3 | 2 | 4 | 3 | 3 | 3 | 18 | 2 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 30 | 4 | 3 | 3 | 10 | 3 | 3 | 4 | 3 | 13 | 71 |    |
| 89 | 3 | 2 | 3 | 3 | 4 | 3 | 18 | 3 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 3 | 35 | 4 | 4 | 3 | 11 | 3 | 3 | 3 | 3 | 12 | 76 |    |
| 90 | 3 | 4 | 4 | 3 | 4 | 4 | 22 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 32 | 4 | 3 | 3 | 10 | 4 | 3 | 3 | 3 | 13 | 77 |    |
| 91 | 3 | 2 | 3 | 3 | 2 | 3 | 16 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 34 | 3 | 3 | 3 | 9  | 4 | 4 | 3 | 3 | 14 | 73 |    |
| 92 | 3 | 4 | 4 | 4 | 4 | 3 | 22 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 33 | 3 | 4 | 4 | 11 | 3 | 3 | 3 | 4 | 13 | 79 |    |
| 93 | 1 | 1 | 3 | 2 | 3 | 2 | 12 | 3 | 3 | 4 | 3 | 2 | 3 | 4 | 3 | 3 | 3 | 31 | 2 | 3 | 3 | 8  | 4 | 3 | 3 | 3 | 13 | 64 |    |

|     |   |   |   |   |   |   |    |   |   |   |   |   |   |   |   |   |    |    |   |   |    |    |   |   |   |    |    |    |
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| 94  | 3 | 1 | 3 | 3 | 3 | 3 | 16 | 2 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3  | 30 | 3 | 3 | 3  | 9  | 3 | 3 | 3 | 3  | 12 | 67 |
| 95  | 4 | 4 | 3 | 3 | 4 | 3 | 21 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 31 | 3 | 3 | 3  | 9  | 3 | 3 | 3 | 3  | 12 | 73 |
| 96  | 3 | 4 | 3 | 2 | 4 | 2 | 18 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 4  | 34 | 2 | 4 | 4  | 10 | 3 | 4 | 3 | 3  | 13 | 75 |
| 97  | 2 | 2 | 3 | 3 | 3 | 3 | 16 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3  | 30 | 3 | 3 | 3  | 9  | 3 | 4 | 3 | 3  | 13 | 68 |
| 98  | 4 | 4 | 4 | 3 | 4 | 3 | 22 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 31 | 4 | 3 | 3  | 10 | 3 | 3 | 3 | 4  | 13 | 76 |
| 99  | 4 | 4 | 4 | 3 | 3 | 3 | 21 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2  | 30 | 4 | 3 | 2  | 9  | 4 | 3 | 3 | 3  | 13 | 73 |
| 100 | 4 | 4 | 4 | 3 | 4 | 3 | 22 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 31 | 3 | 4 | 4  | 11 | 3 | 3 | 3 | 3  | 12 | 76 |
| 101 | 4 | 4 | 4 | 3 | 3 | 4 | 22 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3  | 32 | 4 | 3 | 3  | 10 | 4 | 3 | 3 | 3  | 13 | 77 |
| 102 | 3 | 2 | 3 | 3 | 2 | 3 | 16 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 29 | 3 | 3 | 3  | 9  | 3 | 3 | 3 | 3  | 12 | 66 |
| 103 | 3 | 3 | 3 | 3 | 4 | 3 | 19 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3  | 31 | 3 | 3 | 3  | 9  | 3 | 4 | 4 | 3  | 14 | 73 |
| 104 | 4 | 3 | 3 | 4 | 3 | 3 | 20 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4  | 33 | 4 | 3 | 3  | 10 | 4 | 3 | 4 | 3  | 14 | 77 |
| 105 | 4 | 4 | 3 | 3 | 4 | 3 | 21 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 32 | 3  | 3 | 3 | 9  | 3  | 3 | 3 | 4 | 13 | 75 |    |
| 106 | 3 | 3 | 3 | 3 | 4 | 3 | 19 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 31 | 3  | 3 | 4 | 10 | 4  | 3 | 4 | 3 | 14 | 74 |    |
| 107 | 4 | 3 | 3 | 3 | 3 | 4 | 20 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 4  | 34 | 2 | 3 | 4  | 9  | 4 | 3 | 3 | 3  | 13 | 76 |
| 108 | 3 | 3 | 3 | 3 | 3 | 3 | 18 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 4  | 34 | 3 | 3 | 3  | 9  | 4 | 4 | 3 | 3  | 14 | 75 |
| 109 | 4 | 3 | 3 | 3 | 3 | 3 | 19 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 3  | 33 | 4 | 3 | 3  | 10 | 4 | 3 | 3 | 4  | 14 | 76 |
| 110 | 3 | 4 | 3 | 3 | 4 | 3 | 20 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3  | 32 | 4 | 4 | 3  | 11 | 3 | 3 | 4 | 3  | 13 | 76 |
| 111 | 4 | 4 | 3 | 3 | 3 | 3 | 20 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 31 | 3 | 3 | 3  | 9  | 3 | 3 | 3 | 3  | 12 | 72 |
| 112 | 3 | 1 | 3 | 3 | 2 | 3 | 15 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 29 | 3 | 3 | 3  | 9  | 3 | 3 | 3 | 3  | 12 | 65 |
| 113 | 4 | 3 | 3 | 3 | 3 | 3 | 19 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 32 | 4  | 3 | 3 | 10 | 4  | 3 | 3 | 3 | 13 | 74 |    |
| 114 | 3 | 3 | 3 | 3 | 3 | 3 | 18 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3  | 31 | 4 | 3 | 3  | 10 | 3 | 3 | 3 | 3  | 12 | 71 |
| 115 | 3 | 3 | 3 | 4 | 3 | 3 | 19 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 30 | 4 | 3 | 3  | 10 | 3 | 3 | 3 | 3  | 12 | 71 |
| 116 | 4 | 3 | 3 | 3 | 3 | 3 | 19 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 31 | 3  | 2 | 3 | 8  | 3  | 3 | 3 | 3 | 12 | 70 |    |
| 117 | 4 | 3 | 2 | 1 | 3 | 4 | 17 | 4 | 3 | 3 | 3 | 4 | 3 | 2 | 3 | 3 | 4  | 32 | 3 | 4 | 3  | 10 | 3 | 2 | 4 | 1  | 10 | 69 |

|     |   |   |   |   |   |   |    |    |   |   |   |   |   |   |   |   |   |    |    |   |   |    |   |   |   |   |    |    |    |
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| 118 | 3 | 4 | 3 | 3 | 4 | 3 | 20 | 4  | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 32 | 4  | 4 | 4 | 12 | 4 | 3 | 4 | 3 | 14 | 78 |    |
| 119 | 3 | 4 | 4 | 3 | 3 | 4 | 21 | 3  | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 31 | 3  | 3 | 3 | 9  | 3 | 4 | 3 | 3 | 13 | 74 |    |
| 120 | 3 | 3 | 4 | 2 | 4 | 3 | 19 | 4  | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 37 | 3  | 3 | 3 | 9  | 3 | 3 | 3 | 4 | 13 | 78 |    |
| 121 | 1 | 4 | 2 | 3 | 4 | 3 | 17 | 3  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 | 4  | 4 | 2 | 10 | 4 | 3 | 4 | 4 | 15 | 72 |    |
| 122 | 3 | 4 | 3 | 3 | 4 | 4 | 21 | 3  | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 31 | 4  | 3 | 3 | 10 | 4 | 3 | 4 | 4 | 15 | 77 |    |
| 123 | 2 | 3 | 4 | 3 | 4 | 3 | 19 | 4  | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 33 | 4  | 4 | 4 | 12 | 3 | 3 | 4 | 3 | 13 | 77 |    |
| 124 | 3 | 2 | 3 | 3 | 4 | 3 | 18 | 3  | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 31 | 4  | 4 | 4 | 12 | 4 | 4 | 3 | 2 | 13 | 74 |    |
| 125 | 3 | 4 | 1 | 2 | 3 | 1 | 14 | 3  | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 31 | 4  | 4 | 3 | 11 | 3 | 3 | 4 | 4 | 14 | 70 |    |
| 126 | 2 | 3 | 3 | 2 | 3 | 2 | 15 | 4  | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 37 | 3  | 3 | 3 | 9  | 3 | 4 | 4 | 3 | 14 | 75 |    |
| 127 | 2 | 4 | 2 | 2 | 4 | 3 | 17 | 3  | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 32 | 4  | 3 | 3 | 10 | 4 | 3 | 3 | 4 | 14 | 73 |    |
| 128 | 3 | 2 | 3 | 3 | 3 | 2 | 16 | 4  | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 33 | 4  | 4 | 4 | 12 | 4 | 3 | 4 | 4 | 15 | 76 |    |
| 129 | 3 | 4 | 4 | 3 | 4 | 4 | 22 | 4  | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 35 | 4  | 4 | 4 | 12 | 4 | 4 | 4 | 4 | 16 | 85 |    |
| 130 | 3 | 2 | 3 | 3 | 2 | 3 | 16 | 4  | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 32 | 3  | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 69 |    |
| 131 | 3 | 2 | 2 | 2 | 2 | 3 | 14 | 3  | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 31 | 3  | 3 | 3 | 9  | 3 | 3 | 3 | 2 | 11 | 65 |    |
| 132 | 3 | 3 | 3 | 3 | 3 | 3 | 18 | 4  | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 33 | 3  | 3 | 3 | 9  | 3 | 3 | 3 | 3 | 12 | 72 |    |
| 133 | 2 | 4 | 4 | 4 | 4 | 3 | 2  | 19 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4  | 36 | 2 | 3 | 3  | 8 | 3 | 3 | 3 | 3  | 12 | 75 |
| 134 | 2 | 3 | 3 | 4 | 4 | 3 | 19 | 3  | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 31 | 3  | 3 | 3 | 9  | 3 | 3 | 3 | 4 | 13 | 72 |    |
| 135 | 1 | 3 | 3 | 2 | 3 | 3 | 15 | 4  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 32 | 3  | 3 | 4 | 10 | 3 | 4 | 3 | 4 | 14 | 71 |    |
| 136 | 2 | 3 | 2 | 2 | 3 | 3 | 15 | 4  | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 34 | 3  | 3 | 3 | 9  | 3 | 3 | 4 | 3 | 13 | 71 |    |
| 137 | 2 | 2 | 2 | 3 | 3 | 2 | 14 | 4  | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 33 | 3  | 4 | 3 | 10 | 3 | 4 | 4 | 3 | 14 | 71 |    |
| 138 | 3 | 3 | 3 | 3 | 4 | 3 | 19 | 3  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 31 | 3  | 3 | 3 | 9  | 3 | 3 | 4 | 3 | 13 | 72 |    |
| 139 | 3 | 3 | 1 | 2 | 3 | 1 | 13 | 4  | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 32 | 3  | 3 | 3 | 9  | 2 | 3 | 4 | 3 | 12 | 66 |    |
| 140 | 4 | 2 | 3 | 2 | 4 | 3 | 18 | 2  | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 31 | 3  | 4 | 3 | 10 | 3 | 3 | 4 | 4 | 14 | 73 |    |
| 141 | 3 | 4 | 2 | 3 | 4 | 3 | 19 | 4  | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 35 | 4  | 3 | 3 | 10 | 4 | 4 | 3 | 4 | 15 | 79 |    |

|     |     |     |     |     |            |     |    |            |     |     |     |     |     |     |     |     |     |    |     |            |     |    |            |     |     |     |    |    |
|-----|-----|-----|-----|-----|------------|-----|----|------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|----|-----|------------|-----|----|------------|-----|-----|-----|----|----|
| 142 | 3   | 4   | 3   | 3   | 4          | 3   | 20 | 4          | 3   | 3   | 4   | 3   | 3   | 3   | 4   | 4   | 3   | 34 | 4   | 4          | 4   | 12 | 4          | 3   | 4   | 4   | 15 | 81 |
| 143 | 3   | 2   | 3   | 3   | 4          | 3   | 18 | 4          | 3   | 3   | 3   | 4   | 3   | 3   | 4   | 4   | 4   | 35 | 3   | 3          | 4   | 10 | 4          | 4   | 4   | 4   | 16 | 79 |
| 144 | 3   | 3   | 3   | 3   | 3          | 4   | 19 | 2          | 3   | 3   | 3   | 1   | 3   | 3   | 3   | 3   | 3   | 27 | 3   | 3          | 3   | 9  | 3          | 3   | 2   | 3   | 11 | 66 |
| 145 | 4   | 3   | 3   | 3   | 3          | 3   | 19 | 3          | 4   | 3   | 3   | 3   | 4   | 3   | 3   | 4   | 3   | 33 | 3   | 3          | 3   | 9  | 3          | 3   | 3   | 3   | 12 | 73 |
| Tot | 442 | 433 | 418 | 422 | <b>471</b> | 425 |    | <b>480</b> | 456 | 462 | 460 | 453 | 470 | 455 | 479 | 465 | 461 |    | 471 | <b>473</b> | 439 |    | <b>487</b> | 451 | 474 | 439 |    |    |

LAMPIRAN 6.

| Nomor | Variabel                 | Pernyataan  | Nilai Tertinggi |
|-------|--------------------------|---|-----------------|
| 1     | <i>Country Of Origin</i> | Saya percaya Jepang memiliki tingkat tenaga kerja yang lebih kreatif dibandingkan negara lain                               | 471             |
| 2     | <i>Perceived Quality</i> | Kamera Sony made in Jepang memiliki performance lebih baik dibandingkan negara lain   | 480             |
| 3     | Minat Beli               | Kamera Sony Alpha merupakan kamera utama pilihan saya untuk memenuhi kebutuhan fotografi saya                               | 473             |
| 4     | Keputusan Pembelian      | Saya memutuskan untuk membeli kamera Sony Alpha karena jangkauan purna jual (aftersales) lebih luas dibandingkan merek lain | <b>487</b>      |

Lampiran 7 Hasil Uji Validitas

|         |                     | Correlations |       |       |       |        |        |        |        |         |
|---------|---------------------|--------------|-------|-------|-------|--------|--------|--------|--------|---------|
|         |                     | X1.1         | X1.2  | X1.3  | X1.4  | X1.5   | X1.6   | X1.7   | X1.8   | TOTALX1 |
| X1.1    | Pearson Correlation | 1            | .185  | -.035 | -.165 | -.133  | .096   | .058   | -.071  | .280    |
|         | Sig. (2-tailed)     |              | .327  | .853  | .383  | .482   | .613   | .762   | .710   | .134    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.2    | Pearson Correlation | .185         | 1     | .345  | -.194 | .033   | -.144  | -.086  | .194   | .384*   |
|         | Sig. (2-tailed)     | .327         |       | .062  | .305  | .862   | .449   | .651   | .305   | .036    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.3    | Pearson Correlation | -.035        | .345  | 1     | .322  | -.270  | -.083  | -.175  | .036   | .253    |
|         | Sig. (2-tailed)     | .853         | .062  |       | .082  | .149   | .661   | .355   | .851   | .178    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.4    | Pearson Correlation | -.165        | -.194 | .322  | 1     | .034   | .133   | .351   | .138   | .428*   |
|         | Sig. (2-tailed)     | .383         | .305  | .082  |       | .859   | .485   | .057   | .468   | .018    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.5    | Pearson Correlation | -.133        | .033  | -.270 | .034  | 1      | .473** | .234   | .474** | .566**  |
|         | Sig. (2-tailed)     | .482         | .862  | .149  | .859  |        | .008   | .213   | .008   | .001    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.6    | Pearson Correlation | .096         | -.144 | -.083 | .133  | .473** | 1      | .222   | .077   | .494**  |
|         | Sig. (2-tailed)     | .613         | .449  | .661  | .485  | .008   |        | .239   | .687   | .005    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.7    | Pearson Correlation | .058         | -.086 | -.175 | .351  | .234   | .222   | 1      | .234   | .509**  |
|         | Sig. (2-tailed)     | .762         | .651  | .355  | .057  | .213   | .239   |        | .213   | .004    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| X1.8    | Pearson Correlation | -.071        | .194  | .036  | .138  | .474** | .077   | .234   | 1      | .615**  |
|         | Sig. (2-tailed)     | .710         | .305  | .851  | .468  | .008   | .687   | .213   |        | .000    |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |
| TOTALX1 | Pearson Correlation | .280         | .384* | .253  | .428* | .566** | .494** | .509** | .615** | 1       |
|         | Sig. (2-tailed)     | .134         | .036  | .178  | .018  | .001   | .005   | .004   | .000   |         |
|         | N                   | 30           | 30    | 30    | 30    | 30     | 30     | 30     | 30     | 30      |

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



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

Lampiran 7 (Lanjutan)

| Correlations |                     |       |       |       |       |       |      |       |       |       |       |         |
|--------------|---------------------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|---------|
|              |                     | X2.1  | X2.2  | X2.3  | X2.4  | X2.5  | X2.6 | X2.7  | X2.8  | X2.9  | X2.10 | TOTALX2 |
| X2.1         | Pearson Correlation | 1     | .528* | .311  | .326  | .300  | .062 | .102  | .176  | .043  | .038  | .535**  |
|              | Sig. (2-tailed)     |       | .003  | .094  | .079  | .107  | .743 | .592  | .352  | .822  | .843  | .002    |
|              | N                   | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30    | 30    | 30    | 30      |
| X2.2         | Pearson Correlation | .528* | 1     | .261  | .235  | .176  | .103 | -.044 | .043  | .071  | .037  | .444*   |
|              | Sig. (2-tailed)     | .003  |       | .164  | .212  | .351  | .588 | .817  | .822  | .710  | .847  | .014    |
|              | N                   | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30    | 30    | 30    | 30      |
| X2.3         | Pearson Correlation | .311  | .261  | 1     | .441* | .342  | .103 | .286  | .364* | .263  | .368* | .694**  |
|              | Sig. (2-tailed)     | .094  | .164  |       | .015  | .065  | .588 | .125  | .048  | .159  | .045  | .000    |
|              | N                   | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30    | 30    | 30    | 30      |
| X2.4         | Pearson Correlation | .326  | .235  | .441* | 1     | .399* | .018 | .130  | .294  | .107  | .144  | .586**  |
|              | Sig. (2-tailed)     | .079  | .212  | .015  |       | .029  | .923 | .495  | .115  | .574  | .447  | .001    |
|              | N                   | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30    | 30    | 30    | 30      |
| X2.5         | Pearson Correlation | .300  | .176  | .342  | .399* | 1     | .337 | .569* | .369* | .156  | .144  | .724**  |
|              | Sig. (2-tailed)     | .107  | .351  | .065  | .029  |       | .069 | .001  | .045  | .411  | .448  | .000    |
|              | N                   | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30    | 30    | 30    | 30      |
| X2.6         | Pearson Correlation | .062  | .103  | .103  | .018  | .337  | 1    | .483* | .171  | -.081 | .098  | .384*   |
|              | Sig. (2-tailed)     |       |       |       |       |       |      |       |       |       |       |         |

|  |                     |       |       |       |       |       |       |       |       |      |       |        |
|--|---------------------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|--------|
|  | Sig. (2-tailed)     | .743  | .588  | .588  | .923  | .069  |       | .007  | .367  | .670 | .607  | .036   |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30     |
| X2.7   | Pearson Correlation | .102  | -.044 | .286  | .130  | .569* | .483* | 1     | .313  | .030 | .115  | .543** |
|  | Sig. (2-tailed)     | .592  | .817  | .125  | .495  | .001  | .007  |       | .092  | .874 | .545  | .002   |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30     |
| X2.8   | Pearson Correlation | .176  | .043  | .364* | .294  | .369* | .171  | .313  | 1     | .313 | .224  | .606** |
|  | Sig. (2-tailed)     | .352  | .822  | .048  | .115  | .045  | .367  | .092  |       | .092 | .234  | .000   |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30     |
| X2.9   | Pearson Correlation | .043  | .071  | .263  | .107  | .156  | -.081 | .030  | .313  | 1    | .269  | .422*  |
|  | Sig. (2-tailed)     | .822  | .710  | .159  | .574  | .411  | .670  | .874  | .092  |      | .151  | .020   |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30     |
| X2.10  | Pearson Correlation | .038  | .037  | .368* | .144  | .144  | .098  | .115  | .224  | .269 | 1     | .443*  |
|  | Sig. (2-tailed)     | .843  | .847  | .045  | .447  | .448  | .607  | .545  | .234  | .151 |       | .014   |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30    | 30   | 30    | 30     |
| TOTALX 2   | Pearson Correlation | .535* | .444* | .694* | .586* | .724* | .384* | .543* | .606* | .422 | .443* | 1      |
|  | Sig. (2-tailed)     | .002  | .014  | .000  | .001  | .000  | .036  | .002  | .000  | .020 | .014  |        |
|  | N                   | 30    | 30    | 30    | 30    | 30    | 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).  |                     |       |       |       |       |       |       |       |       |      |       |        |

#### Lampiran 7 (Lanjutan)

| Correlations |                     |     |      |       |       |        |
|--------------|---------------------|-----|------|-------|-------|--------|
|              |                     | Z.1 | Z.2  | Z.3   | Z.4   | TOTALZ |
| Z.1          | Pearson Correlation | 1   | .047 | -.093 | -.132 | .278   |

|        |                     |       |        |        |        |        |
|--------|---------------------|-------|--------|--------|--------|--------|
|        | Sig. (2-tailed)     |       | .806   | .623   | .487   | .137   |
|        | N                   | 30    | 30     | 30     | 30     | 30     |
| Z.2    | Pearson Correlation | .047  | 1      | .538** | .334   | .799** |
|        | Sig. (2-tailed)     | .806  |        | .002   | .071   | .000   |
|        | N                   | 30    | 30     | 30     | 30     | 30     |
| Z.3    | Pearson Correlation | -.093 | .538** | 1      | .334   | .750** |
|        | Sig. (2-tailed)     | .623  | .002   |        | .071   | .000   |
|        | N                   | 30    | 30     | 30     | 30     | 30     |
| Z.4    | Pearson Correlation | -.132 | .334   | .334   | 1      | .628** |
|        | Sig. (2-tailed)     | .487  | .071   | .071   |        | .000   |
|        | N                   | 30    | 30     | 30     | 30     | 30     |
| TOTALZ | Pearson Correlation | .278  | .799** | .750** | .628** | 1      |
|        | Sig. (2-tailed)     | .137  | .000   | .000   | .000   |        |
|        | N                   | 30    | 30     | 30     | 30     | 30     |

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

Lampiran 7 (Lanjutan)

|        |                     | Correlations |        |        |        |       |         |        |        |
|--------|---------------------|--------------|--------|--------|--------|-------|---------|--------|--------|
|        |                     | Y.1          | Y.2    | Y.3    | Y.4    | Y.5   | Y.6     | Y.7    | TOTALY |
| Y.1    | Pearson Correlation | 1            | .482** | .190   | -.202  | .059  | -.528** | .045   | .198   |
|        | Sig. (2-tailed)     |              | .007   | .314   | .285   | .756  | .003    | .812   | .294   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.2    | Pearson Correlation | .482**       | 1      | .046   | -.097  | .214  | -.368*  | .033   | .319   |
|        | Sig. (2-tailed)     | .007         |        | .810   | .609   | .256  | .046    | .864   | .086   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.3    | Pearson Correlation | .190         | .046   | 1      | .243   | .169  | -.057   | .370*  | .586** |
|        | Sig. (2-tailed)     | .314         | .810   |        | .196   | .372  | .764    | .044   | .001   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.4    | Pearson Correlation | -.202        | -.097  | .243   | 1      | -.060 | .299    | .265   | .484** |
|        | Sig. (2-tailed)     | .285         | .609   | .196   |        | .754  | .108    | .158   | .007   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.5    | Pearson Correlation | .059         | .214   | .169   | -.060  | 1     | -.067   | .121   | .432*  |
|        | Sig. (2-tailed)     | .756         | .256   | .372   | .754   |       | .725    | .526   | .017   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.6    | Pearson Correlation | -.528**      | -.368* | -.057  | .299   | -.067 | 1       | .112   | .314   |
|        | Sig. (2-tailed)     | .003         | .046   | .764   | .108   | .725  |         | .554   | .091   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| Y.7    | Pearson Correlation | .045         | .033   | .370*  | .265   | .121  | .112    | 1      | .687** |
|        | Sig. (2-tailed)     | .812         | .864   | .044   | .158   | .526  | .554    |        | .000   |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |
| TOTALY | Pearson Correlation | .198         | .319   | .586** | .484** | .432* | .314    | .687** | 1      |
|        | Sig. (2-tailed)     | .294         | .086   | .001   | .007   | .017  | .091    | .000   |        |
|        | N                   | 30           | 30     | 30     | 30     | 30    | 30      | 30     | 30     |

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

## LAMPIRAN 8. HASIL UJI RELIABILITAS

### Case Processing Summary

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 30 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 30 | 100.0 |

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

| Reliability Statistics |            |
|------------------------|------------|
| Cronbach's Alpha       | N of Items |
| .795                   | 23         |

## LAMPIRAN 9. HASIL UJI JALUR

### 1. Hasil Uji *Country Of Origin* dan *Perceived Quality* terhadap Minat Beli

| Coefficients <sup>a</sup> |                   |                             |            |                           |       |      |
|---------------------------|-------------------|-----------------------------|------------|---------------------------|-------|------|
| Model                     |                   | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|                           |                   | B                           | Std. Error | Beta                      |       |      |
| 1                         | (Constant)        | 3.690                       | 1.272      |                           | 2.901 | .004 |
|                           | COUNTRY OF ORIGIN | .091                        | .038       | .189                      | 2.401 | .018 |
|                           | PERCEIVED QUALITY | .132                        | .036       | .286                      | 3.632 | .000 |

a. Dependent Variable: MINAT BELI

### 2. Nilai Koefisien Determinasi *Country of Origin* dan *Perceived Quality* terhadap Minat beli

| Model Summary |                   |          |                   |                            |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1             | .363 <sup>a</sup> | .131     | .119              | 1.084                      |

a. Predictors: (Constant), PERCEIVED QUALITY, COUNTRY OF ORIGIN

### 3. Hasil Uji *Country Of Origin*, *Perceived Quality*, dan Minat Beli, terhadap Keputusan Pembelian

| Model |                   | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|-------|-------------------|-----------------------------|------------|---------------------------|-------|------|
|       |                   | B                           | Std. Error | Beta                      |       |      |
| 1     | (Constant)        | 5.207                       | 1.269      |                           | 4.103 | .000 |
|       | COUNTRY OF ORIGIN | .003                        | .037       | .006                      | .081  | .936 |
|       | PERCEIVED QUALITY | .142                        | .037       | .299                      | 3.860 | .000 |
|       | MINAT BELI        | .311                        | .081       | .301                      | 3.819 | .000 |

a. Dependent Variable: KEPUTUSAN PEMBELIAN

4. Hasil uji *perceived quality*, minat beli terhadap keputusan pembelian setelah di *trimming*

| Model |                   | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|-------|-------------------|-----------------------------|------------|---------------------------|-------|------|
|       |                   | B                           | Std. Error | Beta                      |       |      |
| 1     | (Constant)        | 5.243                       | 1.184      |                           | 4.430 | .000 |
|       | PERCEIVED QUALITY | .142                        | .037       | .300                      | 3.886 | .000 |
|       | MINAT BELI        | .312                        | .079       | .303                      | 3.926 | .000 |

a. Dependent Variable: KEPUTUSAN PEMBELIAN

5. Nilai koefisien determinasi *perceived quality*, minat beli terhadap keputusan pembelian setelah di *trimming*

| Model Summary |                   |          |                   |                            |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1             | .487 <sup>a</sup> | .238     | .227              | 1.047                      |

a. Predictors: (Constant), MINAT BELI, PERCEIVED QUALITY