

LAMPIRAN 1

Saya adalah mahasiswa Fakultas Ekonomi- Manajemen Universitas Esa Unggul yang sedang melakukan penelitian dengan judul : **Analisis Sikap Dan Perilaku Konsumen Dalam Membeli Produk Sepeda Motor YAMAHA.** Untuk itu saya mohon dengan hormat, kesediaan bapak / ibu / saudara untuk mengisi kuesioner ini dengan benar. Atas perhatian dan kerjasamanya saya ucapkan terima kasih.

Profil Responden

- Jenis kelamin : 1. Pria 2. Wanita
- Usia : 1. 23 – 28 tahun 3. 35 – 40 tahun
2. 29 – 34 tahun 4. \geq 41 tahun
- Pendidikan Terakhir : 1. SMA 4. Lainnya.....
2. D3
3. S1
- Pekerjaan : 1. Pegawai Swasta 4. Lainnya.....
2. PNS
3. Wirausaha
- Pendapatan/ bulan : 1. \leq 3.000.000 3. 5.000.001 – 9.000.000
2. 3.000.001 – 5.000.000 4. \geq 9.000.001

Sudah berapa lama anda menggunakan sepeda motor Yamaha?

1. \leq 12 Bulan 3. 25 Bulan – 36 Bulan
2. 13 Bulan – 24 Bulan 4. \geq 37 Bulan

Apa tipe sepeda motor Yamaha anda?

1. Vega 3. V-xion
2. Mio 4. Lainnya

Berapa harga sepeda motor Yamaha yang anda beli?

1. $<$ 14.000.000 3. 17.000.001 – 21.000.000
2. 14.000.001 – 17.000.000 4. $>$ 21.000.000

Mengapa anda tertarik menggunakan sepeda motor Yamaha ?

1. Irit bahan bakar 4. Harga jual tidak jatuh
2. Desain yang menarik 5. Lainnya

3. Fitur dan teknologinya

Apakah Anda memiliki sepeda motor selain Yamaha?

1. Ya
2. Tidak

Jika Ya, apa merek sepeda motor tersebut?

- | | |
|-----------|-----------------|
| 1. Honda | 4. Kawasaki |
| 2. Suzuki | 5. Lainnya..... |
| 3. Bajaj | |

Berikan tanda checklist (√) untuk jawaban atas pertanyaan dibawah ini yang sesuai dengan pendapat anda :

Keterangan :

- SS = Sangat Setuju
 S = Setuju
 CS = Cukup Setuju
 TS = Tidak Setuju
 STS = Sangat Tidak Setuju

Kuisisioner Sikap

Apa yang anda pertimbangkan ketika membeli sepeda motor YAMAHA?

| No. | Pernyataan | STS | TS | CS | S | SS |
|-----|--|-----|----|----|---|----|
| | A. PRODUK | | | | | |
| 1 | Kualitas sepeda motor YAMAHA baik | | | | | |
| 2 | Merek YAMAHA terkenal | | | | | |
| 3 | Banyaknya varian produk sepeda motor YAMAHA | | | | | |
| 4 | Desain sepeda motor YAMAHA menarik | | | | | |
| 5 | Usia produk sepeda motor YAMAHA panjang | | | | | |
| 6 | Produk sepeda motor YAMAHA irit bahan bakar | | | | | |
| 7 | Ketersediaannya pelayanan purna jual di dealer YAMAHA manapun | | | | | |
| | B. HARGA | | | | | |
| 8 | Harga sepeda motor YAMAHA mencerminkan kualitas produk | | | | | |
| 9 | Harga sepeda motor YAMAHA bersaing dengan produk lain | | | | | |
| 10 | Tingkat bunga dan angsuran kredit yang ringan | | | | | |
| | C. DISTRIBUSI | | | | | |
| 11 | Lokasi dealer YAMAHA mudah terjangkau | | | | | |
| 12 | Jaminan ketersediaan produk sepeda motor YAMAHA | | | | | |
| | D. PROMOSI | | | | | |
| 13 | Iklan YAMAHA menarik | | | | | |
| 14 | Hadiah Souvenir yang menarik | | | | | |
| 15 | Brand Ambassador YAMAHA yang terkenal (Valentino Rossi, Jorge Lorenzo) | | | | | |

- SP = Sangat Penting
 P = Penting
 CP = Cukup Penting
 TP = Tidak Penting
 STP = Sangat Tidak Penting

Apa yang anda Pertimbangkan Ketika Membeli Sepeda Motor?

| No. | Pertanyaan | STP | TP | CP | P | SP |
|-----|--|-----|----|----|---|----|
| | A. PRODUK | | | | | |
| 1 | Kualitas sepeda motor yang baik | | | | | |
| 2 | Merek yang terkenal | | | | | |
| 3 | Banyaknya varian sepeda motor | | | | | |
| 4 | Desain sepeda motor yang menarik | | | | | |
| 5 | Usia produk sepeda motor yang panjang | | | | | |
| 6 | Produk sepeda motor yang irit bahan bakar | | | | | |
| 7 | Ketersediaannya pelayanan purna jual di dealer manapun | | | | | |
| | B. HARGA | | | | | |
| 8 | Harga sepeda motor mencerminkan kualitas produk | | | | | |
| 9 | Harga sepeda motor cukup bersaing dengan produk lain | | | | | |
| 10 | Tingkat bunga dan angsuran kredit yang ringan | | | | | |
| | C. DISTRIBUSI | | | | | |
| 11 | Lokasi dealer sepeda motor mudah terjangkau | | | | | |
| 12 | Jaminan ketersediaan produk | | | | | |
| | D. PROMOSI | | | | | |
| 13 | Iklan sepeda motor yang menarik perhatian | | | | | |
| 14 | Hadiah Souvenir yang menarik | | | | | |
| 15 | Brand Ambassador yang terkenal | | | | | |

Kuisisioner Norma Subjektif

Siapa yang mempengaruhi anda untuk membeli sepeda motor YAMAHA?

| No. | Pertanyaan | Tidak Pernah | Jarang | Kadang – Kadang | Sering | Selalu |
|-----|------------------|--------------|--------|-----------------|--------|--------|
| 1 | Keluarga | | | | | |
| 2 | Teman | | | | | |
| 3 | Iklan | | | | | |
| 4 | Orang Lain | | | | | |
| 5 | Pendapat sendiri | | | | | |

Kuisisioner Norma Motivasi

Siapa yang memotivasi anda untuk membeli sepeda motor?

| No. | Pertanyaan | Tidak Pernah | Jarang | Kadang – Kadang | Sering | Selalu |
|-----|------------------|--------------|--------|-----------------|--------|--------|
| 1 | Keluarga | | | | | |
| 2 | Teman | | | | | |
| 3 | Iklan | | | | | |
| 4 | Orang Lain | | | | | |
| 5 | Pendapat sendiri | | | | | |

Kuisisioner Bobot

Pada saat memutuskan untuk membeli produk sepeda motor, bobot pertimbangan anda terhadap produk sepeda motor YAMAHA saat membeli berdasarkan:

a. Pendapat Sendiri : %

b. Keluarga, teman, orang lain dan iklan : %

Lampiran 2

Hasil pra survey

| KEYAKINAN | | | | | | | | | | | | | | | | EVALUASI | | | | | | | | | | | | | | | |
|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|----------|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|--|
| | P'1 | P'2 | P'3 | P'4 | P'5 | P'6 | P'7 | P'8 | P'9 | P'10 | P'11 | P'12 | P'13 | P'14 | P'15 | P'1 | P'2 | P'3 | P'4 | P'5 | P'6 | P'7 | P'8 | P'9 | P'10 | P'11 | P'12 | P'13 | P'14 | P'15 | |
| 1 | 1 | 1 | 1 | 0 | 2 | 0 | 0 | 2 | 0 | 1 | 1 | 1 | 0 | 2 | 2 | 2 | 1 | 1 | 1 | 0 | 0 | 1 | 2 | 0 | 0 | 1 | 0 | 0 | 2 | 1 | |
| 2 | 2 | 1 | 0 | 2 | 1 | 0 | 1 | 2 | 1 | 2 | 1 | 2 | 2 | 0 | 1 | 1 | 1 | 0 | 2 | 1 | 1 | 1 | 2 | 1 | 0 | 2 | 1 | 2 | 0 | 2 | |
| 3 | 2 | 2 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 2 | 2 | 1 | 2 | 2 | |
| 4 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | |
| 5 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | |
| 6 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 0 | |
| 7 | 2 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 2 | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 2 | |
| 8 | 2 | 0 | 1 | 2 | 1 | 1 | 1 | 0 | 1 | 2 | 1 | 2 | 2 | 1 | 1 | 1 | 0 | 1 | 2 | 2 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 2 | 1 | 2 | |
| 9 | 0 | 2 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 2 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 1 | 2 | 2 | 1 | 0 | 0 | |
| 10 | 2 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 2 | 0 | 2 | 0 | 0 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 2 | |
| 11 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 0 | 1 | 2 | 1 | 1 | 1 | 1 | |
| 12 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 2 | 0 | 1 | 1 | 1 | 0 | 1 | 1 | 0 | |
| 13 | 2 | 1 | 1 | 2 | 1 | 1 | 2 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 1 | 1 | 0 | 2 | 1 | 2 | |
| 14 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 0 | 2 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 2 | 1 | 1 | 0 | 2 | 1 | 2 | 1 | 1 | 1 | 0 | |
| 15 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | |
| 16 | 0 | 0 | 0 | 2 | 1 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 0 | 1 | 1 | 1 | 1 | 2 | 1 | 2 | 1 | 2 | 2 | 2 | 0 | |
| 17 | 0 | 1 | 0 | 2 | 2 | 2 | 2 | 2 | 0 | 0 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 1 | 0 | 1 | 0 | 2 | 1 | 2 | 0 | 2 | 2 | 1 | 2 | 0 | |
| 18 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 2 | 0 | 2 | 2 | 1 | 2 | 2 | 0 | |
| 19 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 0 | 2 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | |
| 20 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | |
| 21 | 1 | 1 | 0 | 1 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | |
| 22 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 1 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | |
| 23 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | |
| 24 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | |
| 25 | 0 | 0 | 1 | 1 | 1 | 0 | 0 | 2 | 1 | 1 | 0 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | |
| 26 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 | 0 | 2 | 1 | 0 | 0 | 0 | 1 | 1 | 0 | |
| 27 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 1 | 0 | 0 | 0 | |
| 28 | 2 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 1 | 2 | 1 | 0 | 1 | 1 | 1 | 1 | |
| 29 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 2 | 2 | 0 | 1 | 2 | 1 | 0 | 1 | 1 | 1 | 2 | 2 | 1 | 1 | 1 | 1 | 2 | 1 | 2 | 1 | 1 | 1 | 2 | |
| 30 | 2 | 2 | 1 | 0 | 1 | 2 | 1 | 1 | 2 | 1 | 1 | 2 | 0 | 2 | 1 | 1 | 1 | 1 | 2 | 0 | 1 | 1 | 2 | 2 | 2 | 0 | 2 | 1 | 0 | 1 | |

| | | | | | | | | | | | | | | | | | |
|------------|-----------------|--------|-------|-------|--------|--------|--------|--------|--------|-------|-------|--------|--------|--------|--------|--------|----|
| butirtotal | Pearson | .649** | .424* | .446* | .626** | .637** | .589** | .577** | .492** | .419* | .438* | .712** | .526** | .626** | .548** | .637** | 1 |
| | Correlation | | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .000 | .020 | .014 | .000 | .000 | .001 | .001 | .006 | .021 | .016 | .000 | .003 | .000 | .002 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 | 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).

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .832 | 15 |

| | | | | | | | | | | | | | | | | | |
|---------|---------------------|--------|--------|--------|--------|-------|--------|--------|-------|-------|--------|-------|--------|--------|--------|--------|--------|
| BUTIR15 | Pearson Correlation | .295 | .251 | .580** | .489** | .313 | .330 | .413* | .101 | .268 | .178 | .204 | .178 | .170 | .111 | 1 | .652** |
| | Sig. (2-tailed) | .113 | .181 | .001 | .006 | .092 | .075 | .023 | .594 | .152 | .348 | .280 | .348 | .370 | .558 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| BUTOT | Pearson Correlation | .521** | .526** | .466** | .517** | .363* | .557** | .622** | .439* | .395* | .687** | .391* | .497** | .582** | .542** | .652** | 1 |
| | Sig. (2-tailed) | .003 | .003 | .009 | .003 | .048 | .001 | .000 | .015 | .031 | .000 | .033 | .005 | .001 | .002 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 | 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).

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .795 | 15 |

Normatif

Correlations

| | | keluarga | teman | iklan | oranglain | dirisendiri | BUTOT |
|-------------|---------------------|----------|--------|--------|-----------|-------------|--------|
| Keluarga | Pearson Correlation | 1 | .412* | .504** | .036 | .527** | .754** |
| | Sig. (2-tailed) | | .024 | .005 | .849 | .003 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Teman | Pearson Correlation | .412* | 1 | .627** | .344 | .301 | .777** |
| | Sig. (2-tailed) | .024 | | .000 | .063 | .106 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Iklan | Pearson Correlation | .504** | .627** | 1 | .253 | .327 | .803** |
| | Sig. (2-tailed) | .005 | .000 | | .177 | .078 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Oranglain | Pearson Correlation | .036 | .344 | .253 | 1 | -.038 | .392* |
| | Sig. (2-tailed) | .849 | .063 | .177 | | .844 | .032 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Dirisendiri | Pearson Correlation | .527** | .301 | .327 | -.038 | 1 | .665** |
| | Sig. (2-tailed) | .003 | .106 | .078 | .844 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| BUTOT | Pearson Correlation | .754** | .777** | .803** | .392* | .665** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .032 | .000 | |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |

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

Correlations

| | | keluarga | teman | iklan | oranglain | dirisendiri | BUTOT |
|-------------|---------------------|----------|--------|--------|-----------|-------------|--------|
| Keluarga | Pearson Correlation | 1 | .412* | .504** | .036 | .527** | .754** |
| | Sig. (2-tailed) | | .024 | .005 | .849 | .003 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Teman | Pearson Correlation | .412* | 1 | .627** | .344 | .301 | .777** |
| | Sig. (2-tailed) | .024 | | .000 | .063 | .106 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Iklan | Pearson Correlation | .504** | .627** | 1 | .253 | .327 | .803** |
| | Sig. (2-tailed) | .005 | .000 | | .177 | .078 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Oranglain | Pearson Correlation | .036 | .344 | .253 | 1 | -.038 | .392* |
| | Sig. (2-tailed) | .849 | .063 | .177 | | .844 | .032 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| Dirisendiri | Pearson Correlation | .527** | .301 | .327 | -.038 | 1 | .665** |
| | Sig. (2-tailed) | .003 | .106 | .078 | .844 | | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| BUTOT | Pearson Correlation | .754** | .777** | .803** | .392* | .665** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .032 | .000 | |
| | N | 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).

Reliability Statistics

| | |
|------------------|------------|
| Cronbach's Alpha | N of Items |
| .723 | 5 |

Motivasi

Correlations

| | | KELUARGA | TEMAN | IKLAN | ORANGLAIN | DIRISENDIRI | BUTOT |
|-----------|---------------------|----------|-------|---------|-----------|-------------|--------|
| KELUARGA | Pearson Correlation | 1 | .238 | .677** | .677** | .125 | .786** |
| | Sig. (2-tailed) | | .205 | .000 | .000 | .511 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| TEMAN | Pearson Correlation | .238 | 1 | .284 | .284 | .332 | .599** |
| | Sig. (2-tailed) | .205 | | .128 | .128 | .073 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| IKLAN | Pearson Correlation | .677** | .284 | 1 | 1.000** | .127 | .893** |
| | Sig. (2-tailed) | .000 | .128 | | .000 | .504 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| ORANGLAIN | Pearson Correlation | .677** | .284 | 1.000** | 1 | .127 | .893** |
| | Sig. (2-tailed) | .000 | .128 | .000 | | .504 | .000 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |

| | | | | | | | |
|-------------|---------------------|--------|--------|--------|--------|-------|-------|
| DIRISENDIRI | Pearson Correlation | .125 | .332 | .127 | .127 | 1 | .374* |
| | Sig. (2-tailed) | .511 | .073 | .504 | .504 | | .042 |
| | N | 30 | 30 | 30 | 30 | 30 | 30 |
| BUTOT | Pearson Correlation | .786** | .599** | .893** | .893** | .374* | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .042 | |
| | 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).

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .775 | 5 |

Lampiran 5

Tabel Sikap Konsumen Yamaha

| NO | SIKAP |
|----|-------|
| 1 | 22 |
| 2 | 24 |
| 3 | 24 |
| 4 | 14 |
| 5 | 24 |
| 6 | 14 |
| 7 | 15 |
| 8 | 17 |
| 9 | 22 |
| 10 | 6 |
| 11 | 22 |
| 12 | 16 |
| 13 | 21 |
| 14 | 17 |
| 15 | 7 |
| 16 | 15 |
| 17 | 14 |
| 18 | 7 |
| 19 | 19 |
| 20 | 18 |
| 21 | 18 |
| 22 | 9 |
| 23 | 18 |
| 24 | 12 |
| 25 | 12 |
| 26 | 22 |
| 27 | 17 |
| 28 | 24 |
| 29 | 12 |
| 30 | 24 |
| 31 | 11 |
| 32 | 23 |
| 33 | 7 |
| 34 | 2 |
| 35 | 14 |
| 36 | 6 |
| 37 | -1 |
| 38 | 13 |
| 39 | 14 |
| 40 | 21 |

| | |
|----|----|
| 41 | 15 |
| 42 | 2 |
| 43 | 13 |
| 44 | 15 |
| 45 | 12 |
| 46 | 3 |
| 47 | 4 |
| 48 | 8 |
| 49 | 4 |
| 50 | 15 |
| 51 | 9 |
| 52 | 16 |
| 53 | 24 |
| 54 | 23 |
| 55 | -1 |
| 56 | 21 |
| 57 | -2 |
| 58 | 23 |
| 59 | 20 |
| 60 | 8 |
| 61 | 24 |
| 62 | 15 |
| 63 | 5 |
| 64 | 13 |
| 65 | 21 |
| 66 | 18 |
| 67 | 6 |
| 68 | 18 |
| 69 | 21 |
| 70 | 18 |
| 71 | 23 |
| 72 | 23 |
| 73 | 4 |
| 74 | 17 |
| 75 | 23 |
| 76 | 20 |
| 77 | 7 |
| 78 | 15 |
| 79 | 22 |
| 80 | 17 |

| | |
|-----|-----|
| 81 | 3 |
| 82 | 22 |
| 83 | 23 |
| 84 | 12 |
| 85 | 7 |
| 86 | 14 |
| 87 | 23 |
| 88 | 18 |
| 89 | 22 |
| 90 | 17 |
| 91 | 15 |
| 92 | 24 |
| 93 | 19 |
| 94 | 9 |
| 95 | 1 |
| 96 | 1 |
| 97 | 10 |
| 98 | 8 |
| 99 | -11 |
| 100 | 2 |
| 101 | 2 |
| 102 | 12 |
| 103 | 16 |
| 104 | 16 |
| 105 | 13 |
| 106 | 1 |
| 107 | 16 |
| 108 | 7 |
| 109 | 11 |
| 110 | 15 |
| 111 | 11 |
| 112 | 5 |
| 113 | 2 |
| 114 | 10 |
| 115 | 4 |
| 116 | 6 |
| 117 | 2 |
| 118 | 2 |
| 119 | -9 |
| 120 | 11 |

11,38

Lampiran 6

Norma Subyektif Konsumen Yamaha

| | NORMATIF | | | | | MOTIVASI | | | | | SN |
|----|----------|-------|-------|------------|--------------|----------|-------|-------|------------|--------------|----|
| | KELUARGA | TEMAN | IKLAN | ORANG LAIN | DIRI SENDIRI | KELUARGA | TEMAN | IKLAN | ORANG LAIN | DIRI SENDIRI | |
| 1 | 1 | 1 | 2 | 1 | 1 | 2 | 1 | 0 | 0 | 1 | 4 |
| 2 | 1 | -1 | -1 | -2 | 2 | 0 | 1 | 0 | -2 | 2 | 7 |
| 3 | 2 | 1 | 2 | -1 | 0 | 2 | 0 | 1 | -2 | 2 | 8 |
| 4 | 0 | 0 | 1 | -2 | 0 | 1 | 0 | 0 | 0 | 2 | 0 |
| 5 | 0 | -1 | -1 | -2 | 1 | 2 | 0 | -1 | -1 | 1 | 4 |
| 6 | 2 | -1 | 1 | -2 | 1 | 1 | 1 | 0 | -2 | 0 | 5 |
| 7 | 2 | 1 | 1 | 0 | 1 | 0 | 2 | -1 | 1 | 2 | 3 |
| 8 | 1 | 1 | 1 | -2 | 0 | 0 | 0 | -1 | -1 | 0 | 1 |
| 9 | 2 | 1 | 1 | -2 | 2 | 2 | 1 | 0 | -1 | 2 | 11 |
| 10 | 1 | 1 | 2 | -2 | 1 | 1 | 1 | 2 | -1 | 1 | 9 |
| 11 | 1 | 1 | 1 | -2 | 0 | 2 | 2 | 0 | -1 | 2 | 6 |
| 12 | 0 | 0 | -1 | -2 | 2 | 1 | 1 | 1 | 0 | 2 | 3 |
| 13 | 2 | 0 | 0 | -2 | 1 | 1 | 0 | 0 | -1 | 1 | 5 |
| 14 | 2 | 1 | 0 | 0 | 1 | 2 | 2 | 1 | -1 | 2 | 8 |
| 15 | 0 | 1 | 0 | -2 | 2 | 2 | 1 | -1 | -2 | -1 | 3 |
| 16 | 2 | 0 | 1 | -2 | 2 | 2 | 0 | -1 | -1 | 1 | 7 |
| 17 | 1 | 0 | 0 | 0 | 2 | 2 | 0 | 0 | -2 | 1 | 4 |
| 18 | 2 | 0 | -1 | -1 | 1 | 0 | 1 | 1 | -2 | 2 | 3 |
| 19 | 2 | 0 | 0 | -2 | 1 | 1 | 0 | 0 | -2 | 1 | 7 |
| 20 | 0 | 1 | 1 | -2 | 2 | 1 | 1 | 1 | 0 | 1 | 4 |
| 21 | 1 | 0 | 0 | -2 | 1 | 0 | 0 | 1 | 0 | 2 | 2 |
| 22 | 1 | 1 | 1 | 0 | 1 | 1 | 1 | 0 | -2 | -2 | 0 |
| 23 | 0 | 0 | 1 | 0 | 2 | 0 | 2 | -1 | 1 | 2 | 3 |
| 24 | 1 | 1 | 0 | -2 | -2 | 0 | 0 | -1 | -1 | 0 | 2 |
| 25 | 0 | 2 | -1 | 1 | 2 | 2 | 1 | 0 | -1 | 2 | 5 |
| 26 | 0 | 0 | -1 | -1 | 0 | 2 | 0 | -2 | -2 | 1 | 4 |
| 27 | 2 | 1 | 0 | -1 | 2 | 2 | 0 | 0 | 0 | 2 | 8 |
| 28 | 1 | 1 | 2 | -1 | 1 | 1 | 1 | 1 | 0 | 2 | 6 |
| 29 | 2 | 2 | 0 | -1 | 2 | 2 | 0 | 0 | -2 | 0 | 6 |
| 30 | 1 | 1 | 1 | 0 | 2 | 1 | 1 | 1 | -1 | 1 | 5 |
| 31 | 1 | 0 | 0 | -1 | 1 | 1 | 0 | -1 | -2 | 2 | 5 |
| 32 | 2 | 2 | 1 | -1 | 2 | 0 | -1 | -2 | -2 | 2 | 2 |
| 33 | 2 | 1 | -1 | -2 | -1 | 2 | 0 | -1 | -1 | 1 | 6 |
| 34 | 0 | -1 | 2 | -2 | 0 | 2 | 0 | 0 | 1 | 1 | -2 |
| 35 | 0 | 0 | 0 | -2 | 0 | 0 | 0 | -2 | 0 | 2 | 0 |
| 36 | 2 | 0 | -2 | -2 | 1 | 2 | 1 | 0 | -2 | 1 | 9 |
| 37 | 2 | 0 | 0 | 0 | 2 | 1 | 0 | -2 | 0 | 2 | 6 |
| 38 | 1 | 1 | 1 | 0 | 2 | 2 | 0 | -1 | -1 | 1 | 3 |
| 39 | 2 | 0 | 0 | -2 | -1 | 2 | 1 | 0 | -2 | 1 | 7 |
| 40 | 1 | 1 | 1 | -1 | 1 | 0 | 0 | 1 | -2 | 1 | 4 |

| | | | | | | | | | | | |
|----|----|----|----|----|----|----|----|----|----|----|-----------|
| 41 | 1 | 0 | -1 | -2 | 2 | 1 | 0 | 0 | 1 | 1 | 1 |
| 42 | 0 | -1 | -2 | -2 | 2 | 1 | 1 | 2 | -1 | 1 | -1 |
| 43 | 2 | 0 | -1 | -1 | 1 | 2 | 2 | 0 | -1 | 2 | 7 |
| 44 | 2 | 0 | 0 | 1 | 1 | 1 | 1 | 1 | 0 | 2 | 4 |
| 45 | 0 | 0 | -2 | 0 | 2 | 1 | 0 | 0 | -1 | 1 | 2 |
| 46 | 2 | 1 | 0 | -2 | 1 | 2 | 2 | 1 | -1 | 2 | 10 |
| 47 | 1 | 0 | -2 | 0 | 2 | 2 | 1 | -1 | -2 | -1 | 2 |
| 48 | 2 | 0 | -1 | -1 | 1 | 0 | -1 | 2 | -2 | 0 | 0 |
| 49 | 2 | 1 | 0 | -2 | 1 | 0 | 0 | 0 | -2 | 0 | 4 |
| 50 | 0 | 0 | 1 | -2 | 1 | 2 | 0 | -2 | -2 | 1 | 3 |
| 51 | 1 | 0 | 0 | 1 | 1 | 2 | 0 | 0 | 0 | 2 | 4 |
| 52 | -1 | 1 | 0 | 1 | 0 | 1 | 1 | 1 | 0 | 2 | 0 |
| 53 | 1 | 0 | 0 | -2 | 1 | 2 | 0 | 0 | -2 | -1 | 5 |
| 54 | 0 | 1 | 1 | 0 | 2 | 1 | 1 | 1 | -1 | 1 | 4 |
| 55 | 0 | 1 | -1 | 0 | 1 | 1 | 0 | -1 | -2 | 2 | 3 |
| 56 | 0 | 1 | 1 | -1 | 2 | 0 | -1 | -2 | -2 | 2 | 3 |
| 57 | -1 | 0 | 0 | -2 | 2 | 0 | 0 | -1 | -2 | 2 | 8 |
| 58 | 1 | 0 | 0 | -2 | 2 | 0 | 0 | -1 | -1 | 1 | 4 |
| 59 | 1 | 1 | 1 | -1 | 2 | -1 | 1 | -1 | -2 | 2 | 5 |
| 60 | 1 | 0 | 0 | -1 | 1 | 0 | -2 | 0 | -2 | 2 | 4 |
| 61 | 2 | -1 | -1 | 2 | 2 | 0 | 0 | -2 | 0 | 2 | 6 |
| 62 | 2 | 1 | 0 | 1 | 2 | 2 | 1 | 2 | -2 | 0 | 3 |
| 63 | 1 | 0 | 0 | -1 | 2 | 2 | 0 | 0 | -2 | 2 | 8 |
| 64 | 0 | 0 | -1 | -2 | 2 | 1 | 1 | 0 | -1 | 1 | 4 |
| 65 | 0 | 0 | -1 | -1 | 1 | 1 | 1 | 2 | -2 | 0 | 0 |
| 66 | -1 | 1 | -1 | -2 | 2 | 0 | -1 | 0 | -1 | 1 | 3 |
| 67 | 0 | -2 | 0 | -2 | 2 | 2 | 1 | 0 | -1 | 0 | 0 |
| 68 | 0 | 0 | -2 | 0 | 2 | 2 | 0 | -1 | 0 | 1 | 4 |
| 69 | 2 | 1 | 2 | -2 | 0 | 0 | 0 | 1 | -1 | 0 | 4 |
| 70 | 2 | 0 | 0 | -2 | 2 | 2 | 1 | 2 | 0 | -1 | 2 |
| 71 | 1 | 1 | 0 | -1 | 1 | 1 | 0 | -1 | 1 | 1 | 1 |
| 72 | 1 | 1 | 2 | -2 | 0 | 2 | -2 | 1 | -2 | 2 | 6 |
| 73 | 0 | -1 | 0 | -1 | 1 | 2 | 0 | 0 | -2 | 2 | 4 |
| 74 | 2 | 1 | 0 | -1 | 0 | 0 | 1 | -1 | 1 | 1 | 0 |
| 75 | 2 | 0 | -1 | 0 | 1 | 0 | -1 | 0 | -1 | 1 | 1 |
| 76 | 0 | 0 | 1 | -1 | 0 | 2 | 1 | 0 | -1 | 0 | 1 |
| 77 | 2 | 1 | 2 | 0 | -1 | 2 | 0 | -1 | 0 | 1 | 1 |
| 78 | 1 | 0 | -1 | 1 | 1 | 0 | 0 | 1 | -1 | 0 | -2 |
| 79 | 2 | -2 | 1 | -2 | 2 | 2 | 1 | 2 | 0 | -1 | 2 |
| 80 | 2 | 0 | 0 | -2 | 2 | 1 | 0 | -1 | 1 | 1 | 2 |

| | | | | | | | | | | | |
|-----|------|------|------|-------|------|------|------|------|-------|------|------|
| 81 | 0 | 1 | -1 | 1 | 1 | 2 | -2 | 1 | -2 | 2 | -3 |
| 82 | 1 | 1 | 2 | -2 | 0 | 2 | 0 | 0 | -2 | 2 | 6 |
| 83 | -1 | 1 | -1 | -2 | 2 | 0 | 1 | -1 | 1 | 1 | 2 |
| 84 | 1 | 0 | 0 | -2 | 1 | 1 | 1 | 2 | -2 | 0 | 5 |
| 85 | 0 | -1 | 1 | -2 | 0 | -1 | 1 | -1 | -2 | 2 | 2 |
| 86 | 0 | 1 | 0 | -2 | 2 | 1 | 0 | 0 | -2 | 1 | 6 |
| 87 | 0 | 0 | 1 | -2 | 2 | 0 | -1 | 1 | -2 | 0 | 5 |
| 88 | -1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | -2 | 2 | -1 |
| 89 | 1 | 1 | 2 | 0 | 1 | 0 | 0 | 1 | -2 | 2 | 4 |
| 90 | 1 | 1 | 0 | -2 | 1 | -1 | 1 | 1 | 1 | 0 | -2 |
| 91 | 1 | 0 | -2 | -1 | 2 | 1 | 1 | 2 | 0 | 1 | -1 |
| 92 | 2 | -1 | 0 | 0 | 2 | 2 | 1 | 0 | -1 | 2 | 7 |
| 93 | 2 | 1 | 0 | -1 | 1 | 1 | 1 | 2 | -1 | 1 | 5 |
| 94 | 1 | 0 | -1 | 0 | 1 | 2 | 2 | 0 | -1 | 2 | 4 |
| 95 | 0 | 1 | -1 | 1 | 1 | 1 | 1 | 1 | 0 | 2 | 2 |
| 96 | 0 | -1 | -1 | -1 | 1 | 1 | 0 | 0 | -1 | 1 | 2 |
| 97 | -1 | 1 | 0 | 0 | 1 | 2 | 2 | 1 | -1 | 2 | 2 |
| 98 | 0 | 1 | 0 | 1 | 1 | 2 | 1 | -1 | -2 | -1 | -2 |
| 99 | 2 | 1 | -1 | 0 | 2 | 0 | -1 | 2 | -2 | 0 | -3 |
| 100 | 2 | 2 | 0 | 1 | 1 | 2 | 0 | -1 | -2 | 2 | 4 |
| 101 | 1 | 1 | 0 | -2 | 1 | -1 | 1 | -1 | -2 | 2 | 6 |
| 102 | 1 | 0 | -2 | -1 | 2 | 1 | 0 | 0 | -2 | 1 | 5 |
| 103 | 2 | -1 | 0 | 0 | 2 | 0 | -1 | 1 | -2 | 0 | 1 |
| 104 | 2 | 1 | 0 | -1 | 1 | 0 | 1 | 0 | -2 | 2 | 5 |
| 105 | 1 | 0 | -1 | 0 | 1 | 0 | 0 | 1 | -2 | 2 | 1 |
| 106 | 0 | 1 | -1 | 1 | 1 | -1 | 1 | 1 | 1 | 0 | 1 |
| 107 | 0 | -1 | -1 | -1 | 1 | 2 | 1 | -1 | -2 | -1 | 1 |
| 108 | -1 | 1 | 0 | 0 | 1 | 0 | -1 | 2 | -2 | 0 | -1 |
| 109 | 0 | 0 | 1 | -2 | 1 | 0 | 0 | 0 | -2 | 0 | 4 |
| 110 | 1 | 0 | 0 | 1 | 1 | 2 | 0 | -2 | -2 | 1 | 1 |
| 111 | -1 | 1 | 0 | 1 | 0 | 2 | 0 | 0 | 0 | 2 | -2 |
| 112 | 1 | 0 | 0 | -2 | 1 | 1 | 1 | 1 | 0 | 2 | 3 |
| 113 | 0 | 1 | 1 | 0 | 2 | 2 | 0 | 0 | -2 | -1 | -2 |
| 114 | 0 | 1 | -1 | 0 | 1 | 1 | 1 | 1 | -1 | 1 | 1 |
| 115 | 0 | 1 | 1 | -1 | 2 | 1 | 0 | -1 | -2 | 2 | 5 |
| 116 | -1 | 0 | 0 | -2 | 2 | 0 | -1 | -2 | -2 | 2 | 8 |
| 117 | 1 | 0 | 0 | -2 | 2 | 0 | 0 | -1 | -2 | 2 | 8 |
| 118 | 1 | 1 | 1 | -1 | 2 | 0 | 0 | -1 | -1 | 1 | 2 |
| 119 | 1 | 0 | 0 | -1 | 1 | 2 | 0 | -1 | 0 | 1 | 3 |
| 120 | 2 | -1 | -1 | 2 | 2 | 0 | 0 | 1 | -1 | 0 | -3 |
| | 0,87 | 0,37 | 0,04 | -0,90 | 1,19 | 1,00 | 0,38 | 0,03 | -1,10 | 1,08 | 3,29 |

Lampiran 7

Bobot

| | W1 | W2 |
|----|----|----|
| 1 | 70 | 30 |
| 2 | 50 | 50 |
| 3 | 50 | 50 |
| 4 | 60 | 40 |
| 5 | 50 | 50 |
| 6 | 70 | 30 |
| 7 | 70 | 30 |
| 8 | 75 | 25 |
| 9 | 50 | 50 |
| 10 | 65 | 35 |
| 11 | 60 | 40 |
| 12 | 75 | 25 |
| 13 | 50 | 50 |
| 14 | 60 | 40 |
| 15 | 40 | 60 |
| 16 | 50 | 50 |
| 17 | 50 | 50 |
| 18 | 60 | 40 |
| 19 | 55 | 45 |
| 20 | 70 | 30 |
| 21 | 70 | 30 |
| 22 | 80 | 20 |
| 23 | 75 | 25 |
| 24 | 70 | 30 |
| 25 | 90 | 10 |
| 26 | 30 | 70 |
| 27 | 60 | 40 |
| 28 | 55 | 45 |
| 29 | 68 | 32 |
| 30 | 50 | 50 |
| 31 | 50 | 50 |
| 32 | 60 | 40 |
| 33 | 50 | 50 |
| 34 | 70 | 30 |
| 35 | 70 | 30 |
| 36 | 75 | 25 |
| 37 | 80 | 20 |
| 38 | 65 | 35 |
| 39 | 60 | 40 |
| 40 | 75 | 25 |

| | | |
|----|----|----|
| 41 | 50 | 50 |
| 42 | 60 | 40 |
| 43 | 40 | 60 |
| 44 | 50 | 50 |
| 45 | 50 | 50 |
| 46 | 60 | 40 |
| 47 | 55 | 45 |
| 48 | 80 | 20 |
| 49 | 65 | 35 |
| 50 | 60 | 40 |
| 51 | 75 | 25 |
| 52 | 50 | 50 |
| 53 | 60 | 40 |
| 54 | 40 | 60 |
| 55 | 50 | 50 |
| 56 | 50 | 50 |
| 57 | 60 | 40 |
| 58 | 55 | 45 |
| 59 | 70 | 30 |
| 60 | 70 | 30 |
| 61 | 50 | 50 |
| 62 | 75 | 25 |
| 63 | 70 | 30 |
| 64 | 50 | 50 |
| 65 | 60 | 40 |
| 66 | 50 | 50 |
| 67 | 70 | 30 |
| 68 | 70 | 30 |
| 69 | 75 | 25 |
| 70 | 80 | 20 |
| 71 | 65 | 35 |
| 72 | 60 | 40 |
| 73 | 75 | 25 |
| 74 | 50 | 50 |
| 75 | 60 | 40 |
| 76 | 40 | 60 |
| 77 | 50 | 50 |
| 78 | 50 | 50 |
| 79 | 50 | 50 |
| 80 | 70 | 30 |

| | | |
|-----|--------|--------|
| 81 | 40 | 60 |
| 82 | 65 | 35 |
| 83 | 60 | 40 |
| 84 | 75 | 25 |
| 85 | 80 | 20 |
| 86 | 80 | 20 |
| 87 | 55 | 45 |
| 88 | 70 | 30 |
| 89 | 50 | 50 |
| 90 | 60 | 40 |
| 91 | 50 | 50 |
| 92 | 50 | 50 |
| 93 | 70 | 30 |
| 94 | 75 | 25 |
| 95 | 80 | 20 |
| 96 | 65 | 35 |
| 97 | 60 | 40 |
| 98 | 75 | 25 |
| 99 | 50 | 50 |
| 100 | 60 | 40 |
| 101 | 75 | 25 |
| 102 | 50 | 50 |
| 103 | 60 | 40 |
| 104 | 40 | 60 |
| 105 | 50 | 50 |
| 106 | 50 | 50 |
| 107 | 60 | 40 |
| 108 | 55 | 45 |
| 109 | 70 | 30 |
| 110 | 70 | 30 |
| 111 | 50 | 50 |
| 112 | 75 | 25 |
| 113 | 70 | 30 |
| 114 | 50 | 50 |
| 115 | 60 | 40 |
| 116 | 50 | 50 |
| 117 | 70 | 30 |
| 118 | 70 | 30 |
| 119 | 75 | 25 |
| 120 | 80 | 20 |
| | 61,275 | 38,725 |

Lampiran 8

Hasil Perilaku

| | BI |
|----|-------|
| 1 | 16,6 |
| 2 | 15,5 |
| 3 | 16 |
| 4 | 8,4 |
| 5 | 14 |
| 6 | 11,3 |
| 7 | 11,4 |
| 8 | 13 |
| 9 | 16,5 |
| 10 | 7,05 |
| 11 | 15,6 |
| 12 | 12,75 |
| 13 | 13 |
| 14 | 13,4 |
| 15 | 4,6 |
| 16 | 11 |
| 17 | 9 |
| 18 | 5,4 |
| 19 | 13,6 |
| 20 | 13,8 |
| 21 | 13,2 |
| 22 | 7,2 |
| 23 | 14,25 |
| 24 | 9 |
| 25 | 11,3 |
| 26 | 9,4 |
| 27 | 13,4 |
| 28 | 15,9 |
| 29 | 10,08 |
| 30 | 14,5 |
| 31 | 8 |
| 32 | 14,6 |
| 33 | 6,5 |
| 34 | 0,8 |
| 35 | 9,8 |
| 36 | 6,75 |
| 37 | 0,4 |
| 38 | 9,5 |
| 39 | 11,2 |
| 40 | 16,75 |

| | |
|----|-------|
| 1 | 16,6 |
| 2 | 15,5 |
| 3 | 16 |
| 4 | 8,4 |
| 5 | 14 |
| 6 | 11,3 |
| 7 | 11,4 |
| 8 | 13 |
| 9 | 16,5 |
| 10 | 7,05 |
| 11 | 15,6 |
| 12 | 12,75 |
| 13 | 13 |
| 14 | 13,4 |
| 15 | 4,6 |
| 16 | 11 |
| 17 | 9 |
| 18 | 5,4 |
| 19 | 13,6 |
| 20 | 13,8 |
| 21 | 13,2 |
| 22 | 7,2 |
| 23 | 14,25 |
| 24 | 9 |
| 25 | 11,3 |
| 26 | 9,4 |
| 27 | 13,4 |
| 28 | 15,9 |
| 29 | 10,08 |
| 30 | 14,5 |
| 31 | 8 |
| 32 | 14,6 |
| 33 | 6,5 |
| 34 | 0,8 |
| 35 | 9,8 |
| 36 | 6,75 |
| 37 | 0,4 |
| 38 | 9,5 |
| 39 | 11,2 |
| 40 | 16,75 |

| | |
|-----|-------|
| 81 | -0.6 |
| 82 | 16.4 |
| 83 | 14.6 |
| 84 | 10.25 |
| 85 | 6 |
| 86 | 12.4 |
| 87 | 14.9 |
| 88 | 12.3 |
| 89 | 13 |
| 90 | 9.4 |
| 91 | 7 |
| 92 | 15.5 |
| 93 | 14.8 |
| 94 | 7.75 |
| 95 | 1.2 |
| 96 | 1.35 |
| 97 | 6.8 |
| 98 | 5.5 |
| 99 | -7 |
| 100 | 2.8 |
| 101 | 3 |
| 102 | 8.5 |
| 103 | 10 |
| 104 | 9.4 |
| 105 | 7 |
| 106 | 1 |
| 107 | 10 |
| 108 | 3.4 |
| 109 | 8.9 |
| 110 | 10.8 |
| 111 | 4.5 |
| 112 | 4.5 |
| 113 | 0.8 |
| 114 | 5.5 |
| 115 | 4.4 |
| 116 | 7 |
| 117 | 3.8 |
| 118 | 2 |
| 119 | -6 |
| 120 | 8.2 |
| | 8.25 |