

**LAMPIRAN 1.1**  
**KUESIONER PENELITIAN**  
**Penelitian tentang: Manajemen Pemasaran**

Kepada Yth,

Bapak/Ibu/Sdr/Sdri

Di tempat

Dengan Hormat,

Bersama ini saya :

Nama : Vievie Arviany

NPM : 1111161034

Universitas : Fakultas Ekonomi Manajemen USB YPKP

Sedang melakukan penelitian dengan judul Skripsi “Pengaruh Tingkatan Produk dan Posisi Produk Terhadap Nilai Pelanggan”. Untuk keperluan tersebut, saya mohon bantuan Bapak/Ibu atau Saudara/i dengan hormat untuk memberikan penilaian melalui kuesioner ini dengan sebenar-benarnya berdasarkan apa yang telah dirasakan. Jawaban yang telah diberikan merupakan bantuan yang sangat berharga bagi penelitian saya dan akan menjadi masukan bagi perusahaan yang bersangkutan dalam mencapai tujuan perusahaan. Oleh karena itu, atas kesediaan dan kerjasamanya saya ucapkan terimakasih.

**Pentunjuk pengisian :**

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

**IDENTITAS RESPONDEN**

1. Jenis Kelamin : a. Laki-Laki            b. Perempuan
2. Usia : a. < 17 tahun  
          b. 17 tahun – 30 tahun  
          c. 30 tahun – 40 tahun  
          d. 40 tahun – 50 tahun  
          e. > 50 tahun
3. Pekerjaan : a. Pelajar/Mahasiswa  
                  b. Karyawan Swasta  
                  c. PNS  
                  d. Wirausaha  
                  e. Ibu Rumah Tangga
4. Rata – rata pengeluaran setiap bulannya :
  - a. < Rp. 1.000.000
  - b. Rp. 1.000.000 – Rp. 2.000.000
  - c. Rp. 2.000.000 – Rp. 3.000.000
  - d. > Rp. 3.000.000

**Pentunjuk pengisian :**

1. Bacalah terlebih dahulu setiap pernyataan sebelum mengisi jawaban.
2. Berilah tanda cetang (√) pada kolom yang tersedia sesuai jawaban anda.
3. Silahkan anda pilih jawaban yang menurut anda paling sesuai dengan kondisi yang anda alami atau rasakan, dengan cara memberikan tanda cetang (√) pada pilihan jawaban yang tersedia mulai dari :

SS = Sangat Setuju

S = Setuju

KS = Kurang Setuju

TS = Tidak Setuju

STS = Sangat Tidak Setuju

| NO.                      | PERNYATAAN  | JAWABAN |   |    |    |     |
|--------------------------|---|---------|---|----|----|-----|
|                          |   | SS      | S | KS | TS | STS |
|                          |   | 5       | 4 | 3  | 2  | 1   |
| <b>TINGKATAN PRODUK</b>  |   |         |   |    |    |     |
| <i>Core product</i>      |   |         |   |    |    |     |
| 1.                       | Obat yang ditawarkan memberikan manfaat yang sangat jelas. (Contohnya: OBH sirup digunakan untuk mengobati batuk berdahak).                                       |         |   |    |    |     |
| 2.                       | Obat yang ditawarkan sangat sesuai dengan kebutuhan. (Contohnya: obat batuk untuk ibu hamil/menyusui sebaiknya yang herbal / berlogo jamu).                       |         |   |    |    |     |
| <i>Actual product</i>    |   |         |   |    |    |     |
| 3.                       | Obat yang ditawarkan memiliki kualitas yang terjamin dan aman ketika digunakan. (Contohnya: paracetamol untuk pusing aman digunakan oleh ibu hamil dan menyusui). |         |   |    |    |     |
| 4.                       | Kemasan yang digunakan tidak hanya menarik namun aman melindungi isi produk.  |         |   |    |    |     |
| <i>Augmented product</i> |   |         |   |    |    |     |
| 5.                       | Apotek selalu menjamin kualitas produk yang dibeli. (contohnya: penggunaan obat   |         |   |    |    |     |

|                                       |  |  |  |  |  |  |
|---------------------------------------|--|--|--|--|--|--|
|                                       | yang mendekati tanggal kadaluarsa).  |  |  |  |  |  |
| 6.                                    | Apotek selalu menyediakan jasa pengantaran untuk produk yang telah dibeli oleh pelanggan.            |  |  |  |  |  |
| <b>POSISI PRODUK</b>                  |  |  |  |  |  |  |
| <i>Quality or price positioning</i>   |  |  |  |  |  |  |
| 7                                     | Harga yang diberikan sangat sesuai dengan kualitas yang ditawarkan.                                  |  |  |  |  |  |
| 8.                                    | Seluruh karyawan apotek memiliki pengetahuan yang sangat baik tentang produk yang dijual.            |  |  |  |  |  |
| <i>Use or application positioning</i> |  |  |  |  |  |  |
| 9.                                    | Produk memiliki informasi yang sangat jelas mengenai indikasi dan kontra indikasi.                   |  |  |  |  |  |
| <i>Ingredients positioning</i>        |  |  |  |  |  |  |
| 10.                                   | Produk yang sejenis memiliki ragam pilihan bagi pelanggan.   |  |  |  |  |  |
| <i>User Positioning</i>               |  |  |  |  |  |  |
| 11.                                   | Setiap produk yang dibutuhkan pelanggan mudah dikenali.  |  |  |  |  |  |
| <b>NILAI PELANGGAN</b>                |  |  |  |  |  |  |
| <i>Emotional Value</i>                |  |  |  |  |  |  |
| 12.                                   | Saya selalu merasa aman menggunakan produk yang dijual oleh apotek peduli.                           |  |  |  |  |  |
| 13.                                   | Saya selalu merasa sangat puas setiap menggunakan produk yang direkomendasikan oleh karyawan apotek. |  |  |  |  |  |
| <i>Social Value</i>                   |  |  |  |  |  |  |
| 14.                                   | Apotek cepat tanggap dalam menanggapi keluhan pelanggan.   |  |  |  |  |  |
| 15.                                   | Setiap produk yang dijual memiliki atribut produk yang mudah dikenali.                               |  |  |  |  |  |
| 16.                                   | Pelanggan merasa sangat puas atas kualitas layanan apotek.   |  |  |  |  |  |
| <i>Performance Value</i>              |  |  |  |  |  |  |
| 17.                                   | Pelanggan sangat menerima kesesuaian kinerja produk dengan standar kualitas tertentu.                |  |  |  |  |  |
| 18.                                   | Kualitas layanan apotek menggambarkan kinerja apotek yang sangat baik.                               |  |  |  |  |  |
| <i>Price Value</i>                    |  |  |  |  |  |  |
| 19.                                   | Harga yang ditawarkan sangat sesuai dengan harapan pelanggan.  |  |  |  |  |  |
| 20.                                   | Apotek selalu memberikan diskon untuk produk tertentu.   |  |  |  |  |  |

**LAMPIRAN 1.2**  
**DATA HASIL KUESIONER RESPONDEN**

| NO | TINGKATAN PRODUK |    |    |    |    |    | POSISI PRODUK |    |    |     |     |     | NILAI PELANGGAN |     |     |     |     |     |     |     |
|----|------------------|----|----|----|----|----|---------------|----|----|-----|-----|-----|-----------------|-----|-----|-----|-----|-----|-----|-----|
|    | P1               | P2 | P3 | P4 | P5 | P6 | P7            | P8 | P9 | P10 | P11 | P12 | P13             | P14 | P15 | P16 | P17 | P18 | P19 | P20 |
| 1  | 4                | 4  | 4  | 4  | 3  | 3  | 3             | 3  | 2  | 3   | 3   | 4   | 4               | 4   | 2   | 4   | 2   | 4   | 3   | 2   |
| 2  | 4                | 4  | 4  | 2  | 4  | 3  | 4             | 4  | 4  | 4   | 4   | 4   | 4               | 4   | 4   | 2   | 2   | 2   | 3   | 2   |
| 3  | 4                | 4  | 4  | 4  | 3  | 3  | 3             | 4  | 2  | 3   | 3   | 4   | 4               | 4   | 2   | 4   | 4   | 4   | 3   | 2   |
| 4  | 5                | 5  | 5  | 5  | 5  | 5  | 5             | 4  | 5  | 5   | 5   | 5   | 3               | 5   | 3   | 5   | 5   | 5   | 5   | 5   |
| 5  | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 4   | 4               | 4   | 4   | 4   | 4   | 4   | 4   | 4   |
| 6  | 4                | 4  | 4  | 2  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 2   | 4               | 2   | 2   | 2   | 2   | 4   | 3   | 2   |
| 7  | 4                | 3  | 5  | 2  | 4  | 4  | 4             | 4  | 2  | 4   | 4   | 4   | 3               | 2   | 4   | 4   | 4   | 4   | 3   | 2   |
| 8  | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 2   | 3               | 4   | 2   | 4   | 2   | 4   | 2   | 4   |
| 9  | 4                | 4  | 5  | 4  | 4  | 4  | 4             | 4  | 3  | 4   | 4   | 4   | 4               | 4   | 4   | 3   | 4   | 2   | 4   |     |
| 10 | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 4   | 3               | 4   | 4   | 4   | 3   | 4   | 4   | 4   |
| 11 | 5                | 5  | 5  | 5  | 5  | 3  | 5             | 5  | 5  | 5   | 4   | 5   | 4               | 5   | 5   | 5   | 2   | 5   | 3   | 2   |
| 12 | 5                | 5  | 4  | 5  | 4  | 4  | 4             | 4  | 4  | 4   | 5   | 4   | 5               | 4   | 4   | 5   | 4   | 4   | 5   | 4   |
| 12 | 5                | 4  | 5  | 5  | 5  | 5  | 5             | 5  | 5  | 5   | 5   | 5   | 5               | 5   | 5   | 5   | 5   | 5   | 2   | 5   |
| 14 | 5                | 5  | 5  | 5  | 5  | 5  | 5             | 5  | 2  | 5   | 5   | 5   | 5               | 5   | 5   | 5   | 5   | 5   | 3   | 5   |
| 15 | 4                | 4  | 4  | 4  | 4  | 3  | 4             | 4  | 4  | 4   | 3   | 4   | 4               | 2   | 4   | 4   | 4   | 2   | 3   | 2   |
| 16 | 5                | 5  | 4  | 5  | 5  | 4  | 5             | 5  | 5  | 5   | 4   | 4   | 5               | 4   | 4   | 2   | 2   | 4   | 3   | 4   |
| 17 | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 3   | 4               | 4   | 2   | 4   | 2   | 2   | 4   | 4   |
| 18 | 5                | 5  | 4  | 5  | 4  | 4  | 4             | 4  | 3  | 4   | 5   | 4   | 5               | 4   | 2   | 4   | 2   | 4   | 4   | 5   |
| 19 | 4                | 4  | 4  | 4  | 3  | 4  | 3             | 4  | 2  | 3   | 3   | 2   | 4               | 2   | 4   | 2   | 4   | 4   | 2   | 4   |
| 20 | 4                | 4  | 3  | 2  | 3  | 3  | 3             | 4  | 2  | 3   | 4   | 2   | 5               | 2   | 2   | 2   | 2   | 2   | 2   | 2   |
| 21 | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 3  | 4   | 4   | 4   | 4               | 4   | 2   | 4   | 4   | 4   | 3   | 4   |
| 22 | 4                | 3  | 4  | 4  | 4  | 4  | 4             | 4  | 3  | 4   | 4   | 4   | 3               | 5   | 3   | 4   | 4   | 4   | 3   | 4   |
| 22 | 3                | 3  | 4  | 2  | 4  | 3  | 4             | 4  | 4  | 4   | 4   | 2   | 4               | 4   | 4   | 4   | 5   | 4   | 4   | 2   |
| 24 | 5                | 4  | 5  | 5  | 4  | 4  | 4             | 4  | 2  | 4   | 4   | 2   | 3               | 5   | 5   | 5   | 2   | 5   | 5   | 4   |
| 25 | 5                | 5  | 4  | 5  | 5  | 3  | 5             | 4  | 5  | 5   | 4   | 4   | 4               | 4   | 4   | 4   | 4   | 2   | 4   | 2   |
| 26 | 4                | 4  | 4  | 4  | 2  | 4  | 2             | 4  | 2  | 2   | 4   | 4   | 3               | 3   | 2   | 4   | 5   | 2   | 4   | 4   |
| 27 | 4                | 4  | 4  | 4  | 5  | 4  | 5             | 4  | 5  | 5   | 4   | 4   | 5               | 3   | 3   | 2   | 4   | 5   | 2   | 4   |
| 28 | 4                | 4  | 4  | 4  | 4  | 3  | 4             | 4  | 4  | 4   | 4   | 4   | 4               | 4   | 2   | 2   | 4   | 5   | 4   | 2   |
| 29 | 4                | 3  | 4  | 2  | 4  | 3  | 4             | 4  | 4  | 4   | 5   | 5   | 3               | 5   | 4   | 4   | 2   | 4   | 4   | 2   |
| 20 | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 2   | 5               | 4   | 3   | 2   | 2   | 4   | 3   | 4   |
| 21 | 2                | 2  | 5  | 2  | 3  | 5  | 3             | 4  | 2  | 3   | 4   | 2   | 3               | 5   | 5   | 4   | 2   | 5   | 3   | 5   |
| 22 | 4                | 4  | 4  | 4  | 4  | 4  | 4             | 4  | 4  | 4   | 4   | 4   | 4               | 4   | 4   | 4   | 4   | 4   | 4   | 4   |
| 22 | 5                | 4  | 4  | 5  | 4  | 3  | 4             | 4  | 4  | 4   | 4   | 4   | 5               | 2   | 4   | 4   | 4   | 4   | 2   | 2   |
| 24 | 3                | 4  | 5  | 2  | 4  | 3  | 4             | 4  | 2  | 4   | 3   | 2   | 4               | 2   | 2   | 2   | 2   | 4   | 3   | 2   |

|    |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 25 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 2 | 4 | 3 | 4 | 4 | 4 | 2 |
| 26 | 5 | 5 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3 | 2 |
| 27 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 5 | 4 | 2 | 2 | 2 | 4 | 2 | 2 |
| 28 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 3 | 4 | 4 | 3 | 2 | 2 | 4 |
| 29 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 2 | 5 | 4 | 5 | 2 | 2 | 2 | 3 | 4 |
| 40 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 4 | 4 | 4 | 4 | 4 | 4 |
| 41 | 5 | 4 | 5 | 5 | 5 | 3 | 5 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 2 | 5 | 3 | 2 |
| 42 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 5 | 2 | 4 | 4 | 2 | 4 | 5 | 4 |
| 42 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 | 2 | 5 | 2 | 5 | 5 | 5 | 5 | 5 | 4 |
| 44 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 2 | 4 | 4 | 4 | 4 | 4 |
| 45 | 4 | 4 | 4 | 4 | 3 | 5 | 3 | 3 | 2 | 3 | 3 | 4 | 3 | 2 | 5 | 5 | 5 | 4 | 4 | 3 |
| 46 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 2 | 2 | 4 |
| 47 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3 | 4 | 2 | 3 | 2 |
| 48 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 2 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 50 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 4 |
| 51 | 2 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 2 |
| 52 | 5 | 5 | 4 | 2 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 2 | 4 | 5 | 4 | 4 | 5 | 2 |
| 52 | 4 | 4 | 3 | 3 | 5 | 3 | 5 | 3 | 5 | 5 | 5 | 3 | 3 | 2 | 4 | 2 | 4 | 2 | 3 | 2 |
| 54 | 4 | 4 | 3 | 4 | 5 | 3 | 5 | 4 | 5 | 5 | 5 | 5 | 3 | 4 | 4 | 2 | 2 | 2 | 3 | 2 |
| 55 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 2 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 |
| 56 | 4 | 4 | 3 | 4 | 5 | 4 | 5 | 4 | 2 | 5 | 4 | 4 | 4 | 2 | 4 | 5 | 2 | 2 | 4 | 4 |
| 57 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 2 | 4 | 4 | 2 | 4 | 4 | 5 | 3 | 4 |
| 58 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 2 | 5 | 4 | 2 | 3 | 2 | 4 | 2 | 4 | 4 | 4 | 4 |
| 59 | 4 | 4 | 4 | 2 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 2 | 3 | 3 | 2 |
| 60 | 4 | 5 | 4 | 2 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 3 | 4 | 4 |
| 61 | 4 | 5 | 3 | 4 | 4 | 3 | 4 | 4 | 2 | 4 | 4 | 2 | 3 | 4 | 2 | 2 | 3 | 2 | 3 | 2 |
| 62 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 3 | 2 | 4 | 4 | 4 |
| 62 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 3 | 4 | 4 | 4 | 4 | 5 | 2 | 4 |
| 64 | 4 | 4 | 3 | 4 | 5 | 2 | 5 | 3 | 5 | 5 | 4 | 2 | 4 | 2 | 2 | 2 | 2 | 2 | 3 | 2 |
| 65 | 5 | 4 | 3 | 5 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 2 | 4 | 2 | 2 | 5 | 2 |
| 66 | 4 | 4 | 4 | 2 | 5 | 3 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 2 | 4 | 2 | 4 | 4 | 2 | 2 |
| 67 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 4 | 3 | 4 | 4 | 2 | 4 | 4 | 2 | 4 |
| 68 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 2 | 4 | 2 | 3 | 4 | 4 | 2 | 4 | 2 |
| 69 | 5 | 5 | 4 | 5 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 2 | 5 | 2 | 5 | 2 |
| 70 | 4 | 5 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 2 |
| 71 | 5 | 4 | 4 | 5 | 5 | 2 | 5 | 3 | 5 | 5 | 4 | 5 | 5 | 3 | 4 | 3 | 4 | 2 | 3 | 2 |
| 72 | 4 | 4 | 4 | 4 | 5 | 3 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 3 | 3 |
| 72 | 5 | 4 | 3 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4 | 2 | 2 | 2 | 2 | 4 | 2 |
| 74 | 4 | 3 | 4 | 2 | 5 | 3 | 5 | 3 | 5 | 5 | 4 | 4 | 4 | 2 | 2 | 2 | 2 | 4 | 4 | 2 |
| 75 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |

|     |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|-----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 76  | 4 | 4 | 5 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 5 | 5 | 4 | 4 | 4 | 2 | 4 | 2 | 5 | 2 |
| 77  | 4 | 4 | 5 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 2 | 4 | 2 | 4 | 3 | 4 | 2 |
| 78  | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 4 | 2 | 4 |
| 79  | 5 | 4 | 3 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 2 | 2 | 4 | 2 | 3 | 2 |
| 80  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 3 |
| 81  | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 3 | 5 | 4 | 3 | 2 | 2 | 2 | 5 | 3 |
| 82  | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4 | 4 | 4 | 4 | 2 | 2 | 2 | 2 | 2 | 4 | 5 |
| 82  | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4 | 4 | 4 | 5 | 3 | 3 | 4 | 4 | 3 | 5 | 5 | 3 |
| 84  | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 2 | 5 | 2 | 2 | 3 | 4 | 2 |
| 85  | 5 | 4 | 4 | 5 | 5 | 3 | 5 | 4 | 5 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3 |
| 86  | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 2 | 5 | 4 | 5 | 4 | 5 | 5 | 2 | 2 |
| 87  | 3 | 4 | 4 | 2 | 4 | 4 | 5 | 4 | 1 | 4 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 4 | 4 | 3 |
| 88  | 5 | 4 | 4 | 5 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 2 | 5 | 4 | 3 | 4 | 2 |
| 89  | 4 | 5 | 5 | 3 | 5 | 4 | 5 | 4 | 2 | 5 | 4 | 3 | 2 | 2 | 4 | 3 | 2 | 3 | 2 | 3 |
| 90  | 4 | 4 | 5 | 3 | 5 | 4 | 5 | 4 | 1 | 5 | 5 | 4 | 3 | 2 | 2 | 4 | 4 | 3 | 4 | 3 |
| 91  | 4 | 3 | 4 | 2 | 5 | 4 | 5 | 4 | 3 | 5 | 5 | 3 | 4 | 2 | 3 | 2 | 4 | 4 | 3 | 3 |
| 92  | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 2 | 4 | 2 | 2 | 2 | 3 | 3 |
| 92  | 4 | 3 | 5 | 2 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 2 | 2 | 2 | 3 | 2 | 3 | 3 | 2 |
| 94  | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 2 | 5 | 5 | 4 | 5 | 4 | 3 | 3 | 4 | 3 | 3 | 4 |
| 95  | 4 | 5 | 5 | 2 | 3 | 4 | 5 | 4 | 5 | 5 | 4 | 2 | 2 | 5 | 3 | 3 | 5 | 5 | 4 | 3 |
| 96  | 4 | 5 | 4 | 4 | 5 | 3 | 5 | 3 | 2 | 5 | 4 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2 |
| 97  | 4 | 4 | 4 | 3 | 5 | 3 | 5 | 3 | 3 | 5 | 4 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 2 |
| 98  | 5 | 3 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 2 | 2 | 3 | 3 | 5 | 5 | 3 | 4 | 4 |
| 99  | 5 | 3 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 2 | 3 | 2 | 2 | 3 | 3 | 2 | 1 | 2 |
| 100 | 5 | 5 | 5 | 2 | 5 | 4 | 5 | 4 | 2 | 5 | 4 | 2 | 2 | 2 | 3 | 2 | 3 | 2 | 2 | 3 |

**LAMPIRAN 1.3**  
**TRANSFORMASI DATA**

**Succesive Interval X1**

| <b>P1</b> | <b>P2</b> | <b>P3</b> | <b>P4</b> | <b>P5</b> | <b>P6</b> | <b>Jumlah</b> |
|-----------|-----------|-----------|-----------|-----------|-----------|---------------|
| 2.989     | 3.422     | 2.466     | 2.293     | 1.832     | 2.119     | <b>15.122</b> |
| 2.989     | 3.422     | 2.466     | 1.000     | 3.080     | 2.119     | <b>15.076</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 1.832     | 2.119     | <b>15.122</b> |
| 4.499     | 4.867     | 3.915     | 3.490     | 4.499     | 4.844     | <b>26.113</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |
| 2.989     | 3.422     | 2.466     | 1.000     | 3.080     | 3.374     | <b>16.332</b> |
| 2.989     | 2.051     | 3.915     | 1.000     | 3.080     | 3.374     | <b>16.410</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |
| 2.989     | 3.422     | 3.915     | 2.293     | 3.080     | 3.374     | <b>19.073</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |
| 4.499     | 4.867     | 3.915     | 3.490     | 4.499     | 2.119     | <b>23.388</b> |
| 4.499     | 4.867     | 2.466     | 3.490     | 3.080     | 3.374     | <b>21.777</b> |
| 4.499     | 3.422     | 3.915     | 3.490     | 4.499     | 4.844     | <b>24.667</b> |
| 4.499     | 4.867     | 3.915     | 3.490     | 4.499     | 4.844     | <b>26.113</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 2.119     | <b>16.370</b> |
| 4.499     | 4.867     | 2.466     | 3.490     | 4.499     | 3.374     | <b>23.195</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |
| 4.499     | 4.867     | 2.466     | 3.490     | 3.080     | 3.374     | <b>21.777</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 1.832     | 3.374     | <b>16.377</b> |
| 2.989     | 3.422     | 1.000     | 1.000     | 1.832     | 2.119     | <b>12.362</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |
| 2.989     | 2.051     | 2.466     | 2.293     | 3.080     | 3.374     | <b>16.255</b> |
| 1.597     | 2.051     | 2.466     | 1.000     | 3.080     | 2.119     | <b>12.314</b> |
| 4.499     | 3.422     | 3.915     | 3.490     | 3.080     | 3.374     | <b>21.779</b> |
| 4.499     | 4.867     | 2.466     | 3.490     | 4.499     | 2.119     | <b>21.940</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 1.000     | 3.374     | <b>15.545</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 4.499     | 3.374     | <b>19.044</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 2.119     | <b>16.370</b> |
| 2.989     | 2.051     | 2.466     | 1.000     | 3.080     | 2.119     | <b>13.706</b> |
| 2.989     | 3.422     | 2.466     | 2.293     | 3.080     | 3.374     | <b>17.625</b> |



|       |       |       |       |       |       |               |
|-------|-------|-------|-------|-------|-------|---------------|
| 1.000 | 1.000 | 3.915 | 1.000 | 1.832 | 4.844 | <b>13.591</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 3.080 | 2.119 | <b>19.076</b> |
| 1.597 | 3.422 | 3.915 | 1.000 | 3.080 | 2.119 | <b>15.132</b> |
| 2.989 | 3.422 | 3.915 | 2.293 | 3.080 | 3.374 | <b>19.073</b> |
| 4.499 | 4.867 | 2.466 | 1.000 | 3.080 | 3.374 | <b>19.287</b> |
| 4.499 | 4.867 | 3.915 | 3.490 | 3.080 | 3.374 | <b>23.225</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 3.080 | 3.374 | <b>20.331</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 4.499 | 3.374 | <b>20.489</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 4.499 | 3.422 | 3.915 | 3.490 | 4.499 | 2.119 | <b>21.942</b> |
| 4.499 | 4.867 | 2.466 | 3.490 | 3.080 | 3.374 | <b>21.777</b> |
| 4.499 | 4.867 | 3.915 | 3.490 | 4.499 | 3.374 | <b>24.643</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 3.080 | 3.374 | <b>20.331</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 1.832 | 4.844 | <b>17.847</b> |
| 2.989 | 3.422 | 2.466 | 1.000 | 3.080 | 3.374 | <b>16.332</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 3.080 | 3.374 | <b>20.331</b> |
| 4.499 | 4.867 | 3.915 | 3.490 | 4.499 | 4.844 | <b>26.113</b> |
| 2.989 | 3.422 | 1.000 | 2.293 | 3.080 | 3.374 | <b>16.159</b> |
| 1.000 | 2.051 | 1.000 | 1.000 | 1.000 | 1.000 | <b>7.051</b>  |
| 4.499 | 4.867 | 2.466 | 1.000 | 3.080 | 2.119 | <b>18.031</b> |
| 2.989 | 3.422 | 1.000 | 1.649 | 4.499 | 2.119 | <b>15.678</b> |
| 2.989 | 3.422 | 1.000 | 2.293 | 4.499 | 2.119 | <b>16.322</b> |
| 4.499 | 4.867 | 3.915 | 3.490 | 4.499 | 4.844 | <b>26.113</b> |
| 2.989 | 3.422 | 1.000 | 2.293 | 4.499 | 3.374 | <b>17.577</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 4.499 | 3.374 | <b>19.044</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 4.499 | 3.374 | <b>20.489</b> |
| 2.989 | 3.422 | 2.466 | 1.000 | 3.080 | 2.119 | <b>15.076</b> |
| 2.989 | 4.867 | 2.466 | 1.000 | 3.080 | 3.374 | <b>17.778</b> |
| 2.989 | 4.867 | 1.000 | 2.293 | 3.080 | 2.119 | <b>16.349</b> |
| 4.499 | 4.867 | 2.466 | 3.490 | 3.080 | 3.374 | <b>21.777</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 2.989 | 3.422 | 1.000 | 2.293 | 4.499 | 1.000 | <b>15.203</b> |
| 4.499 | 3.422 | 1.000 | 3.490 | 3.080 | 1.000 | <b>16.490</b> |
| 2.989 | 3.422 | 2.466 | 1.000 | 4.499 | 2.119 | <b>16.495</b> |

|       |       |       |       |       |       |               |
|-------|-------|-------|-------|-------|-------|---------------|
| 4.499 | 4.867 | 2.466 | 3.490 | 4.499 | 3.374 | <b>23.195</b> |
| 2.989 | 3.422 | 1.000 | 2.293 | 3.080 | 2.119 | <b>14.903</b> |
| 4.499 | 4.867 | 2.466 | 3.490 | 3.080 | 1.000 | <b>19.402</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 3.080 | 2.119 | <b>17.815</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 4.499 | 1.000 | <b>19.375</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 4.499 | 2.119 | <b>17.788</b> |
| 4.499 | 3.422 | 1.000 | 3.490 | 3.080 | 2.119 | <b>17.609</b> |
| 2.989 | 2.051 | 2.466 | 1.000 | 4.499 | 2.119 | <b>15.125</b> |
| 2.989 | 3.422 | 2.466 | 1.649 | 3.080 | 3.374 | <b>16.981</b> |
| 2.989 | 3.422 | 3.915 | 2.293 | 1.832 | 3.374 | <b>17.826</b> |
| 2.989 | 3.422 | 3.915 | 2.293 | 3.080 | 1.000 | <b>16.699</b> |
| 4.499 | 3.422 | 3.915 | 3.490 | 4.499 | 3.374 | <b>23.198</b> |
| 4.499 | 3.422 | 1.000 | 3.490 | 3.080 | 2.119 | <b>17.609</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 2.989 | 3.422 | 2.466 | 3.490 | 4.499 | 3.374 | <b>20.240</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 3.374 | <b>17.625</b> |
| 2.989 | 3.422 | 2.466 | 2.293 | 3.080 | 4.844 | <b>19.094</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 4.499 | 3.374 | <b>20.489</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 4.499 | 2.119 | <b>20.494</b> |
| 2.989 | 3.422 | 3.915 | 2.293 | 3.080 | 3.374 | <b>19.073</b> |
| 1.597 | 3.422 | 2.466 | 1.000 | 3.080 | 3.374 | <b>14.939</b> |
| 4.499 | 3.422 | 2.466 | 3.490 | 3.080 | 2.119 | <b>19.076</b> |
| 2.989 | 4.867 | 3.915 | 1.649 | 4.499 | 3.374 | <b>21.293</b> |
| 2.989 | 3.422 | 3.915 | 1.649 | 4.499 | 3.374 | <b>19.848</b> |
| 2.989 | 2.051 | 2.466 | 1.000 | 4.499 | 3.374 | <b>16.380</b> |
| 2.989 | 3.422 | 3.915 | 2.293 | 3.080 | 3.374 | <b>19.073</b> |
| 2.989 | 2.051 | 3.915 | 1.000 | 3.080 | 3.374 | <b>16.410</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 4.499 | 3.374 | <b>20.489</b> |
| 2.989 | 4.867 | 3.915 | 1.000 | 1.832 | 3.374 | <b>17.978</b> |
| 2.989 | 4.867 | 2.466 | 2.293 | 4.499 | 2.119 | <b>19.234</b> |
| 2.989 | 3.422 | 2.466 | 1.649 | 4.499 | 2.119 | <b>17.144</b> |
| 4.499 | 2.051 | 3.915 | 3.490 | 3.080 | 3.374 | <b>20.409</b> |
| 4.499 | 2.051 | 2.466 | 3.490 | 3.080 | 3.374 | <b>18.961</b> |
| 4.499 | 4.867 | 3.915 | 1.000 | 4.499 | 3.374 | <b>22.154</b> |

## Successive Interval X2

| <b>P7</b> | <b>P8</b> | <b>P9</b> | <b>P10</b> | <b>P11</b> | <b>Jumlah</b> |
|-----------|-----------|-----------|------------|------------|---------------|
| 1.905     | 2.089     | 2.206     | 1.793      | 1.000      | <b>8.992</b>  |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 1.905     | 3.729     | 2.206     | 1.793      | 1.000      | <b>10.632</b> |
| 4.441     | 3.729     | 4.623     | 4.479      | 4.293      | <b>21.566</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 2.206     | 3.049      | 2.682      | <b>14.739</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 2.850     | 3.049      | 2.682      | <b>15.384</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 4.441     | 5.524     | 4.623     | 4.479      | 2.682      | <b>21.749</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 4.293      | <b>17.644</b> |
| 4.441     | 5.524     | 4.623     | 4.479      | 4.293      | <b>23.360</b> |
| 4.441     | 5.524     | 2.206     | 4.479      | 4.293      | <b>20.943</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 1.000      | <b>14.351</b> |
| 4.441     | 5.524     | 4.623     | 4.479      | 2.682      | <b>21.749</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 2.850     | 3.049      | 4.293      | <b>16.995</b> |
| 1.905     | 3.729     | 2.206     | 1.793      | 1.000      | <b>10.632</b> |
| 1.905     | 3.729     | 2.206     | 1.793      | 2.682      | <b>12.314</b> |
| 3.073     | 3.729     | 2.850     | 3.049      | 2.682      | <b>15.384</b> |
| 3.073     | 3.729     | 2.850     | 3.049      | 2.682      | <b>15.384</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 2.206     | 3.049      | 2.682      | <b>14.739</b> |
| 4.441     | 3.729     | 4.623     | 4.479      | 2.682      | <b>19.955</b> |
| 1.000     | 3.729     | 2.206     | 1.000      | 2.682      | <b>10.617</b> |
| 4.441     | 3.729     | 4.623     | 4.479      | 2.682      | <b>19.955</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 4.293      | <b>17.644</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 1.905     | 3.729     | 2.206     | 1.793      | 2.682      | <b>12.314</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 2.206     | 3.049      | 1.000      | <b>13.057</b> |
| 3.073     | 3.729     | 2.206     | 3.049      | 2.682      | <b>14.739</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 3.073     | 3.729     | 3.499     | 3.049      | 2.682      | <b>16.033</b> |
| 4.441     | 5.524     | 4.623     | 4.479      | 2.682      | <b>21.749</b> |

|       |       |       |       |       |               |
|-------|-------|-------|-------|-------|---------------|
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 1.000 | <b>14.351</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 4.293 | <b>21.566</b> |
| 3.073 | 5.524 | 3.499 | 3.049 | 2.682 | <b>17.827</b> |
| 1.905 | 2.089 | 2.206 | 1.793 | 1.000 | <b>8.992</b>  |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 3.073 | 3.729 | 4.623 | 3.049 | 2.682 | <b>17.157</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 4.293 | <b>21.566</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 1.000 | 1.000 | 2.206 | 1.000 | 1.000 | <b>6.206</b>  |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 4.441 | 2.089 | 4.623 | 4.479 | 4.293 | <b>19.926</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 4.293 | <b>21.566</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 4.293 | <b>19.148</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 2.682 | <b>17.537</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 2.682 | <b>17.537</b> |
| 3.073 | 2.089 | 3.499 | 3.049 | 2.682 | <b>14.392</b> |
| 3.073 | 3.729 | 2.850 | 3.049 | 2.682 | <b>15.384</b> |
| 3.073 | 3.729 | 2.206 | 3.049 | 2.682 | <b>14.739</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 4.441 | 2.089 | 4.623 | 4.479 | 2.682 | <b>18.314</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 3.073 | 2.089 | 2.850 | 3.049 | 2.682 | <b>13.743</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 3.073 | 2.089 | 3.499 | 3.049 | 2.682 | <b>14.392</b> |
| 4.441 | 2.089 | 4.623 | 4.479 | 2.682 | <b>18.314</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 1.000 | <b>14.351</b> |
| 4.441 | 2.089 | 4.623 | 4.479 | 2.682 | <b>18.314</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 1.905 | 3.729 | 3.499 | 1.793 | 4.293 | <b>15.219</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 3.073 | 3.729 | 3.499 | 3.049 | 2.682 | <b>16.033</b> |
| 3.073 | 5.524 | 3.499 | 3.049 | 4.293 | <b>19.438</b> |

|       |       |       |       |       |               |
|-------|-------|-------|-------|-------|---------------|
| 4.441 | 5.524 | 4.623 | 4.479 | 2.682 | <b>21.749</b> |
| 1.905 | 3.729 | 4.623 | 3.049 | 2.682 | <b>15.989</b> |
| 1.905 | 3.729 | 3.499 | 3.049 | 2.682 | <b>14.865</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 4.293 | <b>21.566</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 4.441 | 3.729 | 4.623 | 3.049 | 2.682 | <b>18.525</b> |
| 4.441 | 3.729 | 1.000 | 3.049 | 2.682 | <b>14.902</b> |
| 1.905 | 3.729 | 3.499 | 3.049 | 2.682 | <b>14.865</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 2.682 | <b>17.537</b> |
| 4.441 | 3.729 | 1.000 | 4.479 | 4.293 | <b>17.943</b> |
| 4.441 | 3.729 | 2.850 | 4.479 | 4.293 | <b>19.793</b> |
| 3.073 | 3.729 | 2.850 | 3.049 | 2.682 | <b>15.384</b> |
| 3.073 | 3.729 | 2.850 | 3.049 | 2.682 | <b>15.384</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 4.293 | <b>19.148</b> |
| 4.441 | 3.729 | 4.623 | 4.479 | 2.682 | <b>19.955</b> |
| 4.441 | 2.089 | 2.206 | 4.479 | 2.682 | <b>15.897</b> |
| 4.441 | 2.089 | 2.850 | 4.479 | 2.682 | <b>16.542</b> |
| 3.073 | 3.729 | 4.623 | 3.049 | 2.682 | <b>17.157</b> |
| 3.073 | 3.729 | 2.850 | 3.049 | 2.682 | <b>15.384</b> |
| 4.441 | 3.729 | 2.206 | 4.479 | 2.682 | <b>17.537</b> |

## Successive Interval Y

| <b>P12</b> | <b>P13</b> | <b>P14</b> | <b>P15</b> | <b>P16</b> | <b>P17</b> | <b>P18</b> | <b>P19</b> | <b>P20</b> | <b>Jumlah</b> |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|---------------|
| 2.486      | 3.024      | 2.481      | 1.000      | 2.493      | 1.000      | 2.503      | 3.276      | 1.000      | <b>19.264</b> |
| 2.486      | 3.024      | 2.481      | 2.582      | 1.000      | 1.000      | 1.000      | 3.276      | 1.000      | <b>17.849</b> |
| 2.486      | 3.024      | 2.481      | 1.000      | 2.493      | 2.462      | 2.503      | 3.276      | 1.000      | <b>20.726</b> |
| 3.713      | 2.042      | 3.706      | 1.793      | 3.687      | 3.629      | 3.669      | 5.332      | 3.755      | <b>31.327</b> |
| 2.486      | 3.024      | 2.481      | 2.582      | 2.493      | 2.462      | 2.503      | 4.244      | 2.594      | <b>24.869</b> |
| 1.000      | 3.024      | 1.000      | 1.000      | 1.000      | 1.000      | 2.503      | 3.276      | 1.000      | <b>14.804</b> |
| 2.486      | 2.042      | 1.000      | 2.582      | 2.493      | 2.462      | 2.503      | 3.276      | 1.000      | <b>19.844</b> |
| 1.000      | 2.042      | 2.481      | 1.000      | 2.493      | 1.000      | 2.503      | 2.250      | 2.594      | <b>17.363</b> |
| 2.486      | 3.024      | 2.481      | 2.582      | 2.493      | 1.798      | 2.503      | 2.250      | 2.594      | <b>22.212</b> |
| 2.486      | 2.042      | 2.481      | 2.582      | 2.493      | 1.798      | 2.503      | 4.244      | 2.594      | <b>23.224</b> |
| 3.713      | 3.024      | 3.706      | 3.847      | 3.687      | 1.000      | 3.669      | 3.276      | 1.000      | <b>26.923</b> |
| 2.486      | 4.189      | 2.481      | 2.582      | 3.687      | 2.462      | 2.503      | 5.332      | 2.594      | <b>28.317</b> |
| 3.713      | 4.189      | 3.706      | 3.847      | 3.687      | 3.629      | 3.669      | 2.250      | 3.755      | <b>32.446</b> |
| 3.713      | 4.189      | 3.706      | 3.847      | 3.687      | 3.629      | 3.669      | 3.276      | 3.755      | <b>33.472</b> |
| 2.486      | 3.024      | 1.000      | 2.582      | 2.493      | 2.462      | 1.000      | 3.276      | 1.000      | <b>19.323</b> |
| 2.486      | 4.189      | 2.481      | 2.582      | 1.000      | 1.000      | 2.503      | 3.276      | 2.594      | <b>22.112</b> |
| 1.759      | 3.024      | 2.481      | 1.000      | 2.493      | 1.000      | 1.000      | 4.244      | 2.594      | <b>19.595</b> |
| 2.486      | 4.189      | 2.481      | 1.000      | 2.493      | 1.000      | 2.503      | 4.244      | 3.755      | <b>24.152</b> |
| 1.000      | 3.024      | 1.000      | 2.582      | 1.000      | 2.462      | 2.503      | 2.250      | 2.594      | <b>18.415</b> |
| 1.000      | 4.189      | 1.000      | 1.000      | 1.000      | 1.000      | 1.000      | 2.250      | 1.000      | <b>13.439</b> |
| 2.486      | 3.024      | 2.481      | 1.000      | 2.493      | 2.462      | 2.503      | 3.276      | 2.594      | <b>22.320</b> |
| 2.486      | 2.042      | 3.706      | 1.793      | 2.493      | 2.462      | 2.503      | 3.276      | 2.594      | <b>23.356</b> |
| 1.000      | 3.024      | 2.481      | 2.582      | 2.493      | 3.629      | 2.503      | 4.244      | 1.000      | <b>22.957</b> |
| 1.000      | 2.042      | 3.706      | 3.847      | 3.687      | 1.000      | 3.669      | 5.332      | 2.594      | <b>26.878</b> |
| 2.486      | 3.024      | 2.481      | 2.582      | 2.493      | 2.462      | 1.000      | 4.244      | 1.000      | <b>21.772</b> |
| 2.486      | 2.042      | 1.785      | 1.000      | 2.493      | 3.629      | 1.000      | 4.244      | 2.594      | <b>21.274</b> |
| 2.486      | 4.189      | 1.785      | 1.793      | 1.000      | 2.462      | 3.669      | 2.250      | 2.594      | <b>22.229</b> |
| 2.486      | 3.024      | 2.481      | 1.000      | 1.000      | 2.462      | 3.669      | 4.244      | 1.000      | <b>21.366</b> |
| 3.713      | 2.042      | 3.706      | 2.582      | 2.493      | 1.000      | 2.503      | 4.244      | 1.000      | <b>23.284</b> |
| 1.000      | 4.189      | 2.481      | 1.793      | 1.000      | 1.000      | 2.503      | 3.276      | 2.594      | <b>19.837</b> |
| 1.000      | 2.042      | 3.706      | 3.847      | 2.493      | 1.000      | 3.669      | 3.276      | 3.755      | <b>24.788</b> |
| 2.486      | 3.024      | 2.481      | 2.582      | 2.493      | 2.462      | 2.503      | 4.244      | 2.594      | <b>24.869</b> |
| 2.486      | 4.189      | 1.000      | 2.582      | 2.493      | 2.462      | 2.503      | 2.250      | 1.000      | <b>20.966</b> |
| 1.000      | 3.024      | 1.000      | 1.000      | 1.000      | 1.000      | 2.503      | 3.276      | 1.000      | <b>14.804</b> |
| 2.486      | 3.024      | 1.000      | 2.582      | 1.791      | 2.462      | 2.503      | 4.244      | 1.000      | <b>21.092</b> |
| 2.486      | 3.024      | 2.481      | 1.000      | 2.493      | 2.462      | 2.503      | 3.276      | 1.000      | <b>20.726</b> |
| 1.000      | 4.189      | 2.481      | 1.000      | 1.000      | 1.000      | 2.503      | 2.250      | 1.000      | <b>16.424</b> |
| 1.000      | 2.042      | 1.785      | 2.582      | 2.493      | 1.798      | 1.000      | 2.250      | 2.594      | <b>17.545</b> |
| 1.000      | 4.189      | 2.481      | 3.847      | 1.000      | 1.000      | 1.000      | 3.276      | 2.594      | <b>20.388</b> |

|       |       |       |       |       |       |       |       |       |               |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------------|
| 2.486 | 2.042 | 1.000 | 2.582 | 2.493 | 2.462 | 2.503 | 4.244 | 2.594 | <b>22.406</b> |
| 2.486 | 4.189 | 2.481 | 2.582 | 2.493 | 1.000 | 3.669 | 3.276 | 1.000 | <b>23.177</b> |
| 3.713 | 4.189 | 1.000 | 2.582 | 2.493 | 1.000 | 2.503 | 5.332 | 2.594 | <b>25.407</b> |
| 1.000 | 4.189 | 1.000 | 3.847 | 3.687 | 3.629 | 3.669 | 5.332 | 2.594 | <b>28.948</b> |
| 2.486 | 4.189 | 2.481 | 1.000 | 2.493 | 2.462 | 2.503 | 4.244 | 2.594 | <b>24.453</b> |
| 2.486 | 2.042 | 1.000 | 3.847 | 3.687 | 3.629 | 2.503 | 4.244 | 1.909 | <b>25.348</b> |
| 3.713 | 3.024 | 2.481 | 2.582 | 2.493 | 1.000 | 1.000 | 4.244 | 2.594 | <b>23.131</b> |
| 1.000 | 3.024 | 2.481 | 2.582 | 1.791 | 2.462 | 1.000 | 3.276 | 1.000 | <b>18.616</b> |
| 1.000 | 4.189 | 2.481 | 2.582 | 2.493 | 2.462 | 2.503 | 3.276 | 2.594 | <b>23.581</b> |
| 2.486 | 4.189 | 3.706 | 3.847 | 3.687 | 3.629 | 3.669 | 5.332 | 3.755 | <b>34.301</b> |
| 1.759 | 3.024 | 2.481 | 2.582 | 2.493 | 2.462 | 1.000 | 3.276 | 2.594 | <b>21.671</b> |
| 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.793 | 3.276 | 1.000 | <b>12.070</b> |
| 3.713 | 2.042 | 1.000 | 2.582 | 3.687 | 2.462 | 2.503 | 5.332 | 1.000 | <b>24.322</b> |
| 1.759 | 2.042 | 1.000 | 2.582 | 1.000 | 2.462 | 1.000 | 3.276 | 1.000 | <b>16.121</b> |
| 3.713 | 2.042 | 2.481 | 2.582 | 1.000 | 1.000 | 1.000 | 3.276 | 1.000 | <b>18.094</b> |
| 2.486 | 4.189 | 3.706 | 3.847 | 3.687 | 3.629 | 3.669 | 4.244 | 3.755 | <b>33.213</b> |
| 2.486 | 3.024 | 1.000 | 2.582 | 3.687 | 1.000 | 1.000 | 4.244 | 2.594 | <b>21.617</b> |
| 1.000 | 3.024 | 2.481 | 1.000 | 2.493 | 2.462 | 3.669 | 3.276 | 2.594 | <b>21.999</b> |
| 1.000 | 2.042 | 1.000 | 2.582 | 1.000 | 2.462 | 2.503 | 4.244 | 2.594 | <b>19.427</b> |
| 2.486 | 3.024 | 1.000 | 2.582 | 2.493 | 1.000 | 1.793 | 3.276 | 1.000 | <b>18.655</b> |
| 2.486 | 3.024 | 2.481 | 1.000 | 2.493 | 2.462 | 1.793 | 4.244 | 2.594 | <b>22.577</b> |
| 1.000 | 2.042 | 2.481 | 1.000 | 1.000 | 1.798 | 1.000 | 3.276 | 1.000 | <b>14.597</b> |
| 3.713 | 3.024 | 2.481 | 2.582 | 1.791 | 1.000 | 2.503 | 4.244 | 2.594 | <b>23.933</b> |
| 1.000 | 2.042 | 2.481 | 2.582 | 2.493 | 2.462 | 3.669 | 2.250 | 2.594 | <b>21.572</b> |
| 1.000 | 3.024 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 3.276 | 1.000 | <b>13.300</b> |
| 1.000 | 3.024 | 2.481 | 1.000 | 2.493 | 1.000 | 1.000 | 5.332 | 1.000 | <b>18.330</b> |
| 2.486 | 3.024 | 1.000 | 2.582 | 1.000 | 2.462 | 2.503 | 2.250 | 1.000 | <b>18.307</b> |
| 2.486 | 2.042 | 2.481 | 2.582 | 1.000 | 2.462 | 2.503 | 2.250 | 2.594 | <b>20.400</b> |
| 1.000 | 3.024 | 1.000 | 1.793 | 2.493 | 2.462 | 1.000 | 4.244 | 1.000 | <b>18.016</b> |
| 2.486 | 4.189 | 1.785 | 2.582 | 1.000 | 3.629 | 1.000 | 5.332 | 1.000 | <b>23.004</b> |
| 2.486 | 3.024 | 2.481 | 2.582 | 2.493 | 1.000 | 2.503 | 4.244 | 1.000 | <b>21.814</b> |
| 3.713 | 4.189 | 1.785 | 2.582 | 1.791 | 2.462 | 1.000 | 3.276 | 1.000 | <b>21.799</b> |
| 2.486 | 3.024 | 1.000 | 2.582 | 2.493 | 2.462 | 2.503 | 3.276 | 1.909 | <b>21.736</b> |
| 2.486 | 4.189 | 2.481 | 1.000 | 1.000 | 1.000 | 1.000 | 4.244 | 1.000 | <b>18.401</b> |
| 2.486 | 3.024 | 1.000 | 1.000 | 1.000 | 1.000 | 2.503 | 4.244 | 1.000 | <b>17.258</b> |
| 3.713 | 3.024 | 2.481 | 1.793 | 2.493 | 2.462 | 2.503 | 4.244 | 2.594 | <b>25.308</b> |
| 3.713 | 3.024 | 2.481 | 2.582 | 1.000 | 2.462 | 1.000 | 5.332 | 1.000 | <b>22.594</b> |
| 1.759 | 2.042 | 1.000 | 2.582 | 1.000 | 2.462 | 1.793 | 4.244 | 1.000 | <b>17.882</b> |
| 1.759 | 3.024 | 2.481 | 2.582 | 2.493 | 1.000 | 2.503 | 2.250 | 2.594 | <b>20.687</b> |
| 2.486 | 2.042 | 2.481 | 1.000 | 1.000 | 2.462 | 1.000 | 3.276 | 1.000 | <b>16.747</b> |
| 3.713 | 3.024 | 3.706 | 2.582 | 2.493 | 3.629 | 2.503 | 4.244 | 1.909 | <b>27.804</b> |

|       |       |       |       |       |       |       |       |       |               |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|---------------|
| 1.759 | 4.189 | 2.481 | 1.793 | 1.000 | 1.000 | 1.000 | 5.332 | 1.909 | <b>20.464</b> |
| 2.486 | 3.024 | 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 4.244 | 3.755 | <b>18.509</b> |
| 3.713 | 2.042 | 1.785 | 2.582 | 2.493 | 1.798 | 3.669 | 5.332 | 1.909 | <b>25.324</b> |
| 2.486 | 3.024 | 1.000 | 3.847 | 1.000 | 1.000 | 1.793 | 4.244 | 1.000 | <b>19.395</b> |
| 2.486 | 2.042 | 2.481 | 2.582 | 2.493 | 2.462 | 2.503 | 3.276 | 1.909 | <b>22.234</b> |
| 1.000 | 4.189 | 2.481 | 3.847 | 2.493 | 3.629 | 3.669 | 2.250 | 1.000 | <b>24.559</b> |
| 1.000 | 3.024 | 1.000 | 2.582 | 1.000 | 2.462 | 2.503 | 4.244 | 1.909 | <b>19.724</b> |
| 2.486 | 2.042 | 1.000 | 1.000 | 3.687 | 2.462 | 1.793 | 4.244 | 1.000 | <b>19.714</b> |
| 1.759 | 1.000 | 1.000 | 2.582 | 1.791 | 1.000 | 1.793 | 2.250 | 1.909 | <b>15.085</b> |
| 2.486 | 2.042 | 1.000 | 1.000 | 2.493 | 2.462 | 1.793 | 4.244 | 1.909 | <b>19.429</b> |
| 1.759 | 3.024 | 1.000 | 1.793 | 1.000 | 2.462 | 2.503 | 3.276 | 1.909 | <b>18.727</b> |
| 2.486 | 4.189 | 1.000 | 2.582 | 1.000 | 1.000 | 1.000 | 3.276 | 1.909 | <b>18.443</b> |
| 1.759 | 1.000 | 1.000 | 1.000 | 1.791 | 1.000 | 1.793 | 3.276 | 1.000 | <b>13.620</b> |
| 2.486 | 4.189 | 2.481 | 1.793 | 1.791 | 2.462 | 1.793 | 3.276 | 2.594 | <b>22.866</b> |
| 1.000 | 1.000 | 3.706 | 1.793 | 1.791 | 3.629 | 3.669 | 4.244 | 1.909 | <b>22.742</b> |
| 1.000 | 1.000 | 1.000 | 1.000 | 1.000 | 1.798 | 1.000 | 3.276 | 1.000 | <b>12.075</b> |
| 2.486 | 3.024 | 1.785 | 2.582 | 1.791 | 1.798 | 1.793 | 3.276 | 1.000 | <b>19.536</b> |
| 1.000 | 1.000 | 1.785 | 1.793 | 3.687 | 3.629 | 1.793 | 4.244 | 2.594 | <b>21.527</b> |
| 1.000 | 2.042 | 1.000 | 1.000 | 1.791 | 1.798 | 1.000 | 1.000 | 1.000 | <b>11.631</b> |
| 1.000 | 1.000 | 1.000 | 1.793 | 1.000 | 1.798 | 1.000 | 2.250 | 1.909 | <b>12.751</b> |



**LAMPIRAM 1.4**  
**HASIL OLAH DATA SPSS**

**HASIL UJI VALIDITAS**

|       |                     | <b>Correlations</b> |        |        |        |        |        |        |
|-------|---------------------|---------------------|--------|--------|--------|--------|--------|--------|
|       |                     | P1                  | P2     | P3     | P4     | P5     | P6     | TOTAL  |
| P1    | Pearson Correlation | 1                   | .484** | .142   | .643** | .365** | .067   | .419** |
|       | Sig. (2-tailed)     |                     | .000   | .160   | .000   | .000   | .508   | .000   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| P2    | Pearson Correlation | .484**              | 1      | .073   | .327** | .319** | .096   | .437** |
|       | Sig. (2-tailed)     | .000                |        | .469   | .001   | .001   | .341   | .000   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| P3    | Pearson Correlation | .142                | .073   | 1      | .032   | .122   | .438** | .337** |
|       | Sig. (2-tailed)     | .160                | .469   |        | .751   | .227   | .000   | .001   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| P4    | Pearson Correlation | .643**              | .327** | .032   | 1      | .223*  | .104   | .485** |
|       | Sig. (2-tailed)     | .000                | .001   | .751   |        | .026   | .301   | .000   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| P5    | Pearson Correlation | .365**              | .319** | .122   | .223*  | 1      | .048   | .397** |
|       | Sig. (2-tailed)     | .000                | .001   | .227   | .026   |        | .639   | .000   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| P6    | Pearson Correlation | .067                | .096   | .438** | .104   | .048   | 1      | .359** |
|       | Sig. (2-tailed)     | .508                | .341   | .000   | .301   | .639   |        | .000   |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |
| TOTAL | Pearson Correlation | .419**              | .437** | .337** | .485** | .397** | .359** | 1      |
|       | Sig. (2-tailed)     | .000                | .000   | .001   | .000   | .000   | .000   |        |
|       | N                   | 100                 | 100    | 100    | 100    | 100    | 100    | 100    |

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

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

**Correlations**

|       |                     | P7     | P8     | P9     | P10    | P11    | TOTAL  |
|-------|---------------------|--------|--------|--------|--------|--------|--------|
| P7    | Pearson Correlation | 1      | .213*  | .336** | .948** | .427** | .390** |
|       | Sig. (2-tailed)     |        | .034   | .001   | .000   | .000   | .000   |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |
| P8    | Pearson Correlation | .213*  | 1      | .173   | .227*  | .266** | .371** |
|       | Sig. (2-tailed)     | .034   |        | .085   | .023   | .007   | .000   |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |
| P9    | Pearson Correlation | .336** | .173   | 1      | .399** | .182   | .320** |
|       | Sig. (2-tailed)     | .001   | .085   |        | .000   | .071   | .001   |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |
| P10   | Pearson Correlation | .948** | .227*  | .399** | 1      | .450** | .412** |
|       | Sig. (2-tailed)     | .000   | .023   | .000   |        | .000   | .000   |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |
| P11   | Pearson Correlation | .427** | .266** | .182   | .450** | 1      | .390** |
|       | Sig. (2-tailed)     | .000   | .007   | .071   | .000   |        | .000   |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |
| TOTAL | Pearson Correlation | .390** | .371** | .320** | .412** | .390** | 1      |
|       | Sig. (2-tailed)     | .000   | .000   | .001   | .000   | .000   |        |
|       | N                   | 100    | 100    | 100    | 100    | 100    | 100    |

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

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

**Correlations**

|                     | P12    | P13    | P14    | P15    | P16    | P17    | P18    | P19    | P20    | TOTAL  |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Pearson Correlation | 1      | .191   | .200*  | .214*  | .271** | .108   | .115   | .298** | .069   | .322** |
| P12 Sig. (2-tailed) |        | .057   | .046   | .032   | .006   | .284   | .253   | .003   | .495   | .001   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .191   | 1      | .198*  | .169   | .007   | -.011  | .117   | .062   | .142   | .309** |
| P13 Sig. (2-tailed) | .057   |        | .049   | .092   | .942   | .915   | .248   | .543   | .160   | .002   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .200*  | .198*  | 1      | .148   | .330** | .095   | .332** | .101   | .366** | .380** |
| P14 Sig. (2-tailed) | .046   | .049   |        | .142   | .001   | .345   | .001   | .316   | .000   | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .214*  | .169   | .148   | 1      | .287** | .212*  | .271** | .086   | .213*  | .408** |
| P15 Sig. (2-tailed) | .032   | .092   | .142   |        | .004   | .034   | .006   | .396   | .034   | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .271** | .007   | .330** | .287** | 1      | .329** | .394** | .267** | .371** | .371** |
| P16 Sig. (2-tailed) | .006   | .942   | .001   | .004   |        | .001   | .000   | .007   | .000   | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .108   | -.011  | .095   | .212*  | .329** | 1      | .264** | .135   | .169   | .374** |
| P17 Sig. (2-tailed) | .284   | .915   | .345   | .034   | .001   |        | .008   | .182   | .092   | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .115   | .117   | .332** | .271** | .394** | .264** | 1      | .032   | .341** | .423** |
| P18 Sig. (2-tailed) | .253   | .248   | .001   | .006   | .000   | .008   |        | .753   | .001   | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .298** | .062   | .101   | .086   | .267** | .135   | .032   | 1      | .105   | .306** |
| P19 Sig. (2-tailed) | .003   | .543   | .316   | .396   | .007   | .182   | .753   |        | .300   | .002   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .069   | .142   | .366** | .213*  | .371** | .169   | .341** | .105   | 1      | .428** |
| P20 Sig. (2-tailed) | .495   | .160   | .000   | .034   | .000   | .092   | .001   | .300   |        | .000   |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |
| Pearson Correlation | .322** | .309** | .380** | .408** | .371** | .374** | .423** | .306** | .428** | 1      |
| TOT                 |        |        |        |        |        |        |        |        |        |        |
| AL                  |        |        |        |        |        |        |        |        |        |        |
| N                   | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    | 100    |

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

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

## HASIL UJI REABILITAS

### VARIABEL X1

#### Reliability Statistics

| Cronbach's<br>Alpha | N of Items |
|---------------------|------------|
| .629                | 6          |

### VARIABEL X2

#### Reliability Statistics

| Cronbach's<br>Alpha | N of Items |
|---------------------|------------|
| .698                | 5          |

### VARIABEL Y

#### Reliability Statistics

| Cronbach's<br>Alpha | N of Items |
|---------------------|------------|
| .691                | 9          |

## ANALISIS REGRESI BERGANDA

### Regression

**Descriptive Statistics**

|                 | Mean     | Std. Deviation | N   |
|-----------------|----------|----------------|-----|
| NilaiPelanggan  | 21.17529 | 4.548283       | 100 |
| TingkatanProduk | 18.53182 | 3.217649       | 100 |
| PosisiProduk    | 16.73231 | 3.059625       | 100 |

**Correlations**

|                     |                 | NilaiPelanggan | TingkatanProduk | PosisiProduk |
|---------------------|-----------------|----------------|-----------------|--------------|
| Pearson Correlation | NilaiPelanggan  | 1.000          | .557            | .360         |
|                     | TingkatanProduk | .557           | 1.000           | .629         |
|                     | PosisiProduk    | .360           | .629            | 1.000        |
| Sig. (1-tailed)     | NilaiPelanggan  | .              | .000            | .000         |
|                     | TingkatanProduk | .000           | .               | .000         |
|                     | PosisiProduk    | .000           | .000            | .            |
| N                   | NilaiPelanggan  | 100            | 100             | 100          |
|                     | TingkatanProduk | 100            | 100             | 100          |
|                     | PosisiProduk    | 100            | 100             | 100          |

**Variables Entered/Removed<sup>a</sup>**

| Model | Variables Entered                             | Variables Removed | Method |
|-------|---|-------------------|--------|
| 1     | PosisiProduk,<br>TingkatanProduk <sup>b</sup> | .                 | Enter  |

a. Dependent Variable: NilaiPelanggan

b. All requested variables entered.

**Model Summary<sup>b</sup>**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|-------------------|----------|-------------------|----------------------------|---------------|
| 1     | .557 <sup>a</sup> | .310     | .296              | 3.816288                   | 1.338         |

a. Predictors: (Constant), PosisiProduk, TingkatanProduk

b. Dependent Variable: NilaiPelanggan

**ANOVA<sup>a</sup>**

| Model        | Sum of Squares | df | Mean Square | F      | Sig.              |
|--------------|----------------|----|-------------|--------|-------------------|
| 1 Regression | 635.288        | 2  | 317.644     | 21.810 | .000 <sup>b</sup> |
| Residual     | 1412.713       | 97 | 14.564      |        |                   |
| Total        | 2048.001       | 99 |             |        |                   |

a. Dependent Variable: NilaiPelanggan

b. Predictors: (Constant), PosisiProduk, TingkatanProduk

**Coefficients<sup>a</sup>**

| Model |                 | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. | Collinearity Statistics |       |
|-------|-----------------|-----------------------------|------------|---------------------------|-------|------|-------------------------|-------|
|       |                 | B                           | Std. Error | Beta                      |       |      | Tolerance               | VIF   |
|       |                 |                             |            |                           |       |      |                         |       |
| 1     | (Constant)      | 6.454                       | 2.420      |                           | 2.667 | .009 |                         |       |
|       | TingkatanProduk | .773                        | .153       | .547                      | 5.039 | .000 | .604                    | 1.655 |
|       | PosisiProduk    | .024                        | .161       | .016                      | .148  | .882 | .604                    | 1.655 |

a. Dependent Variable: NilaiPelanggan

**Collinearity Diagnostics<sup>a</sup>**

| Model | Dimension | Eigenvalue | Condition Index | Variance Proportions |                 |              |
|-------|-----------|------------|-----------------|----------------------|-----------------|--------------|
|       |           |            |                 | (Constant)           | TingkatanProduk | PosisiProduk |
| 1     | 1         | 2.972      | 1.000           | .00                  | .00             | .00          |
| 1     | 2         | .017       | 13.276          | .96                  | .09             | .31          |
|       | 3         | .011       | 16.292          | .04                  | .91             | .69          |

a. Dependent Variable: NilaiPelanggan

**Residuals Statistics<sup>a</sup>**

|                      | Minimum    | Maximum  | Mean     | Std. Deviation | N   |
|----------------------|------------|----------|----------|----------------|-----|
| Predicted Value      | 12.05142   | 27.14944 | 21.17529 | 2.533189       | 100 |
| Residual             | -11.242654 | 7.536531 | .000000  | 3.777543       | 100 |
| Std. Predicted Value | -3.602     | 2.358    | .000     | 1.000          | 100 |
| Std. Residual        | -2.946     | 1.975    | .000     | .990           | 100 |

a. Dependent Variable: NilaiPelanggan

## HASIL UJI ASUMSI KLASIK

### A. Uji Normalitas

|                                  |                | Unstandardized Residual |
|----------------------------------|----------------|-------------------------|
| N                                |                | 100                     |
| Normal Parameters <sup>a,b</sup> | Mean           | 0E-7                    |
|                                  | Std. Deviation | 3.77754316              |
| Most Extreme Differences         | Absolute       | .055                    |
|                                  | Positive       | .047                    |
|                                  | Negative       | -.055                   |
| Kolmogorov-Smirnov Z             |                | .545                    |
| Asymp. Sig. (2-tailed)           |                | .928                    |

a. Test distribution is Normal.

b. Calculated from data.

### B. Uji Multikolinearitas

| Model |                 | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. | Collinearity Statistics |       |
|-------|-----------------|-----------------------------|------------|---------------------------|-------|------|-------------------------|-------|
|       |                 | B                           | Std. Error | Beta                      |       |      | Tolerance               | VIF   |
|       |                 | 1                           | (Constant) | 6.454                     |       |      |                         |       |
|       | TingkatanProduk | .773                        | .153       | .547                      | 5.039 | .000 | .604                    | 1.655 |
|       | PosisiProduk    | .024                        | .161       | .016                      | .148  | .882 | .604                    | 1.655 |

a. Dependent Variable: NilaiPelanggan

### C. Uji

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|-------------------|----------|-------------------|----------------------------|---------------|
| 1     | .557 <sup>a</sup> | .310     | .296              | 3.816288                   | 1.338         |

a. Predictors: (Constant), PosisiProduk, TingkatanProduk

### Autokorelasi

b. Dependent Variable: NilaiPelanggan