# BAB V

# PENUTUP

## 5.1. Kesimpulan

Telah diketahui pada pembahasan dan penelitian serta dikaitkan dengan rumusan masalah di atas, maka penulis dapat menarik kesimpulan pada penelitian ini, sebagai berikut:

1. Diketahui berdasarkan hasil dari pengujian metode uji t, mengindikasikan bahwa variabel independent harga ($X_1$), spesifikasi ($X_2$), lokasi ($X_3$) diketahui berpengaruh positif secara parsial terhadap variabel terikat keputusan pembelian (Y) pada rumah subsidi pada PT. Mahakarya Tunas Jaya,
2. Diketahui berdasarkan hasil pengujian dari metode uji f dan metode koefisien determinasi, mengindikasikan bahwa variabel independent harga ($X_1$), spesifikasi ($X_2$), lokasi ($X_3$) diketahui berpengaruh positif secara simultan terhadap variabel terikat keputusan pembelian (Y) pada rumah subsidi pada PT. Mahakarya Tunas Jaya,

## 5.2. Saran

Berdasarkan dari kesimpulan diatas, maka saran yang dapat diberikan oleh peneliti adalah sebagai berikut:

1. Diharapkan bagi pihak perusahaan pengembang PT. Mahakarya Tunas Jaya, untuk meningkatkan daya beli serta keputusan pembelian konsumen, faktor harga memungkinan untuk diberikan promosi atau dengan sebutan lain seperti *cash back*. Sehingga bisa meningkatkan

konsumen dan melakukan keputusan pemblian. Dan tetap dipertahankan kualitas dan estetika bangunan agar sesuai dengan brosur, hal ini mencakup segi spesifikasi ataupun lokasi.

2. Diharapkan bagi perusahaan pengembang PT. Mahakarya Tunas Jaya untuk selalu mempertahankan kualitas dan estetika bangunan sesuai dengan brosur pembelian, sehingga memberikan dorongan konsumen dalam keputusan pembelian karena ditemukan realita antara brosur dan kondisi lapangan.

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# LAMPIRAN-LAMPIRAN

**LAMPIRAN INSTRUMEN WAWANCARA**

**PENGARUH HARGA, SPESIFIKASI, DAN LOKASI TERHADAP KEPUTUSAN PEMBELIAN RUMAH SUBSIDI ( *STUDI KASUS PADA PT. MAHAKARYA TUNAS JAYA* )**

Tujuan dari instrumen wawancara ini bertujuan untuk memperlancar penulisan penyusunan skripsi pada Program Studi Administrasi Bisnis, Fakultas Ilmu Sosial Dan Ilmu Politik Universitas Muhammadiyah Mataram. Perlu diketahui bahwa instrument wawancara ini hanya untuk memperlancar penyelesaian penulisan dan tidak untuk dipublikasikan. Jadi bantuan serta partisipasi Bapak/Ibu/Saudara/i akan sangat berarti bagi penulis dan semoga akan bermanfaat untuk menambah wawasan kita semua.

Hormat saya,

penulis.

**Direktur dan Karyawan PT. Mahakarya Tunas Jaya**

1. Apakah harga perumahan PT. Mahakarya Tunas Jaya telah sesuai standar harga rumah subsidi di Provinsi Nusa Tenggara Barat ?
2. Apakah harga telah memenuhi kebutuhan-kebutuhan pembangunan sesuai dengan spesifikasi pada brosur pemasaran ?
3. Strategi pemasaran yang digunakan setelah ditetapkan kenaikan standar harga rumah subsidi di Provinsi Nusa Tenggara Barat ?
4. Apakah kenaikan standar harga rumah subsidi di Provinsi Nusa Tenggara Barat berpengaruh terhadap konsep pembangunan dan pemasaran pada PT. Mahakarya Tunas Jaya ?
5. Strategi seperti apa yang digunakan pada pemasaran rumah subsidi PT. Mahakarya Tunas Jaya ?

6. Alasan pemilihan lokasi perumahan PT. Mahakarya Tunas Jaya ?
7. Apakah terdapat pemekaran wilayah atau peningkatan pembangunan pada sekitaran lokasi perumahan PT. Mahakarya Tunas Jaya, sehingga dijadikan penopang dalam pemasaran rumah subsidi PT. Mahakarya Tunas Jaya ?
8. Apakah lokasi rumah subsidi PT. Mahakarya Tunas Jaya terdapat kepadatan penduduk sehingga konsumen PT. Mahakarya Tunas Jaya memiliki potensi untuk peluang usaha ?
9. Keamanan lingkungan perumahan yang diberikan kepada konsumen PT. Mahakarya Tunas Jaya ?
10. Apa alasan PT. Mahakarya Tunas Jaya menetapkan struktur bangunan dan atau menghadirkan spesifikasi tersebut ?
11. Alasan PT. Mahakarya Tunas Jaya menghadirkan spesifikasi stara perumahan komersil
12. Apa tahapan awal yang dilakukan dalam pemasaran rumah subsidi PT. Mahakarya Tunas Jaya dalam menarik minat konsumen untuk membeli ?
13. Pelayanan seperti apa yang diberikan dan dihadirkan PT. Mahakarya Tunas Jaya untuk meningkatkan keputusan pembelian rumah subsidi PT. Mahakarya Tunas Jaya ?
14. Sesuai dengan keterangan-keterangan di atas, siapa tujuan pemasaran dari penjualan rumah subsidi PT. Mahakarya Tunas Jaya ?

**LAMPIRAN KUSIONER**

# Pengaruh Harga, Spesifikasi, Dan Lokasi Terhadap Keputusan Pembelian Rumah Subsidi ( *Studi Kasus Pada Pt. Mahakarya Tunas Jaya* )

Tujuan dari pengisian kusioner ini bertujuan untuk memperlancar penulisan penyusunan skripsi pada Program Studi Administrasi Bisnis, Fakultas Ilmu Sosial Dan Ilmu Politik Universitas Muhammadiyah Mataram. Perlu diketahui bahwa kusioner ini hanya untuk memperlancar penyelesaian penulisan dan tidak untuk dipublikasikan. Jadi diharapkan bantuan serta partisipasi Bapak/Ibu/Saudara/I akan sangat berarti bagi penulis dan semoga akan bermanfaat untuk menambah wawasan kita semua.

Hormat saya,

penulis.

| NO | PENGARUH HARGA, SPESIFIKASI DAN LOKASI DALAM KEPUTUSAN PEMBELIAN | | | | | |
|---|---|---|---|---|---|---|
| | PERTANYAAN | KATEGORI JAWABAN | | | | |
| | | STS | TS | RR | S | SS |
| 1 | Harga perumahan Mahakarya Residence memiliki daya saing dengan perumahan lain | 1 | 2 | 3 | 4 | 5 |
| 2 | Harga rumah subsidi Mahakarya Residence terjangkau oleh kemampuan daya beli Bapak/Ibu/i | 1 | 2 | 3 | 4 | 5 |
| 3 | Kesesuaian antara harga dengan kualitas | 1 | 2 | 3 | 4 | 5 |
| 4 | Harga rumah subsidi PT. Mahakarya Tunas Jaya menjadi faktor utama dalam keputusan pembelian bapak/ibu/i | 1 | 2 | 3 | 4 | 5 |
| 5 | Terdapat sistem pembayaran mudah | 1 | 2 | 3 | 4 | 5 |

| | | | | | | |
|---|---|---|---|---|---|---|
| 6 | Perumahan mahakarya Residence memiliki spesifikasi bangunan yang kokoh kapasitas rumah untuk dihuni dan memberikan kenyamanan hunian sesuai dengan brosur | 1 | 2 | 3 | 4 | 5 |
| 7 | Terdapat kelengkapan dan kesesuaian interior serta eksterior sesuai dengan brosur. | 1 | 2 | 3 | 4 | 5 |
| 8 | Kesesuaian spesifikasi dengan desain rumah sesuai standar yang telah ditetapkan pada brosur. | 1 | 2 | 3 | 4 | 5 |
| 9 | Perumahan mahakarya Residence memiliki daya tahan yang dapat digunakan dalam rentan waktu lama | 1 | 2 | 3 | 4 | 5 |
| 10 | Perumahan mahakaya Residence memiliki daya tarik pada bentuk fisik rumah yang menarik, letak, dan desain yang artistik serta warna yang menarik | 1 | 2 | 3 | 4 | 5 |
| 11 | Perumahan mahakarya Residence memiliki lokasi yang mudah dijangkau dan terdapat sekolah-sekolah, kantor, tempat beribadah, dan lain sebagainya | 1 | 2 | 3 | 4 | 5 |
| 12 | Lokasi perumahan mahakarya residence dapat dilihat dengan jelas dari tepi jalan | 1 | 2 | 3 | 4 | 5 |
| 13 | Tidak ditemukan kepadatan dan kemacetan lalu lintas yang menjadi hambatan | 1 | 2 | 3 | 4 | 5 |
| 14 | Terdapat keindahan alam yang masih Asri dan tidak terdapat polusi udara oleh aktivitas industri dan kendaraan bermotor | 1 | 2 | 3 | 4 | 5 |
| 15 | Lokasi rumah subsidi PT. Mahakarya Tunas Jaya sesuai dengan kebutuhan bapak/ibu/i | 1 | 2 | 3 | 4 | 5 |
| 16 | Bapak/Ibu/i terlebih dahulu melakukan survei lokasi perumahan dan menemukan kesesuaian antara brosur dengan situasi di lapangan | 1 | 2 | 3 | 4 | 5 |
| 17 | Bapak/Ibu/i memiliki informasi Perumahan lainnya sebagai opsi tambahan | 1 | 2 | 3 | 4 | 5 |
| 18 | Sebelum terjadinya pengambilan keputusan pembelian di Perumahan Mahakarya Residence Bapak/Ibu/i sebelumnya telah melakukan evaluasi dari beberapa referensi perumahan | 1 | 2 | 3 | 4 | 5 |
| 19 | Apakah indikator harga, spesifikasi dan lokasi rumah subsidi PT. Mahakarya Tunas Jaya sebagai salah satu faktor bapak/ibu/i dalam keputusan pembelian | 1 | 2 | 3 | 4 | 5 |
| 20 | Apakah indikator spesifikasi dan lokasi menjadi penunjang utama dalam keputusan pembelian rumah subsidi pada PT. Mahakarya Tunas Jaya | 1 | 2 | 3 | 4 | 5 |

**Keterangan :**

**STS : Sangat Tidak Setuju**
**TS : Tidak Setuju**
**RR : Ragu-Ragu**
**S : Setuju**
**SS : Sangat Setuju**

**DATA UJI KUSIONER**

**Pengaruh Harga, Spesifikasi, Dan Lokasi**

**Terhadap Keputusan Pembelian Rumah Subsidi**

**( *Studi Kasus Pada Pt. Mahakarya Tunas Jaya* )**

Berikut ini adalah lampiran identitas dan serta hasil jawaban kusioner responden, digunakan sebagai bahan dasar penelitian dan penulisan skripsi pada Konsentrasi Enterpreneur, Program Studi Administrasi Bisnis, Fakultas Ilmu Sosial Dan Ilmu Politik Universitas Muhammadiyah Mataram. Perlu diketahui bahwa jawaban ini diperoleh langsung dari Bapak/Ibu/I konsumen yang telah melakukan akad pembelian rumah subsidi pada PT. Mahakarya Tunas Jaya, karena telah menjawab sejumlah pertanyaan yang tersusun di dalam kusioner penelitian ini.

| No | Nama | L/P | Status Hubungan | Pekerjaan | $X_1$ | $X_2$ | $X_3$ | $X_4$ | $X_5$ | $X_6$ | $X_7$ | $X_8$ | $X_9$ | $X_{10}$ | $X_{11}$ | $X_{12}$ | $X_{13}$ | $X_{14}$ | $X_{15}$ | $X_{16}$ | $X_{17}$ | $X_{18}$ | $X_{19}$ | $X_{20}$ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | Chaniifa Khoirunnisa | P | Lajang/Single | Wiraswasta | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 2 | Wilia Rahayu | P | Lajang/Single | PNS | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 3 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 |
| 3 | Rachda Yono P. | P | Menikah | Wiraswasta | 2 | 2 | 2 | 2 | 2 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 3 | 3 | 3 | 3 | 3 |
| 4 | Wilman Nanda | P | Lajang/Single | Wiraswasta | 3 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4 | 5 | 3 | 3 | 4 | 5 | 4 | 4 | 3 | 4 | 4 | 5 |
| 5 | Yudiono | L | Lajang/Single | PNS | 3 | 4 | 5 | 5 | 5 | 3 | 3 | 3 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 5 |
| 6 | Firdaus Putra | L | Lajang/Single | Wiraswasta | 4 | 3 | 5 | 4 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 5 |
| 7 | Agus Suhandi | L | Menikah | Wiraswasta | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 |
| 8 | M Riski Prasturi | L | Lajang/Single | Wiraswasta | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 2 | 2 | 2 | 2 | 3 | 4 | 4 | 4 | 4 | 5 |
| 9 | Erwin Agus S. | L | Lajang/Single | PNS | 4 | 4 | 5 | 4 | 5 | 3 | 3 | 3 | 3 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 5 |

| | | | | | | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 10 | Widran | L | Lajang/Single | Wirausaha | 3 | 3 | 3 | 3 | 3 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 |
| 11 | Lalu Muhadis | L | Menikah | PNS | 5 | 5 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 |
| 12 | L. M. Hamdan Zahidin | L | Lajang/Single | Wiraswasta | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 5 | 5 | 5 | 5 | 5 | 3 | 3 | 3 | 3 | 3 |
| 13 | Chairil Anwar | L | Lajang/Single | Wiraswasta | 3 | 4 | 4 | 3 | 4 | 5 | 4 | 5 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 3 | 4 |
| 14 | Hani Rahayu | P | Lajang/Single | Wirausaha | 3 | 4 | 5 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 5 | 4 | 5 | 4 | 3 | 4 | 4 | 3 |
| 15 | I Kadek Agus A. | L | Lajang/Single | Wiraswasta | 5 | 5 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 |
| 16 | Hartanto | L | Lajang/Single | Wirausaha | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 5 | 3 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 3 |
| 17 | Sherly Aulia | P | Menikah | PNS | 4 | 4 | 4 | 4 | 4 | 2 | 2 | 2 | 2 | 2 | 4 | 4 | 5 | 4 | 5 | 3 | 3 | 3 | 3 | 3 |
| 18 | Pina Oktaviani H. | P | Menikah | PNS | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 3 |
| 19 | Adryan Satria P. | L | Lajang/Single | Wirausaha | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 |

# TITIK PERSENTASE DISTRIBUSI F

| df untuk penyebut (N2) | df untuk pembilang (N1) | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 1 | 161 | 199 | 216 | 225 | 230 | 234 | 237 | 239 | 241 | 242 | 243 | 244 | 245 | 245 | 246 |
| 2 | 18.51 | 19.00 | 19.16 | 19.25 | 19.30 | 19.33 | 19.35 | 19.37 | 19.38 | 19.40 | 19.40 | 19.41 | 19.42 | 19.42 | 19.43 |
| 3 | 10.13 | 9.55 | 9.28 | 9.12 | 9.01 | 8.94 | 8.89 | 8.85 | 8.81 | 8.79 | 8.76 | 8.74 | 8.73 | 8.71 | 8.70 |
| 4 | 7.71 | 6.94 | 6.59 | 6.39 | 6.26 | 6.16 | 6.09 | 6.04 | 6.00 | 5.96 | 5.94 | 5.91 | 5.89 | 5.87 | 5.86 |
| 5 | 6.61 | 5.79 | 5.41 | 5.19 | 5.05 | 4.95 | 4.88 | 4.82 | 4.77 | 4.74 | 4.70 | 4.68 | 4.66 | 4.64 | 4.62 |
| 6 | 5.99 | 5.14 | 4.76 | 4.53 | 4.39 | 4.28 | 4.21 | 4.15 | 4.10 | 4.06 | 4.03 | 4.00 | 3.98 | 3.96 | 3.94 |
| 7 | 5.59 | 4.74 | 4.35 | 4.12 | 3.97 | 3.87 | 3.79 | 3.73 | 3.68 | 3.64 | 3.60 | 3.57 | 3.55 | 3.53 | 3.51 |
| 8 | 5.32 | 4.46 | 4.07 | 3.84 | 3.69 | 3.58 | 3.50 | 3.44 | 3.39 | 3.35 | 3.31 | 3.28 | 3.26 | 3.24 | 3.22 |
| 9 | 5.12 | 4.26 | 3.86 | 3.63 | 3.48 | 3.37 | 3.29 | 3.23 | 3.18 | 3.14 | 3.10 | 3.07 | 3.05 | 3.03 | 3.01 |
| 10 | 4.96 | 4.10 | 3.71 | 3.48 | 3.33 | 3.22 | 3.14 | 3.07 | 3.02 | 2.98 | 2.94 | 2.91 | 2.89 | 2.86 | 2.85 |
| 11 | 4.84 | 3.98 | 3.59 | 3.36 | 3.20 | 3.09 | 3.01 | 2.95 | 2.90 | 2.85 | 2.82 | 2.79 | 2.76 | 2.74 | 2.72 |
| 12 | 4.75 | 3.89 | 3.49 | 3.26 | 3.11 | 3.00 | 2.91 | 2.85 | 2.80 | 2.75 | 2.72 | 2.69 | 2.66 | 2.64 | 2.62 |
| 13 | 4.67 | 3.81 | 3.41 | 3.18 | 3.03 | 2.92 | 2.83 | 2.77 | 2.71 | 2.67 | 2.63 | 2.60 | 2.58 | 2.55 | 2.53 |
| 14 | 4.60 | 3.74 | 3.34 | 3.11 | 2.96 | 2.85 | 2.76 | 2.70 | 2.65 | 2.60 | 2.57 | 2.53 | 2.51 | 2.48 | 2.46 |
| 15 | 4.54 | 3.68 | 3.29 | 3.06 | 2.90 | 2.79 | 2.71 | 2.64 | 2.59 | 2.54 | 2.51 | 2.48 | 2.45 | 2.42 | 2.40 |
| 16 | 4.49 | 3.63 | 3.24 | 3.01 | 2.85 | 2.74 | 2.66 | 2.59 | 2.54 | 2.49 | 2.46 | 2.42 | 2.40 | 2.37 | 2.35 |
| 17 | 4.45 | 3.59 | 3.20 | 2.96 | 2.81 | 2.70 | 2.61 | 2.55 | 2.49 | 2.45 | 2.41 | 2.38 | 2.35 | 2.33 | 2.31 |
| 18 | 4.41 | 3.55 | 3.16 | 2.93 | 2.77 | 2.66 | 2.58 | 2.51 | 2.46 | 2.41 | 2.37 | 2.34 | 2.31 | 2.29 | 2.27 |
| 19 | 4.38 | 3.52 | 3.13 | 2.90 | 2.74 | 2.63 | 2.54 | 2.48 | 2.42 | 2.38 | 2.34 | 2.31 | 2.28 | 2.26 | 2.23 |
| 20 | 4.35 | 3.49 | 3.10 | 2.87 | 2.71 | 2.60 | 2.51 | 2.45 | 2.39 | 2.35 | 2.31 | 2.28 | 2.25 | 2.22 | 2.20 |
| 21 | 4.32 | 3.47 | 3.07 | 2.84 | 2.68 | 2.57 | 2.49 | 2.42 | 2.37 | 2.32 | 2.28 | 2.25 | 2.22 | 2.20 | 2.18 |
| 22 | 4.30 | 3.44 | 3.05 | 2.82 | 2.66 | 2.55 | 2.46 | 2.40 | 2.34 | 2.30 | 2.26 | 2.23 | 2.20 | 2.17 | 2.15 |
| 23 | 4.28 | 3.42 | 3.03 | 2.80 | 2.64 | 2.53 | 2.44 | 2.37 | 2.32 | 2.27 | 2.24 | 2.20 | 2.18 | 2.15 | 2.13 |
| 24 | 4.26 | 3.40 | 3.01 | 2.78 | 2.62 | 2.51 | 2.42 | 2.36 | 2.30 | 2.25 | 2.22 | 2.18 | 2.15 | 2.13 | 2.11 |
| 25 | 4.24 | 3.39 | 2.99 | 2.76 | 2.60 | 2.49 | 2.40 | 2.34 | 2.28 | 2.24 | 2.20 | 2.16 | 2.14 | 2.11 | 2.09 |
| 26 | 4.23 | 3.37 | 2.98 | 2.74 | 2.59 | 2.47 | 2.39 | 2.32 | 2.27 | 2.22 | 2.18 | 2.15 | 2.12 | 2.09 | 2.07 |
| 27 | 4.21 | 3.35 | 2.96 | 2.73 | 2.57 | 2.46 | 2.37 | 2.31 | 2.25 | 2.20 | 2.17 | 2.13 | 2.10 | 2.08 | 2.06 |
| 28 | 4.20 | 3.34 | 2.95 | 2.71 | 2.56 | 2.45 | 2.36 | 2.29 | 2.24 | 2.19 | 2.15 | 2.12 | 2.09 | 2.06 | 2.04 |
| 29 | 4.18 | 3.33 | 2.93 | 2.70 | 2.55 | 2.43 | 2.35 | 2.28 | 2.22 | 2.18 | 2.14 | 2.10 | 2.08 | 2.05 | 2.03 |
| 30 | 4.17 | 3.32 | 2.92 | 2.69 | 2.53 | 2.42 | 2.33 | 2.27 | 2.21 | 2.16 | 2.13 | 2.09 | 2.06 | 2.04 | 2.01 |
| 31 | 4.16 | 3.30 | 2.91 | 2.68 | 2.52 | 2.41 | 2.32 | 2.25 | 2.20 | 2.15 | 2.11 | 2.08 | 2.05 | 2.03 | 2.00 |
| 32 | 4.15 | 3.29 | 2.90 | 2.67 | 2.51 | 2.40 | 2.31 | 2.24 | 2.19 | 2.14 | 2.10 | 2.07 | 2.04 | 2.01 | 1.99 |
| 33 | 4.14 | 3.28 | 2.89 | 2.66 | 2.50 | 2.39 | 2.30 | 2.23 | 2.18 | 2.13 | 2.09 | 2.06 | 2.03 | 2.00 | 1.98 |
| 34 | 4.13 | 3.28 | 2.88 | 2.65 | 2.49 | 2.38 | 2.29 | 2.23 | 2.17 | 2.12 | 2.08 | 2.05 | 2.02 | 1.99 | 1.97 |
| 35 | 4.12 | 3.27 | 2.87 | 2.64 | 2.49 | 2.37 | 2.29 | 2.22 | 2.16 | 2.11 | 2.07 | 2.04 | 2.01 | 1.99 | 1.96 |
| 36 | 4.11 | 3.26 | 2.87 | 2.63 | 2.48 | 2.36 | 2.28 | 2.21 | 2.15 | 2.11 | 2.07 | 2.03 | 2.00 | 1.98 | 1.95 |
| 37 | 4.11 | 3.25 | 2.86 | 2.63 | 2.47 | 2.36 | 2.27 | 2.20 | 2.14 | 2.10 | 2.06 | 2.02 | 2.00 | 1.97 | 1.95 |
| 38 | 4.10 | 3.24 | 2.85 | 2.62 | 2.46 | 2.35 | 2.26 | 2.19 | 2.14 | 2.09 | 2.05 | 2.02 | 1.99 | 1.96 | 1.94 |
| 39 | 4.09 | 3.24 | 2.85 | 2.61 | 2.46 | 2.34 | 2.26 | 2.19 | 2.13 | 2.08 | 2.04 | 2.01 | 1.98 | 1.95 | 1.93 |
| 40 | 4.08 | 3.23 | 2.84 | 2.61 | 2.45 | 2.34 | 2.25 | 2.18 | 2.12 | 2.08 | 2.04 | 2.00 | 1.97 | 1.95 | 1.92 |
| 41 | 4.08 | 3.23 | 2.83 | 2.60 | 2.44 | 2.33 | 2.24 | 2.17 | 2.12 | 2.07 | 2.03 | 2.00 | 1.97 | 1.94 | 1.92 |
| 42 | 4.07 | 3.22 | 2.83 | 2.59 | 2.44 | 2.32 | 2.24 | 2.17 | 2.11 | 2.06 | 2.03 | 1.99 | 1.96 | 1.94 | 1.91 |
| 43 | 4.07 | 3.21 | 2.82 | 2.59 | 2.43 | 2.32 | 2.23 | 2.16 | 2.11 | 2.06 | 2.02 | 1.99 | 1.96 | 1.93 | 1.91 |
| 44 | 4.06 | 3.21 | 2.82 | 2.58 | 2.43 | 2.31 | 2.23 | 2.16 | 2.10 | 2.05 | 2.01 | 1.98 | 1.95 | 1.92 | 1.90 |
| 45 | 4.06 | 3.20 | 2.81 | 2.58 | 2.42 | 2.31 | 2.22 | 2.15 | 2.10 | 2.05 | 2.01 | 1.97 | 1.94 | 1.92 | 1.89 |

## TITIK DISTRIBUSI PERSENTASE T

| Pr<br>df | 0.25<br>0.50 | 0.10<br>0.20 | 0.05<br>0.10 | 0.025<br>0.050 | 0.01<br>0.02 | 0.005<br>0.010 | 0.001<br>0.002 |
|---|---|---|---|---|---|---|---|
| **1** | 1.00000 | 3.07768 | 6.31375 | 12.70620 | 31.82052 | 63.65674 | 318.30884 |
| **2** | 0.81650 | 1.88562 | 2.91999 | 4.30265 | 6.96456 | 9.92484 | 22.32712 |
| **3** | 0.76489 | 1.63774 | 2.35336 | 3.18245 | 4.54070 | 5.84091 | 10.21453 |
| **4** | 0.74070 | 1.53321 | 2.13185 | 2.77645 | 3.74695 | 4.60409 | 7.17318 |
| **5** | 0.72669 | 1.47588 | 2.01505 | 2.57058 | 3.36493 | 4.03214 | 5.89343 |
| **6** | 0.71756 | 1.43976 | 1.94318 | 2.44691 | 3.14267 | 3.70743 | 5.20763 |
| **7** | 0.71114 | 1.41492 | 1.89458 | 2.36462 | 2.99795 | 3.49948 | 4.78529 |
| **8** | 0.70639 | 1.39682 | 1.85955 | 2.30600 | 2.89646 | 3.35539 | 4.50079 |
| **9** | 0.70272 | 1.38303 | 1.83311 | 2.26216 | 2.82144 | 3.24984 | 4.29681 |
| **10** | 0.69981 | 1.37218 | 1.81246 | 2.22814 | 2.76377 | 3.16927 | 4.14370 |
| **11** | 0.69745 | 1.36343 | 1.79588 | 2.20099 | 2.71808 | 3.10581 | 4.02470 |
| **12** | 0.69548 | 1.35622 | 1.78229 | 2.17881 | 2.68100 | 3.05454 | 3.92963 |
| **13** | 0.69383 | 1.35017 | 1.77093 | 2.16037 | 2.65031 | 3.01228 | 3.85198 |
| **14** | 0.69242 | 1.34503 | 1.76131 | 2.14479 | 2.62449 | 2.97684 | 3.78739 |
| **15** | 0.69120 | 1.34061 | 1.75305 | 2.13145 | 2.60248 | 2.94671 | 3.73283 |
| **16** | 0.69013 | 1.33676 | 1.74588 | 2.11991 | 2.58349 | 2.92078 | 3.68615 |
| **17** | 0.68920 | 1.33338 | 1.73961 | 2.10982 | 2.56693 | 2.89823 | 3.64577 |
| **18** | 0.68836 | 1.33039 | 1.73406 | 2.10092 | 2.55238 | 2.87844 | 3.61048 |
| **19** | 0.68762 | 1.32773 | 1.72913 | 2.09302 | 2.53948 | 2.86093 | 3.57940 |
| **20** | 0.68695 | 1.32534 | 1.72472 | 2.08596 | 2.52798 | 2.84534 | 3.55181 |
| **21** | 0.68635 | 1.32319 | 1.72074 | 2.07961 | 2.51765 | 2.83136 | 3.52715 |
| **22** | 0.68581 | 1.32124 | 1.71714 | 2.07387 | 2.50832 | 2.81876 | 3.50499 |
| **23** | 0.68531 | 1.31946 | 1.71387 | 2.06866 | 2.49987 | 2.80734 | 3.48496 |
| **24** | 0.68485 | 1.31784 | 1.71088 | 2.06390 | 2.49216 | 2.79694 | 3.46678 |
| **25** | 0.68443 | 1.31635 | 1.70814 | 2.05954 | 2.48511 | 2.78744 | 3.45019 |
| **26** | 0.68404 | 1.31497 | 1.70562 | 2.05553 | 2.47863 | 2.77871 | 3.43500 |
| **27** | 0.68368 | 1.31370 | 1.70329 | 2.05183 | 2.47266 | 2.77068 | 3.42103 |
| **28** | 0.68335 | 1.31253 | 1.70113 | 2.04841 | 2.46714 | 2.76326 | 3.40816 |
| **29** | 0.68304 | 1.31143 | 1.69913 | 2.04523 | 2.46202 | 2.75639 | 3.39624 |
| **30** | 0.68276 | 1.31042 | 1.69726 | 2.04227 | 2.45726 | 2.75000 | 3.38518 |
| **31** | 0.68249 | 1.30946 | 1.69552 | 2.03951 | 2.45282 | 2.74404 | 3.37490 |
| **32** | 0.68223 | 1.30857 | 1.69389 | 2.03693 | 2.44868 | 2.73848 | 3.36531 |
| **33** | 0.68200 | 1.30774 | 1.69236 | 2.03452 | 2.44479 | 2.73328 | 3.35634 |
| **34** | 0.68177 | 1.30695 | 1.69092 | 2.03224 | 2.44115 | 2.72839 | 3.34793 |
| **35** | 0.68156 | 1.30621 | 1.68957 | 2.03011 | 2.43772 | 2.72381 | 3.34005 |
| **36** | 0.68137 | 1.30551 | 1.68830 | 2.02809 | 2.43449 | 2.71948 | 3.33262 |
| **37** | 0.68118 | 1.30485 | 1.68709 | 2.02619 | 2.43145 | 2.71541 | 3.32563 |
| **38** | 0.68100 | 1.30423 | 1.68595 | 2.02439 | 2.42857 | 2.71156 | 3.31903 |
| **39** | 0.68083 | 1.30364 | 1.68488 | 2.02269 | 2.42584 | 2.70791 | 3.31279 |
| **40** | 0.68067 | 1.30308 | 1.68385 | 2.02108 | 2.42326 | 2.70446 | 3.30688 |

## Tabel r
## (Koefisien Korelasi Sederhana)

| df (N-2) | Satu Arah | | | | |
|---|---|---|---|---|---|
| | 0.05 | 0.025 | 0.01 | 0.005 | 0.0005 |
| | Dua Arah | | | | |
| | 0.1 | 0.05 | 0.02 | 0.01 | 0.001 |
| 1 | 0.9877 | 0.9969 | 0.9995 | 0.9999 | 1.0000 |
| 2 | 0.9000 | 0.9500 | 0.9800 | 0.9900 | 0.9990 |
| 3 | 0.8054 | 0.8783 | 0.9343 | 0.9587 | 0.9911 |
| 4 | 0.7293 | 0.8114 | 0.8822 | 0.9172 | 0.9741 |
| 5 | 0.6694 | 0.7545 | 0.8329 | 0.8745 | 0.9509 |
| 6 | 0.6215 | 0.7067 | 0.7887 | 0.8343 | 0.9249 |
| 7 | 0.5822 | 0.6664 | 0.7498 | 0.7977 | 0.8983 |
| 8 | 0.5494 | 0.6319 | 0.7155 | 0.7646 | 0.8721 |
| 9 | 0.5214 | 0.6021 | 0.6851 | 0.7348 | 0.8470 |
| 10 | 0.4973 | 0.5760 | 0.6581 | 0.7079 | 0.8233 |
| 11 | 0.4762 | 0.5529 | 0.6339 | 0.6835 | 0.8010 |
| 12 | 0.4575 | 0.5324 | 0.6120 | 0.6614 | 0.7800 |
| 13 | 0.4409 | 0.5140 | 0.5923 | 0.6411 | 0.7604 |
| 14 | 0.4259 | 0.4973 | 0.5742 | 0.6226 | 0.7419 |
| 15 | 0.4124 | 0.4821 | 0.5577 | 0.6055 | 0.7247 |
| 16 | 0.4000 | 0.4683 | 0.5425 | 0.5897 | 0.7084 |
| 17 | 0.3887 | 0.4555 | 0.5285 | 0.5751 | 0.6932 |
| 18 | 0.3783 | 0.4438 | 0.5155 | 0.5614 | 0.6788 |
| 19 | 0.3687 | 0.4329 | 0.5034 | 0.5487 | 0.6652 |
| 20 | 0.3598 | 0.4227 | 0.4921 | 0.5368 | 0.6524 |
| 21 | 0.3515 | 0.4132 | 0.4815 | 0.5256 | 0.6402 |
| 22 | 0.3438 | 0.4044 | 0.4716 | 0.5151 | 0.6287 |
| 23 | 0.3365 | 0.3961 | 0.4622 | 0.5052 | 0.6178 |
| 24 | 0.3297 | 0.3882 | 0.4534 | 0.4958 | 0.6074 |
| 25 | 0.3233 | 0.3809 | 0.4451 | 0.4869 | 0.5974 |
| 26 | 0.3172 | 0.3739 | 0.4372 | 0.4785 | 0.5880 |
| 27 | 0.3115 | 0.3673 | 0.4297 | 0.4705 | 0.5790 |
| 28 | 0.3061 | 0.3610 | 0.4226 | 0.4629 | 0.5703 |
| 29 | 0.3009 | 0.3550 | 0.4158 | 0.4556 | 0.5620 |
| 30 | 0.2960 | 0.3494 | 0.4093 | 0.4487 | 0.5541 |
| 31 | 0.2913 | 0.3440 | 0.4032 | 0.4421 | 0.5465 |
| 32 | 0.2869 | 0.3388 | 0.3972 | 0.4357 | 0.5392 |
| 33 | 0.2826 | 0.3338 | 0.3916 | 0.4296 | 0.5322 |
| 34 | 0.2785 | 0.3291 | 0.3862 | 0.4238 | 0.5254 |
| 35 | 0.2746 | 0.3246 | 0.3810 | 0.4182 | 0.5189 |
| 36 | 0.2709 | 0.3202 | 0.3760 | 0.4128 | 0.5126 |
| 37 | 0.2673 | 0.3160 | 0.3712 | 0.4076 | 0.5066 |
| 38 | 0.2638 | 0.3120 | 0.3665 | 0.4026 | 0.5007 |
| 39 | 0.2605 | 0.3081 | 0.3621 | 0.3978 | 0.4950 |
| 40 | 0.2573 | 0.3044 | 0.3578 | 0.3932 | 0.4896 |
| 41 | 0.2542 | 0.3008 | 0.3536 | 0.3887 | 0.4843 |
| 42 | 0.2512 | 0.2973 | 0.3496 | 0.3843 | 0.4791 |
| 43 | 0.2483 | 0.2940 | 0.3457 | 0.3801 | 0.4742 |
| 44 | 0.2455 | 0.2907 | 0.3420 | 0.3761 | 0.4694 |
| 45 | 0.2429 | 0.2876 | 0.3384 | 0.3721 | 0.4647 |
| 46 | 0.2403 | 0.2845 | 0.3348 | 0.3683 | 0.4601 |
| 47 | 0.2377 | 0.2816 | 0.3314 | 0.3646 | 0.4557 |
| 48 | 0.2353 | 0.2787 | 0.3281 | 0.3610 | 0.4514 |
| 49 | 0.2329 | 0.2759 | 0.3249 | 0.3575 | 0.4473 |
| 50 | 0.2306 | 0.2732 | 0.3218 | 0.3542 | 0.4432 |

| df (N-2) | Satu Arah | | | | |
|---|---|---|---|---|---|
| | 0.05 | 0.025 | 0.01 | 0.005 | 0.0005 |
| | Dua Arah | | | | |
| | 0.1 | 0.05 | 0.02 | 0.01 | 0.001 |
| 51 | 0.2284 | 0.2706 | 0.3188 | 0.3509 | 0.4393 |
| 52 | 0.2262 | 0.2681 | 0.3158 | 0.3477 | 0.4354 |
| 53 | 0.2241 | 0.2656 | 0.3129 | 0.3445 | 0.4317 |
| 54 | 0.2221 | 0.2632 | 0.3102 | 0.3415 | 0.4280 |
| 55 | 0.2201 | 0.2609 | 0.3074 | 0.3385 | 0.4244 |
| 56 | 0.2181 | 0.2586 | 0.3048 | 0.3357 | 0.4210 |
| 57 | 0.2162 | 0.2564 | 0.3022 | 0.3328 | 0.4176 |
| 58 | 0.2144 | 0.2542 | 0.2997 | 0.3301 | 0.4143 |
| 59 | 0.2126 | 0.2521 | 0.2972 | 0.3274 | 0.4110 |
| 60 | 0.2108 | 0.2500 | 0.2948 | 0.3248 | 0.4079 |
| 61 | 0.2091 | 0.2480 | 0.2925 | 0.3223 | 0.4048 |
| 62 | 0.2075 | 0.2461 | 0.2902 | 0.3198 | 0.4018 |
| 63 | 0.2058 | 0.2441 | 0.2880 | 0.3173 | 0.3988 |
| 64 | 0.2042 | 0.2423 | 0.2858 | 0.3150 | 0.3959 |
| 65 | 0.2027 | 0.2404 | 0.2837 | 0.3126 | 0.3931 |
| 66 | 0.2012 | 0.2387 | 0.2816 | 0.3104 | 0.3903 |
| 67 | 0.1997 | 0.2369 | 0.2796 | 0.3081 | 0.3876 |
| 68 | 0.1982 | 0.2352 | 0.2776 | 0.3060 | 0.3850 |
| 69 | 0.1968 | 0.2335 | 0.2756 | 0.3038 | 0.3823 |
| 70 | 0.1954 | 0.2319 | 0.2737 | 0.3017 | 0.3798 |
| 71 | 0.1940 | 0.2303 | 0.2718 | 0.2997 | 0.3773 |
| 72 | 0.1927 | 0.2287 | 0.2700 | 0.2977 | 0.3748 |
| 73 | 0.1914 | 0.2272 | 0.2682 | 0.2957 | 0.3724 |
| 74 | 0.1901 | 0.2257 | 0.2664 | 0.2938 | 0.3701 |
| 75 | 0.1888 | 0.2242 | 0.2647 | 0.2919 | 0.3678 |
| 76 | 0.1876 | 0.2227 | 0.2630 | 0.2900 | 0.3655 |
| 77 | 0.1864 | 0.2213 | 0.2613 | 0.2882 | 0.3633 |
| 78 | 0.1852 | 0.2199 | 0.2597 | 0.2864 | 0.3611 |
| 79 | 0.1841 | 0.2185 | 0.2581 | 0.2847 | 0.3589 |
| 80 | 0.1829 | 0.2172 | 0.2565 | 0.2830 | 0.3568 |
| 81 | 0.1818 | 0.2159 | 0.2550 | 0.2813 | 0.3547 |
| 82 | 0.1807 | 0.2146 | 0.2535 | 0.2796 | 0.3527 |
| 83 | 0.1796 | 0.2133 | 0.2520 | 0.2780 | 0.3507 |
| 84 | 0.1786 | 0.2120 | 0.2505 | 0.2764 | 0.3487 |
| 85 | 0.1775 | 0.2108 | 0.2491 | 0.2748 | 0.3468 |
| 86 | 0.1765 | 0.2096 | 0.2477 | 0.2732 | 0.3449 |
| 87 | 0.1755 | 0.2084 | 0.2463 | 0.2717 | 0.3430 |
| 88 | 0.1745 | 0.2072 | 0.2449 | 0.2702 | 0.3412 |
| 89 | 0.1735 | 0.2061 | 0.2435 | 0.2687 | 0.3393 |
| 90 | 0.1726 | 0.2050 | 0.2422 | 0.2673 | 0.3375 |
| 91 | 0.1716 | 0.2039 | 0.2409 | 0.2659 | 0.3358 |
| 92 | 0.1707 | 0.2028 | 0.2396 | 0.2645 | 0.3341 |
| 93 | 0.1698 | 0.2017 | 0.2384 | 0.2631 | 0.3323 |
| 94 | 0.1689 | 0.2006 | 0.2371 | 0.2617 | 0.3307 |
| 95 | 0.1680 | 0.1996 | 0.2359 | 0.2604 | 0.3290 |
| 96 | 0.1671 | 0.1986 | 0.2347 | 0.2591 | 0.3274 |
| 97 | 0.1663 | 0.1975 | 0.2335 | 0.2578 | 0.3258 |
| 98 | 0.1654 | 0.1966 | 0.2324 | 0.2565 | 0.3242 |
| 99 | 0.1646 | 0.1956 | 0.2312 | 0.2552 | 0.3226 |
| 100 | 0.1638 | 0.1946 | 0.2301 | 0.2540 | 0.3211 |

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## HASIL PERHITUNGAN SPSS

### Uji Validitas

**1. Variabel ( $X_1$ )**

**Correlations**

| | | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | TOTAL.1 |
|---|---|---|---|---|---|---|---|
| X1.1 | Pearson Correlation | 1 | .862** | .536* | .681** | .641** | .841** |
| | Sig. (2-tailed) | | .000 | .018 | .001 | .003 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X1.2 | Pearson Correlation | .862** | 1 | .603** | .782** | .704** | .892** |
| | Sig. (2-tailed) | .000 | | .006 | .000 | .001 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X1.3 | Pearson Correlation | .536* | .603** | 1 | .859** | .735** | .852** |
| | Sig. (2-tailed) | .018 | .006 | | .000 | .000 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X1.4 | Pearson Correlation | .681** | .782** | .859** | 1 | .823** | .940** |
| | Sig. (2-tailed) | .001 | .000 | .000 | | .000 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X1.5 | Pearson Correlation | .641** | .704** | .735** | .823** | 1 | .885** |
| | Sig. (2-tailed) | .003 | .001 | .000 | .000 | | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| TOTAL.1 | Pearson Correlation | .841** | .892** | .852** | .940** | .885** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |

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

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

## 2. Variabel ( $X_2$ )

**Correlations**

| | | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | TOTAL.2 |
|---|---|---|---|---|---|---|---|
| X2.1 | Pearson Correlation | 1 | .804** | 1.000** | .587** | .557* | .918** |
| | Sig. (2-tailed) | | .000 | .000 | .008 | .013 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X2.2 | Pearson Correlation | .804** | 1 | .804** | .642** | .511* | .866** |
| | Sig. (2-tailed) | .000 | | .000 | .003 | .025 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X2.3 | Pearson Correlation | 1.000** | .804** | 1 | .587** | .557* | .918** |
| | Sig. (2-tailed) | .000 | .000 | | .008 | .013 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X2.4 | Pearson Correlation | .587** | .642** | .587** | 1 | .618** | .804** |
| | Sig. (2-tailed) | .008 | .003 | .008 | | .005 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X2.5 | Pearson Correlation | .557* | .511* | .557* | .618** | 1 | .774** |
| | Sig. (2-tailed) | .013 | .025 | .013 | .005 | | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| TOTAL.2 | Pearson Correlation | .918** | .866** | .918** | .804** | .774** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |

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

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

### 3. Variabel ( $X_3$ )

**Correlations**

| | | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | TOTAL.3 |
|---|---|---|---|---|---|---|---|
| X3.1 | Pearson Correlation | 1 | .971** | .774** | .789** | .639** | .914** |
| | Sig. (2-tailed) | | .000 | .000 | .000 | .003 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X3.2 | Pearson Correlation | .971** | 1 | .788** | .807** | .710** | .937** |
| | Sig. (2-tailed) | .000 | | .000 | .000 | .001 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X3.3 | Pearson Correlation | .774** | .788** | 1 | .899** | .839** | .939** |
| | Sig. (2-tailed) | .000 | .000 | | .000 | .000 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X3.4 | Pearson Correlation | .789** | .807** | .899** | 1 | .740** | .924** |
| | Sig. (2-tailed) | .000 | .000 | .000 | | .000 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| X3.5 | Pearson Correlation | .639** | .710** | .839** | .740** | 1 | .859** |
| | Sig. (2-tailed) | .003 | .001 | .000 | .000 | | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| TOTAL.3 | Pearson Correlation | .914** | .937** | .939** | .924** | .859** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |

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

**4. Variabel ( Y )**

**Correlations**

| | | Y1 | Y2 | Y3 | Y4 | Y5 | TOTAL |
|---|---|---|---|---|---|---|---|
| Y1 | Pearson Correlation | 1 | .851** | 1.000** | .741** | .611** | .901** |
| | Sig. (2-tailed) | | .000 | .000 | .000 | .005 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| Y2 | Pearson Correlation | .851** | 1 | .851** | .813** | .629** | .926** |
| | Sig. (2-tailed) | .000 | | .000 | .000 | .004 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| Y3 | Pearson Correlation | 1.000** | .851** | 1 | .741** | .611** | .901** |
| | Sig. (2-tailed) | .000 | .000 | | .000 | .005 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| Y4 | Pearson Correlation | .741** | .813** | .741** | 1 | .596** | .888** |
| | Sig. (2-tailed) | .000 | .000 | .000 | | .007 | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| Y5 | Pearson Correlation | .611** | .629** | .611** | .596** | 1 | .816** |
| | Sig. (2-tailed) | .005 | .004 | .005 | .007 | | .000 |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |
| TOTAL | Pearson Correlation | .901** | .926** | .901** | .888** | .816** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | |
| | N | 19 | 19 | 19 | 19 | 19 | 19 |

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

**Uji Reliabilitas**

**5. Variabel ( X1 )**

**Case Processing Summary**

| | | N | % |
|---|---|---|---|
| Cases | Valid | 19 | 100.0 |
| | Excluded[a] | 0 | .0 |
| | Total | 19 | 100.0 |

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

**Reliability Statistics**

| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
|---|---|---|
| .927 | .929 | 5 |

**6. Variabel ( X2 )**

**Case Processing Summary**

| | | N | % |
|---|---|---|---|
| Cases | Valid | 19 | 100.0 |
| | Excluded[a] | 0 | .0 |
| | Total | 19 | 100.0 |

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

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|---|---|
| .905 | 5 |

**7. Variabel ( X3 )**

**Case Processing Summary**

| | | N | % |
|---|---|---|---|
| Cases | Valid | 19 | 100.0 |
| | Excluded[a] | 0 | .0 |
| | Total | 19 | 100.0 |

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

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|---|---|
| .951 | 5 |

**8. Variabel ( Y )**

**Reliability Statistics**

**Case Processing Summary**

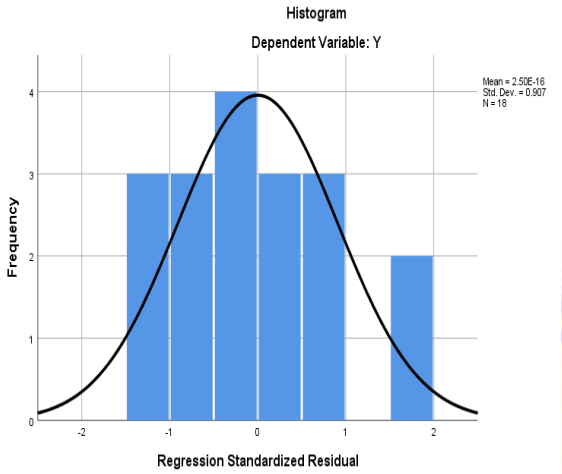
| | | N | % |
|---|---|---|---|
| Cases | Valid | 19 | 100.0 |
| | Excluded[a] | 0 | .0 |
| | Total | 19 | 100.0 |

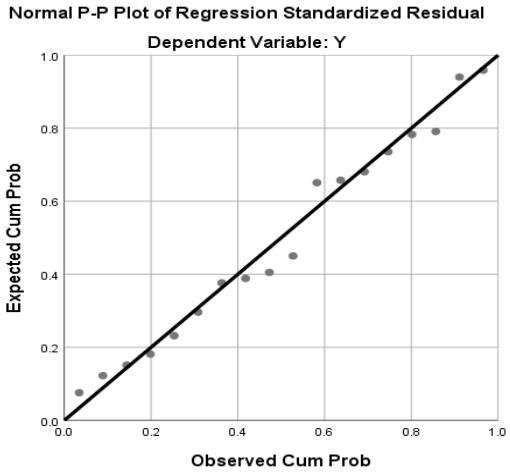
a. Listwise deletion based on all variables in the procedure.

| Cronbach's Alpha | N of Items |
|---|---|
| .932 | 5 |

## UJI ASUMSI KLASIK

## 9. UJI NORMALITAS




**One-Sample Kolmogorov-Smirnov Test**

| | | Unstandardized Residual |
|---|---|---|
| N | | 18 |
| Normal Parameters[a,b] | Mean | .0000000 |
| | Std. Deviation | .43474152 |
| Most Extreme Differences | Absolute | .111 |
| | Positive | .111 |
| | Negative | -.110 |
| Test Statistic | | .111 |
| Asymp. Sig. (2-tailed) | | .200[c,d] |

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

d. This is a lower bound of the true significance.

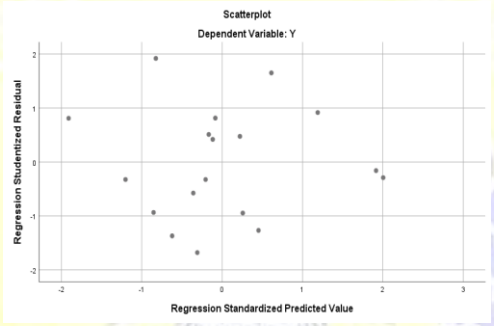
## 10. UJI MULTIKOLINIERITAS

**Coefficients[a]**

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Collinearity Statistics | |
|---|---|---|---|---|---|---|---|---|
| | | B | Std. Error | Beta | | | Tolerance | VIF |
| 1 | (Constant) | -2.069 | 1.202 | | -1.721 | .107 | | |
| | X1 | .714 | .153 | .861 | 4.659 | .000 | .693 | 1.442 |
| | X2 | .362 | .150 | .375 | 2.417 | .030 | .982 | 1.018 |
| | X3 | .450 | .164 | .511 | 2.744 | .016 | .684 | 1.463 |

a. Dependent Variable: Y

## 11. UJI HETEROSKADESTISITAS




## B. REGRESI LINIER BERGANDA

**Coefficients[a]**

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|---|---|---|---|---|---|---|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | -2.163 | 1.088 | | -1.988 | .065 |
| | HARGA | .726 | .138 | .849 | 5.264 | .000 |
| | SPESIFIKASI | .363 | .145 | .355 | 2.503 | .024 |
| | LOKASI | .463 | .150 | .503 | 3.092 | .007 |

a. Dependent Variable: KEPUTUSAN.PEMBELIAN

## C. UJI HIPOTESIS

### 1. UJI T

**Coefficients[a]**

| Model | | Unstandardized Coefficients B | Unstandardized Coefficients Std. Error | Standardized Coefficients Beta | t | Sig. |
|---|---|---|---|---|---|---|
| 1 | (Constant) | -2.163 | 1.088 | | -1.988 | .065 |
| | HARGA | .726 | .138 | .849 | 5.264 | .000 |
| | SPESIFIKASI | .363 | .145 | .355 | 2.503 | .024 |
| | LOKASI | .463 | .150 | .503 | 3.092 | .007 |

a. Dependent Variable: KEPUTUSAN.PEMBELIAN

### 2. UJI F

**ANOVA[a]**

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|---|---|---|---|---|---|---|
| 1 | Regression | 7.660 | 3 | 2.553 | 11.878 | .000[b] |
| | Residual | 3.224 | 15 | .215 | | |
| | Total | 10.884 | 18 | | | |

a. Dependent Variable: KEPUTUSAN.PEMBELIAN

b. Predictors: (Constant), LOKASI, SPESIFIKASI, HARGA

## D. KOEFISIEN DETERMINASI

**Model Summary**

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Change Statistics R Square Change | F Change | df1 | df2 | Sig. F Change |
|---|---|---|---|---|---|---|---|---|---|
| 1 | .839[a] | .704 | .645 | .464 | .704 | 11.878 | 3 | 15 | .000 |

a. Predictors: (Constant), LOKASI, SPESIFIKASI, HARGA

**Inter-Item Correlation Matrix**

| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 |
|---|---|---|---|---|---|
| X1.1 | 1.000 | .862 | .536 | .681 | .641 |
| X1.2 | .862 | 1.000 | .603 | .782 | .704 |
| X1.3 | .536 | .603 | 1.000 | .859 | .735 |
| X1.4 | .681 | .782 | .859 | 1.000 | .823 |
| X1.5 | .641 | .704 | .735 | .823 | 1.000 |

**Summary Item Statistics**

| | Mean | Minimum | Maximum | Range | Maximum / Minimum | Variance | N of Items |
|---|---|---|---|---|---|---|---|
| Item Means | 3.947 | 3.789 | 4.053 | .263 | 1.069 | .011 | 5 |
| Inter-Item Correlations | .723 | .536 | .862 | .326 | 1.608 | .012 | 5 |

**Coefficient Correlations[a]**

| Model | | | LOKASI | SPESIFIKASI | HARGA |
|---|---|---|---|---|---|
| 1 | Correlations | LOKASI | 1.000 | -.134 | .489 |
| | | SPESIFIKASI | -.134 | 1.000 | -.026 |
| | | HARGA | .489 | -.026 | 1.000 |
| | Covariances | LOKASI | .022 | -.003 | .010 |
| | | SPESIFIKASI | -.003 | .021 | -.001 |
| | | HARGA | .010 | -.001 | .019 |

a. Dependent Variable: PENGAMBILAN.KEPUTUSAN

**Variables Entered/Removed[a]**

| Model | Variables Entered | Variables Removed | Method |
|---|---|---|---|
| 1 | X3, X2, X1[b] | . | Enter |

a. Dependent Variable: Y

b. All requested variables entered.

**Model Summary[b]**

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|---|---|---|---|---|---|
| 1 | .818[a] | .668 | .597 | .479 | .881 |

a. Predictors: (Constant), X3, X2, X1

b. Dependent Variable: Y

**ANOVA[a]**

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|---|---|---|---|---|---|---|
| 1 | Regression | 6.478 | 3 | 2.159 | 9.409 | .001[b] |
| | Residual | 3.213 | 14 | .230 | | |
| | Total | 9.691 | 17 | | | |

a. Dependent Variable: Y

b. Predictors: (Constant), X3, X2, X1

**Collinearity Diagnostics[a]**

| Model | Dimension | Eigenvalue | Condition Index | Variance Proportions | | | |
|---|---|---|---|---|---|---|---|
| | | | | (Constant) | X1 | X2 | X3 |
| 1 | 1 | 3.891 | 1.000 | .00 | .00 | .00 | .00 |
| | 2 | .072 | 7.348 | .00 | .27 | .01 | .17 |
| | 3 | .030 | 11.357 | .01 | .06 | .88 | .20 |
| | 4 | .006 | 24.684 | .99 | .67 | .10 | .64 |

a. Dependent Variable: Y

**Residuals Statistics[a]**

| | Minimum | Maximum | Mean | Std. Deviation | N |
|---|---|---|---|---|---|
| Predicted Value | 2.70 | 5.12 | 3.88 | .617 | 18 |
| Std. Predicted Value | -1.910 | 2.004 | .000 | 1.000 | 18 |
| Standard Error of Predicted Value | .119 | .315 | .216 | .067 | 18 |
| Adjusted Predicted Value | 2.50 | 5.17 | 3.90 | .635 | 18 |
| Residual | -.687 | .831 | .000 | .435 | 18 |
| Std. Residual | -1.434 | 1.736 | .000 | .907 | 18 |
| Stud. Residual | -1.679 | 1.919 | -.020 | 1.028 | 18 |
| Deleted Residual | -.942 | 1.017 | -.023 | .564 | 18 |
| Stud. Deleted Residual | -1.811 | 2.155 | -.012 | 1.081 | 18 |
| Mahal. Distance | .098 | 6.426 | 2.833 | 2.162 | 18 |
| Cook's Distance | .002 | .359 | .078 | .103 | 18 |
| Centered Leverage Value | .006 | .378 | .167 | .127 | 18 |

a. Dependent Variable: Y