

LAMPIRAN 1 BUKTI BIMBINGAN

KARTU BIMBINGAN SKRIPSI PENETAPAN DOSEN PEMBIMBING SKRIPSI

LAMPIRAN 2 KUESIONER

DAFTAR PERTANYAAN

PENGARUH KUALITAS PRODUK, HARGA DAN *WORD OF MOUTH* TERHADAP KEPUTUSAN PEMBELIAN KOSMETIK WARDAH (STUDI PADA MAHASISWI STIE MALANGKUÇEÇWARA MALANG)

A. Petunjuk pengisian

1. Pilihlah salah satu jawaban / pernyataan yang tersedia sesuai dengan pendapat anda dengan keadaan yang benar – benar anda alami sebagai pengguna produk Wardah.
2. Keterangan pilihan jawaban
STS = Sangat tidak setuju
KS = Kurang setuju
N = Netral
S = Setuju
SS = Sangat setuju

B. Bagian I

1. Nama : 2. NPK :
3. Angkatan : 4. Jurusan :
5. Uang saku per Bulan saya..
 < 1000.000 1000.000 – 2000.000 > 2000.000
6. Saya sudah menggunakan produk kosmetik Wardah selama..
 < 1 tahun 1 – 2 tahun > 2 tahun

C. Bagian II : Pernyataan

No	Pernyataan	STS	KS	N	S	SS
Kualitas Produk						
1	Produk kosmetik Wardah Memiliki tekstur yang sesuai dengan kebutuhan kulit.					
2	Produk kosmetik Wardah Memiliki jenis yang beranek ragam sesuai kebutuhan kulit.					

3	Produk kosmetik Wardah memiliki kualitas yang baik.					
4	Produk kosmetik Wardah sesuai dengan kebutuhan kulit.					
5	Produk kosmetik Wardah tahan lama di kulit.					
6	Produk kosmetik Wardah Dipercaya karena kualitasnya.					
7	Produk kosmetik Wardah Dapat memperbaiki tekstur kulit.					
8	Produk kosmetik Wardah Memiliki standarisasi yang tinggi.					
9	Produk kosmetik Wardah Memiliki desain yang kekinian.					
Harga						
10	Produk kosmetik Wardah memiliki harga yang terjangkau.					
11	Produk kosmetik Wardah memiliki harga yang sesuai dengan kualitas.					
12	Produk kosmetik Wardah memiliki daya saing harga.					
13	Produk kosmetik Wardah memiliki harga yang sesuai manfaat					
14	Produk kosmetik Wardah memiliki harga yang dapat mempengaruhi daya beli.					
Word of Mouth						
15	Saya membicarakan keunggulan produk kosmetik Wardah kepada orang lain.					
16	Saya mempromosikan produk kosmetik Wardah kepada orang lain.					
17	Saya merekomendasikan orang lain untuk menggunakan produk kosmetik Wardah.					
Keputusan pembelian						
18	Saya mencari produk kosmetik Wardah sesuai dengan yang saya butuhkan.					
19	Saya mencari informasi lebih lanjut mengenai produk kosmetik Wardah yang saya butuhkan.					
20	Informasi yang ada pada produk kosmetik Wardah mudah dipahami.					
21	Saya memutuskan membeli produk kosmetik Wardah sesuai yang saya butuhkan					

22	Karena produk kosmetik Wardah sesuai dengan yang saya harapkan, saya akan melakukan pembelian ulang.					
----	--	--	--	--	--	--

LAMPIRAN 3
Validitas dan Reliabilitas

Validitas

		Correlations					
		x1.1	x1.2	x1.3	x1.4	x1.5	tx1
x1.1	Pearson Correlation	1	.646**	.755**	.702**	.628**	.865**
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	100	100	100	100	100	100
x1.2	Pearson Correlation	.646**	1	.629**	.630**	.574**	.807**
	Sig. (2-tailed)	.000		.000	.000	.000	.000
	N	100	100	100	100	100	100
x1.3	Pearson Correlation	.755**	.629**	1	.807**	.671**	.866**
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	100	100	100	100	100	100
x1.4	Pearson Correlation	.702**	.630**	.807**	1	.639**	.844**
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	100	100	100	100	100	100
x1.5	Pearson Correlation	.628**	.574**	.671**	.639**	1	.813**
	Sig. (2-tailed)	.000	.000	.000	.000		.000
	N	100	100	100	100	100	100
tx1	Pearson Correlation	.865**	.807**	.866**	.844**	.813**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	100	100	100	100	100	100

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

Correlations

		x1.6	x1.7	x1.8	x1.9	tx1
x1.6	Pearson Correlation	1	.719**	.711**	.714**	.890**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	100	100	100	100	100
x1.7	Pearson Correlation	.719**	1	.716**	.582**	.801**
	Sig. (2-tailed)	.000		.000	.000	.000
	N	100	100	100	100	100
x1.8	Pearson Correlation	.711**	.716**	1	.704**	.873**
	Sig. (2-tailed)	.000	.000		.000	.000
	N	100	100	100	100	100
x1.9	Pearson Correlation	.714**	.582**	.704**	1	.828**
	Sig. (2-tailed)	.000	.000	.000		.000
	N	100	100	100	100	100
tx1	Pearson Correlation	.890**	.801**	.873**	.828**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	100	100	100	100	100

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

Correlations

		x2.1	x2.2	x2.3	x2.4	x2.5	tx2
x2.1	Pearson Correlation	1	.849**	.818**	.762**	.766**	.918**
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	100	100	100	100	100	100
x2.2	Pearson Correlation	.849**	1	.862**	.803**	.760**	.934**

	Sig. (2-tailed)	.000		.000	.000	.000	.000
	N	100	100	100	100	100	100
x2.3	Pearson Correlation	.818**	.862**	1	.804**	.797**	.934**
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	100	100	100	100	100	100
x2.4	Pearson Correlation	.762**	.803**	.804**	1	.771**	.901**
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	100	100	100	100	100	100
x2.5	Pearson Correlation	.766**	.760**	.797**	.771**	1	.894**
	Sig. (2-tailed)	.000	.000	.000	.000		.000
	N	100	100	100	100	100	100
tx2	Pearson Correlation	.918**	.934**	.934**	.901**	.894**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	100	100	100	100	100	100

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

Correlations

		x3.1	x3.2	x3.3	tx3
x3.1	Pearson Correlation	1	.783**	.791**	.923**
	Sig. (2-tailed)		.000	.000	.000
	N	100	100	100	100
x3.2	Pearson Correlation	.783**	1	.807**	.928**
	Sig. (2-tailed)	.000		.000	.000
	N	100	100	100	100
x3.3	Pearson Correlation	.791**	.807**	1	.935**
	Sig. (2-tailed)	.000	.000		.000
	N	100	100	100	100
tx3	Pearson Correlation	.923**	.928**	.935**	1

Sig. (2-tailed)	.000	.000	.000	
N	100	100	100	100

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

Correlations

		y1	y2	y3	y4	y5	ty
y1	Pearson Correlation	1	.756**	.691**	.802**	.748**	.893**
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	100	100	100	100	100	100
y2	Pearson Correlation	.756**	1	.745**	.788**	.647**	.877**
	Sig. (2-tailed)	.000		.000	.000	.000	.000
	N	100	100	100	100	100	100
y3	Pearson Correlation	.691**	.745**	1	.795**	.748**	.885**
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	100	100	100	100	100	100
y4	Pearson Correlation	.802**	.788**	.795**	1	.860**	.943**
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	100	100	100	100	100	100
y5	Pearson Correlation	.748**	.647**	.748**	.860**	1	.892**
	Sig. (2-tailed)	.000	.000	.000	.000		.000
	N	100	100	100	100	100	100
ty	Pearson Correlation	.893**	.877**	.885**	.943**	.892**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	100	100	100	100	100	100

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

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items

.949	9
------	---

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x1.1	32.51	41.101	.822	.942
x1.2	32.17	43.274	.757	.945
x1.3	32.49	41.545	.826	.941
x1.4	32.61	41.735	.797	.943
x1.5	32.84	42.398	.760	.945
x1.6	32.54	41.544	.857	.940
x1.7	33.03	42.454	.745	.946
x1.8	32.58	41.963	.837	.941
x1.9	32.43	42.106	.778	.944

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.952	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x2.1	17.15	11.341	.867	.941
x2.2	17.23	11.371	.894	.936

x2.3	17.15	11.604	.896	.936
x2.4	17.30	12.010	.848	.944
x2.5	17.17	11.738	.833	.946

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.920	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x3.1	7.70	3.323	.828	.892
x3.2	7.81	3.347	.840	.883
x3.3	7.65	3.139	.846	.878

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.939	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation	Cronbach's Alpha if Item Deleted
y1	17.14	11.839	.826	.927
		12.134		
y2	17.26	12.137	.805	.931
y3	17.38	12.015	.819	.928
y4	17.16	11.952	.911	.912
y5	17.26		.826	.927

LAMPIRAN 4 Uji Asumsi Klasik

Normalitas

One-Sample Kolmogorov-Smirnov Test

		X1 = Kualitas Produk	X2 = Harga	X3 = Word of Mouth	Y = Keputusan Pembelian
N		100	100	100	100
Normal Parameters ^{a, b}	Mean	36.65	21.50	11.58	21.55
	Std. Deviation	7.269	4.234	2.660	4.300
Most Extreme Differences	Absolute	.194	.204	.203	.211
	Positive	.125	.204	.099	.211
	Negative	-.194	-.177	-.203	-.179
Kolmogorov-Smirnov Z		.488	.605	.807	1.071
Asymp. Sig. (2-tailed)		.971	.858	.533	.202

a. Test distribution is Normal.

b. Calculated from data.

One-Sample Kolmogorov-Smirnov Test

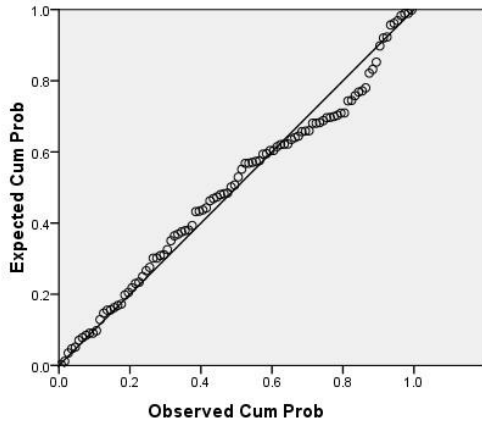
		Unstandardized Residual
N		100
Normal Parameters ^{a, b}	Mean	.0000000
	Std. Deviation	18.77499671
Most Extreme Differences	Absolute	.098
	Positive	.098
	Negative	-.051
Kolmogorov-Smirnov Z		.977
Asymp. Sig. (2-tailed)		.295

a. Test distribution is Normal.

b. Calculated from data.

Normal P-P Plot of Regression Standardized Residual

Dependent Variable: Y = Keputusan Pembelian



Autokorelasi

Model Summary^b

Model	Durbin-Watson
1	1.857 ^a

a. Predictors: (Constant),

X3 = Word of Mouth, X1 =

Kualitas Produk, X2 =

Harga

b. Dependent Variable: Y =

Keputusan Pembelian

Multikolinieritas

Coefficients^a

Model	Collinearity Statistics	
	Tolerance	VIF

1	X1 = Kualitas Produk	.994	1.006
		.975	1.026
	X2 = Harga		
	X3 = Word of Mouth	.971	1.030

a. Dependent Variable: Y = Keputusan Pembelian

Heteroskedastisitas

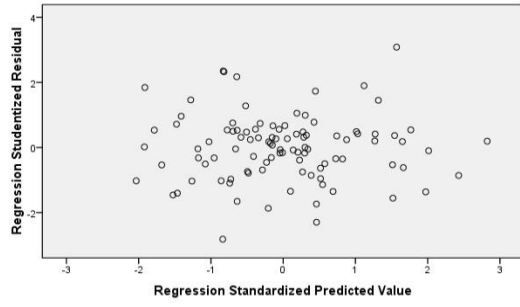
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-2.506	6.394		-.392	.696
	X1 = Kualitas Produk	.225	.382	.133	.589	.557
	X2 = Harga	.007	.663	.002	.010	.992
	X3 = Word of Mouth	.713	.747	.155	.954	.342

Coefficients^a

a. Dependent Variable: absresid

Scatterplot

Dependent Variable: Y = Keputusan Pembelian



LAMPIRAN 5 Uji Hipotesis

Regression

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.901 ^a	.812	.806	1.893

a. Predictors: (Constant), X3 = Word of Mouth, X1 = Kualitas Produk, X2 = Harga

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1486.731	3	495.577	138.293	.000 ^a
	Residual	344.019	96	3.584		
	Total	1830.750	99			

a. Predictors: (Constant), X3 = Word of Mouth, X1 = Kualitas Produk, X2 = Harga

b. Dependent Variable: Y = Keputusan Pembelian

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients		t	Sig.
		B	Std. Error	Beta			
1	(Constant)	1.417	1.010			1.403	.164
	X1 = Kualitas Produk	.264	.060	.446		4.378	.000
	X2 = Harga	.308	.105	.303		2.941	.004
	X3 = Word of Mouth	.331	.118	.205		2.803	.006

a. Dependent Variable: Y = Keputusan Pembelian

LAMPIRAN 6 Data Responden

No	X1	X2	X3	X4	X5	X6	X7	X8	X9	X10	X11	X12	X13	X14	X15	X16	X17	X18	X19	X20	X21	X22	X23	X24	X25	X26	X27	X28	X29	X30	X31	X32	X33	X34	X35	X36	X37	X38	X39	X40	X41	X42	X43	X44	X45	X46	X47	X48	X49	X50	X51	X52	X53	X54	X55	X56	X57	X58	X59	X60	X61	X62	X63	X64	X65	X66	X67	X68	X69	X70	X71	X72	X73	X74	X75	X76	X77	X78	X79	X80	X81	X82	X83	X84	X85	X86	X87	X88	X89	X90	X91	X92	X93	X94	X95	X96	X97	X98	X99	X100	X101	X102	X103	X104	X105	X106	X107	X108	X109	X110	X111	X112	X113	X114	X115	X116	X117	X118	X119	X120	X121	X122	X123	X124	X125	X126	X127	X128	X129	X130	X131	X132	X133	X134	X135	X136	X137	X138	X139	X140	X141	X142	X143	X144	X145	X146	X147	X148	X149	X150	X151	X152	X153	X154	X155	X156	X157	X158	X159	X160	X161	X162	X163	X164	X165	X166	X167	X168	X169	X170	X171	X172	X173	X174	X175	X176	X177	X178	X179	X180	X181	X182	X183	X184	X185	X186	X187	X188	X189	X190	X191	X192	X193	X194	X195	X196	X197	X198	X199	X200	X201	X202	X203	X204	X205	X206	X207	X208	X209	X210	X211	X212	X213	X214	X215	X216	X217	X218	X219	X220	X221	X222	X223	X224	X225	X226	X227	X228	X229	X230	X231	X232	X233	X234	X235	X236	X237	X238	X239	X240	X241	X242	X243	X244	X245	X246	X247	X248	X249	X250	X251	X252	X253	X254	X255	X256	X257	X258	X259	X260	X261	X262	X263	X264	X265	X266	X267	X268	X269	X270	X271	X272	X273	X274	X275	X276	X277	X278	X279	X280	X281	X282	X283	X284	X285	X286	X287	X288	X289	X290	X291	X292	X293	X294	X295	X296	X297	X298	X299	X300	X301	X302	X303	X304	X305	X306	X307	X308	X309	X310	X311	X312	X313	X314	X315	X316	X317	X318	X319	X320	X321	X322	X323	X324	X325	X326	X327	X328	X329	X330	X331	X332	X333	X334	X335	X336	X337	X338	X339	X340	X341	X342	X343	X344	X345	X346	X347	X348	X349	X350	X351	X352	X353	X354	X355	X356	X357	X358	X359	X360	X361	X362	X363	X364	X365	X366	X367	X368	X369	X370	X371	X372	X373	X374	X375	X376	X377	X378	X379	X380	X381	X382	X383	X384	X385	X386	X387	X388	X389	X390	X391	X392	X393	X394	X395	X396	X397	X398	X399	X400	X401	X402	X403	X404	X405	X406	X407	X408	X409	X410	X411	X412	X413	X414	X415	X416	X417	X418	X419	X420	X421	X422	X423	X424	X425	X426	X427	X428	X429	X430	X431	X432	X433	X434	X435	X436	X437	X438	X439	X440	X441	X442	X443	X444	X445	X446	X447	X448	X449	X450	X451	X452	X453	X454	X455	X456	X457	X458	X459	X460	X461	X462	X463	X464	X465	X466	X467	X468	X469	X470	X471	X472	X473	X474	X475	X476	X477	X478	X479	X480	X481	X482	X483	X484	X485	X486	X487	X488	X489	X490	X491	X492	X493	X494	X495	X496	X497	X498	X499	X500	X501	X502	X503	X504	X505	X506	X507	X508	X509	X510	X511	X512	X513	X514	X515	X516	X517	X518	X519	X520	X521	X522	X523	X524	X525	X526	X527	X528	X529	X530	X531	X532	X533	X534	X535	X536	X537	X538	X539	X540	X541	X542	X543	X544	X545	X546	X547	X548	X549	X550	X551	X552	X553	X554	X555	X556	X557	X558	X559	X560	X561	X562	X563	X564	X565	X566	X567	X568	X569	X570	X571	X572	X573	X574	X575	X576	X577	X578	X579	X580	X581	X582	X583	X584	X585	X586	X587	X588	X589	X590	X591	X592	X593	X594	X595	X596	X597	X598	X599	X600	X601	X602	X603	X604	X605	X606	X607	X608	X609	X610	X611	X612	X613	X614	X615	X616	X617	X618	X619	X620	X621	X622	X623	X624	X625	X626	X627	X628	X629	X630	X631	X632	X633	X634	X635	X636	X637	X638	X639	X640	X641	X642	X643	X644	X645	X646	X647	X648	X649	X650	X651	X652	X653	X654	X655	X656	X657	X658	X659	X660	X661	X662	X663	X664	X665	X666	X667	X668	X669	X670	X671	X672	X673	X674	X675	X676	X677	X678	X679	X680	X681	X682	X683	X684	X685	X686	X687	X688	X689	X690	X691	X692	X693	X694	X695	X696	X697	X698	X699	X700	X701	X702	X703	X704	X705	X706	X707	X708	X709	X710	X711	X712	X713	X714	X715	X716	X717	X718	X719	X720	X721	X722	X723	X724	X725	X726	X727	X728	X729	X730	X731	X732	X733	X734	X735	X736	X737	X738	X739	X740	X741	X742	X743	X744	X745	X746	X747	X748	X749	X750	X751	X752	X753	X754	X755	X756	X757	X758	X759	X760	X761	X762	X763	X764	X765	X766	X767	X768	X769	X770	X771	X772	X773	X774	X775	X776	X777	X778	X779	X780	X781	X782	X783	X784	X785	X786	X787	X788	X789	X790	X791	X792	X793	X794	X795	X796	X797	X798	X799	X800	X801	X802	X803	X804	X805	X806	X807	X808	X809	X810	X811	X812	X813	X814	X815	X816	X817	X818	X819	X820	X821	X822	X823	X824	X825	X826	X827	X828	X829	X830	X831	X832	X833	X834	X835	X836	X837	X838	X839	X840	X841	X842	X843	X844	X845	X846	X847	X848	X849	X850	X851	X852	X853	X854	X855	X856	X857	X858	X859	X860	X861	X862	X863	X864	X865	X866	X867	X868	X869	X870	X871	X872	X873	X874	X875	X876	X877	X878	X879	X880	X881	X882	X883	X884	X885	X886	X887	X888	X889	X890	X891	X892	X893	X894	X895	X896	X897	X898	X899	X900	X901	X902	X903	X904	X905	X906	X907	X908	X909	X910	X911	X912	X913	X914	X915	X916	X917	X918	X919	X920	X921	X922	X923	X924	X925	X926	X927	X928	X929	X930	X931	X932	X933	X934	X935	X936	X937	X938	X939	X940	X941	X942	X943	X944	X945	X946	X947	X948	X949	X950	X951	X952	X953	X954	X955	X956	X957	X958	X959	X960	X961	X962	X963	X964	X965	X966	X967	X968	X969	X970	X971	X972	X973	X974	X975	X976	X977	X978	X979	X980	X981	X982	X983	X984	X985	X986	X987	X988	X989	X990	X991	X992	X993	X994	X995	X996	X997	X998	X999	X1000
1	4	5	5	5	4	5	5	4	5	12	5	5	5	5	5	25	4	5	5	14	5	5	4	5	4	23	42	25	14	23																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
2	3	5	4	4	4	4	3	4	3	14	3	3	4	3	4	17	3	3	3	9	3	3	4	3	3	16	34	17	9	16																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
3	5	5	4	4	4	4	4	4	5	19	5	5	5	5	5	25	4	4	4	12	5	5	5	5	5	25	39	25	12	25																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
4	4	4	4	3	3	4	3	4	3	12	3	3	4	3	3	15	3	2	2	7	3	3	3	3	3	15	32	16	7	15																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
5	3	5	2	2	4	4	4	3	5	12	3	3	3	4	5	13	4	5	5	14	3	5	5	5	5	23	32	18	14	23																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
6	5	5	5	5	5	5	4	5	5	14	4	4	5	4	4	21	3	3	3	9	5	5	5	5	5	25	44	21	9	25																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
7	5	5	5	5	4	4	4	5	5	12	5	5	5	5	5	25	4	4	4	12	5	5	5	5	5	25	42	25	12	25																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
8	5	5	4	3	4	5	5	5	5	11	5	4	4	4	3	20	4	5	4	13	3	4	3	5	4	19	41	20	13	19																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
9	3	4	4	4	4	4	4	4	4	15	4	4	3	4	4	19	4	3	4	11	4	4	4	4	4	20	35	19	11	20																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
10	5	5	5	5	5	5	5	5	5	15	5	5	5	5	5	25	5	5	5	15	5	5	3	5	5	23	45	25	15	23																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										
11	4	4	4	4	5	5	4	4	4	18	5	5	5	5	5	25	5	4	4	13	4	4	4	4	4	20	38	25	13	20																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																										

12	4	5	4	3	3	5	4	4	5	17	5	4	4	5	3	21	3	4	4	11	5	5	4	4	3	21	37	21	11	21
13	4	4	5	5	4	4	4	4	4	18	5	5	4	5	5	24	4	4	4	12	4	4	4	4	5	21	38	24	12	21
14	5	5	5	4	4	4	5	5	5	12	4	4	4	4	5	21	5	4	4	13	5	4	4	5	5	23	42	21	13	23
15	4	4	4	4	4	4	4	4	4	16	4	4	4	4	4	20	4	4	4	12	4	4	4	4	4	20	36	20	12	20
16	5	5	5	5	5	5	5	5	5	15	5	5	5	5	5	25	5	5	5	15	5	5	5	5	5	25	45	25	15	25
17	3	5	4	3	4	4	2	3	5	13	4	4	5	4	5	22	3	4	4	11	5	5	5	5	2	22	33	22	11	22
18	4	4	4	4	5	5	4	4	4	18	5	5	5	5	5	25	5	4	4	13	4	4	4	4	4	20	38	25	13	20
19	4	5	4	3	4	4	3	4	4	15	4	4	4	4	4	20	4	3	3	10	4	5	5	5	4	23	35	20	10	23
20	3	5	5	5	5	4	4	3	4	18	5	5	5	5	5	25	4	4	4	12	5	5	4	4	4	22	38	25	12	22
21	3	4	3	4	3	3	3	3	3	19	3	4	4	4	4	13	3	3	3	9	3	3	3	3	3	15	29	19	9	15
22	3	4	4	4	3	4	2	3	3	10	3	3	3	3	3	15	3	3	3	9	4	3	3	4	3	17	30	15	9	17
23	2	4	3	3	1	2	1	3	3	12	3	2	3	3	3	14	3	4	3	10	3	4	4	4	4	19	22	14	10	19
24	3	4	4	4	4	4	3	3	3	12	3	4	4	3	3	17	2	1	2	5	4	4	3	3	2	16	32	17	5	16
25	3	5	3	3	3	3	3	3	3	19	4	3	3	3	3	15	2	3	2	7	2	4	3	3	3	15	29	16	7	15
26	1	1	1	1	1	1	1	1	1	9	1	1	1	1	1	5	1	1	1	3	1	1	1	1	1	5	9	5	3	5
27	5	5	5	5	3	5	4	4	5	11	5	5	5	5	5	25	5	5	5	15	5	5	4	5	5	24	41	25	15	24
28	5	5	5	5	5	5	5	5	5	15	5	5	5	5	5	25	5	5	5	15	5	5	5	5	5	25	45	25	15	25

29	4	5	5	5	3	4	4	5	5	10	5	5	5	5	5	25	4	4	5	13	5	5	5	5	5	25	40	25	13	25
30	3	4	4	4	3	4	4	4	4	34	4	4	4	4	4	20	3	3	3	9	3	3	4	4	4	18	34	20	9	18
31	4	4	5	4	4	5	4	3	5	38	5	5	5	4	4	23	4	3	3	10	5	4	3	5	5	22	38	23	10	22
32	4	3	4	3	3	4	2	4	5	32	3	4	4	4	4	19	3	3	3	9	5	4	4	4	4	21	32	19	9	21
33	5	5	4	5	4	4	4	4	4	39	4	4	5	5	5	23	5	5	5	15	5	5	5	5	5	25	39	23	15	25
34	1	1	1	1	1	1	1	1	1	9	1	1	1	1	1	5	1	1	1	3	1	1	1	1	1	5	9	5	3	5
35	5	5	5	5	4	5	5	5	4	13	5	5	5	5	5	25	3	3	4	10	5	5	5	5	5	25	43	25	10	25

36	1	1	1	1	1	1	1	1	1	9	1	1	1	1	1	5	1	1	1	3	1	1	1	1	1	5	9	5	3	5
37	4	4	4	4	4	4	4	4	4	36	4	4	4	4	4	20	4	4	4	12	4	4	4	4	4	20	36	20	12	20
38	2	3	2	2	2	2	2	2	2	19	3	3	3	3	3	15	3	3	3	9	3	3	3	3	3	15	19	15	9	15
39	4	4	4	4	2	3	2	4	4	31	4	4	4	4	4	20	2	2	2	6	4	3	4	4	4	19	31	20	6	19
40	1	1	1	1	2	1	2	2	1	12	1	1	2	3	3	10	2	2	3	7	1	1	1	2	2	7	12	10	7	7
41	4	5	4	4	4	5	4	4	5	39	4	4	4	5	4	21	5	5	5	15	5	5	5	5	5	25	39	21	15	25
42	4	4	4	5	4	4	3	3	4	35	4	4	3	3	3	17	3	3	4	10	5	4	5	5	5	24	35	17	10	24
43	5	5	4	5	4	4	4	4	4	39	4	4	5	5	5	23	5	5	5	15	5	5	5	5	5	25	39	23	15	25
44	5	5	5	5	5	5	5	5	5	45	4	5	5	5	5	24	4	4	4	12	5	5	5	5	5	25	45	24	12	25

45	4	5	3	3	3	4	3	3	5	33	5	5	5	4	4	23	3	3	3	9	4	4	4	4	4	20	33	23	9	20
46	4	5	4	4	5	5	4	5	4	40	4	5	5	5	5	24	5	4	4	13	5	4	5	4	5	23	40	24	13	23
47	5	5	4	3	5	4	4	4	5	39	5	5	5	5	4	24	5	4	4	13	5	3	5	4	5	22	39	24	13	22
48	5	5	5	4	3	5	4	3	4	38	5	5	4	5	4	23	5	4	4	13	5	4	4	4	4	21	38	23	13	21
49	4	5	4	3	3	3	3	4	5	34	5	5	5	4	4	23	4	4	4	12	5	5	4	4	4	22	34	23	12	22
50	3	5	4	3	3	3	3	4	3	31	4	4	4	4	3	19	3	4	3	10	5	5	4	5	4	23	31	19	10	23
51	4	5	3	4	3	3	3	4	4	33	4	4	4	4	3	19	3	3	3	9	4	4	4	4	4	20	33	19	9	20
52	3	4	3	3	3	3	3	3	3	28	3	3	3	3	3	15	3	3	3	9	4	4	3	3	3	17	28	15	9	17
53	4	4	4	4	3	4	3	3	3	32	5	4	4	4	4	21	4	4	4	12	5	4	4	4	4	21	32	21	12	21
54	4	5	4	4	4	5	4	4	4	38	4	5	4	5	4	22	4	3	3	10	4	4	4	4	4	20	38	22	10	20
55	4	4	5	4	4	4	3	4	4	36	4	4	4	4	4	20	4	3	3	10	4	4	4	4	4	20	36	20	10	20
56	4	5	4	4	4	4	3	5	5	38	5	5	5	5	5	25	3	3	3	9	5	5	5	5	5	25	38	25	9	25
57	3	4	3	3	3	4	3	3	4	30	4	4	4	4	4	20	4	3	3	10	4	4	4	4	3	19	30	20	10	19
58	5	5	4	5	4	4	4	4	3	38	4	4	4	4	5	21	4	4	4	12	3	4	5	5	5	22	38	21	12	22
59	5	4	5	4	4	4	2	4	4	36	3	4	4	3	3	17	4	4	3	11	5	5	4	4	4	22	36	17	11	22
60	5	4	4	5	4	5	5	5	5	42	4	4	5	4	4	21	4	4	4	12	5	4	4	4	4	21	42	21	12	21
61	5	4	4	4	3	4	5	5	4	38	5	5	5	5	5	25	4	4	4	12	4	5	5	5	4	23	38	25	12	23

62	4	4	4	5	4	3	4	5	5	38	5	4	5	5	4	23	4	4	5	13	4	4	4	4	5	21	38	23	13	21
63	5	4	5	5	5	4	4	5	4	41	4	5	5	4	4	22	5	5	5	15	5	5	5	5	5	25	41	22	15	25
64	5	4	4	4	4	4	4	5	4	38	5	4	5	4	4	22	4	3	4	11	4	4	4	4	4	20	38	22	11	20
65	5	5	5	4	4	5	4	5	4	41	4	5	4	4	5	22	5	5	3	13	3	5	4	4	3	19	41	22	13	19
66	5	5	5	5	5	5	4	5	4	43	4	4	4	4	5	21	4	4	5	13	5	5	5	5	5	25	43	21	13	25
67	5	5	5	4	4	5	4	5	5	42	5	5	5	4	5	24	3	4	4	11	5	5	5	5	5	25	42	24	11	25
68	4	4	5	4	5	4	3	4	5	38	5	4	4	4	5	22	5	4	4	13	5	5	5	5	5	25	38	22	13	25
69	5	5	5	5	4	5	5	5	5	44	5	4	5	5	5	24	4	4	4	12	5	5	4	5	5	24	44	24	12	24
70	5	4	5	5	5	5	4	5	5	43	5	4	5	4	5	23	4	4	4	12	5	5	5	5	5	25	43	23	12	25
71	5	5	5	5	5	5	4	5	5	44	5	5	5	5	5	25	4	5	5	14	5	5	5	5	5	25	44	25	14	25
72	5	4	5	3	5	4	3	4	5	38	5	5	5	4	5	24	4	5	5	14	5	5	5	5	5	25	38	24	14	25
73	5	5	5	4	5	5	4	4	5	42	5	5	5	4	5	24	4	4	4	12	5	5	5	5	5	25	42	24	12	25
74	5	5	5	5	5	5	4	4	5	43	5	5	5	5	5	25	5	5	5	15	5	5	5	5	5	25	43	25	15	25
75	4	5	4	5	4	5	4	5	5	41	5	5	5	5	5	25	4	4	4	12	5	5	5	5	5	25	41	25	12	25
76	5	5	5	5	5	5	4	5	4	43	5	5	5	5	5	25	4	4	5	13	5	5	5	5	5	25	43	25	13	25
77	5	5	5	5	5	5	5	5	5	45	5	5	5	5	5	25	5	5	5	15	5	5	5	5	5	25	45	25	15	25

78	5	4	5	4	4	4	4	4	4	5	39	5	5	5	5	5	2	5	5	4	5	14	5	5	5	5	5	25	39	25	14	25
79	5	5	4	4	4	4	4	4	4	4	38	5	5	5	5	5	2	5	4	4	4	12	5	5	5	5	5	25	38	25	12	25
80	4	5	4	4	4	4	4	4	4	4	37	5	5	5	4	5	2	4	4	4	5	13	5	5	4	4	4	22	37	24	13	22
81	4	5	4	5	4	4	4	4	4	5	39	5	4	5	4	5	2	3	4	4	4	12	5	5	5	5	5	25	39	23	12	25
82	5	5	5	5	3	4	3	4	4	4	38	5	4	4	4	5	2	2	4	4	4	12	5	5	4	5	5	24	38	22	12	24
83	4	5	5	4	4	3	4	4	4	5	38	5	4	5	4	5	2	3	3	4	4	11	5	5	5	5	5	25	38	23	11	25
84	5	4	5	4	3	4	3	4	4	4	36	5	5	4	4	4	2	2	4	4	4	12	5	5	5	5	5	25	36	22	12	25
85	5	5	3	3	3	4	3	4	4	5	35	5	4	4	4	5	2	2	4	4	5	13	5	4	4	4	4	21	35	22	13	21
86	4	5	3	4	4	4	3	4	4	5	36	5	5	5	5	5	2	5	4	4	4	12	5	3	3	5	5	21	36	25	12	21
87	5	5	4	4	3	5	4	4	4	4	38	5	5	5	5	5	2	5	5	5	5	15	5	5	5	5	5	25	38	25	15	25
88	5	4	5	5	4	4	3	5	5	5	40	5	5	5	4	5	2	4	4	4	5	13	5	5	5	5	5	25	40	24	13	25
89	5	4	4	4	4	5	4	5	4	4	39	5	4	5	5	5	2	4	4	4	5	13	5	5	3	5	5	23	39	24	13	23

90	4	5	5	4	4	4	4	5	5	40	5	5	5	3	5	2 3	5	4	5	14	4	3	5	5	5	22	40	23	14	22
91	5	5	5	5	3	4	3	5	5	40	5	5	5	4	5	2 4	5	4	5	14	5	5	5	5	5	25	40	24	14	25
92	3	5	4	4	5	5	5	5	5	41	5	5	5	5	5	2 5	5	3	5	13	5	5	3	4	4	21	41	25	13	21
93	5	5	5	5	5	5	2	4	5	41	5	5	5	5	5	2 5	3	3	3	9	5	3	3	5	5	21	41	25	9	21
94	3	5	4	4	3	4	3	4	5	35	5	4	4	4	5	2 2	4	3	5	12	5	3	5	5	5	23	35	22	12	23
95	4	5	4	4	4	4	4	4	4	37	5	4	4	4	5	2 2	4	4	4	12	5	4	4	5	5	23	37	22	12	23
96	4	5	5	5	4	5	4	5	4	41	5	5	4	4	5	2 3	4	4	5	13	5	4	4	4	5	22	41	23	13	22
97	4	5	5	5	4	5	5	5	5	43	5	5	5	5	5	2 5	5	5	5	15	5	5	5	5	5	25	43	25	15	25
98	5	5	5	5	4	5	4	5	5	43	5	4	4	4	4	2 1	4	5	4	13	5	5	4	5	4	23	43	21	13	23
99	5	5	5	5	5	4	4	4	4	41	5	5	5	5	5	2 5	5	4	5	14	5	4	4	5	4	22	41	25	14	22
100	5	5	3	4	4	4	5	5	4	39	4	5	5	5	4	2 3	5	4	5	14	5	5	4	5	5	24	39	23	14	24