

LAMPIRAN 1

KUESIONER

DAFTAR PERTANYAAN

PENGARUH KUALITAS PRODUK, HARGA DAN PROMOSI TERHADAP KEPUTUSAN PEMBELIAN PADA *MARKETPLACE SHOPEE* (STUDI PADA MAHASISWA STIE MALANGKUÇEÇWARA MALANG)

A. Petunjuk Pengisian

1. Baca setiap pernyataan dengan seksama sebelum menjawab.
2. Setiap pernyataan hanya membutuhkan satu jawaban.
3. Mohon memberikan tanda (√) pada jawaban anda.
4. Mohon memberikan jawaban yang sebenar-benarnya.
5. Pengukuran skala likert dengan ukuran sebagai berikut :

No	Jawaban	Skor
1	Sangat Setuju (SS)	5
2	Setuju (S)	4
3	Netral (N)	3
4	Kurang Setuju (KS)	2
5	Sangat Kurang Setuju (SKS)	1

B. Identitas Responden

- Jenis kelamin
- Jurusan
- Jangka waktu menggunakan Shopee

C. Daftar Pernyataan Kuesioner

KUALITAS PRODUK

No	Keterangan	Jawaban				
		SS	S	N	TS	STS
		5	4	3	2	1
1	Berbagai macam produk yang dibutuhkan konsumen tersedia di Shopee.					
2	Deskripsi produk memudahkan konsumen untuk membeli suatu produk di Shopee.					
3	Kualitas produk yang di jual di Shopee sesuai keinginan konsumen.					
4	Tampilan produk yang ada di aplikasi Shopee sesuai dengan produk yang diterima oleh konsumen.					
5	Kualitas produk yang di beli sesuai dengan keinginan konsumen.					

HARGA

No	Keterangan	Jawaban				
		SS	S	N	TS	STS
		5	4	3	2	1
1	Harga produk yang dijual Shopee terjangkau.					
2	Harga produk bervariasi dari beberapa seller yang ada di Shopee dengan jenis produk yang sama.					
3	Harga produk sesuai dengan kualitas produk tersebut.					
4	Harga yang diberikan sesuai dengan manfaat produk yang dibutuhkan konsumen.					

PROMOSI

No	Keterangan	Jawaban				
		SS	S	N	TS	STS
		5	4	3	2	1

1	Shopee sering mengadakan promosi secara berkala.					
2	Shopee memiliki brand ambassador yang mampu mempromosikan produk dengan baik.					
3	Promosi yang diadakan memudahkan konsumen dalam melakukan transaksi pembelian.					
4	Promosi yang diadakan Shopee menarik minat konsumen untuk bertransaksi melalui Shopee.					
5	Adanya promosi yang diadakan Shopee pada hari-hari tertentu.					

KEPUTUSAN PEMBELIAN

No	Keterangan	Jawaban				
		SS	S	N	TS	STS
		5	4	3	2	1
1	Konsumen melakukan pembelian suatu produk sesuai dengan kebutuhan.					
2	Konsumen membeli produk karena sudah cocok dengan produk tersebut.					
3	Konsumen merekomendasikan suatu produk kepada orang lain karena merasa puas terhadap produk tersebut.					
4	Konsumen melakukan pembelian ulang jika merasa puas terhadap kualitas suatu produk.					

*Silahkan pilih pernyataan dibawah dengan memilih salah satu dari 5 alternatif yang tersedia

LAMPIRAN 2

Validitas dan Reliabilitas

Validitas

Correlations

		x1.1	x1.2	x1.3	x1.4	x1.5	tx1
x1.1	Pearson Correlation	1	.440*	.486*	.513*	.349*	.689*
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	100	100	100	100	100	100
x1.2	Pearson Correlation	.440*	1	.475*	.508*	.527*	.763*
	Sig. (2-tailed)	.000		.000	.000	.000	.000
	N	100	100	100	100	100	100
x1.3	Pearson Correlation	.486*	.475*	1	.551*	.706*	.844*
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	100	100	100	100	100	100
x1.4	Pearson Correlation	.513*	.508*	.551*	1	.453*	.774*
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	100	100	100	100	100	100
x1.5	Pearson Correlation	.349*	.527*	.706*	.453*	1	.802*
	Sig. (2-tailed)	.000	.000	.000	.000		.000
	N	100	100	100	100	100	100
tx1	Pearson Correlation	.689*	.763*	.844*	.774*	.802*	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

		x2.1	x2.2	x2.3	x2.4	tx2
x2.1	Pearson Correlation	1	.519*	.511*	.512*	.797*
	Sig. (2-tailed)		.000	.000	.000	.000
	N	100	100	100	100	100
x2.2	Pearson Correlation	.519*	1	.397*	.489*	.759*
	Sig. (2-tailed)	.000		.000	.000	.000
	N	100	100	100	100	100
x2.3	Pearson Correlation	.511*	.397*	1	.574*	.791*
	Sig. (2-tailed)	.000	.000		.000	.000
	N	100	100	100	100	100
x2.4	Pearson Correlation	.512*	.489*	.574*	1	.816*
	Sig. (2-tailed)	.000	.000	.000		.000
	N	100	100	100	100	100
tx2	Pearson Correlation	.797*	.759*	.791*	.816*	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

		x3.1	x3.2	x3.3	x3.4	x3.5	tx3
x3.1	Pearson Correlation	1	.410*	.435*	.470*	.413*	.761*
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	100	100	100	100	100	100
x3.2	Pearson Correlation	.410*	1	.354*	.358*	.281*	.655*
	Sig. (2-tailed)	.000		.000	.000	.005	.000
	N	100	100	100	100	100	100
x3.3	Pearson Correlation	.435*	.354*	1	.463*	.426*	.747*
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	100	100	100	100	100	100
x3.4	Pearson Correlation	.470*	.358*	.463*	1	.391*	.739*
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	100	100	100	100	100	100
x3.5	Pearson Correlation	.413*	.281*	.426*	.391*	1	.703*
	Sig. (2-tailed)	.000	.005	.000	.000		.000
	N	100	100	100	100	100	100
tx3	Pearson Correlation	.761*	.655*	.747*	.739*	.703*	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

		y1	y2	y3	y4	ty
y1	Pearson Correlation	1	.416*	.488*	.415*	.742*
	Sig. (2-tailed)		.000	.000	.000	.000
	N	100	100	100	100	100
y2	Pearson Correlation	.416*	1	.362*	.587*	.753*
	Sig. (2-tailed)	.000		.000	.000	.000
	N	100	100	100	100	100
y3	Pearson Correlation	.488*	.362*	1	.679*	.797*
	Sig. (2-tailed)	.000	.000		.000	.000
	N	100	100	100	100	100
y4	Pearson Correlation	.415*	.587*	.679*	1	.853*
	Sig. (2-tailed)	.000	.000	.000		.000
	N	100	100	100	100	100
ty	Pearson Correlation	.742*	.753*	.797*	.853*	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	100	100	100	100	100

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

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.834	5

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	15.90	5.182	.551	.821
x1.2	15.79	4.592	.612	.807
x1.3	16.16	4.136	.722	.774
x1.4	16.07	4.631	.636	.800
x1.5	16.24	4.346	.661	.793

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.800	4

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	12.10	2.616	.634	.740
x2.2	12.11	2.665	.562	.774
x2.3	12.41	2.527	.603	.754
x2.4	12.43	2.490	.652	.729

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.770	5

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	17.60	3.495	.590	.710
x3.2	17.60	3.939	.463	.753
x3.3	17.60	3.560	.571	.717
x3.4	17.62	3.672	.574	.717
x3.5	17.64	3.687	.507	.740

Reliability

Reliability Statistics

Cronbach's Alpha	N of Items
.794	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
y1	13.10	2.838	.525	.782
y2	13.05	2.856	.554	.767
y3	12.90	2.798	.635	.728
y4	13.00	2.505	.709	.686

LAMPIRAN 3

Uji Asumsi Klasik

Normalitas

One-Sample Kolmogorov-Smirnov Test

		Kualitas Produk	Harga	Promosi	Keputusan Pembelian
N		100	100	100	100
Normal Parameters ^{a,b}	Mean	20.04	16.35	22.03	17.35
	Std. Deviation	2.621	2.071	2.329	2.139
Most Extreme Differences	Absolute	.183	.183	.225	.243
	Positive	.127	.100	.109	.140
	Negative	-.183	-.183	-.225	-.243
Kolmogorov-Smirnov Z		.534	.456	.691	.710
Asymp. Sig. (2-tailed)		.938	.986	.727	.693

a. Test distribution is Normal.

b. Calculated from data.

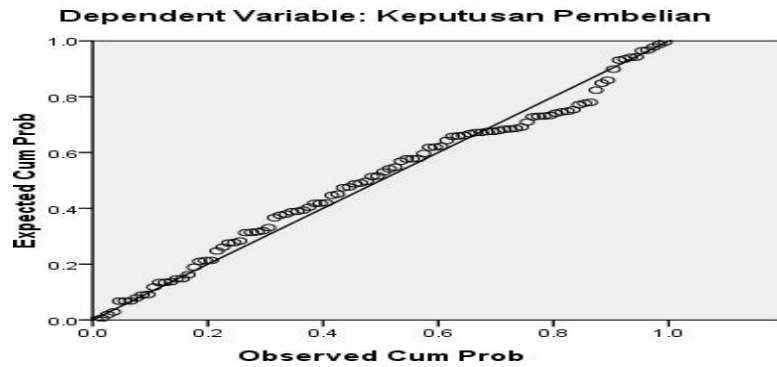
One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		100
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	15.0832961
Most Extreme Differences	Absolute	.087
	Positive	.087
	Negative	-.054
Kolmogorov-Smirnov Z		.866
Asymp. Sig. (2-tailed)		.442

a. Test distribution is Normal.

b. Calculated from data.

Normal P-P Plot of Regression Standardized Residual



Autokorelasi

Model Summary^b

Model	Durbin-Watson
1	1.857

a. Predictors: (Constant), Promosi, Kualitas Produk, Harga

b. Dependent Variable: Keputusan Pembelian

Multikolinieritas

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	VIF
1	Kualitas Produk	.998	1.002
	Harga	.976	1.023
	Promosi	.974	1.023

a. Dependent Variable: Keputusan Pembelian

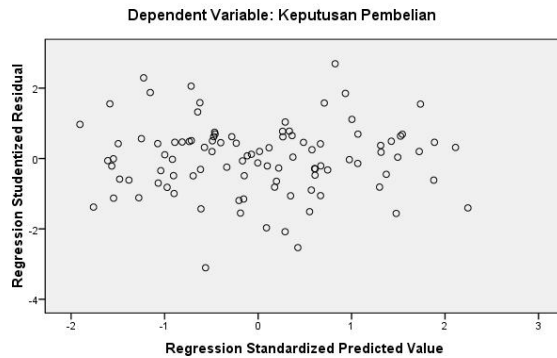
Heteroskedastisitas

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-5.926	10.167		-.583	.561
	Kualitas Produk	-.367	.452	-.099	-.812	.419
	Harga	.939	.609	.200	1.543	.126
	Promosi	.427	.492	.101	.868	.387

a. Dependent Variable: absresid

Scatterplot

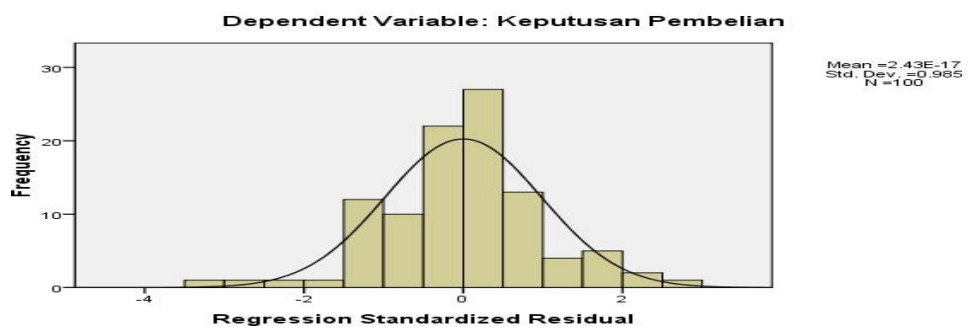


Descriptives

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Kualitas Produk	100	12	25	20.04	2.62
Harga	100	10	19	16.35	2.07
Promosi	100	12	25	22.03	2.32
Keputusan Pembelian	100	9	20	17.35	2.13
Valid N (listwise)	100				

Histogram



LAMPIRAN 4

Uji Hipotesis

Regression

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.768 ^a	.590	.577	1.39

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.217	1.472		.147	.883
	Kualitas Produk	.148	.065	.181	2.261	.026
	Harga	.179	.088	.174	2.035	.043
	Promosi	.510	.071	.555	7.163	.000

a. Dependent Variable: Keputusan Pembelian

LAMPIRAN 5

Data Responden

	X1.1	X1.2	X1.3	X1.4	X1.5	TX1	X2.1	X2.2	X2.3	X2.4	TX2	X3.1	X3.2	X3.3	X3.4	X3.5	TX3	Y1	Y2	Y3	Y4	TY	x1	x2	x3	y
1	3	3	2	3	3	14	3	3	3	2	11	3	3	3	3	3	15	3	2	3	2	10	14	11	15	10
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