

d/h. ABM School of Economics




Terakreditasi "A", AKUNTANSI, 056/SK/SAN-PT/Akred/S/10/2014
 Terakreditasi "A", MANAJEMEN, 257/SK/SAN-PT/Ak-V/S/06/2013

Penetapan Dosen Pembimbing Skripsi

Semester GASAL Tahun Akademik 2016/2017

Nomor : 0908/BAAK/X/2016

Setelah memperhatikan Surat Ketua Program Studi tentang usulan dosen pembimbing skripsi dengan ini Ketua STIE Malangkuçęwara Malang menetapkan :

Nama	: Drs. AGUSSALIM ANDRIANSYAH, MM.
Sebagai	: Dosen Pembimbing 1
Nama	: --
Sebagai	: Dosen Pembimbing 2

Untuk mahasiswa berikut

Nama	: GITA BUDHIARTY
Nomor Pokok	: K.2012.1.31981
Skripsi yang diajukan	
Bidang Kajian	: MANAJEMEN PEMASARAN
Pokok Bahasan	: PERILAKU KONSUMEN
Tempat/Obyek	: -
Judul Skripsi	: -

Demikian surat penetapan ini dikeluarkan untuk dilaksanakan dengan sebaiknya.
Penetapan ini berlaku sejak dikeluarkan.

Dikeluarkan di : Malang
 Pada Tanggal : 06/10/2016
 Ketua Program Studi Manajemen,



 Dra. LINDANANTY, MM.
 NIK-P.3M : 202.710.194

Jalan Terusan Candi Kalasan
 Malang - Indonesia (65142)

Telp. 62 341 491813 (Hunting)
 Fax 62 341 495619

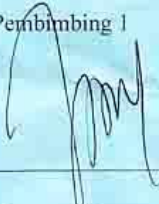
<http://www.stie-mce.ac.id>
 e-mail: info@stie-mce.ac.id


SUTOMO (Accounting Business Management)
 Jl. Terusan Candi Kalasan - Malang Telp. 0341-491813

KARTU BIMBINGAN SKRIPSI
BAB I s.d. BAB III

BLN/TGL	BAB	PERMASALAHAN	PARAF
		Bulan : <i>November 2016</i>	
<i>16.11 NOV</i>		<i>Pengajuan Judul</i>	
<i>23 NOV</i>		<i>Penetapan Judul dan Proposal</i>	
		Bulan : <i>Desember 2016</i>	
<i>09 DES</i>		<i>Revisi: Rumusan masalah, kerangka berfikir</i>	
		Bulan :	
		Bulan :	
		Bulan :	
		Bulan :	

Dosen Pembimbing 1



Dosen Pembimbing 2

Catatan:
 Bobot Penilaian skripsi oleh pembimbing sebesar 50% dengan kriteria penilaian:

1. Ide/inovasi penelitian
2. Pemahaman konsep/teori
3. Pemahaman Metodologi
4. Kemampuan Analisis
5. Rutinitas Pembimbingan

Pertemuan Pengelompokan Pendidikan Malangkuçewara (P3 M)

 **STIE MALANGKUÇEWARA**
ABM School of Economics

  Teraakreditasi "A" AKUNTANSI, 056/SK/BAIT 11/1011-03/III/2014
Teraakreditasi "A" MANAJEMEN, 056/SK/BAIT 11/1011-03/III/2014

Penetapan Dosen Pembimbing Skripsi
Semester GENAP Tahun Akademik 2017/2018
Nomor : 0296/BAAK/III/2018

Setelah memperhatikan Surat Ketua Program Studi tentang usulan dosen pembimbing skripsi dengan ini Ketua STIE Malangkuçewara Malang menetapkan :

Nama : Drs. AGUSSALIM ANDRIANSYAH, MM.
Sebagai : Dosen Pembimbing 1
Nama : --
Sebagai : Dosen Pembimbing 2

Untuk mahasiswa berikut

Nama : GITA BUDHIARTY
Nomor Pokok : K.2012.1.31981
Skripsi yang diajukan
Bidang Kajian : MANAJEMEN PEMASARAN
Pokok Bahasan : PERILAKU KONSUMEN
Tempat/Obyek : DEALER AUTO 2000 SUTOYO MALANG

Judul Skripsi : PENGARUH MARKETING MIX TERHADAP KEPATUHAN PEMBELIAN MOBIL INNOVA (SRUDI PADA KONSUMEN AUTO 200 SUTOYO MALANG)

Demikian surat penetapan ini dikeluarkan untuk dilaksanakan dengan sebaiknya.
Penetapan ini berlaku sejak dikeluarkan.

Dikeluarkan di : Malang
Pada Tanggal : 06/08/2018
Ketua Program Studi Manajemen,



LINDANANTY, MM.
NIK-P.3M : 202.710.194



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Rahayu - Indonesia (55142)
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e-mail: info@stie-mce.ac.id

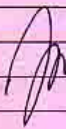


STIE Malangkuçwara

(Accounting Business Management)

Jl. Terusan Candi Kalasan - Malang Telp. 0341-491813

KARTU BIMBINGAN SKRIPSI BAB IV s.d. BAB V

BLN/TGL	BAB	PERMASALAHAN	PARAF
Bulan : Juni			
12 Juni	IV	Revisi Bab IV	
25 Juni	IV	Revisi Bab IV	
28 Juni	IV	Acc Bab IV	
Bulan : Juli			
26 Juli	V	seminar hasil	
28 Juli	V	mengolah data dan analisis data.	
Bulan : Agustus.			
2 Agustus	V	Acc Bab V	
Bulan :			
Bulan :			

Dosen Pembimbing 1

Dosen Pembimbing 2

Catatan:

Bobot Penilaian skripsi oleh pembimbing sebesar 50% dengan kriteria penilaian:

6. Ide/inovasi penelitian
7. Pemahaman konsep/teori
8. Pemahaman Metodologi
9. Kemampuan Analisis
10. Rutinitas Pembimbingan

MCE

LAMPIRAN 1. KUISIONER

ANGKET

Yth. Responden

- Daftar pertanyaan ini hanyalah untuk kepentingan penelitian dalam rangka penyelesaian studi pada STIE MALANGKUCECWARA (ABM). Oleh sebab itu, dimohon kesediaan Sdr(i) untuk memberikan jawaban secara obyektif dan sejujurnya sehingga dapat bermanfaat dalam penelitian ini.
- Kerahasiaan jawaban dan identitas Sdr(i) selalu dijaga sesuai dengan etika penelitian.
- Anda diminta untuk menjawab pertanyaan mengenai pendapat, sikap dan perasaan anda berkaitan dengan keputusan pembelian sebuah mobil Inova. Isilah pertanyaan-pertanyaan di bawah ini sesuai dengan pilihan anda dengan memberi tanda cek (☒) pilihan jawaban yang tersedia.

IDENTITAS RESPONDEN

1. N a m a :
2. Umur :tahun
3. Jenis Kelamin : (Pria / Wanita*)
4. Pekerjaan :
5. Penghasilan :
6. Alasan utama membeli mobil Toyota Inova di Auto 2000 Sutoyo :

Variabel Produk

No	Pernyataan	Sangat setuju	Setuju	Ragu-ragu	Tidak setuju	Sangat tidak setuju
1	Tipe Toyota innova sangat dikenal dan digemari di masyarakat					
2	Desain mobil Innova sangat menarik					
3	Variasi mobil Innova selalu inovatif					
4	Kualitas dan performa mobil Innova bagus					

Variabel harga

No	Pernyataan	Sangat setuju	Setuju	Ragu-ragu	Tidak setuju	Sangat tidak setuju
5.	Harga yang ditawarkan sudah sesuai dengan spesifikasi mobil Innova					
6.	Harga mobil Innova cukup kompetitif dengan merk lain					
7.	Harga jual mobil Innova di Auto 2000 Sutoyo cukup kompetitif dengan dealer lain di kota Malang					

Variabel Distribusi

No	Pernyataan	Sangat setuju	Setuju	Ragu-ragu	Tidak setuju	Sangat tidak setuju
8.	Produk Innova selalu tersedia setiap saat					
9.	Toyota Innova memiliki suku cadang yang lengkap					
10.	Sistem pendistribusian Innova termasuk cukup lancar dan merata					

Variabel Promosi

No	Pernyataan	Sangat setuju	Setuju	Ragu-ragu	Tidak setuju	Sangat tidak setuju
11.	Informasi mengenai produk Innova selalu tersedia setiap saat					
12.	Sales Auto 2000 Sutoyo selalu ramah terhadap konsumen					
13.	Pihak Auto 2000 Sutoyo selalu memperhatikan konsumen secara pribadi					

14.	Pada saat pembelian mobil, Auto 2000 Sutoyo selalu memberikan diskon					
15.	Pihak Auto 2000 Sutoyo selalu memberikan bonus saat pembelian mobil kepada konsumen					

Variabel Keputusan Pembelian

No	Pernyataan	Sangat setuju	Setuju	Ragu-ragu	Tidak setuju	Sangat tidak setuju
16.	Saya mengetahui persis kebutuhan akan mobil					
17.	Saya selalu mencari informasi mengenai merek dan dealer mobil di Malang					
18.	Saya melakukan evaluasi dengan memilih beberapa merk dan dealer mobil					
19.	Saya merasa puas setelah membeli mobil di Auto 2000 Sutoyo dan merekomendasikan cerita positif tentang mobil dan dealer					

Terima kasih atas partisipasi anda



Lampiran 2. **SEBARAN SKOR** kuisioner

Pertanyaan	SEBARAN SKOR										TOTAL		MEAN
	5		4		3		2		1				
	f	%	f	%	f	%	f	%	f	%	f	%	
x1.1	53	52,48	43	42,57	4	3,96	1	0,99	0	0,00	101	100	4
x1.2	58	57,43	31	30,69	11	10,89	1	0,99	0	0,00	101	100	4
x1.3	52	51,49	40	39,60	7	6,93	2	1,98	0	0,00	101	100	4
x1.4	68	67,33	29	28,71	3	2,97	1	0,99	0	0,00	101	100	5
x2.1	57	56,44	41	40,59	2	1,98	1	0,99	0	0,00	101	100	5
x2.2	70	69,31	23	22,77	7	6,93	1	0,99	0	0,00	101	100	5
x2.3	46	45,54	49	48,51	5	4,95	1	0,99	0	0,00	101	100	4
x3.1	51	50,50	42	41,58	3	2,97	5	4,95	0	0,00	101	100	4
x3.2	29	28,71	65	64,36	2	1,98	5	4,95	0	0,00	101	100	4
x3.3	64	63,37	32	31,68	2	1,98	3	2,97	0	0,00	101	100	5
x4.1	67	66,34	25	24,75	6	5,94	3	2,97	0	0,00	101	100	5
x4.2	58	57,43	33	32,67	8	7,92	2	1,98	0	0,00	101	100	4
x4.3	72	71,29	21	20,79	7	6,93	1	0,99	0	0,00	101	100	5
x4.4	49	48,51	43	42,57	7	6,93	2	1,98	0	0,00	101	100	4
x4.5	29	28,71	64	63,37	7	6,93	1	0,99	0	0,00	101	100	4
y1	43	42,57	50	49,50	7	6,93	1	0,99	0	0,00	101	100	4
y2	59	58,42	32	31,68	4	3,96	6	5,94	0	0,00	101	100	4
y3	63	62,38	29	28,71	5	4,95	3	2,97	0	0,00	100	99,01	5
y4	32	31,68	62	61,39	6	5,94	1	0,99	0	0,00	101	100	4

Lampiran 3 kuisiener dalam bentuk excel

1	N	ΣX	ΣX ²	ΣY	ΣY ²	ΣXY	rx _Y	TABEL	KET	SD X	VAR X	SD Y	VAR Y	RPQ	K	ALPHA
2	101	451	2053	1812	33038	8209	0,818	0,195	val	0,626	0,391	2,301	5,296	0,689	4	0,8849
3	101	449	2049	1812	33038	8203	0,882	0,195	val	0,728	0,530	2,301	5,296	0,768		0,6
4	101	445	2011	1812	33038	8130	0,897	0,195	val	0,710	0,504	2,301	5,296	0,799	ΣSDX ²	Reliabel
5	101	467	2195	1812	33038	8496	0,856	0,195	val	0,598	0,357	2,301	5,296	0,756	1,7814	
6																
7																
8	N	ΣX	ΣX ²	ΣY	ΣY ²	ΣXY	rx _Y	TABEL	KET	SD X	VAR X	SD Y	VAR Y	RPQ	K	ALPHA
9	101	457	2103	1365	18699	6252	0,805	0,195	val	0,593	0,352	1,585	2,512	0,588	3	0,7878
10	101	465	2185	1365	18699	6374	0,851	0,195	val	0,665	0,442	1,585	2,512	0,634		0,6
11	101	443	1983	1365	18699	6073	0,858	0,195	val	0,632	0,399	1,585	2,512	0,666	ΣSDX ²	1,1929
12																
13																
14	N	ΣX	ΣX ²	ΣY	ΣY ²	ΣXY	rx _Y	TABEL	KET	SD X	VAR X	SD Y	VAR Y	RPQ	K	ALPHA
15	101	442	1994	1323	17675	5920	0,907	0,195	val	0,773	0,597	1,857	3,450	0,760	3	0,8270
16	101	421	1803	1323	17675	5622	0,833	0,195	val	0,694	0,481	1,857	3,450	0,638		0,6
17	101	460	2142	1323	17675	6133	0,844	0,195	val	0,685	0,470	1,857	3,450	0,664	ΣSDX ²	1,5479
18																
19																
20	N	ΣX	ΣX ²	ΣY	ΣY ²	ΣXY	rx _Y	TABEL	KET	SD X	VAR X	SD Y	VAR Y	RPQ	K	ALPHA
21	101	459	2141	2242	50520	10369	0,885	0,195	val	0,742	0,550	2,742	7,520	0,797	5	0,8552
22	101	450	2058	2242	50520	10150	0,806	0,195	val	0,728	0,530	2,742	7,520	0,673		0,6
23	101	467	2203	2242	50520	10509	0,786	0,195	val	0,661	0,437	2,742	7,520	0,661	ΣSDX ²	Reliabel
24	101	442	1984	2242	50520	9968	0,809	0,195	val	0,705	0,497	2,742	7,520	0,685	2,3754	
25	101	424	1816	2242	50520	9524	0,681	0,195	val	0,600	0,360	2,742	7,520	0,533		

N	ΣX	ΣX ²	ΣY	ΣY ²	ΣXY	rx _Y	TABEL	KET	SD X	VAR X	SD Y	VAR Y	RPQ	K	ALPHA
101	438	1942	1771	31577	7801	0,810	0,195	val	0,652	0,426	2,287	5,231	0,667	4	0,8168
101	447	2047	1771	31577	8004	0,876	0,195	val	0,829	0,687	2,287	5,231	0,728		0,6
101	458	2132	1771	31577	8167	0,802	0,195	val	0,742	0,551	2,287	5,231	0,624	ΣSDX ²	Reliabel
101	428	1850	1771	31577	7605	0,727	0,195	val	0,602	0,363	2,287	5,231	0,559	2,0267	

1		x1.1	x1.2	x1.3	x1.4	TX1	x2.1	x2.2	x2.3	TX2	x3.1	x3.2	x3.3	TX3	x4.1	x4.2	x4.3	x4.4	x4.5	TX4	y1	y2	y3	y4	TY	X1	X2	X3	X4	Y
2	1	5	5	5	5	20	5	4	4	13	5	4	4	13	5	5	4	4	5	23	5	5	4	5	19	20	13	13	23	19
3	2	4	4	4	4	16	4	4	4	12	4	4	4	12	4	4	4	4	4	20	4	4	4	4	16	16	12	12	20	16
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102	101	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4	5	5	4	23	4	5	5	4	18	18	13	13	23	18

SUMMARY OUTPUT									
Regression Statistics									
Mult	0,8								
R Squ	0,7								
Adju	0,7								
Stan	1,3								
Obse	101								
ANOVA									
	df	SS	MS	F	ificance F				
Regr	4	373	93	59	0				
Resi	96	151	1,6						
Tota	100	523							
Coefficients t Stat t-value Lower 95% Upper 95%									
Inter	0,3	1,2	0,3	0,8	-2,1	2,7	-2,1	2,7	
X Vai	0,3	0,1	3,8	0	0,1	0,5	0,1	0,5	
X Vai	0,3	0,1	2	0	0	0,5	0	0,5	
X Vai	0,3	0,1	2,2	0	0	0,5	0	0,5	
X Vai	0,2	0,1	2,6	0	0	0,3	0	0,3	

1									
2		Variabel	Beta	Zero-order					
3		Produk	0,305529927	0,739410377	22,591				
4		Harga	0,182390213	0,723254838	13,191				
5		Distribusi	0,234427243	0,764187597	17,915				
6		Promosi	0,239260907	0,732282008	17,521				
7		Dependent Variable: Keputusan Pembelian							
8									
9									
10		Coefficients							
11			Unstandardized Coefficient	Standardized Coef	t	Sig.	Correlations		
12	Model		B	Std. Error	Beta		Zero-order		
13	1	(Constant)	0,319183714	1,19369481		0,267391	0,789741		
14		Produk	0,303645036	0,080793382	0,30553	3,758291	0,000294	0,73941	
15		Harga	0,263191602	0,131137104	0,18239	2,006996	0,047562	0,723255	
16		Distribusi	0,288666628	0,130128736	0,234427	2,218316	0,02889	0,764188	
17		Promosi	0,199551808	0,075418965	0,239261	2,64591	0,009521	0,732282	
18	a	Variable: Keputusan Pembelian							

Lampiran 4 Uji validitas

Correlations

		TX1
X1.1	Pearson Correlation	.818**
	Sig. (2-tailed)	.000
	N	101
X1.2	Pearson Correlation	.882**
	Sig. (2-tailed)	.000
	N	101
X1.3	Pearson Correlation	.897**
	Sig. (2-tailed)	.000
	N	101
X1.4	Pearson Correlation	.856**
	Sig. (2-tailed)	.000
	N	101

** . Correlation is significant at the 0.01 level

Correlations

		TX2
X2.1	Pearson Correlation	.805**
	Sig. (2-tailed)	.000
	N	101
X2.2	Pearson Correlation	.851**
	Sig. (2-tailed)	.000
	N	101
X2.3	Pearson Correlation	.858**
	Sig. (2-tailed)	.000
	N	101

** . Correlation is significant at the 0.01 level

Correlations

	TX3
X3.1 Pearson Correlation	.907**
Sig. (2-tailed)	.000
N	101
X3.2 Pearson Correlation	.833**
Sig. (2-tailed)	.000
N	101
X3.3 Pearson Correlation	.844**
Sig. (2-tailed)	.000
N	101

** . Correlation is significant at the 0.01 level

Correlations

	TY
Y1 Pearson Correlation	.810**
Sig. (2-tailed)	.000
N	101
Y2 Pearson Correlation	.876**
Sig. (2-tailed)	.000
N	101
Y3 Pearson Correlation	.802**
Sig. (2-tailed)	.000
N	101
Y4 Pearson Correlation	.727**
Sig. (2-tailed)	.000
N	101

** . Correlation is significant at the 0.01 level

Correlations

	TX4
X4.1 Pearson Correlation	.885**
Sig. (2-tailed)	.000
N	101
X4.2 Pearson Correlation	.806**
Sig. (2-tailed)	.000
N	101
X4.3 Pearson Correlation	.786**
Sig. (2-tailed)	.000
N	101
X4.4 Pearson Correlation	.809**
Sig. (2-tailed)	.000
N	101
X4.5 Pearson Correlation	.681**
Sig. (2-tailed)	.000
N	101

** . Correlation is significant at the 0.01 level

Uji Reabilitas

		Mean	Std Dev	Cases
1.	X1.1	4.4653	.6255	101.0
2.	X1.2	4.4455	.7277	101.0
3.	X1.3	4.4059	.7096	101.0
4.	X1.4	4.6238	.5975	101.0

Reliability Coefficients

N of Cases = 101.0

N of Items = 4

Alpha = .8849

		Mean	Std Dev	Cases
1.	X2.1	4.5248	.5932	101.0
2.	X2.2	4.6040	.6645	101.0
3.	X2.3	4.3861	.6320	101.0

Reliability Coefficients

N of Cases = 101.0

N of Items = 3

Alpha = .7878

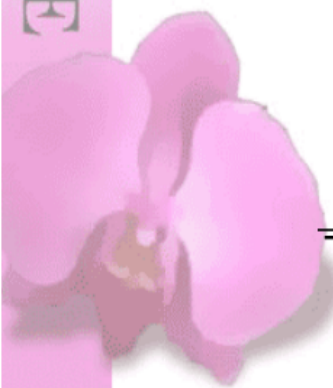
1.	X3.1	4.3762	.7727	101.0
2.	X3.2	4.1683	.6938	101.0
3.	X3.3	4.5545	.6852	101.0

Reliability Coefficients

N of Cases = 101.0

N of Items = 3

Alpha = .8270



		Mean	Std Dev	Cases
1.	X4.1	4.5446	.7420	101.0
2.	X4.2	4.4554	.7284	101.0
3.	X4.3	4.6238	.6611	101.0
4.	X4.4	4.3762	.7050	101.0
5.	X4.5	4.1980	.6003	101.0

Reliability Coefficients

N of Cases = 101.0

N of Items = 5

Alpha = .8552

		Mean	Std Dev	Cases
1.	Y1	4.3366	.6523	101.0
2.	Y2	4.4257	.8288	101.0
3.	Y3	4.5347	.7425	101.0
4.	Y4	4.2376	.6025	101.0

Reliability Coefficients

N of Cases = 101.0

N of Items = 4

Alpha = .8168

Regresi linear berganda

Coefficients^a

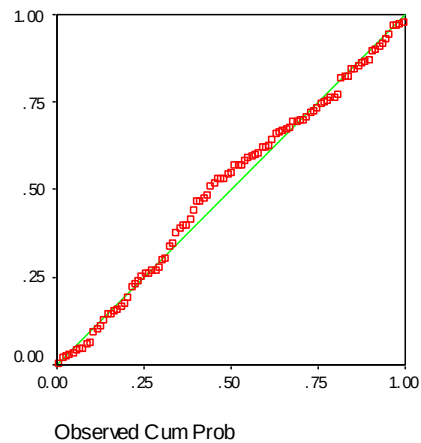
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Correlations
		B	Std. Error	Beta			Zero-order
1	(Constant)	.319	1.194		.267	.790	
	Produk	.304	.081	.306	3.758	.000	.739
	Harga	.263	.131	.182	2.007	.048	.723
	Distribusi	.289	.130	.234	2.218	.029	.764
	Promosi	.200	.075	.239	2.646	.010	.732

a. Dependent Variable: Keputusan Pembelian

Uji Normalitas

Normal P-P Plot of Regression Standard

Dependent Variable: Keputusan Pembe



One-Sample Kolmogorov-Smirnov Test

		Produk	Harga	Distribusi	Promosi	Keputusan Pembelian
N		101	101	101	101	101
Normal Parameters ^{a,b}	Mean	17.94	13.51	13.10	22.20	17.53
	Std. Deviation	2.301	1.585	1.857	2.742	2.287
Most Extreme Differences	Absolute	.253	.214	.301	.249	.313
	Positive	.185	.174	.153	.153	.141
	Negative	-.253	-.214	-.301	-.249	-.313
Kolmogorov-Smirnov Z		.562	.369	.619	.728	.794
Asymp. Sig. (2-tailed)		.910	.999	.838	.664	.554

a. Test distribution is Normal.

b. Calculated from data.

Uji Multikolinieritas

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	VIF
1	Produk	.995	1.005
	Harga	.936	1.068
	Distribusi	.988	1.012
	Promosi	.937	1.068

a. Dependent Variable: Keputusan Pembelian

Uji heteroskedastisitas

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.764	.061		12.576	.000
	Produk	-.0040	.003	-.132	-1.309	.194
	Harga	-.0044	.004	-.105	-1.013	.314
	Distribusi	.0034	.005	.072	.718	.475
	Promosi	-.0006	.003	-.019	-.187	.852

a. Dependent Variable: ABSRESID

Uji F

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	372.562	4	93.140	59.385	.000 ^a
	Residual	150.567	96	1.568		
	Total	523.129	100			

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

b. Dependent Variable: Keputusan Pembelian

Uji t



Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Correlations
		B	Std. Error	Beta			Zero-order
1	(Constant)	.319	1.194		.267	.790	
	Produk	.304	.081	.306	3.758	.000	.739
	Harga	.263	.131	.182	2.007	.048	.723
	Distribusi	.289	.130	.234	2.218	.029	.764
	Promosi	.200	.075	.239	2.646	.010	.732

a. Dependent Variable: Keputusan Pembelian

Koefisien Determinasi

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.844 ^a	.712	.700	1.252

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

Lampiran 4 data spss

	x1.1	x1.2	x1.3	x1.4	tx1	x2.1	x2.2	x2.3	tx2	x3.1	x3.2	x3.3	tx3	x4.1	x4.2
1	5	5	5	5	20	5	4	4	13	5	4	4	13	5	5
2	4	4	4	4	16	4	4	4	12	4	4	4	12	4	4
3	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
4	4	4	4	4	16	4	4	4	12	4	4	4	12	4	4
5	3	4	4	3	14	3	3	3	9	2	2	2	6	2	3
6	4	3	3	4	14	4	4	4	12	4	4	4	12	4	4
7	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
8	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
9	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
10	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
11	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
12	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
13	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
14	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
15	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
16	5	5	5	5	20	5	4	4	13	5	4	4	13	5	5
17	4	4	4	4	16	4	4	4	12	4	4	4	12	4	4
18	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
19	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
20	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
21	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
22	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
23	5	5	4	4	18	5	4	3	12	5	5	5	15	4	4

	x1.1	x1.2	x1.3	x1.4	tx1	x2.1	x2.2	x2.3	tx2	x3.1	x3.2	x3.3	tx3	x4.1	x4.2
24	4	4	5	5	18	5	4	4	13	5	4	5	14	5	5
25	5	4	4	5	18	5	5	4	14	5	5	5	15	4	4
26	5	3	4	4	16	4	5	4	13	4	5	4	13	4	5
27	2	3	2	2	9	2	2	2	6	2	1	2	5	1	2
28	4	3	3	4	14	4	4	4	12	4	4	4	12	4	4
29	5	5	5	5	20	5	4	4	13	5	4	4	13	5	5
30	4	4	4	4	16	4	4	4	12	3	2	2	7	4	3
31	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
32	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
33	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
34	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
35	5	5	4	4	18	5	5	5	15	4	4	5	13	3	5
36	5	4	4	5	18	4	3	4	11	3	4	4	11	5	5
37	5	5	5	4	19	4	5	5	14	5	5	5	15	4	4
38	5	5	5	5	20	5	5	5	15	5	4	4	13	5	3
39	5	5	5	5	20	4	4	4	12	5	5	4	14	5	3
40	5	5	4	4	18	5	5	5	15	5	4	4	13	5	5
41	5	4	4	4	17	5	4	5	14	5	5	4	14	4	4
42	5	5	4	4	18	5	4	3	12	5	5	5	15	4	4
43	4	4	5	5	18	5	4	4	13	5	4	5	14	5	5
44	5	4	4	5	18	5	5	4	14	5	5	5	15	4	4
45	5	3	4	4	16	4	5	4	13	4	5	4	13	4	5
46	5	4	4	5	18	4	4	4	12	4	4	5	13	5	5

	x1.1	x1.2	x1.3	x1.4	tx1	x2.1	x2.2	x2.3	tx2	x3.1	x3.2	x3.3	tx3	x4.1	x4.2
47	5	5	5	5	20	5	4	4	13	5	4	4	13	5	5
48	4	4	4	4	16	4	4	4	12	2	2	2	6	2	3
49	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
50	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
51	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
52	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
53	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
54	5	4	4	5	18	4	4	4	12	4	4	5	13	5	5
55	2	3	3	2	10	3	2	3	8	2	2	2	6	3	3
56	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
57	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
58	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
59	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
60	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
61	5	5	4	4	18	5	5	5	15	4	4	5	13	3	5
62	5	4	4	5	18	4	3	4	11	3	4	4	11	5	5
63	5	5	5	4	19	4	5	5	14	5	5	5	15	4	4
64	5	5	5	5	20	5	5	5	15	5	4	4	13	5	5
65	5	5	5	5	20	4	4	4	12	5	5	4	14	5	3
66	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
67	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
68	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
69	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5

	x1.1	x1.2	x1.3	x1.4	tx1	x2.1	x2.2	x2.3	tx2	x3.1	x3.2	x3.3	tx3	x4.1	x4.2
70	5	5	5	4	19	4	5	5	14	5	4	4	13	5	5
71	2	3	3	2	10	2	2	2	6	1	2	1	4	2	1
72	4	3	3	4	14	4	4	4	12	4	4	4	12	4	4
73	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
74	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
75	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
76	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
77	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
78	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
79	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
80	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
81	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
82	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
83	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
84	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
85	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
86	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
87	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
88	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
89	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
90	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
91	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
92	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4

	x1.1	x1.2	x1.3	x1.4	tx1	x2.1	x2.2	x2.3	tx2	x3.1	x3.2	x3.3	tx3	x4.1	x4.2
93	4	4	4	4	16	4	5	5	14	4	5	4	13	5	5
94	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
95	5	5	5	5	20	5	5	5	15	4	4	5	13	4	4
96	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4
97	4	5	4	5	18	5	5	5	15	5	5	5	15	5	5
98	5	5	5	5	20	5	5	5	15	5	4	5	14	5	5
99	3	3	4	4	14	3	4	3	10	3	3	4	10	4	3
100	5	5	5	5	20	5	5	4	14	5	4	5	14	5	5
101	4	4	5	5	18	4	5	4	13	4	4	5	13	5	4

	x4.3	x4.4	x4.5	tx4	y1	y2	y3	y4	ty	x1	x2	x3	x4	y	n1
1	4	4	5	23	5	5	4	5	19	20	13	13	23	19	35,15
2	4	4	4	20	4	4	4	4	16	16	12	12	20	16	16,21
3	5	5	4	24	4	5	5	4	18	20	14	14	24	18	7,83
4	4	4	4	20	4	4	4	4	16	16	12	12	20	16	-12,23
5	2	2	2	11	3	2	2	2	9	14	9	6	11	9	10,38
6	4	4	4	20	4	4	4	4	16	14	12	12	20	16	-12,05
7	5	4	4	23	5	5	5	4	19	20	15	14	23	19	6,63
8	5	5	4	23	4	5	5	4	18	18	13	13	23	18	-.86
9	5	5	5	25	4	4	5	4	17	18	15	15	25	17	4,42
10	5	4	5	22	4	4	5	5	18	20	15	13	22	18	-11,85
11	4	5	4	23	5	5	4	4	18	16	14	13	23	18	18,72
12	5	5	4	24	4	5	5	4	18	20	14	14	24	18	16,33
13	5	4	4	23	5	5	5	4	19	20	15	14	23	19	-13,05
14	5	5	5	25	4	4	5	4	17	18	15	15	25	17	5,90
15	4	5	4	23	5	5	4	4	18	16	14	13	23	18	5,48
16	4	4	5	23	5	5	4	5	19	20	13	13	23	19	-11,45
17	4	4	4	20	4	4	4	4	16	16	12	12	20	16	-.01
18	5	5	5	25	4	4	5	4	17	18	15	15	25	17	28,67
19	5	4	5	22	4	4	5	5	18	20	15	13	22	18	18,35
20	4	5	4	23	5	5	4	4	18	16	14	13	23	18	-5,79
21	5	5	4	23	4	5	5	4	18	18	13	13	23	18	6,26
22	5	5	5	25	5	5	5	5	20	18	15	15	25	20	3,73
23	5	5	4	22	4	3	4	4	15	18	12	15	22	15	33,23

	x4.3	x4.4	x4.5	tx4	y1	y2	y3	y4	ty	x1	x2	x3	x4	y	n1
24	5	5	5	25	5	5	5	5	20	18	13	14	25	20	-.88
25	3	3	4	18	5	5	5	5	20	18	14	15	18	20	-28,38
26	5	3	4	21	4	4	5	5	18	16	13	13	21	18	-23,45
27	1	1	2	7	1	2	2	1	6	9	6	5	7	6	4,99
28	4	4	4	20	4	4	4	4	16	14	12	12	20	16	3,16
29	4	4	5	23	5	5	4	5	19	20	13	13	23	19	21,27
30	3	3	4	17	3	4	3	3	13	16	12	7	17	13	-6,00
31	5	5	4	24	4	5	5	4	18	20	14	14	24	18	-28,85
32	5	5	4	24	5	5	5	5	20	20	14	14	24	20	7,01
33	5	4	4	23	5	4	4	5	18	20	15	14	23	18	16,18
34	5	5	5	25	4	4	3	3	14	18	15	15	25	14	-6,66
35	5	4	4	21	5	5	5	4	19	18	15	13	21	19	12,68
36	5	4	4	23	5	5	4	4	18	18	11	11	23	18	-8,32
37	5	4	3	20	5	4	5	4	18	19	14	15	20	18	-4,03
38	5	4	4	21	5	5	5	5	20	20	15	13	21	20	-16,76
39	5	5	4	22	5	4	4	5	18	20	12	14	22	18	34,58
40	4	5	4	23	4	5	5	5	19	18	15	13	23	19	42,56
41	5	5	5	23	5	5	4	4	18	17	14	14	23	18	-5,03
42	5	5	4	22	4	3	4	4	15	18	12	15	22	15	-5,59
43	5	5	5	25	5	5	5	5	20	18	13	14	25	20	-5,51
44	3	3	4	18	5	5	5	5	20	18	14	15	18	20	-10,14
45	5	3	4	21	4	4	5	5	18	16	13	13	21	18	25,21
46	5	4	4	23	3	2	4	4	13	18	12	13	23	13	-11,37

	x4.3	x4.4	x4.5	tx4	y1	y2	y3	y4	ty	x1	x2	x3	x4	y	n1
47	4	4	5	23	5	5	4	5	19	20	13	13	23	19	-7,37
48	3	3	2	13	2	3	3	2	10	16	12	6	13	10	-1,40
49	5	5	4	24	4	5	5	4	18	20	14	14	24	18	37,82
50	5	5	5	25	4	4	5	4	17	18	15	15	25	17	-16,10
51	5	4	5	22	4	4	5	5	18	20	15	13	22	18	-18,43
52	4	5	4	23	5	5	4	4	18	16	14	13	23	18	34,03
53	5	5	4	24	4	5	5	4	18	20	14	14	24	18	-21,25
54	5	4	4	23	3	2	4	4	13	18	12	13	23	13	-22,01
55	3	3	3	15	3	2	2	3	10	10	8	6	15	10	-11,52
56	5	4	4	23	5	5	5	4	19	20	15	14	23	19	8,71
57	5	5	4	23	4	5	5	4	18	18	13	13	23	18	4,93
58	5	5	4	24	5	5	5	5	20	20	14	14	24	20	-8,76
59	5	4	4	23	5	4	4	5	18	20	15	14	23	18	45,59
60	5	5	5	25	5	4	5	5	19	18	15	15	25	19	26,22
61	5	4	4	21	5	5	5	4	19	18	15	13	21	19	8,80
62	5	4	4	23	5	5	4	4	18	18	11	11	23	18	,66
63	5	4	3	20	5	4	5	4	18	19	14	15	20	18	-21,77
64	5	4	4	23	5	5	5	5	20	20	15	13	23	20	-20,56
65	5	5	4	22	5	4	4	5	18	20	12	14	22	18	12,99
66	5	4	5	22	4	4	5	5	18	20	15	13	22	18	1,43
67	4	5	4	23	5	5	4	4	18	16	14	13	23	18	-24,72
68	5	5	4	24	4	5	5	4	18	20	14	14	24	18	5,80
69	5	4	4	23	5	5	5	4	19	20	15	14	23	19	8,85

	x4.3	x4.4	x4.5	tx4	y1	y2	y3	y4	ty	x1	x2	x3	x4	y	n1
70	5	4	4	23	4	4	4	5	17	19	14	13	23	17	3,83
71	2	2	2	9	1	2	2	1	6	10	6	4	9	6	7,60
72	4	4	4	20	4	4	4	4	16	14	12	12	20	16	2,15
73	5	4	4	23	5	5	5	4	19	20	15	14	23	19	-18,73
74	5	5	4	23	4	5	5	4	18	18	13	13	23	18	-35,80
75	5	5	5	25	4	4	5	4	17	18	15	15	25	17	-12,25
76	5	4	5	22	4	4	5	5	18	20	15	13	22	18	-11,28
77	4	5	4	23	5	5	4	4	18	16	14	13	23	18	7,79
78	5	5	4	24	4	5	5	4	18	20	14	14	24	18	24,44
79	5	4	5	22	4	4	5	5	18	20	15	13	22	18	14,18
80	4	5	4	23	5	5	4	4	18	16	14	13	23	18	-9,84
81	5	5	4	23	4	5	5	4	18	18	13	13	23	18	-10,06
82	5	5	5	25	4	4	5	4	17	18	15	15	25	17	7,22
83	5	4	4	23	5	5	5	4	19	20	15	14	23	19	4,18
84	5	5	4	23	4	5	5	4	18	18	13	13	23	18	11,35
85	5	5	5	25	4	4	5	4	17	18	15	15	25	17	-15,33
86	5	5	5	25	4	4	5	4	17	18	15	15	25	17	13,24
87	5	4	5	22	4	4	5	5	18	20	15	13	22	18	9,17
88	4	5	4	23	5	5	4	4	18	16	14	13	23	18	6,35
89	5	5	4	24	5	5	5	5	20	20	14	14	24	20	15,37
90	5	5	4	23	4	5	5	4	18	18	13	13	23	18	-4,15
91	5	5	5	25	5	5	5	5	20	18	15	15	25	20	-9,29
92	5	4	5	22	4	4	5	5	18	20	15	13	22	18	7,91

	x4.3	x4.4	x4.5	tx4	y1	y2	y3	y4	ty	x1	x2	x3	x4	y	n1
93	4	5	4	23	5	5	4	4	18	16	14	13	23	18	-18,83
94	5	5	4	24	4	5	5	4	18	20	14	14	24	18	-16,16
95	5	4	5	22	4	4	5	5	18	20	15	13	22	18	-,08
96	5	5	4	23	4	5	5	4	18	18	13	13	23	18	10,06
97	5	5	5	25	5	5	5	5	20	18	15	15	25	20	3,47
98	5	4	4	23	5	5	5	4	19	20	15	14	23	19	-,85
99	4	4	3	18	3	4	4	3	14	14	10	10	18	14	-12,47
100	5	5	4	24	5	5	5	5	20	20	14	14	24	20	-,27
101	5	5	4	23	4	5	5	4	18	18	13	13	23	18	15,96

n2	n3	n4	n5	zre_1	absresid
-5,60	-5,43	-3,10	-15,50	-,66173	,66
-1,84	3,33	-7,84	-4,86	-,14627	,15
-4,49	4,81	14,20	-19,98	-1,19761	1,20
18,10	23,17	1,86	3,26	,19914	,20
3,73	6,13	-13,22	9,89	,74717	,75
10,84	7,96	7,45	,03	-,07537	,08
2,17	4,31	29,81	-29,36	-1,78191	1,78
5,01	1,60	14,27	-25,07	-1,56983	1,57
-36,68	5,79	16,80	2,71	,04572	,05
-15,00	-27,16	32,68	40,61	2,22319	2,22
-3,47	,69	-13,55	10,78	,84243	,84
5,80	-7,41	-18,15	-27,14	-1,51574	1,52
9,23	2,29	26,23	-1,27	-,20597	,21
6,36	-25,34	3,91	-10,05	-,62522	,63
9,21	12,41	23,79	-,71	,04238	,04
9,50	-11,73	-11,57	-3,21	-,30904	,31
20,15	4,73	11,62	6,18	,45219	,45
-1,18	-,55	-9,69	11,18	,96835	,97
-3,62	5,31	4,22	-5,63	-,18653	,19
1,38	32,83	-28,78	4,93	,35449	,35
,34	-7,74	-26,73	3,51	,27282	,27
10,01	-10,43	-10,39	4,74	,34023	,34
3,33	6,96	-32,11	14,81	1,30019	1,30

n2	n3	n4	n5	zre_1	absresid
3,60	13,61	19,70	12,21	,76586	,77
-2,32	,64	-4,92	25,08	1,25675	1,26
13,87	20,48	5,84	-12,77	-,93674	,94
-,43	-9,13	-4,73	-5,66	-,33783	,34
19,81	-1,01	25,54	-1,15	-,00235	,00
5,10	-15,84	-1,47	-16,31	-,83593	,84
-6,52	4,81	-11,93	-18,67	-1,23652	1,24
6,92	1,76	,96	-13,65	-1,11827	1,12
-15,93	10,44	-18,56	22,79	1,45106	1,45
-12,30	-,63	8,41	-19,27	-1,11051	1,11
-1,12	,12	31,96	1,70	-,01182	,01
25,89	28,16	-22,09	-14,31	-,57519	,58
-13,75	2,12	20,32	-,99	-,23006	,23
8,28	-11,01	25,44	-20,35	-1,33985	1,34
6,56	-13,54	22,04	44,27	2,53589	2,54
7,21	17,73	-19,16	13,30	1,25110	1,25
-11,26	9,02	15,56	-17,17	-,69504	,70
-3,93	-2,93	-3,81	-8,09	-,58757	,59
-18,14	-7,82	-3,24	-12,27	-,92417	,92
-10,53	-18,80	-,84	-,51	-,19372	,19
-1,65	31,84	3,36	14,03	,82967	,83
4,67	4,06	-12,34	-29,16	-1,53244	1,53
19,31	13,98	-13,30	,17	,01152	,01

n2	n3	n4	n5	zre_1	absresid
9,22	20,14	-21,86	4,51	,30462	,30
-2,16	-4,20	-22,83	-8,35	-,54453	,54
-1,53	-11,91	10,30	7,38	,77214	,77
-6,70	-2,57	-2,07	20,73	1,07967	1,08
-10,48	-4,95	6,84	2,94	-,07869	,08
-18,57	-39,19	41,09	-3,81	-,13290	,13
16,38	-24,52	-17,85	16,88	,84119	,84
13,99	-16,37	10,53	2,72	-,06236	,06
3,86	-6,93	3,73	-11,42	-,84513	,85
-2,98	-9,67	31,44	-9,53	-,58913	,59
24,19	7,38	-21,11	12,58	,95468	,95
4,44	-1,30	22,99	-33,00	-2,15989	2,16
38,77	-5,39	-15,13	10,63	1,25869	1,26
11,84	16,44	,93	2,28	,47918	,48
-5,06	6,75	27,55	13,43	,87659	,88
-13,84	5,47	11,37	29,32	1,75893	1,76
-7,29	4,20	40,13	-13,34	-1,11913	1,12
-14,60	9,86	-11,98	9,02	,31893	,32
-6,73	-27,92	21,63	22,58	1,39368	1,39
8,16	4,23	3,28	-,04	,03836	,04
-18,28	-8,66	-21,90	-3,60	-,56090	,56
6,66	5,74	-20,21	-11,25	-,59333	,59
-,97	-19,84	-39,41	-3,10	-,13658	,14

n2	n3	n4	n5	zre_1	absresid
-9,55	-6,75	-30,63	-10,73	-,66984	,67
2,36	-4,46	,04	-2,39	-,09005	,09
-15,59	3,09	52,45	8,97	,45561	,46
-22,07	10,43	12,13	-14,41	-1,17166	1,17
4,23	21,36	4,09	13,92	,56228	,56
1,22	-17,83	-5,90	2,34	-,02829	,03
1,79	-7,74	-1,18	11,77	,59179	,59
-20,28	-,42	7,21	-,93	-,08665	,09
11,21	-16,67	-6,27	-27,51	-1,47179	1,47
-5,36	12,69	11,99	-3,05	-,06309	,06
-12,59	-11,71	,59	31,92	1,78598	1,79
19,07	2,34	-38,39	14,30	,89534	,90
3,74	-12,24	-6,76	-8,99	-,51181	,51
-13,82	4,24	-34,12	1,77	,12534	,13
15,96	-1,35	-7,80	-33,73	-1,92736	1,93
27,35	4,79	-13,06	2,35	,11544	,12
-16,32	,47	29,49	,80	,07171	,07
8,71	-14,73	,20	-27,31	-1,62343	1,62
-10,41	33,33	-27,52	,59	,15810	,16
-2,67	-11,72	-4,47	40,35	2,60674	2,61
-21,92	-4,69	-47,02	-21,99	-1,47732	1,48
-26,12	-16,62	-25,22	-9,02	-,79349	,79
-7,75	-9,10	-2,14	23,79	1,48772	1,49

n2	n3	n4	n5	zre_1	absresid
5,40	-3,53	2,13	26,83	1,47384	1,47
6,80	-11,53	2,61	,66	-,14016	,14
7,06	19,33	48,13	9,93	,63276	,63
4,75	-3,19	-12,55	5,78	,46769	,47
-9,54	-1,85	13,97	17,42	1,04359	1,04
6,43	10,74	-31,12	-4,34	-,20709	,21
9,91	-5,57	28,48	-1,10	-,21033	,21
6,01	20,33	16,71	-8,36	-,47526	,48
6,57	17,24	-20,38	-15,53	-,72728	,73

Variable view spss

	Name	Type	Width	Decimals	Label	Values	Missing	Columns	Align	Measure	Role
1	x1.1	Numeric	8	0		None	None	8	Right	Scale	Input
2	x1.2	Numeric	8	0		None	None	8	Right	Scale	Input
3	x1.3	Numeric	8	0		None	None	8	Right	Scale	Input
4	x1.4	Numeric	8	0		None	None	8	Right	Scale	Input
5	tx1	Numeric	8	0		None	None	8	Right	Scale	Input
6	x2.1	Numeric	8	0		None	None	8	Right	Scale	Input
7	x2.2	Numeric	8	0		None	None	8	Right	Scale	Input
8	x2.3	Numeric	8	0		None	None	8	Right	Scale	Input
9	tx2	Numeric	8	0		None	None	8	Right	Scale	Input
10	x3.1	Numeric	8	0		None	None	8	Right	Scale	Input
11	x3.2	Numeric	8	0		None	None	8	Right	Scale	Input
12	x3.3	Numeric	8	0		None	None	8	Right	Scale	Input
13	tx3	Numeric	8	0		None	None	8	Right	Scale	Input
14	x4.1	Numeric	8	0		None	None	8	Right	Scale	Input
15	x4.2	Numeric	8	0		None	None	8	Right	Scale	Input
16	x4.3	Numeric	8	0		None	None	8	Right	Scale	Input
17	x4.4	Numeric	8	0		None	None	8	Right	Scale	Input
18	x4.5	Numeric	8	0		None	None	8	Right	Scale	Input
19	tx4	Numeric	8	0		None	None	8	Right	Scale	Input
20	y1	Numeric	8	0		None	None	8	Right	Scale	Input
21	y2	Numeric	8	0		None	None	8	Right	Scale	Input
22	y3	Numeric	8	0		None	None	8	Right	Scale	Input
23	y4	Numeric	8	0		None	None	8	Right	Scale	Input
24	ty	Numeric	8	0		None	None	8	Right	Scale	Input

	Name	Type	Width	Decimals	Label	Values	Missing	Columns	Align	Measure	Role
25	x1	Numeric	8	0	Produk	None	None	8	Right	Scale	Input
26	x2	Numeric	8	0	Harga	None	None	8	Right	Scale	Input
27	x3	Numeric	8	0	Distribusi	None	None	8	Right	Scale	Input
28	x4	Numeric	8	0	Promosi	None	None	8	Right	Scale	Input
29	y	Numeric	8	0	Keputusan Pe...	None	None	8	Right	Scale	Input
30	n1	Numeric	8	2	Produk	None	None	8	Right	Scale	Input
31	n2	Numeric	8	2	Harga	None	None	8	Right	Scale	Input
32	n3	Numeric	8	2	Distribusi	None	None	8	Right	Scale	Input
33	n4	Numeric	8	2	Promosi	None	None	8	Right	Scale	Input
34	n5	Numeric	8	2	Keputusan Pe...	None	None	8	Right	Scale	Input
35	zre_1	Numeric	11	5	Standardized R...	None	None	8	Right	Scale	Input
36	absresid	Numeric	8	2		None	None	8	Right	Scale	Input

Lampiran 5 kuisioner

1	V PRODUK 1	V PRODUK 2	V PRODUK 3	V PRODUK 4	V HARGA 1	V HARGA 2	V HARGA 3	V distribusi 1	V distribusi 2	V distribusi 3
2	5	5	5	5	5	4	4	5	4	4
3	4	4	4	4	4	4	4	4	4	4
4	5	5	5	5	5	5	4	5	4	5
5	4	4	4	4	4	4	4	4	4	4
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7	4	3	3	4	4	4	4	4	4	4
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9	4	4	5	5	4	5	4	4	4	5
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13	5	5	5	5	5	5	4	5	4	5
14	5	5	5	5	5	5	5	5	4	5
15	4	5	4	5	5	5	5	5	5	5
16	4	4	4	4	4	5	5	4	5	4
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19	4	5	4	5	5	5	5	5	5	5
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22	4	4	5	5	4	5	4	4	4	5
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24	5	5	4	4	5	4	3	5	5	5
25	4	4	5	5	5	4	4	5	4	5
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27	5	3	4	4	4	5	4	4	5	4
28	5	4	4	5	4	4	4	4	4	5
29	4	3	3	4	4	4	4	4	4	4
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32	5	5	5	5	5	5	4	5	4	5
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37	5	4	4	5	4	3	4	3	4	4
38	5	5	5	4	4	5	5	5	5	5
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46	5	3	4	4	4	5	4	4	5	4

47	5	4	4	5	4	4	4	4	4	5
48	5	5	5	5	5	4	4	5	4	4
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53	4	4	4	4	4	5	5	4	5	4
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58	4	4	5	5	4	5	4	4	4	5
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60	5	5	5	5	5	5	5	5	4	5
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1	V PROMOSI 1	V PROMOSI 2	V PROMOSI 3	V PROMOSI 4	V PROMOSI 5	V KEPUTUSAN 1	V KEPUTUSAN 2	V KEPUTUSAN 3	V KEPUTUSAN 4
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102	5	4	5	5	4	4	5	5	4



Lampiran 6 data penjualan Toyota Innova

No	Tgl Faktur	Customer	Leasing	Tipe Kendaraan	Color Desc.
1	03.01.2017	PURWOKO		TGN40GM/TL	SILVER METALLIC,
2	03.01.2017	I DEWA PUTU ASTHADIPUTRA S	PT.TOYOTA ASTRA FINANCE SERVICES	GUN42GM/TL	DARK GREY MICA
3	03.01.2017	NUR AINI HIDAYATI,, SE, MSI		TGN40GM/TL	SILVER METALLIC,
4	07.01.2017	PT.TERANG ABADI RAYA	PT.ORIX INDONESIA FINANCE	TGN40GA/TL	SUPER WHITE II
5	07.01.2017	PT.TERANG ABADI RAYA	PT.ORIX INDONESIA FINANCE	TGN40GA/TL	ATTITUDE BLACK MICA
6	07.01.2017	PT.TERANG ABADI RAYA	PT.ORIX INDONESIA FINANCE	TGN40VA/TL	SUPER WHITE II
7	07.01.2017	AGUS SANTOSO	KKB BCA KEDIRI	GUN42GA/TL	ATTITUDE BLACK MICA
8	07.01.2017	JERRY TJIOE		TGN40GA/T	ATTITUDE BLACK MICA
9	12.01.2017	MARYANA		TGN40GM/TL	SUPER WHITE II
10	13.01.2017	ARIF AGUS WIBOWO	PT. MANDIRI TUNAS FINANCE	GUN42GM/TL	SUPER WHITE II
11	13.01.2017	YOYOK HADI SUWARNO		GUN42GA/TL	SUPER WHITE II
12	13.01.2017	MALINDA NOVA WIJAYA		TGN40GM/TL	SILVER METALLIC,
13	17.01.2017	MOH. RIDWAN, DRS, MM		GUN42VM/TL	SUPER WHITE II
14	23.01.2017	MANSYUR ALKATIRI	ACC / ASF	GUN42VA/TL	DARK GREY MICA
15	23.01.2017	PT. DINAMIKA MULTI COMPANY	KKB BCA MALANG	GUN42GM/TL	ATTITUDE BLACK MICA
16	23.01.2017	MANSYUR ALKATIRI	PT.TOYOTA ASTRA FINANCE SERVICES	GUN42VA/TL	SILVER METALLIC,
17	23.01.2017	NUR ROKHIM		TGN40GM/TL	SUPER WHITE II
18	24.01.2017	CANGGIH SAKINA HANS, SH.		GUN42VA/TL	ATTITUDE BLACK MICA
19	30.01.2017	NURUL HUDA	PT. MANDIRI	GUN42GM/TL	DARK GREY MICA

			TUNAS FINANCE		
20	30.01.2017	ABDUL HAMID	PT.MAYBANK INDONESIA FINANCE	TGN40VM/TL	ATTITUDE BLACK MICA
21	06.02.2017	ENDAH SUSILOWATI		GUN42QM/T	ATTITUDE BLACK MICA
22	10.02.2017	HARYANTO GUNAWAN	PT. MAYBANK INDONESIA FINANCE	GUN42GA/TL	SUPER WHITE II
23	10.02.2017	RR. ROSALINE RACHMANIAH	KKB BCA MALANG	TGN40GM/TL	SILVER METALLIC,
24	11.02.2017	WIJAYA SURYANTO S		GUN42QA/T	SUPER WHITE II
25	11.02.2017	JONI		GUN42QA/T	SUPER WHITE II
26	11.02.2017	SANDO JUNAEDI	PT.TOYOTA ASTRA FINANCE SERVICES	GUN42VA/TL	DARK GREY MICA
27	11.02.2017	AGUNG SUGIARTO		TGN40VA/TL	SILVER METALLIC,
28	14.02.2017	THEMY ISDIANTO	PT. TOYOTA ASTRA FINANCIAL SERVICES	GUN42GM/TL	ATTITUDE BLACK MICA
29	14.02.2017	HJ SUBAIDAH	PT. MANDIRI TUNAS FINANCE	TGN40GM/TL	SUPER WHITE II
30	17.02.2017	SOLEH ABDUN	BCA Finance	TGN40GA/TL	ATTITUDE BLACK MICA
31	17.02.2017	ADE NURSHANTY R.S.	PT. BANK SYARIAH MANDIRI	TGN40GA/TL	ATTITUDE BLACK MICA
32	20.02.2017	HERMAN RIYADI, SE	BCA Finance	GUN42VM/TL	SILVER METALLIC,
33	21.02.2017	KOPERASI BMT-UGT SIDOGIRI		TGN40GM/TL	ATTITUDE BLACK MICA
34	21.02.2017	AGUS BUDI HARTANTO	ACC / ASF	TGN40VM/TL	SUPER WHITE II
35	23.02.2017	AJI SANTOSO	PT. MAYBANK FINANCE INDONESIA	GUN42VA/TL	ATTITUDE BLACK MICA
36	23.02.2017	SUPYANTO		GUN42VM/TL	ATTITUDE BLACK MICA
37	27.02.2017	GUNAWAN		GUN42GM/TL	DARK GREY MICA
38	27.02.2017	ERNA RUSMAWARTI MUKLIM		GUN42GM/TL	SILVER METALLIC,
39	28.02.2017	CHUSNUL ZABIDI, DRS	ACC / ASF	TGN40GM/TL	ATTITUDE BLACK MICA
40	28.02.2017	WAHONO TJIA		TGN40GA/TL	SUPER WHITE II

41	28.02.2017	PT. MIYAZAWA INDONESIA	ACC / ASF	TGN40QA/T	SUPER WHITE II
42	08.03.2017	Ir.CHRISTOFEL DATU BIRRU, M.Si		TGN40GM/TL	ATTITUDE BLACK MICA
43	08.03.2017	WILLIAM SURYA HARTANTO		GUN42QA/T02	ATTITUDE BLACK MICA
44	08.03.2017	BAMBANG ENDROPRAWO	BCA Finance	TGN40GA/TL	ATTITUDE BLACK MICA
45	10.03.2017	SAFARUDDIN REFA		TGN40QA/T	ATTITUDE BLACK MICA
46	13.03.2017	GAMASTUTI PERBATASARI		GUN42GM/TL	SILVER METALLIC,
47	13.03.2017	ERNY SUSILOWATI	PT.CIMB NIAGA AUTO FINANCE	TGN40QA/T02	ATTITUDE BLACK MICA
48	15.03.2017	SISWAJI		GUN42GM/TL	SUPER WHITE II
49	16.03.2017	FEBBY NURHAYATI, SH	PT. MANDIRI TUNAS FINANCE	TGN40GA/TL	DARK GREY MICA
50	18.03.2017	ANDRIADI		GUN42VA/TL	SILVER METALLIC,
51	20.03.2017	MUHAMMAD IQBAL BASUKI		TGN40QA/T02	SUPER WHITE II
52	22.03.2017	NURUL WAHIDAH	PT. MANDIRI TUNAS FINANCE	TGN40GM/TL	ATTITUDE BLACK MICA
53	23.03.2017	WIWIEK SETIASIH		GUN42VA/TL	DARK GREY MICA
54	24.03.2017	WALADI IMADUDDIN	PT.CIMB NIAGA AUTO FINANCE	TGN40GM/TL	ATTITUDE BLACK MICA
55	24.03.2017	OEI SANDRA	KKB BCA MALANG	GUN42QM/T02	ATTITUDE BLACK MICA
56	27.03.2017	ACHADIJAH		GUN42VM/TL	SUPER WHITE II
57	30.03.2017	SUTIKNO	BCA Finance	GUN42QM/T02	SUPER WHITE II
58	31.03.2017	ROMA'I	BCA Finance	GUN42QM/T02	SUPER WHITE II
59	31.03.2017	INDAH SETIYOWATI	KKB BCA MALANG	GUN42GA/TL	ATTITUDE BLACK MICA
60	31.03.2017	ANDY SETIAWAN	KKB BCA MALANG	GUN42GA/TL	SUPER WHITE II
61	31.03.2017	HENDRA WIBISONO	KKB BCA MALANG	GUN42QA/T02	ATTITUDE BLACK MICA
62	07.04.2017	SLAMET	PT. MANDIRI TUNAS FINANCE	GUN42GA/TL	ATTITUDE BLACK MICA
63	10.04.2017	SOLEKAN		GUN42GA/TL	DARK GREY MICA
64	11.04.2017	ACHMAD SYAMSUL ASKANDAR, SH	ACC / ASF	GUN42GA/TL	ATTITUDE BLACK MICA

65	12.04.2017	HARNEN SULISTIO		TGN40GA/TL	ATTITUDE BLACK MICA
66	17.04.2017	PT.OTSUKA INDONESIA		TGN40VM/TL	SILVER METALLIC,
67	18.04.2017	A. RAHMAT		TGN40GM/TL	ATTITUDE BLACK MICA
68	22.04.2017	KOESUMA MANIK CAHAYANI	PT. TOYOTA ASTRA FINANCIAL SERVICES	GUN42QM/T	ATTITUDE BLACK MICA
69	25.04.2017	SUWADI		GUN42GM/TL	ATTITUDE BLACK MICA
70	26.04.2017	KOESUMA MANIK CAHAYANI	PT. MANDIRI TUNAS FINANCE	GUN42QM/T	ATTITUDE BLACK MICA
71	26.04.2017	ENDANG TRISNOWATI	BCA Finance	GUN42QM/T02	ATTITUDE BLACK MICA
72	26.04.2017	HARIYATI		GUN42VA/TL	SILVER METALLIC,
73	26.04.2017	TRI CAHYO WICAKSONO		GUN42VA/TL	ATTITUDE BLACK MICA
74	26.04.2017	POERWANTO		GUN42GM/TL	ATTITUDE BLACK MICA
75	27.04.2017	BAMBANG AJI	PT. MANDIRI TUNAS FINANCE	TGN40VM/TL	ATTITUDE BLACK MICA
76	28.04.2017	CANDRA ANDRIANA	KKB BCA KEDIRI	GUN42VA/TL	DARK GREY MICA
77	29.04.2017	HARUM PUSPITO, IR		TGN40QA/T02	DARK GREY MICA
78	29.04.2017	SISWOTO	PT.CIMB NIAGA AUTO FINANCE	TGN40QM/T02	ATTITUDE BLACK MICA
79	29.04.2017	ADI SETIAWAN	PT. MANDIRI TUNAS FINANCE	GUN42GM/TL	SUPER WHITE II
80	29.04.2017	FARID		TGN40QM/T	SUPER WHITE II
81	29.04.2017	ONGKO WIJOYO		GUN42QA/T02	DARK GREY MICA
82	30.04.2017	MOCH CHOIRON, DRS	PT. MANDIRI TUNAS FINANCE	TGN40GM/TL	ATTITUDE BLACK MICA
83	30.04.2017	PT.CENTRAL MOTOR WHEEL INDONESIA		TGN40GA/TL	SUPER WHITE II
84	30.04.2017	ENDANG RETNOWATI	PT. MANDIRI TUNAS FINANCE	TGN40VA/TL	ATTITUDE BLACK MICA
85	05.05.2017	H. ABU AMAR		GUN42GA/TL	ATTITUDE BLACK MICA
86	09.05.2017	CONNY SUSANTO	PT. MANDIRI	GUN42QA/T02	ATTITUDE BLACK MICA

			TUNAS FINANCE		
87	10.05.2017	LESMONO TARNO		GUN42VA/TL	ATTITUDE BLACK MICA
88	10.05.2017	PT. DAMIK LESTARI INDONESIA	KKB BCA MALANG	TGN40GM/TL	SILVER METALLIC,
89	10.05.2017	BUDHI SANDJAJA		GUN42VA/TL	SUPER WHITE II
90	10.05.2017	PT.TOYOTA BOSHOKU INDONESIA		TGN40GM/TL	SILVER METALLIC,
91	12.05.2017	PT.CITRA PERDANA KENDEDES	PT. MANDIRI TUNAS FINANCE	GUN42GA/TL	SUPER WHITE II
92	12.05.2017	SLAMET		GUN42QM/T02	SUPER WHITE II
93	12.05.2017	SUGIANTO	PT. MANDIRI TUNAS FINANCE	GUN42GA/TL	ATTITUDE BLACK MICA
94	12.05.2017	CUCUK AMBAR TRIANTONO		GUN42VM/TL	SUPER WHITE II
95	15.05.2017	AHADIN WIJAYA	ACC / ASF	GUN42GM/TL	ATTITUDE BLACK MICA
96	17.05.2017	TOMMY SUHENDRO	KKB BCA MALANG	GUN42VA/TL	SUPER WHITE II
97	18.05.2017	NOVI DARMAYANTI	PT. MANDIRI TUNAS FINANCE	TGN40QM/T02	RED M M
98	18.05.2017	CV. ANUGERAH CITRA PERSADA		GUN42VA/TL	SILVER METALLIC,
99	22.05.2017	H. CHABIBUL MACHBUB	PT. MANDIRI TUNAS FINANCE	GUN42VM/TL	SUPER WHITE II
100	24.05.2017	DEWI PANYULUH SARI		TGN40GM/TL	DARK GREY MICA
101	24.05.2017	PANG FUNG MING		GUN42GM/TL	DARK GREY MICA
102	24.05.2017	A. WAHYU SULAIMAN		TGN40VA/TL	ATTITUDE BLACK MICA
103	26.05.2017	WAWAN SULISTIYO		TGN40GM/T	SILVER METALLIC,
104	26.05.2017	ANDI ALI HUSEIN		GUN42VA/TL	SUPER WHITE II
105	26.05.2017	WAHYU ADI WIBOWO	BCA Finance	GUN42GM/T	SUPER WHITE II
106	26.05.2017	SAIFUL	BCA Finance	GUN42GA/TL	SUPER WHITE II
107	26.05.2017	PT.CITRA PERDANA KENDEDES	PT. MANDIRI TUNAS FINANCE	GUN42GA/TL	ATTITUDE BLACK MICA
108	29.05.2017	MIRZASJAH SJACHRAN, S.H.	PT.ADIRA DINAMIKA	TGN40GA/TL	ATTITUDE BLACK MICA

			MULTI FINANCE		
109	31.05.2017	JUMA'I	PT. MANDIRI TUNAS FINANCE	TGN40GM/TL	ATTITUDE BLACK MICA
110	31.05.2017	BERNARD THEODORE RATULANGI Dr	PT. TOYOTA ASTRA FINANCIAL SERVICES	TGN40GA/TL	SILVER METALLIC,
111	31.05.2017	PT.CENTRAL MOTOR WHEEL INDONESIA		TGN40VA/TL	ATTITUDE BLACK MICA
112	31.05.2017	EKO PRIYONO, SH, MM.		GUN42GA/TL	SUPER WHITE II
113	31.05.2017	TYAS DARU KARTIKAWATI		GUN42VM/TL	ATTITUDE BLACK MICA
114	06.06.2017	I MADE WARDANA GELGEL	BCA Finance	TGN40GM/TL	SUPER WHITE II
115	07.06.2017	UPT PELATIHAN KESEHATAN MASYARAKAT MURNA		TGN40GA/TL	ATTITUDE BLACK MICA
116	13.06.2017	SUCIATI		TGN40GA/TL	ATTITUDE BLACK MICA
117	13.06.2017	BEND PENGELUARAN UNIVERSITAS NEGERI MALA		TGN40VM/TL	ATTITUDE BLACK MICA
118	14.06.2017	RIKA NUR KASIYAH	BCA Finance	TGN40VM/TL	SUPER WHITE II
119	14.06.2017	IMAM FAUZI	BCA Finance	GUN42GA/TL	ATTITUDE BLACK MICA
120	15.06.2017	ABD. GANI	PT. MANDIRI TUNAS FINANCE	GUN42GM/TL	ATTITUDE BLACK MICA
121	15.06.2017	LIM STEVEN PUTRA PRATOMO	PT. MANDIRI TUNAS FINANCE	GUN42QA/T02	ATTITUDE BLACK MICA
122	15.06.2017	AMIN		TGN40GM/TL	ATTITUDE BLACK MICA
123	15.06.2017	ARI BIMANTORO		TGN40GA/TL	ATTITUDE BLACK MICA
124	17.06.2017	CHUSAERI	ACC / ASF	GUN42VM/TL	ATTITUDE BLACK MICA
125	17.06.2017	DRS. ACHMAD SUHADI, SH, .MM.		TGN40GA/TL	ATTITUDE BLACK MICA
126	19.06.2017	HERRY BASUKI		GUN42GA/T	ATTITUDE BLACK MICA
127	20.06.2017	HJ. NOER KHODIJAH IKLILAH H		TGN40GM/TL	ATTITUDE BLACK MICA
128	20.06.2017	NUNING IRAWATI	PT. CLIPAN FINANCE INDONESIA TBK	GUN42VM/TL	ATTITUDE BLACK MICA
129	21.06.2017	MULIADI	PT. CLIPAN FINANCE	GUN42GM/TL	SUPER WHITE II

			INDONESIA TBK		
130	22.06.2017	AGUS NUR FITRIONO, ST		GUN42VM/TL	SILVER METALLIC,
131	22.06.2017	RACHMAD SETIAWAN		TGN40VA/TL	ATTITUDE BLACK MICA
132	22.06.2017	TRI WAHYUNING TYAS	PT. MANDIRI TUNAS FINANCE	TGN40GM/TL	SUPER WHITE II
133	23.06.2017	NISRINA TRIA FAJRIN		GUN42VA/TL	SUPER WHITE II
134	23.06.2017	HERI KUSWANTO	PT.CIMB NIAGA AUTO FINANCE	GUN42GM/TL	ATTITUDE BLACK MICA
135	23.06.2017	IRMA OKTAVIANA	ACC / ASF	GUN42GM/TL	ATTITUDE BLACK MICA
136	23.06.2017	MEIJI ARTANTO		GUN42GM/TL	SUPER WHITE II
Sales Office T470					

No	Tgl Faktur	Customer	Leasing	Tipe Kendaraan	Color Desc.

