

## LAMPIRAN

### Lampiran 1 : Kuesioner

### KUESIONER PENELITIAN

#### **DATA RESPONDEN**

Berilah tanda ( ✓ ) pada alternatif yang Bapak/Ibu pilih:

1. Jenis Kelamin :  Laki-laki  Perempuan
2. Umur Responden :  < 25 Tahun  25 – 35 Tahun  
 36 – 45 Tahun  46 – 55 Tahun  
 > 55 Tahun
3. Pendidikan Terakhir :  D3  SLTA Sederajat  
 S1  Lainnya....
4. Masa Kerja :  
 < 1 Tahun  1 – 5 Tahun  
 5 – 10 Tahun  > 10 Tahun
5. Jabatan :  Staff Office  
 Staff Lapangan

## **PETUNJUK PENGISIAN**

Untuk keseragaman pengisian jawaban kuesioner ini, Bapak/Ibu dimohon untuk memberi tanda centang ( ✓ ) di kolom jawaban yang menurut Anda paling sesuai. Contoh:

- |                              |                                       |
|------------------------------|---------------------------------------|
| 1. Sangat Tidak Setuju (STS) | <input type="checkbox"/>              |
| 2. Tidak Setuju (TS)         | <input type="checkbox"/>              |
| 3. Cukup (C)                 | <input type="checkbox"/>              |
| 4. Setuju (S)                | <input checked="" type="checkbox"/> ✓ |
| 5. Sangat Setuju (SS)        | <input type="checkbox"/>              |

| No.           | PERNYATAAN                                      | NILAI |    |   |   |    |
|---------------|---|-------|----|---|---|----|
|               |   | STS   | TS | C | S | SS |
|               |   | 1     | 2  | 3 | 4 | 5  |
| <b>Reward</b> |   |       |    |   |   |    |
| 1.            | Reward berpengaruh terhadap produktivitas kerja |       |    |   | ✓ |    |

Atas perhatiannya saya ucapkan terima kasih.

| No.                                  | PERNYATAAN   | NILAI |    |   |   |    |
|--------------------------------------|--|-------|----|---|---|----|
|                                      |  | STS   | TS | C | S | SS |
|                                      |  | 1     | 2  | 3 | 4 | 5  |
| <b>I. Reward</b>                     |  |       |    |   |   |    |
| <b>Indikator: Gaji dan Bonus</b>     |  |       |    |   |   |    |
| 1                                    | Gaji yang diterima dari perusahaan sesuai beban pekerjaan  |       |    |   |   |    |
| 2                                    | Bonus yang diberikan perusahaan meningkatkan semangat dalam bekerja                                    |       |    |   |   |    |
| <b>Indikator: Kesejahteraan</b>      |  |       |    |   |   |    |
| 3                                    | Perusahaan memberikan tunjangan kepada karyawan dalam meningkatkan kesejahteraan.                      |       |    |   |   |    |
| 4                                    | Tunjangan yang diberikan perusahaan dapat mencukupi kebutuhan saat ini                                 |       |    |   |   |    |
| <b>Indikator: Pengembangan Karir</b> |  |       |    |   |   |    |
| 6                                    | Perusahaan memberikan promosi jabatan kepada karyawan yang berprestasi dan memiliki kinerja yang baik. |       |    |   |   |    |
| 7                                    | Setiap karyawan memiliki peluang untuk mengembangkan karir di perusahaan ini.                          |       |    |   |   |    |

| No.                              | PERNYATAAN   | NILAI |    |   |   |    |
|----------------------------------|--|-------|----|---|---|----|
|                                  |  | STS   | TS | C | S | SS |
|                                  |  | 1     | 2  | 3 | 4 | 5  |
| <b>II. Punishment</b>            |  |       |    |   |   |    |
| <b>Indikator: Hukuman Ringan</b> |  |       |    |   |   |    |
| 1                                | Atasan memberikan teguran secara lisan kepada karyawan yang terlambat sampai di kantor atau meninggalkan kantor tanpa izin.                    |       |    |   |   |    |
| 2                                | Karyawan yang melakukan kesalahan secara terus-menerus akan diberikan surat pernyataan tidak puas secara tertulis atau surat teguran tertulis. |       |    |   |   |    |

| <b>Indikator: Hukuman Sedang</b> |   |  |  |  |  |  |
|----------------------------------|---|--|--|--|--|--|
| 3                                | Perusahaan memberikan surat peringatan kepada karyawan yang melakukan pelanggaran disiplin kerja.   |  |  |  |  |  |
| 4                                | Karyawan berusaha memperbaiki kualitas kerja setelah mendapat hukuman sedang.   |  |  |  |  |  |
| <b>Indikator: Hukuman Berat</b>  |   |  |  |  |  |  |
| 5                                | Penurunan pangkat/jabatan diberlakukan kepada karyawan yang melakukan pelanggaran berat.  |  |  |  |  |  |
| 6                                | Perusahaan memberikan skorsing berupa pembebasan tugas/jabatan bahkan pemutusan hubungan kerja kepada karyawan yang menerima surat peringatan sebanyak 3 kali atau lebih. |  |  |  |  |  |

| No.   | PERNYATAAN  | NILAI |    |   |   |    |
|---|---|-------|----|---|---|----|
|   |   | STS   | TS | C | S | SS |
|   |   | 1     | 2  | 3 | 4 | 5  |
| <b>III. Beban Kerja</b>                     |   |       |    |   |   |    |
| <b>Indikator: Target yang harus dicapai</b> |   |       |    |   |   |    |
| 1   | Target perusahaan yang harus dicapai sudah sesuai dengan kemampuan saya.  |       |    |   |   |    |
| 2   | Target perusahaan dapat saya kerjakan dengan tepat waktu.   |       |    |   |   |    |
| <b>Indikator: Kondisi Pekerjaan</b>         |   |       |    |   |   |    |
| 3   | Saya mampu beradaptasi dengan cepat di lingkungan pekerjaan sesuai dengan posisi pekerjaan saya.  |       |    |   |   |    |
| 4   | Pekerjaan yang diberikan oleh perusahaan sudah sesuai dengan keahlian saya.   |       |    |   |   |    |
| <b>Indikator: Standar Pekerjaan</b>         |   |       |    |   |   |    |
| 5   | Standar pekerjaan yang berlaku di perusahaan sudah sesuai dengan SOP perusahaan pada umumnya dan sesuai dengan standar posisi/jabatan saya. |       |    |   |   |    |
| 6   | Standar pekerjaan yang dituntut terlalu tinggi.   |       |    |   |   |    |

| No.                               | PERNYATAAN   | NILAI |    |   |   |    |
|-----------------------------------|--|-------|----|---|---|----|
|                                   |  | STS   | TS | C | S | SS |
|                                   |  | 1     | 2  | 3 | 4 | 5  |
| <b>IV. Produktivitas Kerja</b>    |  |       |    |   |   |    |
| <b>Indikator: Kualitas Kerja</b>  |  |       |    |   |   |    |
| 1                                 | Saya memiliki kemampuan untuk mencapai tujuan pekerjaan yang telah ditentukan                            |       |    |   |   |    |
| 2                                 | Hasil pekerja saya selalu memenuhi standar yang telah ditetapkan oleh perusahaan.                        |       |    |   |   |    |
| <b>Indikator: Kuantitas Kerja</b> |  |       |    |   |   |    |
| 3                                 | Dengan banyaknya pemeriksaan yang telah saya lakukan, saya mampu meningkatkan produktivitas saya         |       |    |   |   |    |
| 4                                 | Dengan banyaknya pemeriksaan yang telah saya lakukan, saya dapat lebih memahami profesi saya dengan baik |       |    |   |   |    |
| <b>Indikator: Ketepatan Waktu</b> |  |       |    |   |   |    |
| 5                                 | Saya mampu menyelesaikan pekerjaan secara efektif dan efisien  |       |    |   |   |    |
| 6                                 | Saya selalu menyelesaikan pekerjaan dengan tepat waktu   |       |    |   |   |    |

## Lampiran 2 : Bukti Penelitian

|   |   |
|---|---|
|    | <p><b>PT. KTHR INDONESIA</b></p> <p>Jl. Raya Gondowangi Wagir, Malang Jawa Timur 65158<br/>Email: <a href="mailto:kthrindonesia@gmail.com">kthrindonesia@gmail.com</a>, No. Telp: 081-333-20-4006</p> |
| <p><b>SURAT KETERANGAN</b><br/>S-0012/KTHR/II/2025</p>  |   |
| <p>Yang bertanda tangan dibawah ini :</p>   |   |
| <p>Nama : Alkalanta Yusuf Bimahardji<br/>Jabatan : Direksi<br/>Alamat : Jl. Raya Gondowangi Wagir, Malang</p>   |   |
| <p>Menerangkan dengan sebenarnya, bahwa :</p>   |   |
| <p>Nama : Irtanti Desti Pitriyana<br/>NIM : K.2020.1.35200<br/>Program Studi : Manajemen<br/>Universitas : STIE Malangkucecwara</p>   |   |
| <p>Telah selesai melaksanakan penelitian pada PT. KTHR Indonesia Malang dengan judul:<br/><b>"PENGARUH REWARD, PUNISHMENT, DAN BEBAN KERJA TERHADAP PRODUKTIVITAS KERJA KARYAWAN"</b></p> |   |
| <p>Demikian surat keterangan ini dibuat untuk dapat digunakan sebagaimana mestinya.</p>   |   |
| <p>Malang, 18 Februari 2025</p>   |   |
| <br>( ALKANTA YUSUF B. )  |   |

### Lampiran 3 : Hasil Kuesioner

*Reward (X1)*

| X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | TX1 |
|------|------|------|------|------|------|-----|
| 5    | 4    | 4    | 4    | 5    | 4    | 26  |
| 5    | 5    | 4    | 5    | 5    | 4    | 28  |
| 4    | 4    | 4    | 1    | 1    | 4    | 18  |
| 3    | 1    | 1    | 3    | 3    | 3    | 14  |
| 1    | 4    | 4    | 4    | 3    | 4    | 20  |
| 4    | 4    | 4    | 3    | 4    | 4    | 23  |
| 4    | 4    | 3    | 3    | 3    | 4    | 21  |
| 3    | 1    | 1    | 3    | 3    | 1    | 12  |
| 3    | 1    | 4    | 3    | 4    | 4    | 19  |
| 3    | 4    | 4    | 3    | 1    | 1    | 16  |
| 4    | 4    | 3    | 4    | 3    | 3    | 21  |
| 3    | 4    | 3    | 4    | 4    | 4    | 22  |
| 5    | 4    | 5    | 4    | 4    | 4    | 26  |
| 3    | 4    | 4    | 5    | 5    | 4    | 25  |
| 5    | 4    | 4    | 4    | 5    | 4    | 26  |
| 5    | 5    | 5    | 5    | 5    | 4    | 29  |
| 5    | 4    | 4    | 5    | 5    | 4    | 27  |
| 5    | 4    | 5    | 4    | 4    | 4    | 26  |
| 4    | 5    | 4    | 5    | 5    | 5    | 28  |
| 5    | 3    | 4    | 5    | 4    | 4    | 25  |
| 4    | 5    | 5    | 5    | 5    | 5    | 29  |
| 5    | 4    | 4    | 3    | 5    | 4    | 25  |
| 5    | 4    | 4    | 5    | 5    | 4    | 27  |
| 5    | 4    | 4    | 5    | 5    | 4    | 27  |
| 5    | 4    | 4    | 5    | 5    | 4    | 27  |
| 4    | 5    | 5    | 5    | 5    | 5    | 29  |
| 5    | 4    | 4    | 5    | 5    | 4    | 27  |
| 5    | 4    | 4    | 5    | 4    | 4    | 26  |
| 4    | 5    | 5    | 5    | 5    | 5    | 29  |
| 4    | 5    | 5    | 5    | 4    | 5    | 28  |
| 5    | 4    | 4    | 4    | 4    | 4    | 25  |
| 4    | 5    | 5    | 4    | 4    | 5    | 27  |
| 4    | 5    | 5    | 4    | 4    | 5    | 27  |
| 4    | 5    | 5    | 4    | 4    | 5    | 27  |
| 4    | 5    | 5    | 4    | 4    | 5    | 27  |
| 4    | 4    | 3    | 4    | 3    | 3    | 21  |
| 3    | 4    | 3    | 4    | 4    | 4    | 22  |
| 5    | 4    | 5    | 4    | 4    | 4    | 26  |

|   |   |   |   |   |   |    |
|---|---|---|---|---|---|----|
| 3 | 4 | 4 | 5 | 5 | 4 | 25 |
| 5 | 4 | 4 | 4 | 5 | 4 | 26 |
| 5 | 5 | 5 | 5 | 5 | 4 | 29 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 |
| 4 | 5 | 4 | 5 | 5 | 5 | 28 |
| 5 | 3 | 4 | 5 | 4 | 4 | 25 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 5 | 4 | 4 | 3 | 5 | 4 | 25 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 4 | 5 | 4 | 4 | 5 | 5 | 27 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 |
| 5 | 4 | 4 | 4 | 4 | 5 | 26 |
| 5 | 4 | 3 | 4 | 5 | 5 | 26 |
| 5 | 4 | 4 | 4 | 4 | 5 | 26 |
| 4 | 5 | 4 | 5 | 4 | 4 | 26 |

*Punishment (X2)*

| X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | TX2 |
|------|------|------|------|------|------|-----|
| 4    | 4    | 4    | 4    | 4    | 4    | 24  |
| 4    | 4    | 4    | 4    | 4    | 4    | 24  |
| 5    | 5    | 5    | 5    | 5    | 5    | 30  |
| 4    | 4    | 3    | 4    | 4    | 4    | 23  |
| 5    | 5    | 4    | 4    | 4    | 5    | 27  |
| 5    | 5    | 5    | 3    | 5    | 5    | 28  |
| 5    | 4    | 4    | 4    | 5    | 4    | 26  |
| 5    | 5    | 4    | 5    | 5    | 4    | 28  |
| 4    | 4    | 4    | 1    | 1    | 4    | 18  |
| 3    | 1    | 1    | 3    | 3    | 3    | 14  |
| 1    | 4    | 4    | 4    | 3    | 4    | 20  |
| 4    | 4    | 4    | 3    | 4    | 4    | 23  |
| 4    | 4    | 3    | 3    | 3    | 4    | 21  |
| 3    | 1    | 1    | 3    | 3    | 1    | 12  |
| 3    | 1    | 4    | 3    | 4    | 4    | 19  |
| 3    | 4    | 4    | 3    | 1    | 1    | 16  |
| 4    | 4    | 3    | 4    | 3    | 3    | 21  |
| 3    | 4    | 3    | 4    | 4    | 4    | 22  |
| 5    | 4    | 5    | 4    | 4    | 4    | 26  |

|   |   |   |   |   |   |    |
|---|---|---|---|---|---|----|
| 3 | 4 | 4 | 5 | 5 | 4 | 25 |
| 5 | 4 | 4 | 4 | 5 | 4 | 26 |
| 5 | 5 | 5 | 5 | 5 | 4 | 29 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 |
| 4 | 5 | 4 | 5 | 5 | 5 | 28 |
| 5 | 3 | 4 | 5 | 4 | 4 | 25 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 5 | 4 | 4 | 3 | 5 | 4 | 25 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 4 | 5 | 5 | 5 | 4 | 5 | 28 |
| 5 | 4 | 4 | 4 | 4 | 4 | 25 |
| 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 4 | 4 | 3 | 4 | 3 | 3 | 21 |
| 3 | 4 | 3 | 4 | 4 | 4 | 22 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 |
| 3 | 4 | 4 | 5 | 5 | 4 | 25 |
| 5 | 4 | 4 | 4 | 5 | 4 | 26 |
| 5 | 5 | 5 | 5 | 5 | 4 | 29 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 |
| 4 | 5 | 4 | 5 | 5 | 5 | 28 |
| 5 | 3 | 4 | 5 | 4 | 4 | 25 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |
| 5 | 4 | 4 | 3 | 5 | 4 | 25 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 |
| 4 | 5 | 5 | 5 | 5 | 5 | 29 |

### Beban Kerja (X3)

| X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | TX3 |
|------|------|------|------|------|------|-----|
| 3    | 4    | 4    | 5    | 3    | 4    | 23  |
| 4    | 4    | 3    | 4    | 4    | 4    | 23  |
| 5    | 5    | 5    | 5    | 5    | 4    | 29  |
| 3    | 3    | 3    | 4    | 4    | 3    | 20  |
| 3    | 4    | 5    | 5    | 5    | 4    | 26  |
| 4    | 5    | 5    | 4    | 4    | 3    | 25  |
| 5    | 4    | 4    | 5    | 4    | 5    | 27  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 1    | 4    | 3    | 1    | 1    | 1    | 11  |
| 3    | 1    | 1    | 3    | 1    | 3    | 12  |
| 4    | 4    | 3    | 1    | 4    | 3    | 19  |
| 4    | 4    | 4    | 4    | 3    | 1    | 20  |
| 1    | 3    | 3    | 3    | 3    | 1    | 14  |
| 3    | 1    | 1    | 3    | 1    | 3    | 12  |
| 1    | 4    | 1    | 4    | 1    | 4    | 15  |
| 3    | 4    | 1    | 4    | 3    | 4    | 19  |
| 4    | 3    | 1    | 4    | 3    | 4    | 19  |
| 3    | 3    | 1    | 4    | 4    | 3    | 18  |
| 5    | 5    | 4    | 5    | 4    | 5    | 28  |
| 5    | 4    | 4    | 5    | 4    | 5    | 27  |
| 5    | 4    | 4    | 4    | 5    | 5    | 27  |
| 5    | 5    | 4    | 5    | 4    | 4    | 27  |
| 4    | 4    | 4    | 5    | 5    | 4    | 26  |
| 4    | 5    | 4    | 5    | 4    | 5    | 27  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 4    | 5    | 5    | 5    | 5    | 4    | 28  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 4    | 4    | 4    | 5    | 5    | 4    | 26  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 5    | 5    | 5    | 4    | 4    | 5    | 28  |
| 4    | 4    | 4    | 5    | 5    | 4    | 26  |
| 4    | 4    | 4    | 4    | 5    | 4    | 25  |
| 4    | 5    | 5    | 4    | 5    | 4    | 27  |
| 5    | 5    | 5    | 4    | 4    | 5    | 28  |
| 5    | 4    | 4    | 5    | 4    | 5    | 27  |
| 5    | 5    | 5    | 5    | 4    | 5    | 29  |
| 5    | 5    | 5    | 5    | 4    | 5    | 29  |
| 4    | 5    | 5    | 4    | 5    | 4    | 27  |

|   |   |   |   |   |   |    |
|---|---|---|---|---|---|----|
| 5 | 5 | 5 | 5 | 4 | 5 | 29 |
| 4 | 3 | 1 | 4 | 3 | 4 | 19 |
| 3 | 3 | 1 | 4 | 4 | 3 | 18 |
| 5 | 5 | 4 | 5 | 4 | 5 | 28 |
| 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 5 | 4 | 4 | 4 | 5 | 5 | 27 |
| 5 | 5 | 4 | 5 | 4 | 4 | 27 |
| 4 | 4 | 4 | 5 | 5 | 4 | 26 |
| 4 | 5 | 4 | 5 | 4 | 5 | 27 |
| 4 | 4 | 4 | 4 | 5 | 4 | 25 |
| 4 | 4 | 4 | 4 | 5 | 4 | 25 |
| 4 | 5 | 5 | 5 | 5 | 4 | 28 |
| 4 | 4 | 4 | 4 | 5 | 4 | 25 |
| 4 | 4 | 4 | 4 | 5 | 4 | 25 |
| 4 | 4 | 4 | 5 | 5 | 4 | 26 |
| 4 | 4 | 4 | 4 | 5 | 4 | 25 |
| 5 | 5 | 5 | 4 | 4 | 5 | 28 |

### Produktivitas Kerja (Y)

| Y1.1 | Y1.2 | Y1.3 | Y1.4 | Y1.5 | Y1.6 | TY |
|------|------|------|------|------|------|----|
| 4    | 4    | 4    | 4    | 4    | 4    | 24 |
| 4    | 4    | 3    | 4    | 4    | 4    | 23 |
| 5    | 5    | 5    | 5    | 5    | 5    | 30 |
| 4    | 4    | 3    | 4    | 4    | 3    | 22 |
| 5    | 5    | 5    | 5    | 5    | 4    | 29 |
| 5    | 5    | 5    | 5    | 5    | 5    | 30 |
| 5    | 4    | 4    | 5    | 4    | 4    | 26 |
| 5    | 4    | 4    | 5    | 5    | 4    | 27 |
| 4    | 3    | 3    | 4    | 4    | 4    | 22 |
| 3    | 3    | 1    | 3    | 1    | 1    | 12 |
| 3    | 3    | 3    | 1    | 4    | 4    | 18 |
| 3    | 4    | 4    | 4    | 4    | 4    | 23 |
| 3    | 4    | 3    | 4    | 4    | 3    | 21 |
| 3    | 3    | 1    | 3    | 1    | 1    | 12 |
| 4    | 1    | 1    | 3    | 1    | 4    | 14 |
| 4    | 1    | 1    | 3    | 4    | 4    | 17 |
| 3    | 1    | 1    | 4    | 4    | 3    | 16 |
| 4    | 4    | 1    | 3    | 4    | 3    | 19 |
| 5    | 4    | 4    | 5    | 4    | 5    | 27 |
| 5    | 4    | 4    | 3    | 4    | 4    | 24 |
| 5    | 4    | 4    | 5    | 4    | 4    | 26 |

|   |   |   |   |   |   |    |
|---|---|---|---|---|---|----|
| 5 | 4 | 4 | 5 | 5 | 5 | 28 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 4 | 3 | 4 | 4 | 5 | 4 | 24 |
| 3 | 4 | 4 | 5 | 3 | 4 | 23 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 3 | 4 | 4 | 5 | 4 | 4 | 24 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 3 | 4 | 4 | 5 | 4 | 4 | 24 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 3 | 1 | 1 | 4 | 4 | 3 | 16 |
| 4 | 4 | 1 | 3 | 4 | 3 | 19 |
| 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 5 | 4 | 4 | 3 | 4 | 4 | 24 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 5 | 5 | 28 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 4 | 3 | 4 | 4 | 5 | 4 | 24 |
| 3 | 4 | 4 | 5 | 3 | 4 | 23 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 5 | 4 | 4 | 5 | 4 | 4 | 26 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 |

#### Lampiran 4 : Analisis Deskriptif

X1

| ITEM | N  | MIN | MAX | MEAN | STD. DEV |
|------|----|-----|-----|------|----------|
| X1.1 | 57 | 1   | 5   | 4.32 | 0.841    |
| X1.2 | 57 | 1   | 5   | 4.11 | 0.892    |
| X1.3 | 57 | 1   | 5   | 4.09 | 0.844    |
| X1.4 | 57 | 1   | 5   | 4.26 | 0.828    |
| X1.5 | 57 | 1   | 5   | 4.28 | 0.913    |
| X1.6 | 57 | 1   | 5   | 4.14 | 0.804    |

X2

| ITEM | N  | MIN | MAX | MEAN | STD. DEV |
|------|----|-----|-----|------|----------|
| X2.1 | 57 | 1   | 5   | 4.30 | 0.837    |
| X2.2 | 57 | 1   | 5   | 4.12 | 0.900    |
| X2.3 | 57 | 1   | 5   | 4.11 | 0.852    |
| X2.4 | 57 | 1   | 5   | 4.25 | 0.844    |
| X2.5 | 57 | 1   | 5   | 4.28 | 0.913    |
| X2.6 | 57 | 1   | 5   | 4.11 | 0.788    |

X3

| ITEM | N  | MIN | MAX | MEAN | STD. DEV |
|------|----|-----|-----|------|----------|
| X3.1 | 57 | 1   | 5   | 4.00 | 0.955    |
| X3.2 | 57 | 1   | 5   | 4.11 | 0.852    |
| X3.3 | 57 | 1   | 5   | 3.72 | 1.225    |
| X3.4 | 57 | 1   | 5   | 4.25 | 0.844    |
| X3.5 | 57 | 1   | 5   | 4.12 | 1.077    |
| X3.6 | 57 | 1   | 5   | 4.00 | 0.937    |

Y

| ITEM | N  | MIN | MAX | MEAN | STD.<br>DEV |
|------|----|-----|-----|------|-------------|
| Y1.1 | 57 | 3   | 5   | 4.26 | 0.761       |
| Y1.2 | 57 | 1   | 5   | 3.91 | 0.978       |
| Y1.3 | 57 | 1   | 5   | 3.72 | 1.225       |
| Y1.4 | 57 | 1   | 5   | 4.30 | 0.837       |
| Y1.5 | 57 | 1   | 5   | 4.12 | 0.900       |
| Y1.6 | 57 | 1   | 5   | 4.11 | 0.852       |

## Lampiran 5 : Uji Instrumen Penelitian

### VALIDITAS X1

|         |                     | Correlations |        |        |        |        |        |         |
|---------|---------------------|--------------|--------|--------|--------|--------|--------|---------|
|         |                     | X1.1         | X1.2   | X1.3   | X1.4   | X1.5   | X1.6   | TOTALX1 |
| X1.1    | Pearson Correlation | 1            | 0.190  | .307*  | 0.259  | .433** | 0.220  | .560**  |
|         | Sig. (2-tailed)     |              | 0.158  | 0.020  | 0.052  | 0.001  | 0.100  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X1.2    | Pearson Correlation | 0.190        | 1      | .687** | .414** | .330*  | .591** | .749**  |
|         | Sig. (2-tailed)     | 0.158        |        | 0.000  | 0.001  | 0.012  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X1.3    | Pearson Correlation | .307*        | .687** | 1      | .344** | .310*  | .602** | .753**  |
|         | Sig. (2-tailed)     | 0.020        | 0.000  |        | 0.009  | 0.019  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X1.4    | Pearson Correlation | 0.259        | .414** | .344** | 1      | .692** | .340** | .710**  |
|         | Sig. (2-tailed)     | 0.052        | 0.001  | 0.009  |        | 0.000  | 0.010  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X1.5    | Pearson Correlation | .433**       | .330*  | .310*  | .692** | 1      | .520** | .769**  |
|         | Sig. (2-tailed)     | 0.001        | 0.012  | 0.019  | 0.000  |        | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X1.6    | Pearson Correlation | 0.220        | .591** | .602** | .340** | .520** | 1      | .757**  |
|         | Sig. (2-tailed)     | 0.100        | 0.000  | 0.000  | 0.010  | 0.000  |        | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| TOTALX1 | Pearson Correlation | .560**       | .749** | .753** | .710** | .769** | .757** | 1       |
|         | Sig. (2-tailed)     | 0.000        | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  |         |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |

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

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

## VALIDITAS X2

|         |                     | Correlations |        |        |        |        |        |         |
|---------|---------------------|--------------|--------|--------|--------|--------|--------|---------|
|         |                     | X2.1         | X2.2   | X2.3   | X2.4   | X2.5   | X2.6   | TOTALX2 |
| X2.1    | Pearson Correlation | 1            | 0.254  | .350** | .269*  | .464** | 0.218  | .583**  |
|         | Sig. (2-tailed)     |              | 0.056  | 0.008  | 0.043  | 0.000  | 0.103  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X2.2    | Pearson Correlation | 0.254        | 1      | .716** | .376** | .342** | .650** | .764**  |
|         | Sig. (2-tailed)     | 0.056        |        | 0.000  | 0.004  | 0.009  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X2.3    | Pearson Correlation | .350**       | .716** | 1      | .330*  | .368** | .663** | .780**  |
|         | Sig. (2-tailed)     | 0.008        | 0.000  |        | 0.012  | 0.005  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X2.4    | Pearson Correlation | .269*        | .376** | .330*  | 1      | .685** | .357** | .692**  |
|         | Sig. (2-tailed)     | 0.043        | 0.004  | 0.012  |        | 0.000  | 0.006  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X2.5    | Pearson Correlation | .464**       | .342** | .368** | .685** | 1      | .544** | .781**  |
|         | Sig. (2-tailed)     | 0.000        | 0.009  | 0.005  | 0.000  |        | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X2.6    | Pearson Correlation | 0.218        | .650** | .663** | .357** | .544** | 1      | .778**  |
|         | Sig. (2-tailed)     | 0.103        | 0.000  | 0.000  | 0.006  | 0.000  |        | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| TOTALX2 | Pearson Correlation | .583**       | .764** | .780** | .692** | .781** | .778** | 1       |
|         | Sig. (2-tailed)     | 0.000        | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  |         |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |

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

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

### VALIDITAS X3

|         |                     | Correlations |        |        |        |        |        |         |
|---------|---------------------|--------------|--------|--------|--------|--------|--------|---------|
|         |                     | X3.1         | X3.2   | X3.3   | X3.4   | X3.5   | X3.6   | TOTALX3 |
| X3.1    | Pearson Correlation | 1            | .496** | .555** | .523** | .529** | .726** | .817**  |
|         | Sig. (2-tailed)     |              | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X3.2    | Pearson Correlation | .496**       | 1      | .768** | .428** | .483** | .462** | .781**  |
|         | Sig. (2-tailed)     | 0.000        |        | 0.000  | 0.001  | 0.000  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X3.3    | Pearson Correlation | .555**       | .768** | 1      | .406** | .638** | .382** | .828**  |
|         | Sig. (2-tailed)     | 0.000        | 0.000  |        | 0.002  | 0.000  | 0.003  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X3.4    | Pearson Correlation | .523**       | .428** | .406** | 1      | .430** | .622** | .709**  |
|         | Sig. (2-tailed)     | 0.000        | 0.001  | 0.002  |        | 0.001  | 0.000  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X3.5    | Pearson Correlation | .529**       | .483** | .638** | .430** | 1      | .400** | .766**  |
|         | Sig. (2-tailed)     | 0.000        | 0.000  | 0.000  | 0.001  |        | 0.002  | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| X3.6    | Pearson Correlation | .726**       | .462** | .382** | .622** | .400** | 1      | .752**  |
|         | Sig. (2-tailed)     | 0.000        | 0.000  | 0.003  | 0.000  | 0.002  |        | 0.000   |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |
| TOTALX3 | Pearson Correlation | .817**       | .781** | .828** | .709** | .766** | .752** | 1       |
|         | Sig. (2-tailed)     | 0.000        | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  |         |
|         | N                   | 57           | 57     | 57     | 57     | 57     | 57     | 57      |

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

## VALIDITAS Y

### Correlations

|        |                     | Y1.1   | Y1.2   | Y1.3   | Y1.4   | Y1.5   | Y1.6   | TOTALY |
|--------|---------------------|--------|--------|--------|--------|--------|--------|--------|
| Y1.1   | Pearson Correlation | 1      | .314*  | .399** | .510** | .311*  | .417** | .610** |
|        | Sig. (2-tailed)     |        | 0.018  | 0.002  | 0.000  | 0.018  | 0.001  | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| Y1.2   | Pearson Correlation | .314*  | 1      | .814** | .332*  | .530** | .516** | .794** |
|        | Sig. (2-tailed)     | 0.018  |        | 0.000  | 0.012  | 0.000  | 0.000  | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| Y1.3   | Pearson Correlation | .399** | .814** | 1      | .492** | .668** | .768** | .929** |
|        | Sig. (2-tailed)     | 0.002  | 0.000  |        | 0.000  | 0.000  | 0.000  | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| Y1.4   | Pearson Correlation | .510** | .332*  | .492** | 1      | 0.254  | .350** | .624** |
|        | Sig. (2-tailed)     | 0.000  | 0.012  | 0.000  |        | 0.056  | 0.008  | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| Y1.5   | Pearson Correlation | .311*  | .530** | .668** | 0.254  | 1      | .716** | .767** |
|        | Sig. (2-tailed)     | 0.018  | 0.000  | 0.000  | 0.056  |        | 0.000  | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| Y1.6   | Pearson Correlation | .417** | .516** | .768** | .350** | .716** | 1      | .827** |
|        | Sig. (2-tailed)     | 0.001  | 0.000  | 0.000  | 0.008  | 0.000  |        | 0.000  |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |
| TOTALY | Pearson Correlation | .610** | .794** | .929** | .624** | .767** | .827** | 1      |
|        | Sig. (2-tailed)     | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  | 0.000  |        |
|        | N                   | 57     | 57     | 57     | 57     | 57     | 57     | 57     |

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

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

## RELIABILITAS

| Item-Total Statistics               |   |  |   |       |
|-------------------------------------|---|--|---|-------|
| Scale<br>Mean if<br>Item<br>Deleted | Scale<br>Variance<br>if Item<br>Deleted | Corrected<br>Item-Total<br>Correlation | Cronbach's<br>Alpha if<br>Item<br>Deleted |       |
| TOTALX1                             | 73.77                                   | 150.501                                | 0.175                                     | 0.957 |
| TOTALX2                             | 73.81                                   | 100.266                                | 0.866                                     | 0.693 |
| TOTALX3                             | 74.77                                   | 83.715                                 | 0.886                                     | 0.661 |
| TOTALY                              | 74.54                                   | 94.110                                 | 0.800                                     | 0.712 |

## Lampiran 6 : Uji Asumsi Klasik

### UJI NORMALITAS

#### One-Sample Kolmogorov-Smirnov Test

|                                  |                | Unstandardized<br>Residual |
|----------------------------------|----------------|----------------------------|
| N                                |                | 57                         |
| Normal Parameters <sup>a,b</sup> | Mean           | 0.0000000                  |
|                                  | Std. Deviation | 1.64208722                 |
| Most Extreme Differences         | Absolute       | 0.115                      |
|                                  | Positive       | 0.084                      |
|                                  | Negative       | -0.115                     |
| Test Statistic                   |                | 0.115                      |
| Asymp. Sig.<br>(2-tailed)        |                | .056 <sup>c</sup>          |

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

### UJI HETEROKEDASTISITAS

| Mode<br>I |             | Coefficients <sup>a</sup>       |       | Standardize<br>d<br>Coefficients | t     | Sig.  |
|-----------|-------------|---------------------------------|-------|----------------------------------|-------|-------|
|           |             | Unstandardize<br>d Coefficients | B     | Std.<br>Error                    | Beta  |       |
| 1         | (Constant ) | 4.022                           | 1.213 |                                  | 3.315 | 0.002 |
|           | TOTALX 1    | 0.002                           | 0.036 | 0.006                            | 0.052 | 0.959 |
|           | TOTALX 2    | 0.061                           | 0.076 | 0.205                            | 0.801 | 0.427 |
|           | TOTALX 3    | -0.030                          | 0.064 | -0.149                           | -     | 0.560 |

a. Dependent Variable: abs\_res

## UJI MULTIKOLINEARITAS

| Model |            | Coefficients <sup>a</sup>            |       |
|-------|------------|--------------------------------------|-------|
|       |            | Collinearity Statistics<br>Tolerance | VIF   |
| 1     | (Constant) |                                      |       |
|       | TOTALX1    | 0.898                                | 1.114 |
|       | TOTALX2    | 0.194                                | 5.156 |
|       | TOTALX3    | 0.185                                | 5.408 |

a. Dependent Variable: TOTALY

**Lampiran 7 : Uji Hipotesis**

**UJI REGRESI LINEAR**

| Mode<br>I |             | Coefficients <sup>a</sup>       |               | Standardize<br>d<br>Coefficients | t         | Sig.      |
|-----------|-------------|---------------------------------|---------------|----------------------------------|-----------|-----------|
|           |             | Unstandardize<br>d Coefficients | Std.<br>Error |                                  |           |           |
|           | B           |                                 |               | Beta                             |           |           |
| 1         | (Constant ) | 1.574                           | 2.14<br>9     |                                  | 0.73<br>2 | 0.46<br>7 |
|           | TOTALX<br>1 | 0.319                           | 0.06<br>4     | 0.402                            | 2.85<br>0 | 0.01<br>0 |
|           | TOTALX<br>2 | 0.751                           | 0.13<br>5     | 0.655                            | 5.54<br>6 | 0.00<br>0 |
|           | TOTALX<br>3 | 0.287                           | 0.11<br>3     | 0.307                            | 2.53<br>5 | 0.01<br>4 |

a. Dependent Variable: TOTALY