

## DAFTAR KUESIONER

### IDENTITAS RESPONDEN

Nama responden : ..... (boleh tidak diisi)

Jenis Kelamin : Laki-Laki / Perempuan.

Umur :

<20 thn                       >41 thn  
 21-30 thn  
 31-40 thn

Pendidikan :

SD                                       SLTA  
 SMP                                         S1

Keterangan :

Angka 1 = Sangat Tidak Setuju (STS)

Angka 2 = Tidak Setuju (TS)

Angka 3 = Netral (N)

Angka 4 = Setuju (S)

Angka 5 = Sangat Setuju (SS)

Petunjuk: Mohon Bapak/Ibu/Saudara(i) memberikan pendapat atas pertanyaan-pertanyaan berikut, Untuk tiap pernyataan yang diajukan, berikan tanda cek list (✓), sesuai dengan tingkat persetujuan dengan memberikan tanda centang (✓) pada angka pilihan: 1= Sangat Tidak Setuju (STS), 2= Tidak Setuju (TS), 3= Netral (N), 4= Setuju (S), 5= Sangat Setuju (SS). (Berikan tanda cawang (✓) pada kotak yang tersedia)

#### A. Kompetensi Penjual (X1)

NO	Pertanyaan	1	2	3	4	5
		STS	TS	N	S	SS
1	Sales memiliki pengetahuan					

	yang baik akan produk yang akan di tawarkan					
2	Sales dituntut untuk dapat menyelesaikan setiap masalah yang hadapi					
3	Sales dapat membina hubungan baik dengan para pelanggan					
4	Sales dapat meyakinkan seseorang untuk membeli produk yang saya tawarkan					
5	Sales merupakan pribadi yang mudah bergaul dan menyenangkan					
6	Sales memiliki pengalaman sesuai pekerjaan yang saya jalani					
7	Sales memiliki kemampuan yang baik dalam mempresentasikan produk.					

### B. Orientasi Pelanggan (X2)

NO	Pertanyaan	1	2	3	4	5
		STS	TS	N	S	SS
1	Sales memahami produk yang					

	diinginkan setiap pelanggan					
2	Sales memahami apa yang menjadi prioritas setiap pelanggan					
3	Sales selalu meminta tanggapan terkait produk yang saya jual					
4	Sales dapat memenuhi setiap permintaan pelanggan					

### C. Penjualan Adaptif (X3)

NO	Pertanyaan	1	2	3	4	5
		STS	TS	N	S	SS
1	Sales dapat menerima masukan dari setiap pelanggan					
2	Sales memiliki sikap tegas terhadap pelanggan yang menunda-nunda pembayaran					
3	Sales dapat memenuhi setiap permintaan pelanggan.					

### D. Kinerja Tenaga Penjual (Y)

NO	Pertanyaan	1	2	3	4	5
----	------------	---	---	---	---	---

		STS	TS	N	S	SS
1	Sales dapat menghasilkan pangsa pasar baru.					
2	Sales dapat menjual produk sesuai target					
3	Sales dapat menjual secara cesh atau penjualan tunai					
4	Sales dapat mempertahankan pelanggan yang ada					
5	Sales dapat menambah pelanggan baru setiap bulan.					

### DATA JAWABAN RESPONDEN

Item	STS (1)		TS (2)		N (3)		S (4)		SS (5)	
	F	%	F	%	F	%	F	%	F	%
X1.1	18	32	1	2	1	2	34	61	2	4
X1.2	0	0	0	0	9	16	45	80	2	4
X1.3	0	0	2	4	15	27	38	68	1	2
X1.4	0	0	0	0	15	27	39	70	2	4
X1.5	0	0	0	0	31	55	23	41	2	4
X1.6	0	0	0	0	15	27	35	63	6	11
X1.7	0	0	0	0	0	0	25	45	31	55

Item	STS (1)		TS (2)		N (3)		S (4)		SS (5)	
	F	%	F	%	F	%	F	%	F	%
X2.1	0	0%	0	0%	0	0%	37	66%	19	34%
X2.2	0	0%	0	0%	1	2%	52	93%	3	5%
X2.3	0	0%	0	0%	0	0%	39	70%	17	30%
X2.4	0	0%	2	4%	27	48%	24	43%	3	5%

Item	STS (1)		TS (2)		N (3)		S (4)		SS (5)	
	F	%	F	%	F	%	F	%	F	%
X3.1	14	25%	15	27%	17	30%	10	18%	0	0%
X3.2	2	4%	11	48%	27	48%	16	29%	0	0%

X3.3	0	0%	15	41%	23	41%	18	32%	0	0%
------	---	----	----	-----	----	-----	----	-----	---	----

Item	STS (1)		TS (2)		N (3)		S (4)		SS (5)	
	F	%	F	%	F	%	F	%	F	%
Y1	0	0%	0	0%	9	16%	39	70%	8	14%
Y2	0	0%	0	0%	1	2%	53	95%	2	4%
Y3	1	2%	0	0%	11	20%	24	43%	20	36%
Y4	0	0%	0	0%	1	2%	44	79%	11	20%
Y5	0	0%	0	0%	10	18%	43	77%	3	5%

## DISKRIPSI RESPONDEN

### Descriptive Statistics

	N	Range	Minimum	Maximum	Mean	Std. Deviation	Variance
USIA	56	3.00	1.00	4.00	2.7049	.86302	.745
JENIS KELAMIN	56	1.00	1.00	2.00	1.3443	.47907	.230
PENDIDIKAN TERAHIR	56	2.00	2.00	4.00	2.9508	.49753	.248
Valid N (listwise)	56						

### Frequencies

#### Statistics

		USIA	JENIS KELAMIN	PENDIDIKAN TERAHIR
N	Valid	56	56	56
	Missing	0	0	0
Std. Error of Mean		.11050	.06134	.06370
Std. Deviation		.86302	.47907	.49753
Variance		.745	.230	.248
Range		3.00	1.00	2.00

Minimum	1.00	1.00	2.00
Maximum	4.00	2.00	4.00

**Frequency Tab****USIA**

Usia		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	<20	11	19,6	19,6	19,6
	20-30	22	39,3	39,3	58,9
	31-40	17	30,4	30,4	89,3
	>41	6	10,7	10,7	100
	Total	56	100.0	100.0	

**JENIS KELAMIN**

Jenis Kelamin		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Laki-Laki	48	85,7	85,7	85,7
	Perempuan	8	14,3	14,3	100.0
	Total	56	100.0	100.0	

**PENDIDIKAN**

**JENIS KELAMIN**

Pekerjaan		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	SD	4	7,1	7,1	7,1
	SMP	8	14,3	14,3	21,4
	SLTA	25	44,7	44,7	66,1
	S1	19	33,9	33,9	100.0
	Total	56	100.0	100.0	



## UJI VALIDITAS DAN RELIABILITAS

Scale: ALL VARIABLES

### Case Processing Summary

		N	%
Cases	Valid	56	100.0
	Excluded <sup>a</sup>	0	.0
	Total	56	100.0

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

### Reliability Statistics

Cronbach's Alpha	N of Items
.617	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	34.6557	14.030	.658	.920
Y2	34.9344	13.562	.592	.917
Y3	34.9344	13.562	.721	.917
Y4	34.8689	13.516	.708	.919
Y5	34.8033	14.127	.354	.928

### Reliability Statistics

Cronbach's Alpha	N of Items

**Reliability Statistics**

Cronbach's Alpha	N of Items
.670	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	8.8033	.927	.678	.594
X3.2	8.8361	.906	.650	.555
X3.3	8.5182	.647	.615	.701

**Reliability Statistics**

Cronbach's Alpha	N of Items
.661	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	20.0820	6.710	.757	.789
X2.2	20.3934	5.776	.884	.748
X2.3	20.2623	6.597	.797	.769
X2.4	20.6557	6.963	.621	.835

**Reliability Statistics**

Cronbach's Alpha	N of Items
.632	7

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X1.1	25.4262	5.982	.632	.737
X1.2	25.4098	5.679	.690	.727
X1.3	25.5246	5.220	.650	.706
X1.4	25.5574	5.117	.373	.715
X1.5	25.4918	5.787	.343	.737
X1.6	25.5902	5.346	.425	.701
X1.7	25.4230	6.975	.591	.768

### One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		56
Normal Parameters <sup>a,b</sup>	Mean	0E-7
	Std. Deviation	2,11961784
	Absolute	,092
Most Extreme Differences	Positive	,052
	Negative	-,092
Kolmogorov-Smirnov Z		1,128
Asymp. Sig. (2-tailed)		,157

### Regression

#### Variables Entered/Removed<sup>b</sup>

Model	Variables Entered	Variables Removed	Method
1	X3, X1, X2 <sup>a</sup>		. Enter

a. All requested variables entered.

b. Dependent Variable: Y

#### Model Summary<sup>b</sup>

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.679 <sup>a</sup>	.762	.540	.42486	1.931

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

b. Dependent Variable: Y

ANOVA<sup>b</sup>

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	5.417	3	1.354	7.503	.000 <sup>a</sup>
	Residual	6.318	52	.181		
	Total	11.735	55			

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

b. Dependent Variable: Y

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Correlations			Collinearity Statistics	
		B	Std. Error	Beta			Zero-order	Partial	Part	Tolerance	VIF
1	(Constant)	2.409	.521		4.623	.000					
	X1	.250	.119	.250	2.611	.010	.300	.279	.257	.956	1,046
	X2	.190	.086	.190	2.826	.005	.300	.164	.147	.922	1,085
	X3	.142	.108	.542	5.531	.000	.328	.289	.267	.963	1,039

a. Dependent Variable: Y

Collinearity Diagnostics<sup>a</sup>

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions			
				(Constant)	X1	X2	X3
1	1	3.979	1.000	.00	.00	.00	.00
	2	.010	20.416	.04	.24	.80	.00
	3	.009	21.581	.00	.21	.20	.62
	4	.003	37.008	.96	.55	.00	.38

a. Dependent Variable: Y

Residuals Statistics<sup>a</sup>

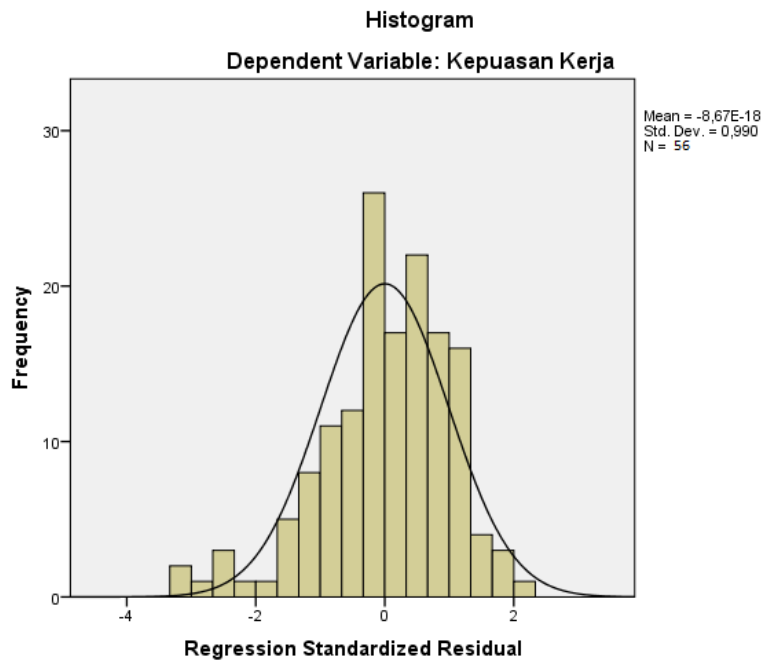
	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	3.8968	4.8463	4.3516	.21595	56
Std. Predicted Value	-2.106	2.291	.000	1.000	56
Standard Error of Predicted Value	.057	.171	.105	.025	56
Adjusted Predicted Value	3.9097	4.8967	4.3536	.21985	56
Residual	-1.08279	.98714	.00000	.40856	56
Std. Residual	-2.583	2.355	.000	.975	56
Stud. Residual	-2.668	2.450	-.002	1.008	56
Deleted Residual	-1.15539	1.06824	-.00200	.43734	56
Stud. Deleted Residual	-2.827	2.567	-.003	1.024	56
Mahal. Distance	.135	8.968	2.951	1.800	56
Cook's Distance	.000	.123	.018	.025	56
Centered Leverage Value	.002	.149	.049	.030	56

Residuals Statistics<sup>a</sup>

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	3.8968	4.8463	4.3516	.21595	56
Std. Predicted Value	-2.106	2.291	.000	1.000	56
Standard Error of Predicted Value	.057	.171	.105	.025	56
Adjusted Predicted Value	3.9097	4.8967	4.3536	.21985	56
Residual	-1.08279	.98714	.00000	.40856	56
Std. Residual	-2.583	2.355	.000	.975	56
Stud. Residual	-2.668	2.450	-.002	1.008	56
Deleted Residual	-1.15539	1.06824	-.00200	.43734	56
Stud. Deleted Residual	-2.827	2.567	-.003	1.024	56
Mahal. Distance	.135	8.968	2.951	1.800	56
Cook's Distance	.000	.123	.018	.025	56
Centered Leverage Value	.002	.149	.049	.030	56

a. Dependent Variable: Y

## Charts



Normal P-P Plot of Regression Standardized Residual

