

LAMPIRAN-LAMPIRAN

Lampiran 1. Kuesioner Penelitian

No.

Dengan kuesioner ini saya meminta kesediaan Saudara/i untuk mengisi pernyataan yang saya ajukan. Informasi yang Saudara/i berikan merupakan bantuan yang sangat berarti bagi saya dalam melakukan penelitian skripsi dengan judul **PENGARUH *SELLING SKILL*, *SELLING EXPERIENCE*, dan *CUSTOMER ORIENTATION*** (Studi pada *Sales Yamaha cabang Jepara*). Atas kesediaan Saudara/i meluangkan waktu saya ucapkan terimakasih.

I. Identitas Responden

Nama Responden :

Jenis Kelamin : Laki-laki Perempuan

Usia : 17-26 tahun 37-46 tahun

27-36 tahun > 46 tahun

Pendidikan terakhir : SMA/Sederajat Sarjana Diploma

II. Petunjuk pengisian

Pilihlah salah satu jawaban yang paling tepat sesuai dengan pemikiran atau pengalaman anda dengan tanda check list (√) pada setiap butir pertanyaan.

Keterangan :

SL = Selalu (skor 5)

SR = Sering (skor 4)

KD = Kadang-kadang (skor 3)

P = Pernah (skor 2)

TP = Tidak Pernah (skor 1)

III. Daftar Pernyataan

Selling skill (X1)

No.	Pernyataan	SL (5)	SR (4)	KD (3)	P (2)	TP (1)
1.	Saudara menyampaikan informasi produk dengan jelas dan memberikan kesempatan pelanggan untuk bertanya.					
2.	Saudara dapat membuat presentasi yang lengkap pada setiap penjualan.					
3.	Saudara menguasai produk yang saudara jual, dan mendorong agar mereka tertarik untuk membeli.					

Selling experience (X2)

No.	Pernyataan	SL (5)	SR (4)	KD (3)	P (2)	TP (1)
1.	Saudara mengisi daftar kunjungan penjualan secara harian, dan selalu berhubungan dengan pelanggan melalui sms.					
2.	Saudara selalu berhasil dalam melakukan penjualan produk.					
3.	Saudara menjelaskan varian produk dan inovasi baru kepada pelanggan dengan cara yang lebih menarik					
4.	Saudara memahami berbagai macam karakter konsumen daripada sales yang lain.					

Customer orientation (X3)

No.	Pernyataan	SL (5)	SR (4)	KD (3)	P (2)	TP (1)
1.	Saudara mencari tahu apa kebutuhan dan keinginan calon pelanggan.					
2.	Saudara menawarkan produk yang paling cocok untuk pelanggan saudara.					
3.	Saudara menawarkan produk berdasarkan apa yang dapat saudara yakinkan pada pelanggan, bukan berdasarkan untuk memuaskan pelanggan.					
4.	Saudara memilih menjual sebanyak mungkin dibandingkan dengan memuaskan pelanggan.					
5.	Saudara merespon berbagai keluhan pelanggan dengan cepat dan tepat.					

Sales performance (Y)

No.	Pernyataan	SS (5)	S (4)	KS (3)	TS (2)	STS (1)
1.	Saudara dapat menjual produk melebihi target dan sasaran penjualan yang diberikan perusahaan kepada saudara.					
2.	Saudara dapat menjual produk dengan keuntungan yang lebih tinggi.					
3.	Saudara dapat menjual produk baru perusahaan secara cepat.					

Lampiran 2. Tanggapan responden

Res	Selling skill				Selling experience					Customer orientation						Sales performance			
	X1.1	X1.2	X1.3	Jml	X2.1	X2.2	X2.3	X2.4	Jml	X3.1	X3.2	X3.3	X3.4	X3.5	Jml	Y 1	Y 2	Y 3	Jml
1																			
2	4	3	5	12	3	3	5	5	16	3	2	3	4	4	16	5	3	3	11
3	5	5	5	15	4	5	5	5	19	5	5	5	5	5	25	4	3	5	12
4	5	5	5	15	4	4	5	2	15	5	2	2	3	5	17	4	3	2	9
5	5	4	5	14	4	4	4	4	16	5	5	5	2	5	22	3	2	4	9
6	5	5	5	15	5	5	5	5	20	4	5	5	1	5	20	5	5	5	15
7	5	5	5	15	5	4	4	4	17	5	4	5	4	4	22	4	4	4	12
8	5	5	5	15	5	5	5	5	20	5	5	5	5	3	23	5	4	5	14
9	5	4	5	14	3	4	5	4	16	5	5	5	3	5	23	4	2	3	9
10	5	5	5	15	5	5	5	5	20	5	5	5	5	5	25	5	5	5	15
11	4	4	4	12	3	3	3	3	12	4	4	4	4	3	19	3	4	4	11
12	5	5	5	15	4	4	4	4	16	5	4	5	4	4	22	3	4	5	12
13	4	4	4	12	3	3	4	4	14	4	4	4	3	4	19	4	4	3	11
14	5	4	5	14	5	4	5	5	19	5	4	5	4	5	23	4	3	5	12
15	4	4	4	12	4	4	4	3	15	4	4	4	4	5	21	4	4	4	12
16	5	5	5	15	5	5	5	5	20	5	5	5	5	5	25	5	5	5	15
17	4	4	4	12	4	4	4	4	16	3	2	5	1	4	15	4	3	5	12
18	5	5	5	15	5	5	5	5	20	5	5	5	5	5	25	5	5	5	15
19	4	3	3	10	3	5	3	5	16	4	4	3	4	4	19	4	3	3	10
20	5	4	5	14	5	3	5	5	18	5	5	5	3	5	23	3	3	2	8
21	5	5	5	15	5	5	5	3	18	3	5	3	4	3	18	3	5	5	13
22	4	3	5	12	5	3	3	3	14	5	4	4	3	4	20	3	3	3	9
23	5	5	5	15	3	4	4	3	14	4	4	2	1	5	16	4	5	4	13
23	4	4	4	12	4	3	5	5	17	4	5	4	4	4	21	3	3	3	9
24	5	4	5	14	4	4	5	5	18	4	5	5	5	4	23	4	4	4	12
25	4	3	5	12	4	3	4	4	15	5	5	4	5	3	22	5	4	5	14
26	5	4	5	14	4	4	5	4	17	4	5	4	3	4	20	4	3	4	11
27	5	5	5	15	4	4	2	5	15	5	2	4	4	2	17	4	5	2	11
28	5	5	5	15	4	2	4	2	12	4	2	2	1	4	13	2	4	2	8
29	2	4	2	8	3	3	2	2	10	2	4	4	4	2	16	3	5	3	11
30	5	3	3	11	5	5	5	1	16	5	5	5	1	5	21	3	5	3	11
31	3	2	5	10	4	4	5	4	17	5	5	4	5	5	24	4	5	4	13
32	5	5	4	14	3	4	5	5	17	5	4	1	3	5	18	4	4	4	12
33	5	5	5	15	5	3	4	3	15	5	3	1	3	5	17	4	3	5	12
34	4	4	4	12	4	4	4	4	16	4	4	4	4	4	20	4	4	4	12
35	3	3	2	8	3	4	2	1	10	2	1	3	1	2	9	5	4	1	10
36	4	4	5	13	3	4	4	4	15	4	4	1	1	5	15	3	4	4	11

37	5	5	5	15	4	5	5	5	19	5	5	5	1	5	21	5	4	5	14
38	5	5	5	15	3	3	5	3	14	4	4	3	4	4	19	4	3	3	10
39	2	3	5	10	3	4	4	4	15	5	5	4	4	5	23	4	4	5	13
40	5	4	5	14	4	4	5	4	17	5	4	5	4	5	23	4	4	5	13
41	4	4	4	12	4	4	4	4	16	5	5	4	3	4	21	4	4	4	12
42	5	3	5	13	3	5	5	5	18	5	5	5	5	5	25	5	2	5	12
43	5	5	5	15	3	3	5	5	16	5	5	1	1	2	14	2	2	2	6
44	5	5	5	15	4	4	5	4	17	5	5	4	2	5	21	2	1	4	7
45	5	3	4	12	5	3	4	4	16	5	5	5	5	4	24	3	4	4	11
46	4	4	4	12	4	3	3	4	14	3	4	4	3	4	18	4	4	4	12
47	1	1	1	3	1	1	1	1	4	1	1	1	1	1	5	1	1	1	3
48	3	3	3	9	3	3	3	3	12	3	3	3	3	3	15	3	3	3	9
49	3	3	4	10	4	5	5	5	19	5	5	5	1	5	21	5	5	5	15
50	5	4	5	14	5	5	4	5	19	5	5	4	4	5	23	5	4	5	14
51	4	4	5	13	5	5	5	4	19	5	5	5	1	5	21	4	4	4	12
52	5	5	5	15	3	5	5	5	18	5	5	1	1	5	17	4	5	5	14
53	1	1	3	5	1	2	3	1	7	2	1	1	1	2	7	1	2	1	4
54	5	3	5	13	3	4	5	5	17	4	5	4	5	5	23	5	3	1	9
55	3	1	4	8	5	3	3	2	13	4	4	4	5	5	22	2	3	2	7
56	4	3	4	11	3	4	5	3	15	4	4	3	3	2	16	4	4	4	12
57	5	4	4	13	4	4	4	4	16	4	5	3	3	5	20	4	5	5	14
58	4	4	4	12	4	2	5	3	14	2	4	4	2	5	17	4	4	5	13
59	4	4	4	12	4	2	5	3	14	2	4	4	2	5	17	4	4	5	13
60	5	5	4	14	5	4	5	4	18	5	4	5	5	5	24	5	4	5	14
61	5	5	5	15	5	5	5	5	20	5	5	3	3	5	21	5	4	4	13
62	5	5	4	14	4	2	4	3	13	4	4	4	3	4	19	1	4	1	6
63	5	5	5	15	3	3	5	3	14	3	4	4	3	5	19	3	5	5	13
64	4	4	5	13	3	4	4	5	16	5	5	3	3	4	20	5	3	5	13
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66	5	4	4	13	5	4	5	5	19	5	5	5	1	5	21	4	1	4	9
67	5	3	5	13	3	5	5	5	18	5	5	5	5	5	25	5	4	5	14
68	4	4	5	13	4	4	4	5	17	5	5	3	5	4	22	4	4	3	11
69	4	2	4	10	2	4	4	4	14	4	4	4	3	4	19	2	2	2	6
70	4	3	5	12	5	5	5	5	20	5	5	2	4	4	20	3	3	4	10
71	5	5	5	15	5	5	5	5	20	5	5	3	3	4	20	4	5	4	13
72	4	4	4	12	4	4	4	5	17	5	4	3	5	4	21	4	4	4	12
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74	5	5	5	15	5	5	5	3	18	4	4	5	3	3	19	5	3	4	12
75	5	5	5	15	2	3	5	3	13	3	2	5	1	3	14	3	3	3	9
76	3	2	3	8	3	2	3	2	10	2	2	2	2	2	10	2	2	2	6
77	4	3	4	11	4	4	4	4	16	4	3	4	3	3	17	3	4	4	11

78	5	5	5	15	2	2	5	4	13	5	4	1	1	5	16	5	2	5	12
79	5	5	4	14	4	4	4	3	15	4	5	4	4	4	21	4	4	4	12
80	5	3	3	11	3	3	3	3	12	3	3	3	3	3	15	3	3	3	9
81	2	5	5	12	1	1	1	1	4	5	1	1	1	5	13	1	1	5	7
82	4	4	5	13	4	4	4	5	17	5	4	3	3	4	19	4	3	5	12
83	5	4	5	14	4	4	5	4	17	5	4	4	4	5	22	3	3	3	9
84	5	5	5	15	3	3	3	3	12	4	3	3	2	3	15	3	3	3	9
85	5	5	5	15	4	3	5	3	15	3	5	5	3	4	20	3	1	3	7
86	5	5	5	15	5	3	5	3	16	5	5	1	2	4	17	5	4	4	13
87	3	3	3	9	3	3	3	2	11	2	2	4	4	2	14	2	2	2	6
88	5	3	5	13	3	4	5	4	16	3	4	3	1	4	15	3	3	4	10
89	5	5	5	15	4	4	5	4	17	5	5	5	3	5	23	4	5	4	13
90	5	5	5	15	4	4	5	4	17	4	4	4	1	5	18	4	3	4	11
91	5	5	5	15	5	4	5	5	19	5	5	5	2	2	19	3	3	3	9
92	3	3	5	11	5	3	2	5	15	5	2	3	2	5	17	5	3	3	11
93	5	2	5	12	5	4	4	3	16	3	2	3	3	3	14	3	2	2	7
94	5	2	2	9	2	3	2	5	12	3	1	2	1	4	11	3	2	2	7
95	4	4	5	13	2	2	4	3	11	4	4	3	4	4	19	5	4	5	14
96	5	3	4	12	4	4	4	3	15	4	4	2	4	4	18	4	3	3	10
97	3	3	3	9	3	4	3	3	13	4	4	4	4	5	21	4	4	3	11
98	4	4	3	11	3	3	4	3	13	3	5	4	4	4	20	4	4	3	11
99	4	4	4	12	4	4	4	5	17	4	4	4	4	4	20	4	4	4	12
100	5	3	5	13	5	4	5	3	17	4	5	3	2	4	18	5	5	5	15
101	5	3	5	13	5	4	5	3	17	4	5	3	2	4	18	5	5	5	15

Lampiran 3. Deskripsi Variabel

a. Selling Skill

Statistics

		X1.1	X1.2	X1.3
N	Valid	101	101	101
	Missing	0	0	0
Mean		4.37	3.92	4.44
Median		5.00	4.00	5.00
Percentiles	25	4.00	3.00	4.00
	50	5.00	4.00	5.00
	75	5.00	5.00	5.00

X1.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	2	2.0	2.0	2.0
	2	3	3.0	3.0	5.0
	3	10	9.9	9.9	14.9
	4	27	26.7	26.7	41.6
	5	59	58.4	58.4	100.0
Total		101	100.0	100.0	

X1.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	3	3.0	3.0	3.0
	2	6	5.9	5.9	8.9
	3	24	23.8	23.8	32.7
	4	31	30.7	30.7	63.4
	5	37	36.6	36.6	100.0
Total		101	100.0	100.0	

X1.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	1	1.0	1.0	1.0
2	3	3.0	3.0	4.0
3	9	8.9	8.9	12.9
4	26	25.7	25.7	38.6
5	62	61.4	61.4	100.0
Total	101	100.0	100.0	



Lampiran 4. Deskripsi Variabel

b. Selling Experience

Statistics

		X2.1	X2.2	X2.3	X2.4
N	Valid	101	101	101	101
	Missing	0	0	0	0
Mean		3.82	3.73	4.23	3.80
Median		4.00	4.00	5.00	4.00
Percentiles	25	3.00	3.00	4.00	3.00
	50	4.00	4.00	5.00	4.00
	75	5.00	4.00	5.00	5.00

X2.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	3	3.0	3.0	3.0
	2	5	5.0	5.0	7.9
	3	28	27.7	27.7	35.6
	4	36	35.6	35.6	71.3
	5	29	28.7	28.7	100.0
	Total	101	100.0	100.0	

X2.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	2	2.0	2.0	2.0
	2	8	7.9	7.9	9.9
	3	26	25.7	25.7	35.6
	4	44	43.6	43.6	79.2
	5	21	20.8	20.8	100.0
	Total	101	100.0	100.0	

X2.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	2	2.0	2.0	2.0
2	5	5.0	5.0	6.9
3	12	11.9	11.9	18.8
4	31	30.7	30.7	49.5
5	51	50.5	50.5	100.0
Total	101	100.0	100.0	

X2.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	5	5.0	5.0	5.0
2	6	5.9	5.9	10.9
3	28	27.7	27.7	38.6
4	27	26.7	26.7	65.3
5	35	34.7	34.7	100.0
Total	101	100.0	100.0	



Lampiran 5. Deskripsi Variabel

c. Customer Orientation

Statistics

		X3.1	X3.2	X3.3	X3.4	X3.5
N	Valid	101	101	101	101	101
	Missing	0	0	0	0	0
Mean		4.18	4.04	3.60	3.03	4.12
Median		4.00	4.00	4.00	3.00	4.00
Percentiles	25	4.00	4.00	3.00	2.00	4.00
	50	4.00	4.00	4.00	3.00	4.00
	75	5.00	5.00	5.00	4.00	5.00

X3.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	1	1.0	1.0	1.0
	2	7	6.9	6.9	7.9
	3	14	13.9	13.9	21.8
	4	30	29.7	29.7	51.5
	5	49	48.5	48.5	100.0
Total		101	100.0	100.0	

X3.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	5	5.0	5.0	5.0
	2	10	9.9	9.9	14.9
	3	6	5.9	5.9	20.8
	4	35	34.7	34.7	55.4
	5	45	44.6	44.6	100.0
Total		101	100.0	100.0	

X3.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	10	9.9	9.9	9.9
2	8	7.9	7.9	17.8
3	23	22.8	22.8	40.6
4	31	30.7	30.7	71.3
5	29	28.7	28.7	100.0
Total	101	100.0	100.0	

X3.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	21	20.8	20.8	20.8
2	12	11.9	11.9	32.7
3	27	26.7	26.7	59.4
4	25	24.8	24.8	84.2
5	16	15.8	15.8	100.0
Total	101	100.0	100.0	

X3.5

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	1	1.0	1.0	1.0
2	9	8.9	8.9	9.9
3	11	10.9	10.9	20.8
4	36	35.6	35.6	56.4
5	44	43.6	43.6	100.0
Total	101	100.0	100.0	

Lampiran 6. Deskripsi Variabel

d. Sales Performance

Statistics

		Y1	Y2	Y3
N	Valid	101	101	101
	Missing	0	0	0
Mean		3.73	3.53	3.72
Median		4.00	4.00	4.00
Percentiles	25	3.00	3.00	3.00
	50	4.00	4.00	4.00
	75	4.50	4.00	5.00

Y1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	4	4.0	4.0	4.0
	2	8	7.9	7.9	11.9
	3	24	23.8	23.8	35.6
	4	40	39.6	39.6	75.2
	5	25	24.8	24.8	100.0
Total		101	100.0	100.0	

Y2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	5	5.0	5.0	5.0
	2	11	10.9	10.9	15.8
	3	29	28.7	28.7	44.6
	4	37	36.6	36.6	81.2
	5	19	18.8	18.8	100.0
Total		101	100.0	100.0	

Y3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	6	5.9	5.9	5.9
2	11	10.9	10.9	16.8
3	21	20.8	20.8	37.6
4	30	29.7	29.7	67.3
5	33	32.7	32.7	100.0
Total	101	100.0	100.0	



Lampiran 7. Hasil Uji Validitas dan Reliabilitas

a. Variabel *Selling skill* (X1)

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.786	.789	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
X1.1	8.36	2.772	.662	.438	.671
X1.2	8.80	2.460	.631	.403	.713
X1.3	8.29	3.127	.599	.363	.741

b. Variabel *Selling experience* (X2)

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.768	.772	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
X2.1	11.76	6.203	.511	.300	.742
X2.2	11.85	5.808	.670	.454	.662
X2.3	11.36	6.092	.562	.317	.715
X2.4	11.78	5.572	.545	.346	.729

c. Variabel *Customer orientation* (X3)

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.698	.710	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
X3.1	14.79	10.946	.515	.401	.630
X3.2	14.93	9.465	.620	.420	.575
X3.3	15.37	10.274	.423	.233	.664
X3.4	15.94	10.256	.363	.200	.697
X3.5	14.85	11.608	.395	.300	.672

d. Variabel *Sales performance* (Y)

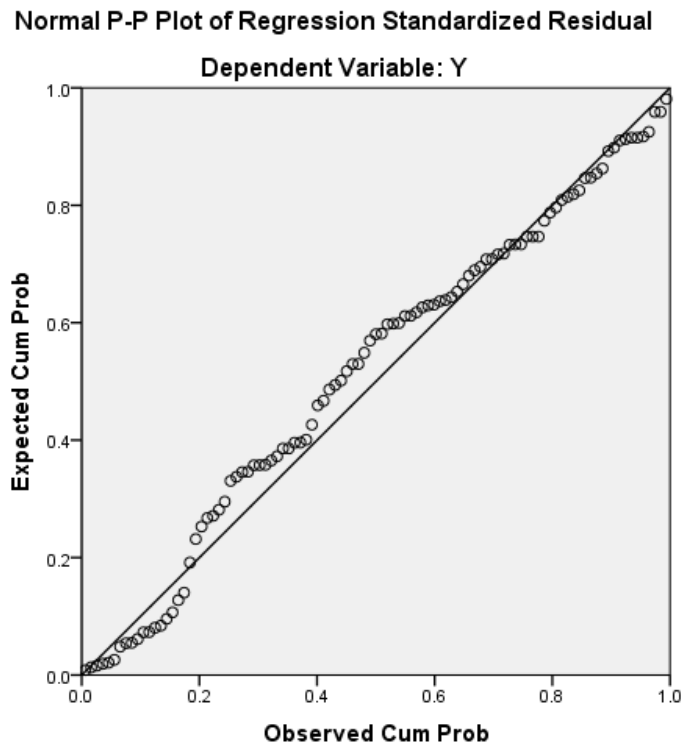
Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.728	.730	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Y1	7.26	3.613	.617	.385	.564
Y2	7.46	3.950	.485	.244	.714
Y3	7.27	3.298	.557	.337	.636

Lampiran 8. Uji Normalitas



One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		101
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	2.08154834
	Most Extreme Differences	
	Absolute	.087
	Positive	.058
	Negative	-.087
Test Statistic		.087
Asymp. Sig. (2-tailed)		.059 ^c

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

Lampiran 9. Uji Multikolinearitas

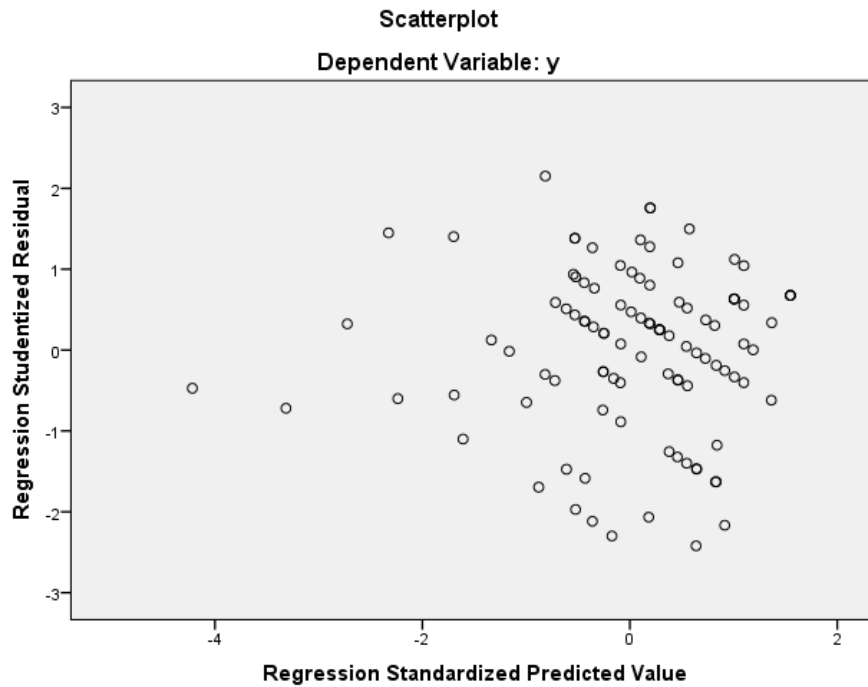
Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
1 (Constant)	.332	.101		3.289	.001		
X1	.343	.118	.283	2.902	.005	.615	1.626
X2	.011	.005	.273	2.286	.024	.378	2.649
X3	.008	.004	.233	2.160	.033	.473	2.116

a. Dependent Variable: Y



Lampiran 10. Uji Heteroskedastisitas



Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	B	Std. Error	Beta		
1 (Constant)	1.182	1.395		.847	.399
X1	.018	.068	.034	.262	.794
X2	.197	.764	.041	.257	.797
X3	-.015	.047	-.045	-.312	.755

b. Dependent Variable: RES2

Lampiran 11. Regresi Linier Berganda

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.458	1.283		1.136	.259
	X1	.145	.113	.129	1.284	.202
	X2	.309	.110	.361	2.809	.006
	X3	.151	.079	.220	1.919	.058

a. Dependent Variable: Y



Lampiran 12. Koefisien Determinasi**Model Summary^b**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.629 ^a	.396	.377	2.113

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

b. Dependent Variable: Y



Lampiran 13. Uji F

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	283.706	3	94.569	21.171	.000 ^b
	Residual	433.284	97	4.467		
	Total	716.990	100			

a. Dependent Variable: Y

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



Lampiran 14. Uji t

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	.332	.101		3.289	.001
X1	.343	.118	.283	2.902	.005
X2	.011	.005	.273	2.286	.024
X3	.008	.004	.233	2.160	.033

a. Dependent Variable: *Sales performance (Y)*



Lampiran 15. r Tabel

df = (N-2)	Tingkat signifikansi untuk uji satu arah				
	0.05	0.025	0.01	0.005	0.0005
	Tingkat signifikansi untuk uji dua arah				
	0.1	0.05	0.02	0.01	0.001
51	0.2284	0.2706	0.3188	0.3509	0.4393
52	0.2262	0.2681	0.3158	0.3477	0.4354
53	0.2241	0.2656	0.3129	0.3445	0.4317
54	0.2221	0.2632	0.3102	0.3415	0.4280
55	0.2201	0.2609	0.3074	0.3385	0.4244
56	0.2181	0.2586	0.3048	0.3357	0.4210
57	0.2162	0.2564	0.3022	0.3328	0.4176
58	0.2144	0.2542	0.2997	0.3301	0.4143
59	0.2126	0.2521	0.2972	0.3274	0.4110
60	0.2108	0.2500	0.2948	0.3248	0.4079
61	0.2091	0.2480	0.2925	0.3223	0.4048
62	0.2075	0.2461	0.2902	0.3198	0.4018
63	0.2058	0.2441	0.2880	0.3173	0.3988
64	0.2042	0.2423	0.2858	0.3150	0.3959
65	0.2027	0.2404	0.2837	0.3126	0.3931
66	0.2012	0.2387	0.2816	0.3104	0.3903
67	0.1997	0.2369	0.2796	0.3081	0.3876
68	0.1982	0.2352	0.2776	0.3060	0.3850
69	0.1968	0.2335	0.2756	0.3038	0.3823
70	0.1954	0.2319	0.2737	0.3017	0.3798
71	0.1940	0.2303	0.2718	0.2997	0.3773
72	0.1927	0.2287	0.2700	0.2977	0.3748
73	0.1914	0.2272	0.2682	0.2957	0.3724
74	0.1901	0.2257	0.2664	0.2938	0.3701
75	0.1888	0.2242	0.2647	0.2919	0.3678
76	0.1876	0.2227	0.2630	0.2900	0.3655
77	0.1864	0.2213	0.2613	0.2882	0.3633
78	0.1852	0.2199	0.2597	0.2864	0.3611
79	0.1841	0.2185	0.2581	0.2847	0.3589
80	0.1829	0.2172	0.2565	0.2830	0.3568
81	0.1818	0.2159	0.2550	0.2813	0.3547
82	0.1807	0.2146	0.2535	0.2796	0.3527
83	0.1796	0.2133	0.2520	0.2780	0.3507
84	0.1786	0.2120	0.2505	0.2764	0.3487
85	0.1775	0.2108	0.2491	0.2748	0.3468
86	0.1765	0.2096	0.2477	0.2732	0.3449
87	0.1755	0.2084	0.2463	0.2717	0.3430
88	0.1745	0.2072	0.2449	0.2702	0.3412
89	0.1735	0.2061	0.2435	0.2687	0.3393
90	0.1726	0.2050	0.2422	0.2673	0.3375
91	0.1716	0.2039	0.2409	0.2659	0.3358
92	0.1707	0.2028	0.2396	0.2645	0.3341
93	0.1698	0.2017	0.2384	0.2631	0.3323
94	0.1689	0.2006	0.2371	0.2617	0.3307
95	0.1680	0.1996	0.2359	0.2604	0.3290
96	0.1671	0.1986	0.2347	0.2591	0.3274
97	0.1663	0.1975	0.2335	0.2578	0.3258
98	0.1654	0.1966	0.2324	0.2565	0.3242
99	0.1646	0.1956	0.2312	0.2552	0.3226
100	0.1638	0.1946	0.2301	0.2540	0.3211
101	0.1638	0.1946	0.2301	0.2540	0.3211

Lampiran 16. F Tabel

Titik Persentase Distribusi F untuk Probabilita = 0,05															
df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
91	3.95	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.90	1.86	1.83	1.80	1.78
92	3.94	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.89	1.86	1.83	1.80	1.78
93	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.78
94	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.77
95	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.82	1.80	1.77
96	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
97	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
98	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
99	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
100	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.97	1.93	1.89	1.85	1.82	1.79	1.77
101	3.94	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.93	1.88	1.85	1.82	1.79	1.77
102	3.93	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.77
103	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
104	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
105	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.81	1.79	1.76
106	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
107	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
108	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.78	1.76
109	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
110	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
111	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
112	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.96	1.92	1.88	1.84	1.81	1.78	1.76
113	3.93	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.92	1.87	1.84	1.81	1.78	1.76
114	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
115	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
116	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
117	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
118	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
119	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
120	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
121	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
122	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
123	3.92	3.07	2.68	2.45	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
124	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
125	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
126	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.87	1.83	1.80	1.77	1.75
127	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
128	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
129	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
130	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
131	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
132	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
133	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
134	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
135	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.82	1.79	1.77	1.74

Lampiran 17. t Tabel

Titik Persentase Distribusi t (df = 81 –120)

df \ Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002
81	0.67753	1.29209	1.66388	1.98989	2.37327	2.63790	3.19392
82	0.67749	1.29196	1.66365	1.98932	2.37269	2.63712	3.19262
83	0.67746	1.29183	1.66342	1.98896	2.37212	2.63637	3.19135
84	0.67742	1.29171	1.66320	1.98861	2.37156	2.63563	3.19011
85	0.67739	1.29159	1.66298	1.98827	2.37102	2.63491	3.18890
86	0.67735	1.29147	1.66277	1.98793	2.37049	2.63421	3.18772
87	0.67732	1.29136	1.66256	1.98761	2.36998	2.63353	3.18657
88	0.67729	1.29125	1.66235	1.98729	2.36947	2.63286	3.18544
89	0.67726	1.29114	1.66216	1.98698	2.36898	2.63220	3.18434
90	0.67723	1.29103	1.66196	1.98667	2.36850	2.63157	3.18327
91	0.67720	1.29092	1.66177	1.98638	2.36803	2.63094	3.18222
92	0.67717	1.29082	1.66159	1.98609	2.36757	2.63033	3.18119
93	0.67714	1.29072	1.66140	1.98580	2.36712	2.62973	3.18019
94	0.67711	1.29062	1.66123	1.98552	2.36667	2.62915	3.17921
95	0.67708	1.29053	1.66105	1.98525	2.36624	2.62858	3.17825
96	0.67705	1.29043	1.66088	1.98498	2.36582	2.62802	3.17731
97	0.67703	1.29034	1.66071	1.98472	2.36541	2.62747	3.17639
98	0.67700	1.29025	1.66055	1.98447	2.36500	2.62693	3.17549
99	0.67698	1.29016	1.66039	1.98422	2.36461	2.62641	3.17460
100	0.67695	1.29007	1.66023	1.98397	2.36422	2.62589	3.17374
101	0.67693	1.28999	1.66008	1.98373	2.36384	2.62539	3.17289
102	0.67690	1.28991	1.65993	1.98350	2.36346	2.62489	3.17206
103	0.67688	1.28982	1.65978	1.98326	2.36310	2.62441	3.17125
104	0.67686	1.28974	1.65964	1.98304	2.36274	2.62393	3.17045
105	0.67683	1.28967	1.65950	1.98282	2.36239	2.62347	3.16967
106	0.67681	1.28959	1.65936	1.98260	2.36204	2.62301	3.16890
107	0.67679	1.28951	1.65922	1.98238	2.36170	2.62256	3.16815
108	0.67677	1.28944	1.65909	1.98217	2.36137	2.62212	3.16741
109	0.67675	1.28937	1.65895	1.98197	2.36105	2.62169	3.16669
110	0.67673	1.28930	1.65882	1.98177	2.36073	2.62126	3.16598
111	0.67671	1.28922	1.65870	1.98157	2.36041	2.62085	3.16528
112	0.67669	1.28916	1.65857	1.98137	2.36010	2.62044	3.16460
113	0.67667	1.28909	1.65845	1.98118	2.35980	2.62004	3.16392
114	0.67665	1.28902	1.65833	1.98099	2.35950	2.61964	3.16326
115	0.67663	1.28896	1.65821	1.98081	2.35921	2.61926	3.16262
116	0.67661	1.28889	1.65810	1.98063	2.35892	2.61888	3.16198
117	0.67659	1.28883	1.65798	1.98045	2.35864	2.61850	3.16135
118	0.67657	1.28877	1.65787	1.98027	2.35837	2.61814	3.16074
119	0.67656	1.28871	1.65776	1.98010	2.35809	2.61778	3.16013
120	0.67654	1.28865	1.65765	1.97993	2.35782	2.61742	3.15954