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Lampiran 1: Kuesioner Penelitian

No.	Pernyataan	STS	TS	ATS	N	AS	S	SS
I	Prinsip Customer Focus (Fokus Pada Pelanggan)							
1.	Perusahaan melakukan identifikasi terkait kebutuhan pelanggan							
2.	Perusahaan secara konsisten melakukan identifikasi menentukan terkait mutu dari penyediaan produk dan layanan, selanjutnya dimonitor dan direview							
3.	Adanya itikad pegawai menjalin hubungan dengan pelanggan							
4.	System pengendalian yang dilakukan perusahaan secara efektif dan konsisten meningkatkan kualitas produk dan layanan							
5.	Menempatkan pengendalian pencegahan untuk mengurangi risiko ketidaksesuaian dan memaksimalkan penggunaan peluang yang timbul							
II.	Prinsip Leadership (Kepemimpinan)							
1.	Saya berkomunikasi dengan baik kepada rekan kerja sehingga dapat bekerja sama dengan rekan kerja untuk menyelesaikan pekerjaan dengan kualitas terbaik.							
2.	Pimpinan memberi komitmen pada pengembangan dan penerapan sistem manajemen mutu dan terus-menerus memperbaiki efektivitasnya							
3.	Pimpinan bertanggung jawab atas efektivitas manajemen mutu dan meninjau implementasinya							

4.	Pimpinan memastikan sumber daya yang diperlukan untuk sistem manajemen mutu tersedia							
5.	Perusahaan menguji apakah pelaksanaan kegiatan 126 ystem manajemen mutu telah sesuai dengan pedoman yang telah dibuat, meningkatkan kualitas, efisiensi, dan akuntabilitas							
6.	Pimpinan mendorong saya untuk menggunakan kreativitas dan selalu inovatif dalam menyelesaikan pekerjaan.							
7.	Pimpinan membangkitkan antusiasme saya untuk melakukan pekerjaan.							
III.	Prinsip Engagement of People (Keterlibatan Orang)							
1.	Karyawan di semua tingkatan melibatkan kemampuannya secara penuh untuk keuntungan perusahaan.							
2.	Adanya program pelatihan yang diberikan perusahaan untuk meningkatkan keterampilan kpegawai dalam melakukan pekerjaan.							
3.	Pegawai sepenuhnya terlibat, merasa diberdayakan, dan bertanggung jawab atas tindakan							
IV.	Prinsip Process Approachment (Pendekatan Proses)							
1.	Secara sistematis menentukan aktivitasaktivitas yang terintegrasi yang dibutuhkan untuk mencapai hasil yang diinginkan							
2.	Perusahaan menjamin tersedianya informasi untuk melaksanakan dan memonitor prosesproses kegiatan							

3.	Perusahaan telah melakukan koreksi, pencegahan, atau penurunan efek yang tidak diinginkan dari risiko							
4.	Audit proses dilakukan secara rutin dan berkala							
5.	Perusahaan menetapkan unit yang bertanggung jawab terhadap pengelolaan kualitas dan konsisten melaporkan ke top manajemen							
V.	Prinsip <i>Continual Improvement</i> (Perbaikan Secara Berkelanjutan)							
1.	Pelaksanaan tinjauan manajemen (management review) oleh top manajemen terhadap efektivitas implementasi sistem manajemen mutu dilaksanakan secara rutin dan berkala							
2.	Untuk peningkatan berkelanjutan, perusahaan mendukung pelaksanaan <i>benchmarking</i> guna mengetahui ancaman, tantangan, kelemahan, keunggulan, prestasi baik secara internal maupun eksternal							
3.	Perusahaan menyiapkan dan melaksanakan prosedur pengendalian proses realisasi produk atau jasa							
4.	Perusahaan memberikan penghargaan atas inovasi atau peningkatan yang telah dicapai							
VI	Prinsip <i>Evidence Based Decision Making</i> (Pengambilan Keputusan Berdasarkan Bukti)							
1.	Perusahaan telah menetapkan produk sesuai dengan standar internasional untuk memenuhi kebutuhan pelanggan dan memenangkan persaingan							

2.	Manajemen menganalisis data dan informasi dengan metode yang benar							
3.	Risiko dan peluang yang dapat mempengaruhi kesesuaian terhadap produk dan kemampuan untuk meningkatkan kepuasan pelanggan ditentukan dan ditangani							
4.	Data pendukung keberadaan atau kebenaran sesuatu diperoleh melalui observasi dan pengukuran atau dengan cara lain yang sudah disepakati							
VII Prinsip <i>Relationship Management</i> (Manajemen Relasional)								
1.	Melakukan survey untuk memahami kebutuhan dan harapan pihak-pihak berkepentingan							
2.	Perusahaan telah melakukan komunikasi terbuka dan jelas dengan pihak-pihak yang berkepentingan							
3.	Manajemen berbagi informasi dan rencana dimasa yang akan datang							
4.	Bekerjasama untuk mengembangkan dan memperbaiki produk dan proses.							
VIII Kinerja Pegawai								
1.	Adanya penilaian serta evaluasi kinerja yang dikelola mendorong motivasi saya untuk bekerja lebih giat lagi untuk mendapatkan penilaian yang lebih baik							
2.	Saya sebagai pegawai sadar dan bertanggung jawab atas kewajiban serta menyelesaikan pekerjaan sesuai prosedur dan aturan yang diberikan							
3.	Saya selalu tekun dalam bekerja, berusaha menyelesaikan pekerjaan tepat waktu dengan kualitas pekerjaan yang baik							

4.	Saya selalu menjaga hubungan baik, saling menghormati, dengan rekan kerja terkait.							
5.	Saya mampu bekerja sama dan berkoordinasi dengan baik antar unit dan bagian lain untuk mencapai target yang telah ditentukan							

Keterangan :

STS = Sangat Tidak Setuju

TS = Tidak Setuju

ATS = Agak Tidak Setuju

N = Netral

AS = Agak Setuju

S = Setuju

SS = Sangat Setuju

Lampiran 2: Profil Responden

Frequencies

		Statistics			
		Jenis_Kelamin	Pendidikan_Terakhir	Umur	Masa_Kerja
N	Valid	63	63	63	63
	Missing	0	0	0	0
Mean		1.1429	2.1587	2.0952	2.5873
Median		1.0000	2.0000	2.0000	2.0000

Frequency Table

		Jenis_Kelamin			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Laki-Laki	54	85.7	85.7	85.7
	Perempuan	9	14.3	14.3	100.0
	Total	63	100.0	100.0	

		Pendidikan_Terakhir			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	SMA/Sederajat	20	31.7	31.7	31.7
	Diploma (D3)	16	25.4	25.4	57.1
	Sarjana (S1)	24	38.1	38.1	95.2
	Magister (S2)	3	4.8	4.8	100.0
	Total	63	100.0	100.0	

Umur

	Frequency	Percent	Valid Percent	Cumulative Percent
< 30 Tahun	29	46.0	46.0	46.0
41 - 50 Tahun	6	9.5	9.5	55.6
Valid 31 - 40 Tahun	21	33.3	33.3	88.9
> 50 Tahun	7	11.1	11.1	100.0
Total	63	100.0	100.0	

Masa Kerja

	Frequency	Percent	Valid Percent	Cumulative Percent
1 - 5 Tahun	12	19.0	19.0	19.0
6 - 10 Tahun	25	39.7	39.7	58.7
Valid 11 - 15 Tahun	13	20.6	20.6	79.4
16 - 20 Tahun	3	4.8	4.8	84.1
> 20 Tahun	10	15.9	15.9	100.0
Total	63	100.0	100.0	

Lampiran 3: Deskripsi Jawaban Responden

Frequencies Variabel X1 Fokus Pelanggan (*Costumer Focus*)

		Statistics				
		X1.1	X1.2	X1.3	X1.4	X1.5
N	Valid	63	63	63	63	63
	Missing	0	0	0	0	0
Mean		6.0635	6.0317	6.3016	6.1746	6.1270
Median		6.0000	6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	7.00	6.00	6.00
Sum		382.00	380.00	397.00	389.00	386.00

Frequency Table

		X1.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agak Tidak Setuju	1	1.6	1.6	1.6
	Netral	5	7.9	7.9	9.5
	Agak Setuju	6	9.5	9.5	19.0
	Setuju	28	44.4	44.4	63.5
	Sangat Setuju	23	36.5	36.5	100.0
	Total	63	100.0	100.0	

		X1.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agak Tidak Setuju	2	3.2	3.2	3.2
	Netral	4	6.3	6.3	9.5
	Agak Setuju	4	6.3	6.3	15.9
	Setuju	33	52.4	52.4	68.3
	Sangat Setuju	20	31.7	31.7	100.0
	Total	63	100.0	100.0	

X1.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Netral	1	1.6	1.6	3.2
Agak Setuju	4	6.3	6.3	9.5
Setuju	27	42.9	42.9	52.4
Sangat Setuju	30	47.6	47.6	100.0
Total	63	100.0	100.0	

X1.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Netral	2	3.2	3.2	3.2
Agak Setuju	6	9.5	9.5	12.7
Setuju	34	54.0	54.0	66.7
Sangat Setuju	21	33.3	33.3	100.0
Total	63	100.0	100.0	

X1.5

	Frequency	Percent	Valid Percent	Cumulative Percent
Agak Tidak Setuju	1	1.6	1.6	1.6
Netral	2	3.2	3.2	4.8
Agak Setuju	7	11.1	11.1	15.9
Setuju	31	49.2	49.2	65.1
Sangat Setuju	22	34.9	34.9	100.0
Total	63	100.0	100.0	

Frequencies Variabel X2 Kepemimpinan (*Leadership*)

		Statistics						
		X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	X2.7
N	Valid	63	63	63	63	63	63	63
	Missing	0	0	0	0	0	0	0
Mean		6.2381	6.0794	6.0952	6.1429	5.9683	6.1270	5.9683
Median		6.0000	6.0000	6.0000	6.0000	6.0000	6.0000	6.0000
Mode		7.00	7.00	6.00	6.00	6.00	6.00	6.00
Sum		393.00	383.00	384.00	387.00	376.00	386.00	376.00

Frequency Table

		X2.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	1	1.6	1.6	1.6
	Agak Tidak Setuju	1	1.6	1.6	3.2
	Agak Setuju	7	11.1	11.1	14.3
	Setuju	25	39.7	39.7	54.0
	Sangat Setuju	29	46.0	46.0	100.0
	Total	63	100.0	100.0	

		X2.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Sangat Tidak Setuju	1	1.6	1.6	1.6
	Tidak Setuju	2	3.2	3.2	4.8
	Netral	1	1.6	1.6	6.3
	Agak Setuju	7	11.1	11.1	17.5
	Setuju	25	39.7	39.7	57.1
	Sangat Setuju	27	42.9	42.9	100.0
	Total	63	100.0	100.0	

X2.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Netral	2	3.2	3.2	6.3
Valid Agak Setuju	6	9.5	9.5	15.9
Setuju	28	44.4	44.4	60.3
Sangat Setuju	25	39.7	39.7	100.0
Total	63	100.0	100.0	

X2.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Agak Tidak Setuju	1	1.6	1.6	3.2
Netral	2	3.2	3.2	6.3
Valid Agak Setuju	5	7.9	7.9	14.3
Setuju	28	44.4	44.4	58.7
Sangat Setuju	26	41.3	41.3	100.0
Total	63	100.0	100.0	

X2.5

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Netral	3	4.8	4.8	7.9
Valid Agak Setuju	7	11.1	11.1	19.0
Setuju	31	49.2	49.2	68.3
Sangat Setuju	20	31.7	31.7	100.0
Total	63	100.0	100.0	

X2.6

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Netral	1	1.6	1.6	4.8
Valid Agak Setuju	5	7.9	7.9	12.7
Setuju	31	49.2	49.2	61.9
Sangat Setuju	24	38.1	38.1	100.0
Total	63	100.0	100.0	

X2.7

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Valid Netral	2	3.2	3.2	7.9
Agak Setuju	8	12.7	12.7	20.6
Setuju	28	44.4	44.4	65.1
Sangat Setuju	22	34.9	34.9	100.0
Total	63	100.0	100.0	

Frequencies Variabel X3 Keterlibatan Orang (*Engagement of People*)

		Statistics		
		X3.1	X3.2	X3.3
N	Valid	63	63	63
	Missing	0	0	0
Mean		5.8730	6.1270	5.9683
Median		6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00
Sum		370.00	386.00	376.00

Frequency Table

X3.1					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	1	1.6	1.6	1.6
	Agak Tidak Setuju	4	6.3	6.3	7.9
	Agak Setuju	11	17.5	17.5	25.4
	Setuju	28	44.4	44.4	69.8
	Sangat Setuju	19	30.2	30.2	100.0
	Total	63	100.0	100.0	

X3.2					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agak Tidak Setuju	2	3.2	3.2	3.2
	Netral	2	3.2	3.2	6.3
	Agak Setuju	7	11.1	11.1	17.5
	Setuju	27	42.9	42.9	60.3
	Sangat Setuju	25	39.7	39.7	100.0
	Total	63	100.0	100.0	

X3.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Netral	1	1.6	1.6	6.3
Valid Agak Setuju	10	15.9	15.9	22.2
Setuju	27	42.9	42.9	65.1
Sangat Setuju	22	34.9	34.9	100.0
Total	63	100.0	100.0	

Frequencies Variabel X4 Pendekatan Proses (*Process Approachment*)

		Statistics				
		X4.1	X4.2	X4.3	X4.4	X4.5
N	Valid	63	63	63	63	63
	Missing	0	0	0	0	0
Mean		5.9206	5.9841	6.0000	6.0159	5.9206
Median		6.0000	6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00	6.00	6.00
Sum		373.00	377.00	378.00	379.00	373.00

Frequency Table

		X4.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	2	3.2	3.2	3.2
	Agak Tidak Setuju	1	1.6	1.6	4.8
	Netral	2	3.2	3.2	7.9
	Agak Setuju	8	12.7	12.7	20.6
	Setuju	32	50.8	50.8	71.4
	Sangat Setuju	18	28.6	28.6	100.0
	Total	63	100.0	100.0	

		X4.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	2	3.2	3.2	3.2
	Netral	1	1.6	1.6	4.8
	Agak Setuju	9	14.3	14.3	19.0
	Setuju	33	52.4	52.4	71.4
	Sangat Setuju	18	28.6	28.6	100.0
	Total	63	100.0	100.0	

X4.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Agak Tidak Setuju	1	1.6	1.6	1.6
Netral	1	1.6	1.6	3.2
Agak Setuju	13	20.6	20.6	23.8
Setuju	30	47.6	47.6	71.4
Sangat Setuju	18	28.6	28.6	100.0
Total	63	100.0	100.0	

X4.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	1	1.6	1.6	1.6
Netral	3	4.8	4.8	6.3
Agak Setuju	10	15.9	15.9	22.2
Setuju	28	44.4	44.4	66.7
Sangat Setuju	21	33.3	33.3	100.0
Total	63	100.0	100.0	

X4.5

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	3	4.8	4.8	4.8
Netral	1	1.6	1.6	6.3
Agak Setuju	11	17.5	17.5	23.8
Setuju	28	44.4	44.4	68.3
Sangat Setuju	20	31.7	31.7	100.0
Total	63	100.0	100.0	

Frequencies Variabel X5 Perbaikan Berkelanjutan (*Continual Improvement*)

		Statistics			
		X5.1	X5.2	X5.3	X5.4
N	Valid	63	63	63	63
	Missing	0	0	0	0
Mean		6.0317	6.0159	6.0794	6.0635
Median		6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00	6.00
Sum		380.00	379.00	383.00	382.00

Frequency Table

		X5.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agak Tidak Setuju	3	4.8	4.8	4.8
	Netral	2	3.2	3.2	7.9
	Agak Setuju	5	7.9	7.9	15.9
	Setuju	33	52.4	52.4	68.3
	Sangat Setuju	20	31.7	31.7	100.0
	Total	63	100.0	100.0	

		X5.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agak Tidak Setuju	2	3.2	3.2	3.2
	Netral	1	1.6	1.6	4.8
	Agak Setuju	8	12.7	12.7	17.5
	Setuju	35	55.6	55.6	73.0
	Sangat Setuju	17	27.0	27.0	100.0
	Total	63	100.0	100.0	

X5.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	1	1.6	1.6	1.6
Agak Tidak Setuju	1	1.6	1.6	3.2
Agak Setuju	9	14.3	14.3	17.5
Setuju	31	49.2	49.2	66.7
Sangat Setuju	21	33.3	33.3	100.0
Total	63	100.0	100.0	

X5.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Agak Tidak Setuju	3	4.8	4.8	4.8
Netral	1	1.6	1.6	6.3
Agak Setuju	8	12.7	12.7	19.0
Setuju	28	44.4	44.4	63.5
Sangat Setuju	23	36.5	36.5	100.0
Total	63	100.0	100.0	

Frequencies Variabel X6 Pengambilan Keputusan Berdasarkan Bukti (*Revidence-Based Decision Making*)

		Statistics			
		X6.1	X6.2	X6.3	X6.4
N	Valid	63	63	63	63
	Missing	0	0	0	0
Mean		5.9841	5.9365	5.9048	5.9048
Median		6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00	6.00
Sum		377.00	374.00	372.00	372.00

Frequency Table

		X6.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	1	1.6	1.6	1.6
	Agak Tidak Setuju	1	1.6	1.6	3.2
	Agak Setuju	12	19.0	19.0	22.2
	Setuju	31	49.2	49.2	71.4
	Sangat Setuju	18	28.6	28.6	100.0
	Total	63	100.0	100.0	

		X6.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	2	3.2	3.2	3.2
	Agak Tidak Setuju	1	1.6	1.6	4.8
	Netral	1	1.6	1.6	6.3
	Agak Setuju	9	14.3	14.3	20.6
	Setuju	32	50.8	50.8	71.4
	Sangat Setuju	18	28.6	28.6	100.0
	Total	63	100.0	100.0	

X6.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
Sangat Tidak Setuju	1	1.6	1.6	1.6
Tidak Setuju	1	1.6	1.6	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Netral	2	3.2	3.2	7.9
Agak Setuju	6	9.5	9.5	17.5
Setuju	36	57.1	57.1	74.6
Sangat Setuju	16	25.4	25.4	100.0
Total	63	100.0	100.0	

X6.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid				
Tidak Setuju	2	3.2	3.2	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Agak Setuju	12	19.0	19.0	23.8
Setuju	31	49.2	49.2	73.0
Sangat Setuju	17	27.0	27.0	100.0
Total	63	100.0	100.0	

Frequencies Variabel X7 Manajemen Relasional (*Relationship Management*)

		Statistics			
		X7.1	X7.2	X7.3	X7.4
N	Valid	63	63	63	63
	Missing	0	0	0	0
Mean		5.8730	5.8730	5.8730	6.0794
Median		6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00	6.00
Sum		370.00	370.00	370.00	383.00

Frequency Table

		X7.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	2	3.2	3.2	3.2
	Agak Tidak Setuju	1	1.6	1.6	4.8
	Netral	2	3.2	3.2	7.9
	Agak Setuju	10	15.9	15.9	23.8
	Setuju	31	49.2	49.2	73.0
	Sangat Setuju	17	27.0	27.0	100.0
	Total	63	100.0	100.0	

		X7.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	1	1.6	1.6	1.6
	Agak Tidak Setuju	2	3.2	3.2	4.8
	Netral	1	1.6	1.6	6.3
	Agak Setuju	12	19.0	19.0	25.4
	Setuju	31	49.2	49.2	74.6
	Sangat Setuju	16	25.4	25.4	100.0
	Total	63	100.0	100.0	

X7.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	2	3.2	3.2	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Netral	3	4.8	4.8	9.5
Valid Agak Setuju	7	11.1	11.1	20.6
Setuju	34	54.0	54.0	74.6
Sangat Setuju	16	25.4	25.4	100.0
Total	63	100.0	100.0	

X7.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	1	1.6	1.6	1.6
Agak Tidak Setuju	1	1.6	1.6	3.2
Valid Agak Setuju	9	14.3	14.3	17.5
Setuju	31	49.2	49.2	66.7
Sangat Setuju	21	33.3	33.3	100.0
Total	63	100.0	100.0	

Frequencies Variabel Y Kinerja Pegawai

		Statistics				
		Y1.1	Y1.2	Y1.3	Y1.4	Y1.5
N	Valid	63	63	63	63	63
	Missing	0	0	0	0	0
Mean		6.0000	6.1587	6.1905	6.2381	6.1270
Median		6.0000	6.0000	6.0000	6.0000	6.0000
Mode		6.00	6.00	6.00	7.00	6.00
Sum		378.00	388.00	390.00	393.00	386.00

Frequency Table

		Y1.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	1	1.6	1.6	1.6
	Agak Tidak Setuju	2	3.2	3.2	4.8
	Netral	2	3.2	3.2	7.9
	Agak Setuju	7	11.1	11.1	19.0
	Setuju	30	47.6	47.6	66.7
	Sangat Setuju	21	33.3	33.3	100.0
	Total	63	100.0	100.0	

		Y1.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak Setuju	3	4.8	4.8	4.8
	Netral	1	1.6	1.6	6.3
	Agak Setuju	3	4.8	4.8	11.1
	Setuju	29	46.0	46.0	57.1
	Sangat Setuju	27	42.9	42.9	100.0
	Total	63	100.0	100.0	

Y1.3

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	1	1.6	1.6	1.6
Agak Tidak Setuju	1	1.6	1.6	3.2
Netral	2	3.2	3.2	6.3
Valid Agak Setuju	4	6.3	6.3	12.7
Setuju	28	44.4	44.4	57.1
Sangat Setuju	27	42.9	42.9	100.0
Total	63	100.0	100.0	

Y1.4

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	2	3.2	3.2	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Valid Agak Setuju	4	6.3	6.3	11.1
Setuju	26	41.3	41.3	52.4
Sangat Setuju	30	47.6	47.6	100.0
Total	63	100.0	100.0	

Y1.5

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	2	3.2	3.2	3.2
Agak Tidak Setuju	1	1.6	1.6	4.8
Netral	1	1.6	1.6	6.3
Valid Agak Setuju	5	7.9	7.9	14.3
Setuju	28	44.4	44.4	58.7
Sangat Setuju	26	41.3	41.3	100.0
Total	63	100.0	100.0	

Lampiran 4: Instrumen Jawaban Responden

Reliability Variabel X1 Fokus Pelanggan (*Costumer Focus*)

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.872	5

Item Statistics

	Mean	Std. Deviation	N
X1.1	6.0635	.96508	63
X1.2	6.0317	.96667	63
X1.3	6.3016	.96110	63
X1.4	6.1746	.73044	63
X1.5	6.1270	.85179	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X1.1	24.6349	8.236	.760	.829
X1.2	24.6667	8.516	.696	.846
X1.3	24.3968	8.953	.608	.868
X1.4	24.5238	9.286	.799	.829
X1.5	24.5714	9.184	.671	.851

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
30.6984	13.375	3.65723	5

Reliability Variabel X2 Kepemimpinan (*Leadership*)

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.968	7

Item Statistics

	Mean	Std. Deviation	N
X2.1	6.2381	.96243	63
X2.2	6.0794	1.23526	63
X2.3	6.0952	1.13186	63
X2.4	6.1429	1.07549	63
X2.5	5.9683	1.13547	63
X2.6	6.1270	1.08497	63
X2.7	5.9683	1.19094	63

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	36.3810	41.498	.734	.973
X2.2	36.5397	36.381	.914	.961
X2.3	36.5238	37.415	.927	.960
X2.4	36.4762	38.834	.861	.965
X2.5	36.6508	37.360	.928	.960
X2.6	36.4921	38.254	.901	.962
X2.7	36.6508	36.683	.931	.959

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
42.6190	51.530	7.17844	7

Reliability Variabel X3 Keterlibatan Orang (*Engagement of People*)

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.911	3

Item Statistics

	Mean	Std. Deviation	N
X3.1	5.8730	1.14289	63
X3.2	6.1270	.95870	63
X3.3	5.9683	1.17732	63

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	12.0952	4.088	.822	.872
X3.2	11.8413	5.007	.761	.925
X3.3	12.0000	3.710	.903	.800

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
17.9683	9.193	3.03192	3

Reliability Variabel X4 Pendekatan Proses (*Process Approachment*)

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.951	5

Item Statistics

	Mean	Std. Deviation	N
X4.1	5.9206	1.09694	63
X4.2	5.9841	1.00791	63
X4.3	6.0000	.84242	63
X4.4	6.0159	.97538	63
X4.5	5.9206	1.15426	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X4.1	23.9206	13.236	.920	.929
X4.2	23.8571	13.834	.924	.929
X4.3	23.8413	15.620	.819	.949
X4.4	23.8254	14.792	.805	.949
X4.5	23.9206	13.074	.883	.938

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
29.8413	21.781	4.66700	5

Reliability Variabel X5 Perbaikan Berkelanjutan (*Continual Improvement*)

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.941	4

Item Statistics

	Mean	Std. Deviation	N
X5.1	6.0317	.98322	63
X5.2	6.0159	.87052	63
X5.3	6.0794	.93845	63
X5.4	6.0635	.99795	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X5.1	18.1587	6.878	.855	.925
X5.2	18.1746	7.405	.864	.924
X5.3	18.1111	6.939	.897	.912
X5.4	18.1270	6.887	.834	.933

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
24.1905	12.253	3.50049	4

Reliability Variabel X6 Pengambilan Keputusan Berdasarkan Bukti (*Revidence-Based Decision Making*)

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.925	4

Item Statistics

	Mean	Std. Deviation	N
X6.1	5.9841	.94172	63
X6.2	5.9365	1.07573	63
X6.3	5.9048	1.13186	63
X6.4	5.9048	1.05821	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X6.1	17.7460	9.838	.643	.957
X6.2	17.7937	7.973	.888	.881
X6.3	17.8254	7.792	.863	.891
X6.4	17.8254	7.888	.928	.868

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
23.7302	14.523	3.81088	4

Reliability Variabel X7 Manajemen Relasional (*Relationship Management*)

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.960	4

Item Statistics

	Mean	Std. Deviation	N
X7.1	5.8730	1.09974	63
X7.2	5.8730	1.02378	63
X7.3	5.8730	1.09974	63
X7.4	6.0794	.93845	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X7.1	17.8254	8.469	.915	.944
X7.2	17.8254	8.856	.924	.941
X7.3	17.8254	8.405	.929	.940
X7.4	17.6190	9.691	.850	.963

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
23.6984	15.537	3.94165	4

Reliability Variabel Y Kinerja Pegawai

Case Processing Summary

		N	%
Cases	Valid	63	100.0
	Excluded ^a	0	.0
	Total	63	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.970	5

Item Statistics

	Mean	Std. Deviation	N
Y1.1	6.0000	1.06256	63
Y1.2	6.1587	1.13885	63
Y1.3	6.1905	.99769	63
Y1.4	6.2381	1.07335	63
Y1.5	6.1270	1.09974	63

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
Y1.1	24.7143	17.143	.854	.971
Y1.2	24.5556	16.025	.928	.960
Y1.3	24.5238	17.221	.914	.963
Y1.4	24.4762	16.512	.931	.959
Y1.5	24.5873	16.246	.940	.958

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
30.7143	25.788	5.07819	5

Lampiran 5: Asumsi Klasik

Uji Normalitas

NPar Tests

One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		63
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	.68399438
	Absolute	.147
Most Extreme Differences	Positive	.083
	Negative	-.147
Kolmogorov-Smirnov Z		1.165
Asymp. Sig. (2-tailed)		.133

a. Test distribution is Normal.

b. Calculated from data.

Uji Multikolinearitas

Coefficients^a

Model	Collinearity Statistics	
	Tolerance	VIF
(Constant)		
1 X1	.387	2.586
X2	.367	2.725
X3	.589	1.696
X4	.226	4.418
X5	.231	4.330
X6	.385	2.600
X7	.399	2.506

a. Dependent Variable: Y

Uji Heteroskedastisitas

Coefficients ^a						
Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	
	B	Std. Error	Beta			
1	(Constant)	.245	.272		.897	.373
	X1	.038	.063	.155	.602	.550
	X2	-.034	.063	-.144	-.531	.597
	X3	-.026	.059	-.075	-.438	.663
	X4	-.052	.065	-.173	-.804	.425
	X5	.114	.069	.389	1.639	.107
	X6	-.036	.058	-.102	-.622	.537
	X7	-.002	.037	-.006	-.042	.967

a. Dependent Variable: Abs_RES

Lampiran 6: Regresi Linear Berganda

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	X7, X4, X2, X5, X6, X3, X1 ^b		Enter

a. Dependent Variable: Y

b. All requested variables entered.

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.767 ^a	.588	.549	62518

a. Predictors: (Constant), X7, X4, X2, X5, X6, X3, X1

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	41.321	7	5.903	15.103	.000 ^b
	Residual	28.923	74	.391		
	Total	70.244	81			

a. Dependent Variable: Y

b. Predictors: (Constant), X7, X4, X2, X5, X6, X3, X1

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.008	.609		3.295	.002
	X1	.187	.091	.184	2.054	.043
	X2	.167	.075	.192	2.233	.029
	X3	.309	.102	.251	3.040	.003
	X4	.396	.083	.383	4.772	.000
	X5	.179	.089	.154	2.007	.048
	X6	.131	.065	.154	2.007	.048
	X7	.138	.067	.164	2.067	.042

a. Dependent Variable: Y

Lampiran 7: Data Set Jawaban Kuesioner

Responden	Fokus pelanggan (<i>customer focus</i>)				
	1	2	3	4	5
1	3	4	6	6	6
2	6	7	7	6	7
3	7	7	7	7	7
4	6	7	6	6	6
5	4	5	5	5	5
6	6	6	6	5	5
7	6	6	6	6	6
8	7	7	7	7	7
9	7	7	7	7	7
10	6	6	7	7	6
11	6	6	6	6	6
12	6	6	7	6	6
13	7	7	7	7	7
14	7	7	7	7	7
15	6	6	6	6	6
16	6	6	6	6	6
17	6	6	7	6	5
18	6	6	7	7	6
19	6	6	6	6	6
20	6	6	6	6	6
21	6	6	6	6	6
22	7	7	7	5	6
23	7	7	7	7	7
24	7	7	7	7	7
25	7	7	7	7	7
26	6	3	5	4	5
27	6	6	6	6	6
28	7	7	6	6	6
29	5	5	5	5	5
30	6	6	7	7	6
31	7	7	7	7	7
32	7	7	7	7	6
33	7	6	7	6	7
34	4	6	1	6	7
35	4	5	6	6	5
36	6	6	7	6	7
37	7	6	7	7	7
38	7	7	7	7	7
39	6	6	6	6	6
40	5	5	6	6	6
41	6	6	6	6	6
42	5	4	5	5	4

43	7	6	7	6	6
44	5	6	6	6	6
45	6	6	6	6	5
46	7	7	7	7	7
47	6	6	7	6	6
48	7	3	7	6	7
49	6	6	6	6	6
50	5	6	6	6	6
51	6	6	6	6	6
52	7	7	7	7	7
53	6	6	7	6	4
54	6	6	6	6	6
55	4	4	4	4	3
56	6	6	6	6	6
57	7	6	6	7	7
58	7	7	7	7	7
59	6	6	6	6	6
60	7	7	7	7	7
61	5	6	6	6	6
62	4	4	6	5	6
63	7	7	7	7	7

Responden	Kepemimpinan (<i>leadership</i>)						
	1	2	3	4	5	6	7
1	5	1	1	1	1	1	1
2	6	6	6	6	6	6	6
3	6	6	6	6	6	6	6
4	7	7	6	6	6	6	7
5	5	6	5	6	5	5	6
6	5	6	6	6	7	7	6
7	6	6	6	6	6	6	6
8	7	7	7	7	7	7	7
9	7	7	7	7	7	7	7
10	6	6	6	6	6	6	6
11	6	7	7	7	6	7	7
12	7	6	6	5	5	6	5
13	7	7	7	7	7	7	7
14	7	7	7	7	6	7	6
15	6	6	6	6	6	6	6
16	6	6	6	6	6	6	6
17	7	6	7	6	6	6	6
18	7	7	7	7	7	7	6
19	6	6	6	6	6	6	6
20	7	7	7	7	7	7	7
21	6	6	6	6	6	6	6
22	6	5	7	6	6	5	5
23	7	7	7	7	7	7	7
24	7	7	7	7	7	7	7
25	7	7	7	7	7	7	7
26	6	5	6	4	4	5	5
27	7	6	6	7	6	6	6
28	7	7	7	7	6	6	6
29	5	5	5	5	5	5	5
30	6	7	7	7	6	7	7
31	7	7	7	7	7	7	7
32	7	7	7	7	6	6	7
33	6	7	6	6	6	6	6
34	7	5	6	6	7	7	6
35	3	2	4	7	5	6	3
36	6	6	6	6	6	6	5
37	7	7	7	7	7	7	7
38	7	7	7	6	7	7	7
39	6	6	6	6	6	6	6
40	6	5	5	5	6	6	6
41	6	6	6	6	6	6	6
42	5	4	4	5	4	6	4
43	7	7	7	7	7	7	6

44	6	7	6	7	6	6	7
45	7	7	6	6	6	6	6
46	7	7	7	7	7	7	7
47	7	6	6	6	6	6	6
48	7	7	7	7	7	7	7
49	6	5	5	4	4	4	4
50	6	6	6	6	5	6	5
51	6	6	6	6	6	6	6
52	7	7	7	7	7	7	7
53	6	6	6	6	6	6	6
54	5	6	6	6	6	6	5
55	2	2	2	3	2	2	2
56	6	6	6	6	6	6	6
57	7	6	5	7	6	7	7
58	7	7	7	7	7	7	7
59	6	5	5	5	5	5	5
60	7	7	7	7	7	7	7
61	6	6	6	6	6	6	6
62	5	6	6	6	5	6	6
63	7	7	7	7	7	7	7

Responden	Keterlibatan orang (<i>engagement of people</i>)			Pendekatan proses (<i>process approachment</i>)				
	1	2	3	1	2	3	4	5
1	3	3	1	2	2	5	4	2
2	6	6	6	6	6	6	6	6
3	6	6	6	6	6	6	6	6
4	7	7	7	6	6	6	6	6
5	5	5	5	5	5	5	5	5
6	6	6	5	6	6	6	7	6
7	6	6	6	6	6	6	6	6
8	7	7	7	7	7	7	7	7
9	6	7	6	7	7	7	7	7
10	6	6	6	6	6	6	6	6
11	6	7	7	6	6	6	7	6
12	6	6	5	6	6	5	6	5
13	7	5	7	7	7	6	5	7
14	7	7	7	6	6	7	6	7
15	6	6	6	6	6	6	6	6
16	6	6	6	6	6	6	6	6
17	7	6	7	6	7	6	7	7
18	7	7	7	7	7	7	7	7
19	6	6	6	6	6	6	6	6
20	6	6	7	7	7	6	7	7
21	6	6	6	6	6	6	6	6
22	5	7	5	6	6	5	7	6
23	7	7	7	7	7	7	7	7
24	6	7	7	7	7	7	7	7
25	7	7	7	6	6	7	7	7
26	6	6	6	5	6	5	4	5
27	6	7	6	6	6	6	6	6
28	6	7	6	6	6	7	6	6
29	5	5	5	5	5	5	5	5
30	6	6	6	6	6	7	7	7
31	7	7	7	7	7	7	6	6
32	7	6	7	7	7	7	6	6
33	7	6	6	6	6	6	6	6
34	3	7	5	5	5	6	6	6
35	3	4	4	3	4	5	5	2
36	5	6	6	6	6	6	6	6
37	6	7	7	7	7	7	7	7
38	6	6	6	7	7	6	7	6
39	6	6	6	6	6	6	5	5
40	5	7	6	5	6	5	6	6
41	5	6	6	6	6	6	6	5
42	5	5	5	5	5	4	6	4
43	5	6	7	6	6	6	5	6

44	6	5	6	7	6	6	6	7
45	6	7	6	6	6	6	7	6
46	7	7	7	7	7	7	7	7
47	7	6	6	6	6	6	6	7
48	7	7	7	7	7	7	7	7
49	5	5	5	5	5	5	5	5
50	7	7	7	5	5	5	5	5
51	6	6	6	6	6	6	5	5
52	7	7	7	7	7	7	7	7
53	6	6	6	6	6	6	6	6
54	5	6	5	6	6	6	6	5
55	3	3	3	2	2	3	2	2
56	6	6	6	6	6	6	6	6
57	6	7	6	4	5	5	6	6
58	7	7	7	7	7	7	7	7
59	2	4	2	4	5	5	4	5
60	7	7	7	7	7	7	7	7
61	6	6	6	6	6	6	6	6
62	5	5	5	6	5	5	5	6
63	7	7	7	7	7	7	7	7

Responden	Perbaikan berkelanjutan (<i>continual improvement</i>)				Pengambilan keputusan berdasarkan bukti (<i>evidence-based decision making</i>)			
	1	2	3	4	1	2	3	4
1	3	3	2	3	2	2	2	2
2	7	6	6	6	6	6	6	6
3	6	6	6	6	6	6	6	6
4	6	6	6	7	6	6	6	5
5	6	6	6	6	6	6	5	5
6	6	6	6	7	5	6	6	6
7	6	6	5	5	6	5	5	6
8	7	7	7	7	7	7	7	7
9	7	7	7	7	7	6	6	6
10	6	6	6	6	6	6	6	6
11	7	7	7	7	7	6	7	7
12	6	6	7	6	6	5	6	6
13	5	6	7	7	6	7	7	7
14	7	7	7	7	6	7	7	7
15	6	6	6	6	6	6	6	6
16	6	6	6	6	6	6	6	6
17	6	6	6	6	6	7	7	6
18	7	6	7	7	7	7	6	7
19	6	6	6	6	6	6	6	6
20	6	6	7	7	7	6	7	6
21	6	6	6	6	6	6	6	6
22	6	6	6	7	6	7	6	5
23	7	7	7	7	7	7	7	7
24	7	7	7	7	7	7	6	7
25	7	7	7	7	6	6	6	6
26	4	6	5	6	6	4	6	5
27	7	6	6	6	6	6	6	6
28	6	6	6	6	6	6	6	6
29	5	5	5	5	5	5	5	5
30	7	6	6	6	6	7	6	6
31	7	7	7	7	7	7	7	7
32	6	6	6	6	6	6	6	6
33	6	6	6	6	6	6	6	6
34	6	5	6	6	7	6	4	5
35	3	5	5	3	7	2	1	2
36	6	6	6	7	5	6	6	6
37	7	7	7	7	7	7	7	7
38	6	6	6	5	7	6	7	7
39	6	5	6	6	5	5	6	6
40	6	6	7	5	6	6	6	6
41	6	6	6	6	5	6	6	6
42	4	5	5	5	5	5	4	5
43	6	5	6	6	5	6	6	6

44	6	5	6	6	6	6	6	6
45	6	7	7	6	6	7	6	7
46	7	7	7	7	7	7	7	7
47	6	6	6	7	6	6	6	6
48	7	7	7	7	7	7	7	7
49	5	4	5	5	5	5	5	5
50	6	6	5	5	5	6	6	5
51	6	6	6	6	6	6	6	6
52	7	7	7	7	7	7	7	7
53	6	6	6	6	6	6	6	6
54	6	6	6	6	5	5	5	5
55	3	3	3	3	3	3	3	3
56	6	6	6	6	6	6	6	6
57	7	7	6	5	6	6	6	6
58	7	7	7	7	7	7	7	7
59	5	5	5	4	5	5	5	5
60	7	7	7	7	7	7	7	7
61	6	6	6	6	6	6	6	6
62	5	6	5	6	5	5	6	5
63	7	7	7	7	7	7	7	7

Responden	Manajemen relasional (<i>relationship management</i>)				Kinerja pegawai				
	1	2	3	4	1	2	3	4	5
1	2	2	2	2	2	2	2	2	2
2	6	6	6	6	6	6	6	7	7
3	6	6	6	6	6	6	6	6	6
4	7	6	6	6	7	7	7	7	7
5	6	6	6	6	6	5	5	5	5
6	5	5	4	7	5	7	7	7	7
7	5	6	5	5	4	6	6	6	6
8	7	7	7	7	7	7	7	7	7
9	7	7	7	7	7	7	7	7	7
10	6	6	6	6	5	6	6	6	6
11	6	6	6	6	6	7	7	6	6
12	6	5	6	6	7	7	7	7	7
13	7	7	7	7	7	7	7	7	7
14	7	7	7	7	7	7	7	7	7
15	6	6	6	6	6	6	6	6	6
16	6	6	6	6	6	6	7	7	7
17	6	7	6	7	6	7	7	6	6
18	7	7	7	7	7	7	7	7	7
19	6	6	6	6	6	6	6	6	6
20	6	6	6	6	7	7	7	7	6
21	6	6	6	6	6	6	6	6	6
22	5	6	6	6	6	6	7	6	6
23	7	7	7	7	7	7	7	7	7
24	7	7	7	7	7	7	7	7	7
25	6	6	6	6	6	6	6	6	6
26	5	6	6	6	6	6	6	6	6
27	6	6	6	7	5	6	6	7	7
28	6	6	6	6	6	6	6	6	6
29	5	5	5	5	5	5	5	5	5
30	6	6	6	7	6	7	7	7	7
31	7	7	6	7	7	7	7	7	7
32	6	6	6	6	6	6	6	6	6
33	6	6	6	6	6	6	7	6	6
34	6	5	7	6	7	7	6	7	6
35	2	3	2	5	3	2	4	3	2
36	6	5	5	6	6	6	6	6	6
37	7	6	7	7	7	7	7	7	7
38	6	7	7	7	7	7	7	7	7
39	6	6	6	5	6	6	6	6	6
40	5	5	5	5	6	6	6	7	7
41	6	5	6	6	6	6	6	6	6
42	4	4	4	5	5	4	5	6	4
43	6	6	6	6	6	6	6	7	6
44	6	6	6	6	6	7	6	7	7

45	6	6	6	6	6	7	7	7	7
46	7	7	7	7	7	7	7	7	7
47	6	6	6	7	7	7	6	6	6
48	7	7	7	7	7	7	7	7	7
49	5	5	5	5	4	6	5	5	5
50	7	5	6	6	6	5	6	7	6
51	6	6	6	6	5	6	6	6	6
52	7	7	7	7	7	7	7	7	7
53	6	6	6	6	6	6	6	6	6
54	6	6	6	6	6	6	4	5	5
55	3	3	3	3	3	2	3	2	3
56	6	6	6	6	6	6	6	6	6
57	4	5	5	6	6	6	6	6	6
58	7	7	7	7	7	7	7	7	7
59	5	5	5	5	6	6	6	6	6
60	7	7	7	7	7	7	7	7	7
61	5	6	6	6	6	6	6	6	6
62	5	5	4	5	5	6	6	6	5
63	7	7	7	7	7	7	7	7	7