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## **LAMPIRAN**

## **KUESIONER PENELITIAN**

Pengaruh Modal Intelektual Terhadap Penciptaan Nilai Melalui Orientasi Inovasi dan Inovasi Modal Keuangan Pada Perusahaan Manufaktur di Provinsi Kalimantan Timur  
**(Studi kasus PT ...)**

Kepada Yth, Responden Penelitian  
Karyawan PT.....  
Dengan Hormat,

Saya yang bertanda tangan di bawah ini adalah Mahasiswa Fakultas ekonomi dan Bisnis Program Doktoral Universitas Hasanuddin.

Nama : Yuli Rahmini Suci  
NIM : A013182003  
Fakultas : Ekonomi dan Bisnis  
Jurusan : Ilmu Manajemen

Dalam rangka mencari data guna menyusun disertasi dengan judul "Pengaruh Modal Intelektual Terhadap Penciptaan Nilai Melalui Orientasi Inovasi dan Inovasi Modal Keuangan Pada Perusahaan Manufaktur di Kota Samarinda". Untuk itu di tengah kesibukan Bapak/Ibu saat ini, saya mohon sudiilah kiranya berkenan meluangkan waktu untuk mengisi daftar pernyataan yang saya ajukan untuk penelitian.

Maksud dan tujuan dari penelitian ini adalah semata-mata untuk tujuan ilmiah yaitu penyusunan Disertasi Tidak ada jawaban yang benar dan salah, oleh karena itu saya mengharapkan dalam pengisian pernyataan Bapak/Ibu menjawab sesuai dengan kondisi yang sesungguhnya.

Kerahasiaan dari jawaban Bapak/Ibu terjaga dan tidak akan mempengaruhi apapun terhadap Bapak/Ibu.

Atas kesediaannya saya mengucapkan terima kasih.

Hormat saya

Yuli Rahmini S

## **Petunjuk Pengisian Kuesioner**

- Bagian I berisi identitas responden, untuk bagian ini anda cukup mengisi datapribadi anda.
- Beri tanda ( X ) pada pilihan anda
- Bagian II berisi daftar pernyataan, untuk bagian ini anda cukup memilih jawaban yang sesuai dengan kriteria anda dengan memberi tanda ( ✓ ) pada jawaban yang tersedia.

### **I. IDENTITAS RESPONDEN**

1. Nama Lengkap : \_\_\_\_\_
2. Jenis Kelamin :  
a. Laki – Laki  
b. Perempuan
3. Usia :  
a.  34 s/d 40 Tahun      c.  48 s/d 52 Tahun  
b.  41 s/d 47 Tahun
4. Pendidikan Terakhir.  
a.  Diploma      c.  Magister  
b.  Sarjana
5. Kategori Usaha  
a.  Usaha Kecil      3.  Usaha Sedang  
b.  Usaha Besar
6. Usia Usaha  
a.  7 - 12 Tahun      c.  19 – 22 Tahun  
b.  13 - 18 Tahun

### **Keterangan :**

#### **PETUNJUK PENGISIAN**

- (1) sangat tidak setuju ( STS )
- (2) Tidak setuju ( TS )
- (3) Netral ( N )
- (4) setuju ( S )
- (5) sangat setuju ( SS )

<b>A. Modal Intelektual (X1)</b>						
Petunjuk Pengisian: Berilah tanda silang (X) pada jawaban yang paling sesuai dengan penilaian Anda.						
Skor 5 = Sangat Setuju (SS)			Skor 4 = Setuju (S)			
Skor 3 = Netral (N)			Skor 2 = Tidak Setuju			
(TS) Skor 1 = Sangat Tidak Setuju (STS)						
No	Pernyataan	SS	S	N	TS	STS
<b>X1.1 Modal manusia</b>						
1	Organisas saya memiliki tim manajemen yang kompeten	5	4	3	2	1
2	Organisasi saya mendorong berbagai ide, pengetahuan, dan mempraktekkannya	5	4	3	2	1
3	Secara umum saya memahami target pasar dan profil perubahan intelektual pelanggan	5	4	3	2	1
<b>X1.2 Modal Pelanggan</b>						
1	Pasar cukup mengenal brand organisasi saya	5	4	3	2	1
2	Pelanggan memiliki loyalitas terhadap organisasi saya	5	4	3	2	1
3	Organisasi memiliki saluran distribusi yang cukup untuk kepuasan pelanggan	5	4	3	2	1
<b>X1.3 Modal Struktural</b>						
1	Organisasi menyediakan infrastruktur bagi karyawan untuk mengakses informasi yang relevan	5	4	3	2	1
2	Kebijakan, prosedur, basis data, dan jaringan organisasi selalu update	5	4	3	2	1
3	Organisasi memberikan kesempatan untuk meningkatkan tingkat kompetensi karyawan	5	4	3	2	1
<b>X1.4 Modal Sosial</b>						
1	Karyawan memiliki hubungan yang baik satu dengan yang lainnya dalam menjalankan tugasnya	5	4	3	2	1
2	Karyawan memiliki hubungan baik dengan pelanggan, pemasok, mitra dan sejenisnya untuk mengembangkan solusi bagi organisasi	5	4	3	2	1
3	Organisasi saya selalu mempertimbangkan kesehatan lingkungan & manfaat sosial publik dalam setiap perencanaan, pengembangan & pelaksanaan usaha	5	4	3	2	1
<b>X1.5 Modal Teknologi</b>						
1	Dalam organisasi saya, pengetahuan teknologi mudah diakses	5	4	3	2	1
2	Organisasi menggunakan peralatan & teknologi terbaru dan berteknologi tinggi	5	4	3	2	1

	dalam beroperasi					
3	Organisasi memiliki anggaran yang cukup untuk pengembangan teknologi	5	4	3	2	1
<b>X1.6 Modal Spiritual</b>						
1	Karyawan memiliki nilai-nilai agama, (kejujuran, komitmen total, kepedulian, dan rasa hormat kepada pelanggan)	5	4	3	2	1
2	Mempraktikkan etika bisnis yang baik dalam operasi bisnis sehari-hari	5	4	3	2	1
3	Budaya organisasi didasarkan pada kepercayaan, pengetahuan bersama, saling menghormati dan timbal balik, yang menghasilkan inovasi berkelanjutan bagi organisasi	5	4	3	2	1

**B. Orientasi Inovasi (Z1)**

Petunjuk Pengisian: Berilah tanda silang (X) pada jawaban yang paling sesuai dengan penilaian Anda.

Skor 5 = Sangat Setuju (SS)

Skor 4 = Setuju (S)

Skor 3 = Netral (N)

Skor 2 = Tidak Setuju

(TS) Skor 1 = Sangat Tidak Setuju (STS)

No	Pernyataan	SS	S	N	TS	STS
<b>Z1.1 Kecenderungan berperilaku inovatif</b>						
1	Inovasi bukan hanya sekedar slogan	5	4	3	2	1
2	Organisasi aktif dalam mengikuti perkembangan teknologi untuk pengembangan produk baru	5	4	3	2	1
3	Adanya penghargaan terhadap ide kreatif	5	4	3	2	1
4	Penciptaan lingkungan kerja yang kondusif	5	4	3	2	1
5	Adanya keterlibatan dan kepercayaan pada karyawan	5	4	3	2	1
<b>Z1.2 Infrastruktur inovasi</b>						
1	Ketidakpastian bisnis sebagai peluang	5	4	3	2	1
2	Saya memahami peluang	5	4	3	2	1
3	Komunikasi terbuka dan jujur	5	4	3	2	1
<b>Z1.3. Pengaruh Inovasi</b>						
1	Pemanfaatan informasi dari pelanggan	5	4	3	2	1
2	Pemanfaatan informasi dari pesaing	5	4	3	2	1
3	Komitmen kepada penciptaan kepuasan pelanggan	5	4	3	2	1
4	Pencarian ide baru	5	4	3	2	1
<b>Z1.4. Implementasi Inovasi</b>						
1	Ketersediaan SDM dalam mendukung inovasi	5	4	3	2	1
2	Keberanian mengenalkan produk baru	5	4	3	2	1
3	Komitmen untuk mengembangkan inovasi	5	4	3	2	1

**C. Inovasi Modal Keuangan (Z2)**

Petunjuk Pengisian: Berilah tanda silang (X) pada jawaban yang paling sesuai dengan penilaian Anda.

Skor 5 = Sangat Setuju (SS) Skor 4 = Setuju (S)

Skor 3 = Netral (N) Skor 2 = Tidak Setuju

(TS) Skor 1 = Sangat Tidak Setuju (STS)

No	Pernyataan	SS	S	N	TS	STS
<b>Z2.1 Pertumbuhan Arus Kas Bebas</b>						
1	Ketersediaan sumber daya finansial dalam mendukung inovasi	5	4	3	2	1
2	Ketersediaan sumber daya finansial dalam melunasi hutang	5	4	3	2	1
<b>Z2.2 Pertumbuhan Modal Kerja</b>						
1	Adanya peningkatan laba usaha	5	4	3	2	1
2	Tercukupinya persediaan sehingga tidak menghambat proses produksi	5	4	3	2	1
<b>Z2.3. Kemampuan Pertumbuhan Berkelanjutan</b>						
1	Pertumbuhan laba operasi usaha secara berkelanjutan	5	4	3	2	1
2	Ketersediaan sumber daya finansial untuk ekspansi	5	4	3	2	1
3	Ketersediaan sumber daya finansial untuk pembiayaan berkelanjutan	5	4	3	2	1

**D . Penciptaan Nilai (Y1)**

Petunjuk Pengisian: Berilah tanda silang (X) pada jawaban yang paling sesuai dengan penilaian Anda.

Skor 5 = Sangat Setuju (SS)

Skor 4 = Setuju (S)

Skor 3 = Netral (N)

Skor 2 = Tidak Setuju

(TS) Skor 1 = Sangat Tidak Setuju (STS)

No	Pernyataan	SS	S	N	TS	STS
<b>Y1.1 Keberanian Mengambil Risiko</b>						
1	Saya memiliki keberanian mengambil risiko dalam menciptakan nilai bagi pelanggan	5	4	3	2	1
2	Menciptakan produk/layanan baru untuk pasar baru	5	4	3	2	1
<b>Y1. 2 Berorientasi Strategik</b>						
1	Saya telah memiliki strategi usaha untuk orientasi jangka panjang	5	4	3	2	1
2	Memberikan yang terbaik bagi pelanggan (produk-produk unggulan, pelayanan terbaik, proses produksi terbaik)	5	4	3	2	1
3	Perluasan segmentasi pasar	5	4	3	2	1
<b>Y1. 3 Peningkatan Pendapatan dan Laba</b>						
1	Fokus pada penciptaan nilai menjadikan usaha mengalami peningkatan pendapatan dan laba	5	4	3	2	1
2	Tersedianya sumber daya finansial untuk menciptakan nilai tambah bagi pelanggan	5	4	3	2	1

X.1.	X.1.	X.1.	X.2.	X.2.	X.2.	X.3.	X.3.	X.3.	X.4.	X.4.	X.4.	X.5.	X.5.	X.5.	X.6.	X.
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3	4	3	3	4	4	4	3	3	3	4	3	3	4	4	4	4
4	4	4	3	4	4	4	4	3	3	4	3	3	4	3	3	3
4	3	3	4	3	3	4	4	4	4	3	3	4	4	4	4	4
4	4	4	4	3	2	3	4	4	4	4	3	3	4	4	4	4
3	3	3	3	4	4	4	3	4	3	3	3	3	3	4	4	4
5	4	4	4	4	3	3	4	4	4	4	4	4	4	4	4	3
5	5	4	4	4	4	4	4	4	4	4	4	5	5	4	4	4
4	4	4	5	5	5	5	5	4	4	4	4	4	4	4	4	5



## Karakteristik Responden

### Frequencies

**Statistics**

	Kota	JenisKelamin	Usia	Pendidikan	LamaUsaha
N	Valid 210	210	210	210	210
	Missing 0	0	0	0	0

### Frequency Table

**Kota**

	Frequency	Percent	Valid Percent	Cumulative Percent
Balikpapan	125	59,5	59,5	59,5
Valid Samarinda	85	40,5	40,5	100,0
Total	210	100,0	100,0	

**JenisKelamin**

	Frequency	Percent	Valid Percent	Cumulative Percent
Laki-laki	175	83,3	83,3	83,3
Valid Perempuan	35	16,7	16,7	100,0
Total	210	100,0	100,0	

**Usia**

	Frequency	Percent	Valid Percent	Cumulative Percent
34-40 tahun	90	42,9	42,9	42,9
41-47 tahun	111	52,9	52,9	95,7
48-52 tahun	9	4,3	4,3	100,0
Total	210	100,0	100,0	

**Pendidikan**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Diploma	42	20,0	20,0
	Sarjana	163	77,6	97,6
	Magister	5	2,4	100,0
	Total	210	100,0	100,0

**LamaUsaha**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	7-12 tahun	49	23,3	23,3
	13-18 tahun	152	72,4	95,7
	19-22 tahun	9	4,3	100,0
	Total	210	100,0	100,0

## Descriptives

**Descriptive Statistics**

	N	Minimum	Maximum	Mean	Std. Deviation
Modal Intelektual MI	210	2,00	4,89	3,76	,425
Orientasi Inovasi Ol	210	3,00	5,00	3,98	,472
Inovasi Modal Keuangan IMK	210	2,14	5,00	3,89	,456
Penciptaan Nilai PN	210	1,67	5,00	4,07	,488
Valid N (listwise)	210				

## Descriptives

**Descriptive Statistics**

	N	Minimum	Maximum	Mean	Std. Deviation
MI1	210	2	5	4,01	,656
MI2	210	2	5	3,86	,594
MI3	210	2	5	3,91	,572
MI4	210	2	5	3,86	,561
MI5	210	2	5	3,88	,571
MI6	210	2	5	3,76	,673
MI7	210	2	5	3,80	,612
MI8	210	2	5	3,67	,588
MI9	210	2	5	3,88	,565
MI10	210	2	5	3,74	,597
MI11	210	2	5	3,74	,573
MI12	210	2	5	3,51	,686
MI13	210	2	5	3,68	,603
MI14	210	2	5	3,71	,559
MI15	210	2	5	3,64	,580
MI16	210	2	5	3,76	,565
MI17	210	2	5	3,60	,604
MI18	210	2	5	3,65	,517
Modal Intelektual MI	210	2,00	4,89	3,76	,425
Valid N (listwise)	210				

## Descriptives

**Descriptive Statistics**

	N	Minimum	Maximum	Mean	Std. Deviation
OI1	210	3	5	4,18	,592
OI2	210	3	5	3,99	,615
OI3	210	3	5	4,00	,702
OI4	210	1	5	3,95	,707
OI5	210	3	5	4,01	,630
OI6	210	3	5	4,00	,623
OI7	210	3	5	3,86	,681
OI8	210	3	5	3,91	,696
OI9	210	3	5	4,01	,611
OI10	210	3	5	3,98	,599
OI11	210	3	5	3,99	,607
OI12	210	3	5	3,99	,607
OI13	210	3	5	3,92	,577
OI14	210	3	5	4,00	,575
OI15	210	3	5	3,97	,574
OrientasiInovasiOI	210	3,00	5,00	3,98	,472
Valid N (listwise)	210				

## Descriptives

**Descriptive Statistics**

	N	Minimum	Maximum	Mean	Std. Deviation
IMK1	210	2	5	4,06	,627
IMK2	210	2	5	4,00	,630
IMK3	210	2	5	3,89	,576
IMK4	210	2	5	3,85	,572
IMK5	210	2	5	3,88	,619
IMK6	210	2	5	3,81	,572
IMK7	210	2	5	3,74	,554
InovasiModalKeuanganIMK	210	2,14	5,00	3,89	,456
Valid N (listwise)	210				

## Descriptives

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
PN1	210	3	5	4,19	,517
PN2	210	1	5	4,03	,598
PN3	210	2	5	4,13	,543
PN4	210	1	5	3,99	,579
PN5	210	2	5	4,10	,591
PN6	210	1	5	3,98	,607
PenciptaanNilaiPN	210	1,67	5,00	4,07	,488
Valid N (listwise)	210				

