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# LAMPIRAN



**Lampiran 1****BIODATA****Identitas Diri**

Nama : Amelia Nurkasih  
Tempat, Tanggal Lahir : Makassar, 25 Februari 2000  
Jenis Kelamin : Perempuan  
Agama : Islam  
Alamat Rumah : Kompleks Permata Hijau Indah Blok A2 no.4  
No. Telepon : 081354746152  
E-mail : [amelianurkasih@gmail.com](mailto:amelianurkasih@gmail.com)

**Riwayat Pendidikan**

2006 – 2012 : SD Negeri Mangkura I Makassar  
2012 – 2015 : SMP Negeri 6 Makassar  
2015 – 2018 : SMK Negeri 8 Makassar

**Pengalaman Organisasi**

1. Anggota dan Pengurus Unit Kegiatan Mahasiswa Debat Bahasa Inggris (UKM DBI) Universitas Hasanuddin Tahun 2018 – 2022

Makassar, 24 Juli 2022

Amelia Nurkasih

## Lampiran 2

### DAFTAR PERTANYAAN KUESIONER

Halo, warga Taulans!

Berkaitan dengan penelitian skripsi yang sedang dilakukan, Amel mohon bantuan teman-teman untuk kesediaan waktunya kurang lebih 5-10 menit untuk mengisi kuesioner ini sebagai bahan penelitian Amel yang berfokus mengukur perilaku SDM Taulan selama bekerja bersama TAULAN utamanya dalam usaha pengembangan bisnis TAULAN dalam meraih keunggulan bersaing.

Kerahasiaan identitas teman-teman dapat dipastikan aman dan hasil jawaban kuesioner ini hanya digunakan untuk keperluan penelitian tanpa adanya penyebaran informasi yang tidak berkaitan atau dapat disalahgunakan. Harap diisi dengan jujur ya teman-teman, terima kasih banyak atas kebaikannya :)

Salam,

Amel

Makassar, 18 Mei 2022

Amelia Nurkasih

## I. Data Umum Responden

1. Nama Panggilan:
2. Jurusan / Asal Kampus:
3. Divisi di TAULAN
  - Community Development
  - Business Operations
  - Partnership and Event
  - Marketing
4. Posisi di TAULAN
5. Tahun masuk di TAULAN
  - 2020
  - 2021
  - 2022

## II. Daftar Pertanyaan

### Pengukuran Variabel Strategic Entrepreneurship

Menurut Ireland *et al.* (2017) *strategic entrepreneurship* atau kewirausahaan strategis merupakan gabungan dari dua disiplin ilmu yaitu manajemen strategi dan kewirausahaan. Penerapan *strategic entrepreneurship* dalam organisasi dimaksudkan untuk menyusun upaya yang lebih baik dalam menghadapi perubahan lingkungan untuk meraih keunggulan bersaing. Dalam penelitian ini dengan menganalisis variabel *strategic entrepreneurship*, diharapkan organisasi mampu membentuk program atau kegiatan yang berkaitan dengan aspek dari manajemen strategi dan kewirausahaan dalam meraih keuntungan berbisnis yang lebih baik.

Bagian ini mengukur bagaimana perilaku teman-teman di TAULAN dalam mencari peluang dan mencari keuntungan selama bekerja bersama TAULAN.

Adapun arti skala angka yang menggambarkan jawaban teman - teman adalah:

Skor 1 untuk jawaban sangat tidak setuju (STS)

Skor 2 untuk jawaban tidak setuju (TS)

Skor 3 untuk jawaban kurang setuju (KS)

Skor 4 untuk jawaban setuju (S)

Skor 5 untuk jawaban sangat setuju (SS)

Diharapkan teman - teman dapat membaca setiap pernyataan dengan seksama dan mengisi jawaban sesuai dengan apa yang dirasakan. Terima kasih!

No.	Pernyataan	Skor				
		1	2	3	4	5
1	Saya bersedia mencoba ide baru yang belum pernah dipraktikkan selama bisnis dijalankan					
2	Saya berkomitmen untuk tetap bekerja sama dengan anggota lainnya dalam menghadapi kegagalan dan ketidakpastian selama proses bisnis berjalan					
3	Saya memiliki mental yang kuat dan berpikiran terbuka untuk menghadapi masalah bisnis yang akan datang					
4	Saya terlibat dalam proses identifikasi peluang bisnis yang dapat mendukung organisasi meraih keunggulan bersaing					
5	Kinerja saya selalu diarahkan agar sesuai dengan tujuan organisasi					
6	Saya menciptakan solusi baru dari permasalahan bisnis yang terjadi					
7	Diri saya termasuk sebagai sumber daya produktif dalam proses menghasilkan output bisnis					

8	Saya bersedia memanfaatkan hubungan sosial saya atau menghubungi relasi saya dalam rangka meraih keuntungan dari penjualan produk bisnis					
9	TAULAN memberikan ruang bagi saya untuk menghargai kreativitas, berinovasi dan menciptakan nilai produk yang akan mempertahankan bisnis dalam jangka panjang					
10	Saya tidak ragu mengajukan pengambilan risiko yang berkaitan dengan keputusan bisnis					
11	Saya dapat memahami lingkungan bisnis yang tidak pasti dan beradaptasi terhadap hal tersebut					
12	Saya diarahkan untuk mampu memanfaatkan sumber daya organisasi secara efektif dan efisien					
13	Kinerja saya senantiasa dievaluasi untuk menjadi lebih maksimal sebagai bentuk peningkatan kinerja organisasi					

#### Pengukuran Variabel Pengembangan Individu

Menurut Dessler (2016) pengembangan individu merupakan upaya yang dilakukan organisasi untuk meningkatkan produktivitas sumber daya manusia dalam bisnis untuk menghasilkan kinerja yang lebih baik. Selain itu, pengembangan individu dilakukan untuk meningkatkan daya saing SDM baik untuk dirinya sendiri maupun meraih keunggulan bersaing perusahaan.

Bagian ini mengukur bagaimana peningkatan kompetensi yang dilakukan oleh TAULAN baik dari segi pelatihan maupun pengerjaan langsung dari praktik bisnis. Adapun arti skala angka yang menggambarkan jawaban teman - teman adalah:

Skor 1 untuk jawaban sangat tidak setuju (STS)

Skor 2 untuk jawaban tidak setuju (TS)

Skor 3 untuk jawaban kurang setuju (KS)

Skor 4 untuk jawaban setuju (S)

Skor 5 untuk jawaban sangat setuju (SS)

Diharapkan teman - teman dapat membaca setiap pernyataan dengan seksama dan mengisi jawaban sesuai dengan apa yang dirasakan. Terima kasih!

No.	Pernyataan	Skor				
		1	2	3	4	5
1	Saya adalah orang yang kredibel dan berbakat untuk terlibat dalam organisasi TAULAN					
2	Saya dapat belajar dan berkembang di organisasi ini melalui pelatihan kompetensi yang diterapkan					
3	Pembelajaran yang saya dapatkan selama bekerja telah meningkatkan keterampilan kemampuan, perilaku dan sikap saya menjadi lebih baik					
4	Saya berkomitmen untuk selalu terlibat pada kegiatan yang mendukung pencapaian tujuan organisasi lebih cepat					
5	Saya tertarik bekerja bukan karena bayaran, tetapi karena menyukai pekerjaan tersebut					
6	Saya bersedia membantu rekan kerja meskipun di luar dari pekerjaan saya sendiri					
7	Saya belum bekerja secara maksimal karena sering berbeda pendapat dengan rekan kerja lainnya					
8	Saya menerima apapun bentuk penilaian kinerja yang telah saya lakukan					
9	Menurut saya penilaian kinerja dibutuhkan untuk mengevaluasi usaha organisasi dalam meraih keunggulan bersaing					
10	Bekerja secara sukarela di TAULAN merupakan pilihan saya sendiri karena tertarik dengan bidang kerja organisasi kewirausahaan sosial					

### Pengukuran Variabel Keunggulan Bersaing

Menurut Porter (2017) keunggulan bersaing merupakan posisi yang diraih oleh organisasi ketika program bisnisnya menghasilkan keuntungan lebih besar atau lebih banyak dibandingkan pesaing lainnya, baik untuk industri serupa maupun berbeda dengan produk substitusi.

Bagian ini mengukur bagaimana kinerja TAULAN sebagai organisasi kewirausahaan sosial untuk meraih keunggulan bersaing didukung oleh kinerja teman-teman sebagai SDM nya. Adapun arti skala angka yang menggambarkan jawaban teman - teman adalah:

Skor 1 untuk jawaban sangat tidak setuju (STS)

Skor 2 untuk jawaban tidak setuju (TS)

Skor 3 untuk jawaban kurang setuju (KS)

Skor 4 untuk jawaban setuju (S)

Skor 5 untuk jawaban sangat setuju (SS)

Diharapkan teman - teman dapat membaca setiap pernyataan dengan seksama dan mengisi jawaban sesuai dengan apa yang dirasakan. Terima kasih!

No.	Pernyataan	Skor				
		1	2	3	4	5
1	Saya berinovasi untuk menghasikan produk dengan biaya operasional yang rendah					
2	Saya membantu organisasi dalam memperhatikan aspek penghematan dalam operasional bisnis					
3	Saya menyarankan organisasi untuk melakukan pembenahan terhadap rantai aktivitasnya terutama yang berkaitan dengan anggaran					
4	Sistem volunteer membuat etos kerja saya tidak maksimal					
5	Menurut saya bisnis ini tidak perlu terburu-buru meraih keunggulan bersaing karena masih baru berdiri					

6	Bisnis kewirausahaan sosial tetap harus mempertimbangkan keuntungan					
7	Saya mengedepankan aktivitas bisnis yang dibuat sendiri secara langsung dibandingkan menggunakan vendor atau pihak ketiga					
8	Saya mengupayakan inovasi pada output organisasi dengan nilai jual yang berbeda dibandingkan pesaing lain					
9	Saya membantu mencari solusi terhadap permasalahan yang berkaitan dengan keunikan produk					
10	Saya berpendapat bahwa keunggulan bersaing organisasi dapat diraih ketika sumber daya manusianya turut serta membantu usaha pencapaian tersebut					
11	Saya bertahan bekerja secara sukarela karena percaya pada potensi organisasi untuk menjadi bisnis yang berkelanjutan di bidang kewirausahaan sosial					



### Lampiran 3: Data Identitas dan Jawaban Responden

No.	Divisi di TAULAN	Jabatan di TAULAN	Tahun masuk di TAULAN	Strategic Entrepreneurship (X1)													Total (X1)	Pengembangan Individu (X2)										Total (X2)	Keunggulan Bersaing (Y)											Total (Y)	
				X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	X1.7	X1.8	X1.9	X1.10	X1.11	X1.12	X1.13		X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	X2.7	X2.8	X2.9	X2.10		Y.1	Y.2	Y.3	Y.4	Y.5	Y.6	Y.7	Y.8	Y.9	Y.10	Y.11		
1	Marketing	Content writer	2020	4	4	4	4	4	3	3	5	5	2	4	5	5	52	3	4	4	4	2	4	1	4	4	5	35	2	2	5	2	5	5	5	5	5	5	5	3	44
2	Community Developme	Quality Assurance Officer	2020	4	4	3	3	4	3	3	3	4	3	3	4	4	45	4	4	4	4	4	4	3	4	4	4	39	3	3	3	2	3	4	4	4	3	4	4	37	
3	Business Operations	Market Analyst	2021	5	5	5	5	4	4	4	4	5	3	5	4	5	58	4	5	5	5	5	5	3	5	5	5	47	5	5	5	1	1	5	4	4	5	5	5	45	
4	Community Developme	Internal affairs	2021	5	5	5	2	3	2	3	5	3	3	4	5	4	49	5	5	4	5	4	4	1	5	5	4	42	3	3	3	2	2	5	3	3	3	5	3	35	
5	Marketing	Copywriter	2020	5	5	5	5	5	5	5	5	5	5	5	5	5	65	5	5	5	5	5	5	5	5	5	5	50	5	5	5	5	5	5	5	5	5	5	5	55	
6	Partnership and Event	Operational Officer	2021	4	5	4	3	4	4	4	5	5	5	5	5	5	58	5	5	5	5	5	4	2	4	5	5	45	4	4	4	2	3	4	3	3	3	5	5	40	
7	Marketing	Graphic Designer	2021	4	4	4	4	4	4	4	4	5	4	4	4	5	54	4	4	4	4	5	5	2	5	5	5	43	4	4	4	1	3	3	4	4	5	5	5	42	
8	Partnership and Event	Director of Partnership and Even	2021	5	5	5	5	5	5	3	5	5	5	5	5	5	63	5	5	5	5	5	5	1	5	5	5	46	4	1	1	1	5	1	5	4	5	5	5	37	
9	Community Developme	Member of Program Officers	2020	4	5	5	5	4	3	5	5	5	3	4	4	4	56	4	4	5	5	5	4	2	4	4	5	42	4	4	3	2	2	3	4	4	3	4	4	37	
10	Business Operations	Executive	2020	5	5	5	5	4	4	3	5	5	5	5	4	5	60	3	4	5	5	5	5	3	5	5	5	45	4	4	5	3	5	5	5	4	4	4	5	48	
11	Partnership and Event	Volunteer	2021	4	5	4	3	4	3	3	4	5	3	3	4	3	48	4	5	4	5	5	3	2	4	4	5	41	2	2	2	1	4	4	4	4	4	5	4	36	
12	Community Developme	Vice Executive Director	2020	4	5	3	4	4	4	4	4	5	5	5	4	4	55	4	4	4	4	4	4	2	4	4	5	39	4	3	3	2	4	4	4	4	3	4	5	40	
13	Marketing	Director of Marketing	2020	5	5	4	4	5	4	3	5	4	2	4	5	5	55	4	5	5	5	5	5	2	5	5	5	46	4	3	5	1	2	5	4	4	5	5	5	43	
14	Community Developme	Director Comdev	2020	4	4	4	4	4	4	3	4	5	3	4	3	2	48	3	4	4	4	4	4	4	4	4	4	39	3	3	3	2	4	4	3	3	3	4	4	36	
15	Community Developme	Staff	2021	4	5	5	5	5	5	3	5	5	3	3	5	5	58	3	5	5	5	4	4	1	5	5	5	42	3	2	3	1	4	3	3	3	2	5	2	31	
16	Community Developme	QA Officer	2020	5	5	5	3	5	4	5	5	5	5	4	5	5	61	3	5	5	5	5	5	2	5	5	5	45	3	3	3	1	1	5	4	4	4	5	5	38	
17	Business Operations	Accounting Officer	2021	5	4	2	4	5	4	4	3	4	4	4	4	4	51	4	4	4	4	5	2	5	5	5	43	5	5	4	5	5	5	4	5	4	5	4	5	51	
18	Business Operations	Director of Business Operations	2021	4	4	4	3	3	4	4	3	4	4	3	3	4	47	4	5	5	5	5	4	4	5	5	5	47	4	4	5	3	2	4	5	5	5	5	5	47	
19	Partnership and Event	P&E Officer	2021	4	5	4	5	5	5	5	5	5	4	4	5	5	61	4	4	4	5	5	4	1	4	5	5	41	5	5	4	1	2	4	4	4	4	5	5	43	
20	Marketing	Marketing officer	2022	4	4	4	5	5	5	5	5	5	4	5	5	5	61	4	5	5	4	4	5	4	4	5	4	44	4	4	5	4	5	4	5	5	4	5	4	49	
21	Community Developme	Internal	2020	5	4	4	4	4	4	4	4	4	5	4	4	4	54	2	3	3	3	3	3	3	3	3	3	29	3	3	4	4	5	4	3	4	5	4	4	43	
22	Community Developme	QA officer	2020	5	5	5	5	5	5	5	5	5	5	5	5	5	65	5	5	5	5	5	5	5	5	5	5	50	5	5	5	5	5	5	5	5	5	5	5	55	
23	Business Operations	Finance Documenting	2022	5	5	4	5	5	4	4	5	5	4	4	4	5	59	4	4	5	4	4	4	5	4	5	4	43	5	5	4	5	5	3	4	5	4	5	4	49	
24	Marketing	content writer	2022	5	5	5	5	5	5	5	5	5	5	5	5	5	65	5	5	5	5	5	5	5	5	5	5	50	5	5		3	3	5	4	4	4	4	4	41	
25	Business Operations	Marketing Officer	2022	4	5	5	5	4	4	5	5	5	4	4	4	5	59	5	5	5	5	5	4	2	4	5	5	45	5	5	4	2	2	4	4	5	5	5	5	46	
26	Partnership and Event	P&E Officer	2022	4	4	4	4	4	4	3	4	5	4	3	4	4	51	4	4	4	4	4	3	3	4	4	4	38	4	4	4	4	3	4	4	4	4	4	4	4	43
27	Community Developme	facilitators	2022	3	3	4	4	4	4	3	4	5	5	3	4	5	51	5	5	5	5	4	3	4	4	5	4	44	4	5	5	4	4	5	4	4	4	5	4	48	
28	Business Operations	Accounting officer	2021	4	5	5	4	5	5	5	5	5	4	4	5	5	61	4	5	4	4	4	4	1	5	5	5	41	5	4	5	1	2	4	4	5	5	5	4	44	
29	Partnership and Event	Events Officer	2021	5	4	2	5	5	4	5	5	5	5	5	4	5	59	5	5	5	5	5	5	5	5	5	5	50	5	5	5	2	2	2	4	2	5	3	2	37	
30	Community Developme	QA Officer	2021	5	4	5	5	5	4	5	5	5	4	4	5	5	61	5	5	5	5	4	4	4	5	5	5	47	5	5	5	5	4	5	4	5	5	4	5	52	
31	Business Operations	Financial Officer	2022	4	5	4	4	4	4	4	4	5	4	4	4	4	54	4	4	5	5	5	3	3	3	4	4	40	4	4	4	3	3	4	3	4	4	4	5	42	
32	Business Operations	financing documenting	2020	4	4	4	3	4	4	4	3	4	4	3	4	4	49	4	4	4	4	3	3	2	4	4	4	36	3	3	3	2	2	3	4	3	4	3	3	33	
33	Partnership and Event	Partnership officer	2022	4	4	4	4	4	5	5	5	4	4	5	4	56	4	5	4	4	4	4	2	4	5	4	40	4	4	4	2	3	4	4	4	4	4	4	4	41	
34	Marketing	Social Media Analyst	2022	4	4	4	4	4	4	4	4	4	4	4	4	4	52	4	4	4	4	4	4	4	4	4	4	40	4	4	4	4	3	4	4	4	4	4	4	43	
35	Business Operations	Operations office	2021	5	5	5	4	5	5	4	5	5	5	5	5	5	63	4	4	4	5	5	3	2	5	3	5	40	4	4	4	1	3	2	3	4	4	3	3	35	

#### Lampiran 4: Data SPSS Versi 28.1

- **Karakteristik Responden**

##### Divisi di TAULAN

	Divisi di TAULAN	<i>Frequency</i>	<i>Percent</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	Community Development	11	31.4	31.4	31.4
	Business Operations	10	28.6	28.6	60.0
	Partnership and Event	7	20.0	20.0	80.0
	Marketing	7	20.0	20.0	100.0
	Total	35	100.0	100.0	100.0

##### Posisi di TAULAN

	Posisi di TAULAN	<i>Frequency</i>	<i>Percent</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	Director	6	17.1	17.1	17.1
	Partnership and Event Officer	5	14.3	14.3	31.4
	Quality Assurance Officer	4	11.4	11.4	42.9
	Internal Affairs	4	11.4	11.4	54.3
	Financial Officer	3	8.6	8.6	62.9
	Accounting Officer	2	5.7	5.7	68.6
	Market Analyst	2	5.7	5.7	74.3
	Marketing Officer	2	5.7	5.7	80.0
	Operations Officer	2	5.7	5.7	85.7
	Content Writer	2	5.7	5.7	91.4
	Copywriter	1	2.9	2.9	94.3
	Social Media Analyst	1	2.9	2.9	97.1
	Graphic Designer	1	2.9	2.9	100.0
	Total	35	100.0	100.0	100.0

##### Tahun Bergabung di TAULAN

	Tahun Bergabung	<i>Frequency</i>	<i>Percent</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	2020	12	34.3	34.3	34.3
	2021	14	40.0	40.0	74.3
	2022	9	25.7	25.7	100.0
	Total	35	100.0	100.0	100.0

- Analisis Deskriptif

X1.1				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	17	56.7	60.0
	SS	12	40.0	100.0
	Total	30	100.0	100

X1.2				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	11	36.7	40.0
	SS	18	60.0	100.0
	Total	30	100.0	100

X1.3				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	2	6.7	10.0
	S	15	50.0	60.0
	SS	12	40.0	100.0
	Total	30	100.0	100

X1.4				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	6	20.0	23.3
	S	12	40.0	63.3
	SS	11	36.7	100.0
	Total	30	100.0	100

X1.5				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	2	6.7	6.7
	S	16	53.3	60.0
	SS	12	40.0	100.0
	Total	30	100.0	100

X1.6				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	3	10.0	13.3
	S	19	63.3	76.7
	SS	7	23.3	100.0
	Total	30	100.0	100

X1.7				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	8	26.7	26.7
	S	11	36.7	63.3
	SS	11	36.7	100.0
	Total	30	100.0	100

X1.8				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	4	13.3	13.3
	S	8	26.7	40.0
	SS	18	60.0	100.0
	Total	30	100.0	100

X1.9				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	6	20.0	23.3
	SS	23	76.7	100.0
	Total	30	100.0	100

X1.10				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	6	20.0	23.3
	S	14	46.7	70.0
	SS	9	30.0	100.0
	Total	30	100.0	100

X1.11				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	6	20.0	20.0
	S	16	53.3	73.3
	SS	8	26.7	100.0
	Total	30	100.0	100

X1.12				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	2	6.7	6.7
	S	15	50.0	56.7
	SS	13	43.3	100.0
	Total	30	100.0	100

X1.13				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	1	3.3	6.7
	S	11	36.7	43.3
	SS	17	56.7	100.0
	Total	30	100.0	100

X2.1				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	3	10.0	10.0
	S	19	63.3	73.3
	SS	8	26.7	100.0
	Total	30	100.0	100

X2.2				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	0	0.0	0.0
	S	14	46.7	46.7
	SS	16	53.3	100.0
	Total	30	100.0	100

X2.3				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	0	0.0	0.0
	S	14	46.7	46.7
	SS	16	53.3	100.0
	Total	30	100.0	100

X2.4				
		<i>Frequency</i>	<i>Percent</i>	<i>Cumulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	0	0.0	0.0
	S	12	40.0	40.0
	SS	18	60.0	100.0
	Total	30	100.0	100

X2.5				
		<i>Frequency</i>	<i>Percent</i>	<i>Cumulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	12	40.0	43.3
	SS	17	56.7	100.0
	Total	30	100.0	100

X2.6				
		<i>Frequency</i>	<i>Percent</i>	<i>Cumulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	6	20.0	23.3
	S	14	46.7	70.0
	SS	9	30.0	100.0
	Total	30	100.0	100

X2.7				
		<i>Frequency</i>	<i>Percent</i>	<i>Cumulative Percent</i>
Valid	STS	3	10.0	10.0
	TS	11	36.7	46.7
	KS	5	16.7	63.3
	S	6	20.0	83.3
	SS	5	16.7	100.0
	Total	30	100.0	100

X2.8				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	15	50.0	53.3
	SS	14	46.7	100.0
	Total	30	100.0	100

X2.9				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	1	3.3	3.3
	S	9	30.0	33.3
	SS	20	66.7	100.0
	Total	30	100.0	100

X2.10				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	0	0.0	0.0
	S	11	36.7	36.7
	SS	19	63.3	100.0
	Total	30	100.0	100

Y.1				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	5	16.7	20.0
	S	14	46.7	66.7
	SS	10	33.3	100.0
	Total	30	100.0	100



Y.2				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	7	23.3	26.7
	S	12	40.0	66.7
	SS	10	33.3	100.0
	Total	30	100.0	100

Y.3				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	2	6.7	6.7
	KS	7	23.3	30.0
	S	11	36.7	66.7
	SS	10	33.3	100.0
	Total	30	100.0	100

Y.4				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	8	26.7	26.7
	TS	9	30.0	56.7
	KS	4	13.3	70.0
	S	4	13.3	83.3
	SS	5	16.7	100.0
	Total	30	100.0	100

Y.5				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	2	6.7	6.7
	TS	8	26.7	33.3
	KS	9	30.0	63.3
	S	5	16.7	80.0
	SS	6	20.0	100.0
	Total	30	100.0	100

Y.6				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	1	3.3	3.3
	KS	4	13.3	16.7
	S	14	46.7	63.3
	SS	11	36.7	100.0
	Total	30	100.0	100

Y.7				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	5	16.7	16.7
	S	20	66.7	83.3
	SS	5	16.7	100.0
	Total	30	100.0	100

Y.8				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	4	13.3	13.3
	S	17	56.7	70.0
	SS	9	30.0	100.0
	Total	30	100.0	100

Y.9				
		<i>Frequency</i>	<i>Percent</i>	<i>Cummulative Percent</i>
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	6	20.0	20.0
	S	15	50.0	70.0
	SS	9	30.0	100.0
	Total	30	100.0	100

Y.10				
		Frequency	Percent	Cummulative Percent
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	2	6.7	6.7
	S	12	40.0	46.7
	SS	16	53.3	100.0
	Total	30	100.0	100

Y.11				
		Frequency	Percent	Cummulative Percent
Valid	STS	0	0.0	0.0
	TS	0	0.0	0.0
	KS	3	10.0	10.0
	S	12	40.0	50.0
	SS	15	50.0	100.0
	Total	30	100.0	100

- Uji Validitas
  - Uji Validitas Strategic Entrepreneurship (X1)

		Correlations													TOTALX1
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	X1.7	X1.8	X1.9	X1.10	X1.11	X1.12	X1.13	
X1.1	Pearson Correlation	1	.520**	.341	.213	.443*	.114	.147	.328	-.127	.049	.562**	.400*	.328	.486**
	Sig. (2-tailed)		.003	.065	.259	.014	.550	.439	.076	.504	.799	.001	.029	.076	.006
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.2	Pearson Correlation	.520**	1	.448*	.165	.233	.076	.249	.587**	.179	.033	.515**	.372*	.255	.521**
	Sig. (2-tailed)	.003		.013	.383	.214	.690	.184	<.001	.345	.865	.004	.043	.174	.003
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.3	Pearson Correlation	.341	.448*	1	.287	.102	.166	.360	.592**	.280	.158	.436*	.384*	.400*	.587**
	Sig. (2-tailed)	.065	.013		.124	.590	.380	.051	<.001	.133	.406	.016	.036	.028	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.4	Pearson Correlation	.213	.165	.287	1	.538**	.578**	.493**	.425*	.611**	.197	.519**	.126	.425*	.673**
	Sig. (2-tailed)	.259	.383	.124		.002	<.001	.006	.019	<.001	.297	.003	.507	.019	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.5	Pearson Correlation	.443*	.233	.102	.538**	1	.685**	.496**	.415*	.400*	.258	.439*	.586**	.493*	.708**
	Sig. (2-tailed)	.014	.214	.590	.002		<.001	.005	.023	.028	.169	.015	<.001	.006	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.6	Pearson Correlation	.114	.076	.166	.578**	.685**	1	.546**	.278	.530**	.551**	.495**	.346	.483**	.702**
	Sig. (2-tailed)	.550	.690	.380	<.001	<.001		.002	.137	.003	.002	.005	.061	.007	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.7	Pearson Correlation	.147	.249	.360	.493**	.496**	.546**	1	.447*	.396*	.366*	.422*	.482**	.447*	.708**
	Sig. (2-tailed)	.439	.184	.051	.006	.005	.002		.013	.030	.046	.020	.007	.013	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.8	Pearson Correlation	.328	.587**	.592**	.425*	.415*	.278	.447*	1	.429*	.265	.619**	.681**	.483**	.768**
	Sig. (2-tailed)	.076	<.001	<.001	.019	.023	.137	.013		.018	.158	<.001	<.001	.007	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.9	Pearson Correlation	-.127	.179	.280	.611**	.400*	.530**	.396*	.429*	1	.431*	.338	.100	.248	.572**
	Sig. (2-tailed)	.504	.345	.133	<.001	.028	.003	.030	.018		.017	.067	.597	.187	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.10	Pearson Correlation	.049	.033	.158	.197	.258	.551**	.366*	.265	.431*	1	.366*	.252	.440*	.534**
	Sig. (2-tailed)	.799	.865	.406	.297	.169	.002	.046	.158	.017		.047	.179	.015	.002
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.11	Pearson Correlation	.562**	.515**	.436*	.519**	.439*	.495**	.422*	.619**	.338	.366*	1	.508**	.483**	.787**
	Sig. (2-tailed)	.001	.004	.016	.003	.015	.005	.020	<.001	.067	.047		.004	.007	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.12	Pearson Correlation	.400*	.372*	.384*	.126	.586**	.346	.482**	.681**	.100	.252	.508**	1	.604**	.680**
	Sig. (2-tailed)	.029	.043	.036	.507	<.001	.061	.007	<.001	.597	.179	.004		<.001	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
X1.13	Pearson Correlation	.328	.255	.400*	.425*	.493**	.483**	.447*	.483**	.248	.440*	.483**	.604**	1	.728**
	Sig. (2-tailed)	.076	.174	.028	.019	.006	.007	.013	.007	.187	.015	.007	<.001		<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30
TOTALX1	Pearson Correlation	.486**	.521**	.587**	.673**	.708**	.702**	.708**	.768**	.572**	.534**	.787**	.680**	.728**	1
	Sig. (2-tailed)	.006	.003	<.001	<.001	<.001	<.001	<.001	<.001	<.001	<.001	<.001	<.001	<.001	<.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30	30

\*\* Correlation is significant at the 0.01 level (2-tailed).  
 \* Correlation is significant at the 0.05 level (2-tailed).

• Uji Validitas Pengembangan Individu (X2)

		Correlations											
		X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	X2.7	X2.8	X2.9	X2.10	TOTALX2	
X2.1	Pearson Correlation	1	.497**	.268	.351	.034	-.012	.187	.085	.297	.099	.453*	
	Sig. (2-tailed)		.005	.152	.057	.859	.950	.323	.654	.111	.603	.012	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.2	Pearson Correlation	.497**	1	.464**	.464**	.174	.375*	.028	.367*	.595**	.259	.644**	
	Sig. (2-tailed)	.005		.010	.010	.357	.041	.884	.046	<.001	.167	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.3	Pearson Correlation	.268	.464**	1	.600**	.412*	.459*	.394*	.128	.473**	.259	.755**	
	Sig. (2-tailed)	.152	.010		<.001	.024	.011	.031	.502	.008	.167	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.4	Pearson Correlation	.351	.464**	.600**	1	.654**	.205	-.075	.268	.199	.508**	.597**	
	Sig. (2-tailed)	.057	.010	<.001		<.001	.276	.695	.152	.291	.004	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.5	Pearson Correlation	.034	.174	.412*	.654**	1	.259	.025	.326	.203	.722**	.572**	
	Sig. (2-tailed)	.859	.357	.024	<.001		.167	.897	.079	.283	<.001	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.6	Pearson Correlation	-.012	.375*	.459*	.205	.259	1	.067	.418*	.488**	.293	.601**	
	Sig. (2-tailed)	.950	.041	.011	.276	.167		.726	.022	.006	.116	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.7	Pearson Correlation	.187	.028	.394*	-.075	.025	.067	1	.114	.173	-.128	.476**	
	Sig. (2-tailed)	.323	.884	.031	.695	.897	.726		.550	.359	.500	.008	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.8	Pearson Correlation	.085	.367*	.128	.268	.326	.418*	.114	1	.411*	.590**	.595**	
	Sig. (2-tailed)	.654	.046	.502	.152	.079	.022	.550		.024	<.001	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.9	Pearson Correlation	.297	.595**	.473**	.199	.203	.488**	.173	.411*	1	.249	.669**	
	Sig. (2-tailed)	.111	<.001	.008	.291	.283	.006	.359	.024		.185	<.001	
	N	30	30	30	30	30	30	30	30	30	30	30	
X2.10	Pearson Correlation	.099	.259	.259	.508**	.722**	.293	-.128	.590**	.249	1	.549**	
	Sig. (2-tailed)	.603	.167	.167	.004	<.001	.116	.500	<.001	.185		.002	
	N	30	30	30	30	30	30	30	30	30	30	30	
TOTALX2	Pearson Correlation	.453*	.644**	.755**	.597**	.572**	.601**	.476**	.595**	.669**	.549**	1	
	Sig. (2-tailed)	.012	<.001	<.001	<.001	<.001	<.001	.008	<.001	<.001	.002		
	N	30	30	30	30	30	30	30	30	30	30	30	

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

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

• Uji Validitas Keunggulan Bersaing (Y)

		Correlations											
		Y.1	Y.2	Y.3	Y.4	Y.5	Y.6	Y.7	Y.8	Y.9	Y.10	Y.11	TOTALY
Y.1	Pearson Correlation	1	.904**	.720**	.418*	.157	.190	.293	.630**	.525**	.178	.433*	.723**
	Sig. (2-tailed)		<.001	<.001	.022	.409	.315	.117	<.001	.003	.348	.017	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.2	Pearson Correlation	.904**	1	.684**	.542**	.225	.196	.276	.553**	.450*	.163	.337	.732**
	Sig. (2-tailed)	<.001		<.001	.002	.233	.298	.139	.002	.013	.388	.069	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.3	Pearson Correlation	.720**	.684**	1	.403*	.192	.359	.483**	.553**	.678**	.294	.398*	.781**
	Sig. (2-tailed)	<.001	<.001		.030	.319	.056	.008	.002	<.001	.121	.032	<.001
	N	29	29	29	29	29	29	29	29	29	29	29	29
Y.4	Pearson Correlation	.418*	.542**	.403*	1	.710**	.295	.405*	.508**	.137	-.033	.120	.734**
	Sig. (2-tailed)	.022	.002	.030		<.001	.113	.026	.004	.470	.863	.528	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.5	Pearson Correlation	.157	.225	.192	.710**	1	.112	.333	.352	-.059	-.059	.083	.544**
	Sig. (2-tailed)	.409	.233	.319	<.001		.556	.072	.056	.757	.756	.663	.002
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.6	Pearson Correlation	.190	.196	.359	.295	.112	1	.297	.146	.214	.393*	.452*	.469**
	Sig. (2-tailed)	.315	.298	.056	.113	.556		.111	.442	.256	.032	.012	.009
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.7	Pearson Correlation	.293	.276	.483**	.405*	.333	.297	1	.635**	.495**	.280	.348	.649**
	Sig. (2-tailed)	.117	.139	.008	.026	.072	.111		<.001	.005	.134	.059	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.8	Pearson Correlation	.630**	.553**	.553**	.508**	.352	.146	.635**	1	.636**	.310	.395*	.787**
	Sig. (2-tailed)	<.001	.002	.002	.004	.056	.442	<.001		<.001	.095	.031	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.9	Pearson Correlation	.525**	.450*	.678**	.137	-.059	.214	.495**	.636**	1	.354	.416*	.605**
	Sig. (2-tailed)	.003	.013	<.001	.470	.757	.256	.005	<.001		.055	.022	<.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.10	Pearson Correlation	.178	.163	.294	-.033	-.059	.393*	.280	.310	.354	1	.439*	.396*
	Sig. (2-tailed)	.348	.388	.121	.863	.756	.032	.134	.095	.055		.015	.030
	N	30	30	29	30	30	30	30	30	30	30	30	30
Y.11	Pearson Correlation	.433*	.337	.398*	.120	.083	.452*	.348	.395*	.416*	.439*	1	.568**
	Sig. (2-tailed)	.017	.069	.032	.528	.663	.012	.059	.031	.022	.015		.001
	N	30	30	29	30	30	30	30	30	30	30	30	30
TOTALY	Pearson Correlation	.723**	.732**	.781**	.734**	.544**	.469**	.649**	.787**	.605**	.396*	.568**	1
	Sig. (2-tailed)	<.001	<.001	<.001	<.001	.002	.009	<.001	<.001	<.001	.030	.001	
	N	30	30	29	30	30	30	30	30	30	30	30	30

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

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

- **Uji Reliabilitas**

- Strategic Entrepreneurship (X1)

**Reliability Statistics**

Cronbach's Alpha	N of Items
.885	13

- Pengembangan Individu (X2)

**Reliability Statistics**

Cronbach's Alpha	N of Items
.730	10

- Keunggulan Bersaing (Y)

**Reliability Statistics**

Cronbach's Alpha	N of Items
.841	11

- **Uji Normalitas**

**One-Sample Kolmogorov-Smirnov Test**

		Unstandardized Residual	
N		30	
Normal Parameters <sup>a,b</sup>	Mean	.0000000	
	Std. Deviation	4.49104074	
Most Extreme Differences	Absolute	.127	
	Positive	.073	
	Negative	-.127	
Test Statistic		.127	
Asymp. Sig. (2-tailed) <sup>c</sup>		.200 <sup>d</sup>	
Monte Carlo Sig. (2-tailed) <sup>e</sup>	Sig.	.247	
	99% Confidence Interval	Lower Bound	.236
		Upper Bound	.258

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

d. This is a lower bound of the true significance.

e. Lilliefors' method based on 10000 Monte Carlo samples with starting seed 299883525.

- Uji Heteroskedastisitas (Glejser)

### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-5.458	5.326		-1.025	.315
	SE	.058	.091	.142	.634	.531
	PI	.138	.145	.214	.956	.348

a. Dependent Variable: Abs\_RES

- Uji Linearitas

### Case Processing Summary

	Cases					
	Included		Excluded		Total	
	N	Percent	N	Percent	N	Percent
KB * SE	30	100.0%	0	0.0%	30	100.0%
KB * PI	30	100.0%	0	0.0%	30	100.0%

### ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
KB * SE	Between Groups	(Combined)	721.833	14	51.560	2.466	.047
		Linearity	207.057	1	207.057	9.903	.007
		Deviation from Linearity	514.776	13	39.598	1.894	.118
Within Groups			313.633	15	20.909		
Total			1035.467	29			

### ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
KB * PI	Between Groups	(Combined)	678.217	11	61.656	3.107	.016
		Linearity	443.046	1	443.046	22.323	<.001
		Deviation from Linearity	235.170	10	23.517	1.185	.361
Within Groups			357.250	18	19.847		
Total			1035.467	29			

- Uji Multikolinearitas

### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	-4.310	10.571		-.408	.687		
	X1	.107	.181	.104	.589	.561	.667	1.500
	X2	.963	.287	.594	3.353	.002	.667	1.500

a. Dependent Variable: Y

- Analisis Regresi Berganda

### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-4.310	10.571		-.408	.687
	SE	.107	.181	.104	.589	.561
	PI	.963	.287	.594	3.353	.002

a. Dependent Variable: KB

- Koefisien Korelasi

### Correlations

		X1	X2	Y
X1	Pearson Correlation	1	.577**	.447*
	Sig. (2-tailed)		<.001	.013
	N	30	30	30
X2	Pearson Correlation	.577**	1	.654**
	Sig. (2-tailed)	<.001		<.001
	N	30	30	30
Y	Pearson Correlation	.447*	.654**	1
	Sig. (2-tailed)	.013	<.001	
	N	30	30	30

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

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

- Koefisien Determinasi

### Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.660 <sup>a</sup>	.435	.393	4.654

a. Predictors: (Constant), PI, SE