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LAMPIRAN

Lampiran 1: Biodata**BIODATA****Identitas Diri**

Nama : Naila Syahirah
Tempat, Tanggal Lahir : Makassar, 15 Juni 1999
Jenis Kelamin : Perempuan
Agama : Islam
Alamat Rumah : Perumahan Dosen UNHAS Tamalanrea Blok
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Riwayat Pendidikan

2004 – 2005 TK Dharmawanita
2005 – 2011 SDIT Ar-Rahmah
2011 – 2014 SMP Negeri 12 Makassar
2014 – 2018 SMA Negeri 5 Makassar
2016 – 2017 Lycée Albert Châtelet – Douai

Pengalaman Organisasi

2019 – 2020 Director General Makassar Model United
Nations
2018 – 2020 Member of Internal Affairs, Hasanuddin English
Debating Society (HEDS)

2020 – 2021

Senior Management Group, UNHAS Model
United Nations Community (UNHASMUN)

Makassar, 13 Juli 2022

A handwritten signature in black ink, appearing to read 'Naila Syahirah', written in a cursive style.

Naila Syahirah

Lampiran 2: Kuesioner Penelitian

KUESIONER PENELITIAN

Dengan hormat,

Sehubungan dengan kegiatan penyusunan skripsi, saya melakukan penelitian dengan judul:

“Pengaruh Promosi Penjualan, Gaya Hidup Berbelanja dan *Electronic Word of Mouth* Terhadap Perilaku Pembelian Impulsif Pada Marketplace Shopee”

Berdasarkan hal tersebut, maka saya mohon anda dapat meluangkan waktu untuk mengisi daftar kuesioner yang terlampir.

Tujuan dari penyebaran kuesioner ini adalah untuk memperoleh informasi mengenai seberapa besar pengaruh promosi penjualan, gaya hidup berbelanja dan *electronic word of mouth* terhadap perilaku pembelian impulsif pada marketplace Shopee

Informasi yang anda berikan akan sangat membantu dalam penelitian ini. Oleh karena itu, besar harapan saya untuk anda dapat memberikan informasi yang sebenarnya.

Atas kerja sama dan waktu anda untuk mengisi kuesioner ini, saya ucapkan terima kasih.

Hormat Saya



Naila Syahirah

(Mahasiswa Universitas Hasanuddin)

DATA RESPONDEN

Nama :

Jenis Kelamin :

- a. Laki-Laki
- b. Perempuan

Fakultas :

- a. Fakultas Ekonomi dan Bisnis
- b. Fakultas Hukum
- c. Fakultas Ilmu Sosial dan Ilmu Politik
- d. Fakultas Ilmu Budaya

PETUNJUK PENGISIAN KUESIONER

1. Jawablah pertanyaan di bawah ini sesuai dengan penilaian saudara.
2. Pilihlah salah satu jawaban dari kelima alternative jawaban yang sesuai dengan cara memberikan tanda centang (✓) pada salah satu kolom jawaban yang tersedia.
3. Keterangan jawaban adalah sebagai berikut:

SS : Sangat Setuju

S : Setuju

CS : Cukup Setuju

TS : Tidak Setuju

STS : Sangat Tidak Setuju

KUESIONER

Variabel Promosi Penjualan

X1	Pernyataan	SS	S	CS	TS	STS
X1.1	Saya akan membeli produk di Shopee secara impulsif apabila terdapat potongan harga yang besar					
X1.2	Saya akan memutuskan untuk membeli produk di Shopee secara impulsif apabila terdapat potongan harga yang rutin					
X1.3	Saya akan yakin untuk membeli produk di Shopee secara impulsif apabila terdapat <i>cashback</i> (pengembalian sejumlah uang)					
X1.4	Saya akan membeli produk di Shopee secara impulsif apabila terdapat paket produk yang berisi beberapa produk dengan harga khusus (produk <i>bundling</i>)					
X1.5	Saya akan memutuskan untuk membeli produk di Shopee secara impulsif apabila terdapat pemberian kupon belanja					
X1.6	Saya akan yakin untuk membeli produk di Shopee secara impulsif apabila terdapat penawaran " <i>buy one get one</i> "					

Variabel Gaya Hidup Berbelanja

X2	Pernyataan	SS	S	CS	TS	STS
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X2.1	Saya akan membeli suatu produk di Shopee yang ditawarkan melalui iklan					
X2.2	Saya akan membeli produk dengan model terbaru					
X2.3	Saya akan berbelanja dengan <i>merk</i> yang paling terkenal yang jarang dimiliki orang lain					
X2.4	Saya meyakini produk dengan <i>merk</i> tertentu memiliki kualitas yang bagus					
X2.5	Saya akan membeli suatu produk dengan berbagai macam <i>merk</i>					
X2.6	Saya meyakini terdapat produk yang menyerupai produk yang saya beli					

Variabel *Electronic Word of Mouth*

X3	Pernyataan	SS	S	CS	TS	STS
X3.1	Banyaknya ulasan yang ditulis oleh pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					
X3.2	Frekuensi interaksi dari pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					

X3.3	Komentar dari pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					
X3.4	Rekomendasi dari pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					
X3.5	Informasi kualitas yang ditawarkan dari pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					
X3.6	Informasi harga yang ditawarkan dari pengguna situs jejaring sosial meyakinkan saya untuk melakukan pembelian produk secara impulsif di Shopee					

Variabel Perilaku Pembelian Impulsif

Y	Pernyataan	SS	S	CS	TS	STS
Y1.1	Saya ingin mendapatkan produk yang saya inginkan di Shopee secara seketika					
Y1.2	Produk yang dijual di Shopee mendorong saya untuk melakukan pembelian secara mendadak					
Y1.3	Saya senang berbelanja sehingga seringkali membeli produk secara impulsif					

Y1.4	Saya mengalami dorongan atau desakan secara mendadak untuk membeli suatu produk secara impulsif					
Y1.5	Terdapat hasrat dan keinginan dalam diri saya untuk membeli suatu produk di Shopee					
Y1.6	Terdapat pemicu yang kuat dalam diri saya untuk melakukan pembelian suatu produk di Shopee dengan mengabaikan kemungkinan buruk yang dapat terjadi					

Lampiran 3: Data SPSS
Karakteristik Responden

Jenis Kelamin					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Laki-Laki	80	21.3	21.3	21.3
	Perempuan	295	78.7	78.7	100
	Total	375	100.0	100.0	

FAKULTAS					
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Ekonomi dan Bisnis	164	43.7	43.7	43.7
	Hukum	62	16.5	16.5	16.5
	Ilmu Sosial dan Ilmu Politik	94	25.2	25.2	25.2
	Ilmu Budaya	55	14.6	14.6	14.6
	Total	375	100.0	100.0	

Analisis Regresi Linear Berganda

Descriptives (Deskriptif skor total variabel)

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
Promosi Penjualan (X1)	375	9	30	24.61	3.860
Gaya Hidup Berbelanja (X2)	375	13	30	23.99	3.478
Electronic Word of Mouth (X3)	375	15	30	26.45	2.938
Perilaku Pembelian Impulsif (Y)	375	6	30	22.94	5.160
Valid N (listwise)	375				

Descriptives (Deskriptif rata-rata variabel)

Descriptive Statistics

	N	Minimum	Maximum	Mean	Std. Deviation
RataX1	375	1.50	5.00	4.1009	.64340
RataX2	375	2.17	5.00	3.9991	.57966
RataX3	375	2.50	5.00	4.4076	.48969
RataY	375	1.00	5.00	3.8231	.86007
Valid N (listwise)	375				

Frequencies (Analisis frekuensi jawaban tiap item)

	N		Mean	Std. Deviation	Minimum	Maximum
	Valid	Missing				
X1.1	375	0	4.48	.840	1	5
X1.2	375	0	4.29	.946	1	5
X1.3	375	0	3.95	.940	1	5
X1.4	375	0	3.68	.958	1	5
X1.5	375	0	3.91	.892	1	5
X1.6	375	0	4.29	.923	1	5
X2.1	375	0	3.89	1.116	1	5
X2.2	375	0	3.80	.971	1	5
X2.3	375	0	3.52	1.116	1	5
X2.4	375	0	4.46	.696	2	5
X2.5	375	0	4.17	.910	1	5
X2.6	375	0	4.17	.712	2	5
X3.1	375	0	4.45	.596	2	5
X3.2	375	0	4.27	.776	1	5
X3.3	375	0	4.54	.640	1	5
X3.4	375	0	4.34	.705	1	5
X3.5	375	0	4.45	.631	3	5
X3.6	375	0	4.40	.780	2	5
Y1	375	0	4.05	.959	1	5
Y2	375	0	3.86	1.054	1	5
Y3	375	0	3.66	1.109	1	5
Y4	375	0	3.59	1.218	1	5
Y5	375	0	4.11	.945	1	5
Y6	375	0	3.67	1.187	1	5

Frequency Table

X1.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	4	1.1	1.1	1.1
	2	8	2.1	2.1	3.2
	3	37	9.9	9.9	13.1
	4	81	21.6	21.6	34.7
	5	245	65.3	65.3	100.0
	Total	375	100.0	100.0	

X1.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	5	1.3	1.3	1.3
	2	15	4.0	4.0	5.3
	3	54	14.4	14.4	19.7
	4	94	25.1	25.1	44.8
	5	207	55.2	55.2	100.0
	Total	375	100.0	100.0	

X1.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	7	1.9	1.9	1.9
	2	23	6.1	6.1	8.0
	3	63	16.8	16.8	24.8
	4	169	45.1	45.1	69.9
	5	113	30.1	30.1	100.0
	Total	375	100.0	100.0	

X1.4

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	6	1.6	1.6	1.6
	2	25	6.7	6.7	8.3
	3	140	37.3	37.3	45.6
	4	116	30.9	30.9	76.5
	5	88	23.5	23.5	100.0
	Total	375	100.0	100.0	

X1.5

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	3	.8	.8	.8
	2	18	4.8	4.8	5.6
	3	94	25.1	25.1	30.7
	4	153	40.8	40.8	71.5
	5	107	28.5	28.5	100.0
	Total	375	100.0	100.0	

X1.6

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	6	1.6	1.6	1.6
	2	18	4.8	4.8	6.4
	3	31	8.3	8.3	14.7
	4	127	33.9	33.9	48.5
	5	193	51.5	51.5	100.0
	Total	375	100.0	100.0	

X2.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	9	2.4	2.4	2.4
	2	35	9.3	9.3	11.7
	3	98	26.1	26.1	37.9
	4	81	21.6	21.6	59.5
	5	152	40.5	40.5	100.0
	Total	375	100.0	100.0	

X2.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	4	1.1	1.1	1.1
	2	24	6.4	6.4	7.5
	3	126	33.6	33.6	41.1
	4	111	29.6	29.6	70.7
	5	110	29.3	29.3	100.0
	Total	375	100.0	100.0	

X2.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	19	5.1	5.1	5.1
	2	40	10.7	10.7	15.7
	3	133	35.5	35.5	51.2
	4	94	25.1	25.1	76.3
	5	89	23.7	23.7	100.0
	Total	375	100.0	100.0	

X2.4

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	3	.8	.8	.8
	3	35	9.3	9.3	10.1
	4	125	33.3	33.3	43.5
	5	212	56.5	56.5	100.0
	Total	375	100.0	100.0	

X2.5

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	5	1.3	1.3	1.3
	2	17	4.5	4.5	5.9
	3	48	12.8	12.8	18.7
	4	146	38.9	38.9	57.6
	5	159	42.4	42.4	100.0
	Total	375	100.0	100.0	

X2.6

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	3	.8	.8	.8
	3	59	15.7	15.7	16.5
	4	183	48.8	48.8	65.3
	5	130	34.7	34.7	100.0
	Total	375	100.0	100.0	

X3.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	4	1.1	1.1	1.1
	3	8	2.1	2.1	3.2
	4	179	47.7	47.7	50.9
	5	184	49.1	49.1	100.0
	Total	375	100.0	100.0	

X3.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	1	.3	.3	.3
	2	3	.8	.8	1.1
	3	61	16.3	16.3	17.3
	4	140	37.3	37.3	54.7
	5	170	45.3	45.3	100.0
	Total	375	100.0	100.0	

X3.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	1	.3	.3	.3
	2	2	.5	.5	.8
	3	18	4.8	4.8	5.6
	4	125	33.3	33.3	38.9
	5	229	61.1	61.1	100.0
	Total	375	100.0	100.0	

X3.4

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	2	.5	.5	.5
	2	3	.8	.8	1.3
	3	30	8.0	8.0	9.3
	4	172	45.9	45.9	55.2
	5	168	44.8	44.8	100.0
	Total	375	100.0	100.0	

X3.5

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	28	7.5	7.5	7.5
	4	149	39.7	39.7	47.2
	5	198	52.8	52.8	100.0
	Total	375	100.0	100.0	

X3.6

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	4	1.1	1.1	1.1
	3	57	15.2	15.2	16.3
	4	100	26.7	26.7	42.9
	5	214	57.1	57.1	100.0
	Total	375	100.0	100.0	

Y1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	4	1.1	1.1	1.1
	2	17	4.5	4.5	5.6
	3	88	23.5	23.5	29.1
	4	113	30.1	30.1	59.2
	5	153	40.8	40.8	100.0
	Total	375	100.0	100.0	

Y2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	9	2.4	2.4	2.4
	2	31	8.3	8.3	10.7
	3	91	24.3	24.3	34.9
	4	117	31.2	31.2	66.1
	5	127	33.9	33.9	100.0
	Total	375	100.0	100.0	

Y3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	21	5.6	5.6	5.6
	2	36	9.6	9.6	15.2
	3	82	21.9	21.9	37.1
	4	147	39.2	39.2	76.3
	5	89	23.7	23.7	100.0
	Total	375	100.0	100.0	

Y4

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	32	8.5	8.5	8.5
	2	36	9.6	9.6	18.1
	3	85	22.7	22.7	40.8
	4	122	32.5	32.5	73.3
	5	100	26.7	26.7	100.0
	Total	375	100.0	100.0	

Y5

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	8	2.1	2.1	2.1
	2	15	4.0	4.0	6.1
	3	56	14.9	14.9	21.1
	4	146	38.9	38.9	60.0
	5	150	40.0	40.0	100.0
	Total	375	100.0	100.0	

Y6

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	24	6.4	6.4	6.4
	2	38	10.1	10.1	16.5
	3	87	23.2	23.2	39.7
	4	114	30.4	30.4	70.1
	5	112	29.9	29.9	100.0
	Total	375	100.0	100.0	

**Uji Validitas dan Reliabilitas
Correlations (Uji Validitas X1)**

		Correlations						
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	TotalX1
X1.1	Pearson Correlation	1	.684**	.489**	.328**	.262**	.477**	.760**
	Sig. (2-tailed)		.000	.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X1.2	Pearson Correlation	.684**	1	.499**	.249**	.207**	.443**	.731**
	Sig. (2-tailed)	.000		.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X1.3	Pearson Correlation	.489**	.499**	1	.367**	.391**	.487**	.770**
	Sig. (2-tailed)	.000	.000		.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X1.4	Pearson Correlation	.328**	.249**	.367**	1	.228**	.464**	.633**
	Sig. (2-tailed)	.000	.000	.000		.000	.000	.000
	N	375	375	375	375	375	375	375
X1.5	Pearson Correlation	.262**	.207**	.391**	.228**	1	.306**	.564**
	Sig. (2-tailed)	.000	.000	.000	.000		.000	.000
	N	375	375	375	375	375	375	375
X1.6	Pearson Correlation	.477**	.443**	.487**	.464**	.306**	1	.756**
	Sig. (2-tailed)	.000	.000	.000	.000	.000		.000
	N	375	375	375	375	375	375	375
TotalX1	Pearson Correlation	.760**	.731**	.770**	.633**	.564**	.756**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	
	N	375	375	375	375	375	375	375

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

Reliability (Uji Reliabilitas X1)
Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	375	100.0
	Excluded ^a	0	.0
	Total	375	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.793	6

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	20.13	10.682	.641	.742
X1.2	20.32	10.458	.580	.753
X1.3	20.65	10.201	.636	.739
X1.4	20.93	11.133	.446	.786
X1.5	20.69	11.818	.373	.800
X1.6	20.32	10.367	.619	.744

Correlations (Uji Validitas X2)

		Correlations						
		X2.1	X2.2	X2.3	X2.4	X2.5	X2.6	TotalX2
X2.1	Pearson Correlation	1	.482**	.477**	.098	.287**	.126*	.729**
	Sig. (2-tailed)		.000	.000	.057	.000	.015	.000
	N	375	375	375	375	375	375	375
X2.2	Pearson Correlation	.482**	1	.373**	.113*	.210**	.020	.635**
	Sig. (2-tailed)	.000		.000	.028	.000	.699	.000
	N	375	375	375	375	375	375	375
X2.3	Pearson Correlation	.477**	.373**	1	.360**	.337**	.250**	.790**
	Sig. (2-tailed)	.000	.000		.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X2.4	Pearson Correlation	.098	.113*	.360**	1	.092	.288**	.462**
	Sig. (2-tailed)	.057	.028	.000		.076	.000	.000
	N	375	375	375	375	375	375	375
X2.5	Pearson Correlation	.287**	.210**	.337**	.092	1	.207**	.581**
	Sig. (2-tailed)	.000	.000	.000	.076		.000	.000
	N	375	375	375	375	375	375	375
X2.6	Pearson Correlation	.126*	.020	.250**	.288**	.207**	1	.443**
	Sig. (2-tailed)	.015	.699	.000	.000	.000		.000
	N	375	375	375	375	375	375	375
TotalX2	Pearson Correlation	.729**	.635**	.790**	.462**	.581**	.443**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	
	N	375	375	375	375	375	375	375

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

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

Reliability (Uji Reliabilitas X2)

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	375	100.0
	Excluded ^a	0	.0
	Total	375	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.679	6

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X2.1	20.11	7.681	.512	.598
X2.2	20.20	8.747	.419	.634
X2.3	20.48	7.213	.607	.555
X2.4	19.54	10.345	.283	.674
X2.5	19.83	9.244	.366	.652
X2.6	19.82	10.409	.257	.680

Correlations (Uji Validitas X3)

		Correlations						
		X3.1	X3.2	X3.3	X3.4	X3.5	X3.6	TotalX3
X3.1	Pearson Correlation	1	.302**	.411**	.545**	.547**	.300**	.700**
	Sig. (2-tailed)		.000	.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X3.2	Pearson Correlation	.302**	1	.380**	.295**	.266**	.522**	.675**
	Sig. (2-tailed)	.000		.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X3.3	Pearson Correlation	.411**	.380**	1	.418**	.381**	.241**	.648**
	Sig. (2-tailed)	.000	.000		.000	.000	.000	.000
	N	375	375	375	375	375	375	375
X3.4	Pearson Correlation	.545**	.295**	.418**	1	.571**	.476**	.768**
	Sig. (2-tailed)	.000	.000	.000		.000	.000	.000
	N	375	375	375	375	375	375	375
X3.5	Pearson Correlation	.547**	.266**	.381**	.571**	1	.480**	.743**
	Sig. (2-tailed)	.000	.000	.000	.000		.000	.000
	N	375	375	375	375	375	375	375
X3.6	Pearson Correlation	.300**	.522**	.241**	.476**	.480**	1	.734**
	Sig. (2-tailed)	.000	.000	.000	.000	.000		.000
	N	375	375	375	375	375	375	375
TotalX3	Pearson Correlation	.700**	.675**	.648**	.768**	.743**	.734**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	
	N	375	375	375	375	375	375	375

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

Reliability (Uji Reliabilitas X3)

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	375	100.0
	Excluded ^a	0	.0
	Total	375	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.801	6

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	22.00	6.537	.571	.769
X3.2	22.18	6.158	.486	.790
X3.3	21.90	6.608	.491	.784
X3.4	22.11	5.948	.637	.751
X3.5	21.99	6.275	.620	.758
X3.6	22.05	5.875	.568	.769

Correlations (Uji Validitas Y)

		Correlations						
		Y1	Y2	Y3	Y4	Y5	Y6	TotalY
Y1	Pearson Correlation	1	.483**	.461**	.510**	.295**	.466**	.665**
	Sig. (2-tailed)		.000	.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
Y2	Pearson Correlation	.483**	1	.601**	.636**	.464**	.630**	.803**
	Sig. (2-tailed)	.000		.000	.000	.000	.000	.000
	N	375	375	375	375	375	375	375
Y3	Pearson Correlation	.461**	.601**	1	.752**	.555**	.664**	.855**
	Sig. (2-tailed)	.000	.000		.000	.000	.000	.000
	N	375	375	375	375	375	375	375
Y4	Pearson Correlation	.510**	.636**	.752**	1	.459**	.668**	.860**
	Sig. (2-tailed)	.000	.000	.000		.000	.000	.000
	N	375	375	375	375	375	375	375
Y5	Pearson Correlation	.295**	.464**	.555**	.459**	1	.613**	.701**
	Sig. (2-tailed)	.000	.000	.000	.000		.000	.000
	N	375	375	375	375	375	375	375
Y6	Pearson Correlation	.466**	.630**	.664**	.668**	.613**	1	.858**
	Sig. (2-tailed)	.000	.000	.000	.000	.000		.000
	N	375	375	375	375	375	375	375
TotalY	Pearson Correlation	.665**	.803**	.855**	.860**	.701**	.858**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	
	N	375	375	375	375	375	375	375

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

Reliability (Uji Reliabilitas Y)

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	375	100.0
	Excluded ^a	0	.0
	Total	375	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.883	6

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
Y1	18.89	20.966	.540	.885
Y2	19.08	19.004	.709	.860
Y3	19.28	18.068	.777	.848
Y4	19.35	17.307	.774	.848
Y5	18.83	20.686	.588	.878
Y6	19.27	17.533	.774	.848