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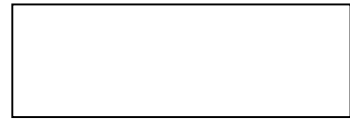
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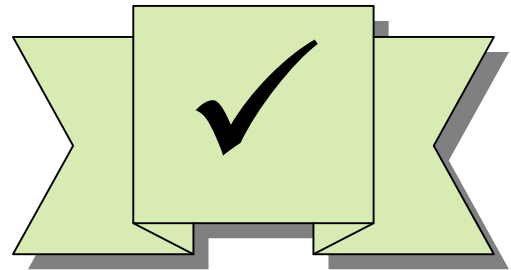
LAMPIRAN 1

KUESIONER



KUESIONER

PENGARUH BAURAN PEMASARAN
TERHADAP KEPUTUSAN
PENGUNAAN KREDIT KONSUMTIF
PT. BANK NEGARA INDONESIA (PERSERO) Tbk.
Kantor Cabang Bulukumba



April 2008

Dilakukan oleh:
Irfan Abidin., ST.
(Pegawai BNI Bulukumba)

Bulukumba, April 2008
Kepada
Yth. Para Nasabah Kredit Konsumtif
Di
Tempat

Salam hormat,

Terlebih dahulu, saya bertindak sebagai peneliti mengucapkan banyak terima kasih atas partisipasi Bapak/Ibu/Saudar(i) yang berkenan untuk menjadi salah satu responden dalam penelitian ini. Adapun penelitian ini berjudul “Analisa Faktor Dominan Yang Mempengaruhi Keputusan Konsumen Dalam Menggunakan Kredit Konsumtif di PT. Bank Negara Indonesia (Persero) Tbk Kantor Cabang Bulukumba”, akan bertujuan sebagai dasar dalam penyusunan tesis dan usaha peneliti dalam memberikan kontribusi pemikiran kepada BNI 46 khususnya KCU Bulukumba dalam meningkatkan program pemasarannya.

Keberhasilan penelitian ini sangat bergantung dari peran aktif para nasabah yang telah terpilih secara acak sebagai responden untuk menyampaikan pemikiran dan pandangannya masing-masing melalui pengisian kuesioner. Untuk itu kami sangat mengharapkan kesediaan Anda meluangkan waktu untuk mengisi kuesioner ini dan memberikan penilaian yang sebenarnya sesuai dengan pengalaman anda. Anda tidak perlu menuliskan nama, tetapi anda diminta untuk mengisi sejumlah data personal yang dibutuhkan untuk melakukan analisis. Data anda akan diolah oleh peneliti sendiri, sehingga anda tidak perlu ragu untuk mengisi dengan sejujur-jujurnya. Namun, sekali saya tekankan bahwa jawaban anda tidak akan berpengaruh sedikitpun terhadap fasilitas kredit baik yang sedang anda pergunakan maupun yang akan diajukan dimasa datang.

Bersama kuesioner ini, anda memperoleh sebuah amplop yang dapat ditutup dan diserahkan kembali ke kantor-kantor BNI di sekitar anda ataupun akan dijemput oleh pegawai BNI tertentu.

Terima kasih atas kerjasama yang Anda berikan, Selamat Mengerjakan.

Hormat saya,
Peneliti,

Irfan Abidin., ST

KUESIONER UNTUK NASABAH KREDIT KONSUMTIF
PT. BANK NEGARA INDONESIA (PERSERO) Tbk.
KANTOR CABANG BULUKUMBA

A. Identitas Responden

(untuk bagian ini isilah titik-titik atau ceklist (✓) pilihan yang sesuai dengan keadaan diri anda saat ini).

1. Jenis Kelamin : (Laki-laki/Perempuan)
2. Umur : Tahun
3. Pendidikan Terakhir : SD SMP SMA Sarjana
: Pasca Sarjana Lainnya
4. Pekerjaan : Pegawai Swasta Pegawai Negeri
 Pegawai BUMN Wiraswasta
 Lainnya
5. Jenjang/Golongan Pekerjaan
6. Maksimum Kredit Rp.....Jangka Waktubulan
5. Penghasilan/bulan : < 1 juta 1 s/d 3 juta
 3 s/d 5 juta 5 s/d 7 juta
 7 s/d 10 juta > 10 juta
6. Selain menggunakan kredit konsumtif di BNI Bulukumba, anda juga merupakan nasabah produk BNI Bulukumba ? (boleh lebih dari satu)
 BNI TAPLUS BNI TAPENAS BNI SIMPONI
 BNI DEPOSITO BNI GIRO KARTU KREDIT
 Lainnya
7. Dalam mengambil keputusan memilih kredit konsumtif di BNI Bulukumba, anda dipengaruhi oleh :
 Pegawai BNI Iklan/Promosi Keluarga
 Teman/Relasi Tidak ada
8. Apakah anda pernah mempergunakan fasilitas kredit konsumtif dari bank lain sebelumnya ?
 Ya Tidak
9. Jenis kredit konsumtif apa saja yang pernah anda pergunakan? (boleh lebih dari satu)

- BNI Multi Guna BNI Griya BNI Oto
- BNI Fleksi (Kredit tanpa jaminan tambahan)

Petunjuk pengisian untuk seluruh bagian dibawah ini :

Pada bagian ini anda akan menemukan sejumlah pernyataan atau pertanyaan yang berkaitan dengan tema tersebut diatas. Anda diminta untuk menilai SEBERAPA BAIK DAN SEBERAPA BURUK keadaan tersebut BENAR-BENAR NYATA TERJADI di BNI Bulukumba beserta kantor-kantor cabang pembantunya didaerah anda.

Ceklis angka-angka pada kolom di sebelah kanan masing-masing pernyataan ataupun pertanyaan dengan pedoman sebaga berikut :

- 1 = Sangat Tidak Setuju (STS)
- 2 = Tidak Setuju (TS)
- 3 = Kurang Setuju (KS)
- 4 = Setuju (S)
- 5 = Sangat Setuju

Lihat contoh pengisian berikut ini :

| <i>Variabel Produk</i> | SS | S | KS | TS | STS |
|--|----|---|----|----|-----|
| 1. Jenis produk tersedia telah sesuai dengan kebutuhan anda. | 5 | 4 | 3 | 2 | 1 |

Perhatikan pernyataan diatas dan bacalah baik-baik,
 Dalam contoh diatas, jika Anda menilai bahwa Jenis produk tersedia di BNI tidak sesua sama sekali dengan kebutuhan anda dan akhirnya Anda mengambil kredit konsumtif jenis lainnya, maka ceklislah angka 1 (=sangat tidak setuju) pada kolom yang tersedia di sebelah kanan pernyataan.

| <i>B. Variabel Keputusan Konsumen</i> | SS | S | KS | TS | STS |
|---|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 1. Anda sadar akan kebutuhan untuk mempergunakan kredit dalam memenuhi keperluan konsumtif . | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 2. Sebelum memilih kredit konsumtif BNI, terlebih dahulu anda mencari informasi tentang produk tersebut. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 3. Setelah mendapat informasi tentang kredit konsumtif BNI, apakah anda mengevaluasi dan mempertimbangkan sebelum mengambil keputusan ? | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 4. Anda akhirnya memutuskan untuk mempergunakan kredit di BNI Bulukumba setelah mempertimbangkan kebutuhan dan produk yang ditawarkan ? | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |

| <i>C. Variabel Produk</i> | SS | S | KS | TS | STS |
|--|--------------------------------|--------------------------------|--------------------------------|--------------------------------|--------------------------------|
| 1. Jenis produk tersedia telah sesuai dengan kebutuhan anda. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 2. Ketentuan tentang jangka waktu kredit telah sesuai dengan harapan anda. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 3. Ketentuan pemotongan pendapatan bersih untuk cicilan kredit sebesar 40% dari gaji telah sesuai dengan harapan anda. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 4. Nama kredit konsumtif berupa BNI Oto, BNI Griya, BNI Fleksi dan BNI MultiGuna, mudah untuk diingat. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |
| 5. Fitur dari masing-masing kredit konsumtif yang ditawarkan, dapat memberikan manfaat lebih bagi anda. | <input type="text" value="5"/> | <input type="text" value="4"/> | <input type="text" value="3"/> | <input type="text" value="2"/> | <input type="text" value="1"/> |

| <i>D. Variabel Tarif Jasa</i> | SS | S | KS | TS | STS |
|---|----|---|----|----|-----|
| 1. Biaya propisi dan administrasi (sebesar 1% dari maksimum kredit dan Rp.250 ribu) yang dikenakan saat penandatanganan perjanjian kredit cukup kompetitif. | 5 | 4 | 3 | 2 | 1 |
| 2. Tingkat suku bunga yang ditawarkan untuk jenis kredit yang anda pergunakan cukup bersaing. | 5 | 4 | 3 | 2 | 1 |
| 3. Pembebanan biaya asuransi terhadap jiwa dan jaminan anda telah sesuai dengan harapan. | 5 | 4 | 3 | 2 | 1 |
| 4. Biaya pelunasan sebelum jatuh tempo yang dapat dikatakan ringan. | 5 | 4 | 3 | 2 | 1 |

| <i>E. Variabel Tempat/Lokasi Pelayanan</i> | SS | S | KS | TS | STS |
|--|----|---|----|----|-----|
| 1. Lokasi kantor BNI yang mudah untuk dijangkau. | 5 | 4 | 3 | 2 | 1 |
| 2. Kantor BNI memiliki tempat parkir yang luas dan aman. | 5 | 4 | 3 | 2 | 1 |
| 3. Kantor BNI berada di lokasi yang strategis. | 5 | 4 | 3 | 2 | 1 |

| <i>F. Variabel Promosi</i> | SS | S | KS | TS | STS |
|--|----|---|----|----|-----|
| 1. Anda mengenal produk BNI melalui iklan di media elektronik. | 5 | 4 | 3 | 2 | 1 |
| 2. Anda mengenal produk BNI melalui iklan di media cetak. | 5 | 4 | 3 | 2 | 1 |
| 3. Anda mengenal produk BNI melalui iklan di brosur, leaflet ataupun banner. | 5 | 4 | 3 | 2 | 1 |
| 4. Anda mengenal produk kredit konsumtif BNI melalui orang diluar pegawai BNI. | 5 | 4 | 3 | 2 | 1 |
| 5. Anda mengenal produk kredit konsumtif BNI melalui pegawai BNI sendiri. | 5 | 4 | 3 | 2 | 1 |

| <i>G. Variabel Orang/Partisan</i> | SS | S | KS | TS | STS |
|---|----|---|----|----|-----|
| 1. Pegawai BNI memiliki skill dalam memberikan pelayanan kepada nasabah. | 5 | 4 | 3 | 2 | 1 |
| 2. Pegawai BNI memiliki komitmen dalam melayani setiap kebutuhan nasabahnya sampai tuntas. | 5 | 4 | 3 | 2 | 1 |
| 3. Pegawai BNI memiliki kemampuan dalam memberikan pemahaman terhadap produk-produk BNI. | 5 | 4 | 3 | 2 | 1 |
| 4. Setiap pegawai BNI senantiasa berpakaian yang pantas dan rapi. | 5 | 4 | 3 | 2 | 1 |

| <i>H. Variabel Sarana Fisik</i> | SS | S | KS | TS | STS |
|---|----|---|----|----|-----|
| 1. Gedung BNI memiliki tampilan yang menarik. | 5 | 4 | 3 | 2 | 1 |
| 2. Penataan ruangan BNI telah mendukung bagi kenyamanan nasabah dalam bertransaksi. | 5 | 4 | 3 | 2 | 1 |
| 3. Tanda penunjuk tempat pelayanan telah tersedia di kantor BNI, sehingga mempermudah nasabah untuk mendapatkan layanan | 5 | 4 | 3 | 2 | 1 |
| 4. Tersedianya kelengkapan berupa formulir-formulir untuk setiap transaksi yang dibutuhkan nasabah. | 5 | 4 | 3 | 2 | 1 |

| <i>I. Variabel Proses</i> | SS | S | KS | TS | STS |
|---|----|---|----|----|-----|
| 1. Waktu pemrosesan kredit di BNI sejak permohonan hingga realisasi dapat dikatakan singkat. | 5 | 4 | 3 | 2 | 1 |
| 2. Persyaratan pengajuan kredit yang mudah untuk dipenuhi. | 5 | 4 | 3 | 2 | 1 |
| 3. Pengajuan kredit tidak harus mengikuti prosedur yang berbelit-belit. | 5 | 4 | 3 | 2 | 1 |

INSTRUKSI SELANJUTNYA :

- TERIMA KASIH TELAH MENGISI KUESIONER INI DENGAN SEBENAR-BENARNYA.
- SELANJUTNYA MASUKKAN KUESIONER YANG TELAH ANDA ISI KE DALAM AMPLOP TERSEDIA.
- AMPLOP TELAH BERISI KUESIONER AKAN DIJEMPUT OLEH PETUGAS YANG DITUNJUK ATAU MOHON KIRANYA DAPAT DIANTARKAN LANGSUNG DI KANTOR BNI TERDEKAT.
- SEBUAH SOUVENIR PULPEN DAPAT BAPAK/IBU SIMPAN SEBAGAI KENANG-KENANGAN DARI SAYA.

LAMPIRAN 2

Pengolahan Data SPSS

| Sex | Usia | Pendidikan | Pekerjaan | Max. Kredir | Jangka | Penghasilan | Produk | Pengaruh | Bank lain | kredit bni |
|-----|------|------------|-----------|-------------|--------|-------------|--------|----------|-----------|------------|
| L | 37 | 4 | 1 | 45.000.000 | 24 | 2 | 2 | 2 | 2 | 2 |
| L | 44 | 5 | 1 | 50.000.000 | 36 | 3 | 1 | 2 | 2 | 2 |
| L | 46 | 4 | 2 | 25.000.000 | 12 | 4 | 5 | 4 | 2 | 4 |
| L | 42 | 3 | 4 | 40.000.000 | 48 | 3 | 1 | 5 | 1 | 1 |
| L | 38 | 4 | 2 | 85.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| L | 42 | 3 | 2 | 60.000.000 | 48 | 2 | 1 | 5 | 1 | 1 |
| L | 47 | 4 | 2 | 150.000.000 | 120 | 4 | 1 | 5 | 1 | 2 |
| P | 32 | 4 | 2 | 150.000.000 | 120 | 3 | 1 | 4 | 2 | 2 |
| L | 40 | 4 | 2 | 50.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| L | 42 | 4 | 3 | 100.000.000 | 120 | 3 | 1 | 5 | 2 | 4 |
| L | 43 | 3 | 3 | 100.000.000 | 120 | 4 | 1 | 2 | 1 | 2 |
| L | 49 | 4 | 3 | 100.000.000 | 72 | 4 | 1 | 1 | 2 | 1 |
| L | 49 | 4 | 2 | 30.000.000 | 60 | 3 | 1 | 3 | 1 | 2 |
| L | 48 | 5 | 2 | 40.000.000 | 96 | 2 | 1 | 5 | 1 | 1 |
| P | 48 | 4 | 2 | 40.000.000 | 60 | 6 | 1 | 5 | 2 | 1 |
| L | 42 | 4 | 4 | 25.000.000 | 72 | 3 | 1 | 5 | 1 | 1 |
| P | 30 | 2 | 5 | 500.000.000 | 84 | 5 | 1 | 5 | 2 | 2 |
| P | 30 | 4 | 2 | 100.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| P | 34 | 2 | 4 | 650.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| L | 42 | 1 | 4 | 650.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| P | 44 | 4 | 2 | 60.000.000 | 60 | 2 | 4 | 3 | 1 | 1 |
| L | 34 | 4 | 3 | 30.000.000 | 24 | 5 | 1 | 3 | 2 | 2 |
| L | 50 | 4 | 2 | 50.000.000 | 60 | 2 | 1 | 5 | 1 | 2 |
| L | 34 | 5 | 2 | 200.000.000 | 120 | 3 | 1 | 5 | 1 | 2 |
| L | 35 | 3 | 4 | 400.000.000 | 120 | 6 | 1 | 2 | 2 | 2 |
| L | 42 | 4 | 2 | 50.000.000 | 60 | 6 | 1 | 5 | 1 | 1 |
| L | 30 | 5 | 2 | 110.000.000 | 84 | 3 | 1 | 3 | 1 | 2 |
| L | 50 | 4 | 3 | 50.000.000 | 60 | 4 | 1 | 5 | 2 | 1 |
| L | 45 | 5 | 2 | 100.000.000 | 120 | 2 | 1 | 4 | 2 | 0 |
| L | 35 | 5 | 2 | 110.000.000 | 144 | 3 | 1 | 2 | 1 | 2 |

| | | | | | | | | | | |
|---|----|---|---|-------------|-----|---|---|---|---|---|
| P | 28 | 3 | 2 | 80.000.000 | 120 | 1 | 5 | 5 | 2 | 1 |
| L | 32 | 4 | 2 | 100.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| P | 42 | 3 | 2 | 100.000.000 | 84 | 2 | 1 | 4 | 1 | 2 |
| P | 51 | 3 | 2 | 100.000.000 | 60 | 2 | 1 | 5 | 1 | 2 |
| P | 36 | 4 | 2 | 250.000.000 | 15 | 5 | 1 | 4 | 1 | 2 |
| L | 35 | 4 | 4 | 25.000.000 | 60 | 2 | 1 | 5 | 2 | 2 |
| L | 39 | 4 | 4 | 100.000.000 | 120 | 4 | 2 | 5 | 2 | 2 |
| L | 36 | 3 | 4 | 50.000.000 | 60 | 2 | 1 | 5 | 1 | 2 |
| P | 49 | 4 | 2 | 80.000.000 | 96 | 4 | 1 | 5 | 2 | 2 |
| P | 34 | 4 | 2 | 50.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| P | 42 | 4 | 1 | 80.000.000 | 96 | 2 | 1 | 5 | 2 | 4 |
| P | 35 | 4 | 1 | 75.000.000 | 60 | 2 | 1 | 5 | 2 | 4 |
| L | 33 | 3 | 1 | 85.000.000 | 72 | 2 | 2 | 5 | 2 | 4 |
| L | 38 | 3 | 1 | 90.000.000 | 96 | 0 | 0 | 0 | 2 | 0 |
| L | 34 | 3 | 1 | 110.000.000 | 120 | 1 | 1 | 1 | 2 | 4 |
| L | 47 | 3 | 4 | 60.000.000 | 96 | 3 | 1 | 5 | 1 | 4 |
| P | 42 | 3 | 2 | 100.000.000 | 84 | 2 | 1 | 4 | 1 | 2 |
| L | 44 | 5 | 1 | 50.000.000 | 108 | 3 | 1 | 2 | 2 | 2 |
| P | 40 | 3 | 1 | 80.000.000 | 96 | 2 | 1 | 5 | 2 | 4 |
| L | 40 | 3 | 4 | 75.000.000 | 84 | 2 | 1 | 5 | 2 | 5 |
| P | 34 | 4 | 2 | 50.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| L | 35 | 4 | 4 | 60.000.000 | 96 | 3 | 1 | 5 | 2 | 2 |

| Sex | Usia | Pendidikan | Pekerjaan | Max. Kredir | Jangka | Penghasilan | Produk | Pengaruh | Bank lain | kredit bni |
|-----|------|------------|-----------|-------------|--------|-------------|--------|----------|-----------|------------|
| L | 42 | 4 | 4 | 70.000.000 | 84 | 4 | 1 | 5 | 2 | 2 |
| L | 45 | 4 | 3 | 65.000.000 | 60 | 3 | 1 | 5 | 2 | 2 |
| L | 34 | 4 | 2 | 90.000.000 | 72 | 4 | 1 | 5 | 2 | 2 |
| L | 43 | 3 | 4 | 50.000.000 | 72 | 2 | 1 | 5 | 2 | 1 |
| L | 45 | 3 | 1 | 80.000.000 | 36 | 2 | 1 | 2 | 2 | 1 |
| L | 35 | 4 | 4 | 125.000.000 | 120 | 2 | 1 | 5 | 2 | 2 |
| P | 47 | 3 | 4 | 60.000.000 | 96 | 3 | 1 | 5 | 1 | 4 |
| L | 42 | 3 | 2 | 100.000.000 | 84 | 2 | 1 | 4 | 1 | 2 |
| L | 44 | 5 | 1 | 50.000.000 | 108 | 3 | 1 | 2 | 2 | 2 |
| L | 43 | 3 | 3 | 125.000.000 | 48 | 4 | 1 | 2 | 1 | 2 |
| L | 42 | 5 | 4 | 250.000.000 | 48 | 3 | 1 | 4 | 2 | 1 |
| L | 38 | 3 | 1 | 150.000.000 | 48 | 2 | 6 | 2 | 2 | 4 |
| L | 48 | 3 | 3 | 130.000.000 | 84 | 3 | 1 | 4 | 2 | 1 |
| L | 25 | 4 | 1 | 35.000.000 | 60 | 2 | 1 | 2 | 2 | 1 |
| L | 43 | 4 | 3 | 48.000.000 | 48 | 4 | 1 | 2 | 2 | 1 |
| L | 39 | 3 | 3 | 50.000.000 | 60 | 4 | 1 | 4 | 1 | 1 |
| L | 45 | 2 | 4 | 50.000.000 | 36 | 2 | 1 | 1 | 2 | 1 |
| L | 53 | 3 | 4 | 20.000.000 | 36 | 2 | 1 | 5 | 2 | 1 |
| L | 43 | 3 | 4 | 50.000.000 | 72 | 2 | 1 | 5 | 2 | 1 |
| L | 42 | 5 | 4 | 100.000.000 | 120 | 3 | 1 | 4 | 2 | 1 |
| L | 44 | 3 | 3 | 25.000.000 | 60 | 2 | 1 | 2 | 1 | 1 |
| L | 50 | 4 | 2 | 100.000.000 | 72 | 3 | 1 | 4 | 2 | 1 |
| L | 46 | 4 | 2 | 60.000.000 | 72 | 2 | 1 | 5 | 2 | 1 |
| L | 45 | 4 | 2 | 50.000.000 | 60 | 2 | 1 | 5 | 2 | 1 |
| L | 43 | 3 | 2 | 40.000.000 | 60 | 2 | 1 | 5 | 1 | 1 |
| L | 44 | 4 | 2 | 50.000.000 | 48 | 4 | 1 | 2 | 2 | 1 |
| L | 42 | 4 | 2 | 45.000.000 | 60 | 4 | 1 | 4 | 1 | 1 |
| L | 38 | 3 | 2 | 35.000.000 | 36 | 2 | 1 | 1 | 2 | 1 |
| P | 35 | 4 | 2 | 45.000.000 | 36 | 2 | 1 | 5 | 2 | 1 |
| L | 36 | 3 | 2 | 60.000.000 | 36 | 2 | 1 | 5 | 2 | 1 |

| | | | | | | | | | | |
|---|----|---|---|------------|----|---|---|---|---|---|
| | 30 | 4 | 2 | 60.000.000 | 72 | 2 | 1 | 5 | 2 | 1 |
| L | 50 | 3 | 2 | 45.000.000 | 96 | 2 | 1 | 1 | 1 | 1 |
| | 46 | 3 | 3 | 40.000.000 | 48 | 3 | 1 | 1 | 1 | 1 |
| L | 32 | 5 | 3 | 55.000.000 | 60 | 2 | 1 | 2 | 1 | 1 |
| L | 39 | 4 | 2 | 45.000.000 | 72 | 3 | 1 | 4 | 2 | 1 |
| P | 40 | 3 | 2 | 40.000.000 | 72 | 2 | 1 | 5 | 2 | 1 |
| P | 35 | 4 | 1 | 15.000.000 | 36 | 2 | 1 | 4 | 2 | 4 |
| L | 47 | 4 | 3 | 30.000.000 | 36 | 3 | 1 | 4 | 2 | 4 |
| L | 27 | 4 | 3 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 48 | 3 | 3 | 30.000.000 | 36 | 4 | 1 | 2 | 1 | 4 |
| P | 38 | 3 | 1 | 10.000.000 | 36 | 2 | 1 | 4 | 2 | 4 |
| L | 35 | 3 | 1 | 20.000.000 | 36 | 2 | 1 | 2 | 2 | 4 |
| L | 47 | 3 | 3 | 15.000.000 | 36 | 3 | 1 | 1 | 2 | 1 |
| P | 36 | 3 | 1 | 10.000.000 | 24 | 2 | 1 | 5 | 2 | 4 |
| L | 54 | 3 | 1 | 11.000.000 | 36 | 2 | 2 | 1 | 2 | 4 |
| L | 45 | 3 | 1 | 20.000.000 | 36 | 2 | 1 | 2 | 2 | 1 |
| L | 43 | 3 | 1 | 20.000.000 | 36 | 2 | 1 | 2 | 2 | 1 |
| L | 41 | 4 | 1 | 18.000.000 | 36 | 2 | 1 | 5 | 2 | 1 |
| P | 24 | 3 | 1 | 15.000.000 | 36 | 1 | 1 | 1 | 2 | 4 |
| P | 40 | 4 | 1 | 20.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 34 | 4 | 1 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 32 | 4 | 1 | 12.000.000 | 36 | 2 | 1 | 3 | 1 | 4 |

| Sex | Usia | Pendidikan | Pekerjaan | Max. Kredit | Jangka | Penghasilan | Produk | Pengaruh | Bank lain | kredit bni |
|-----|------|------------|-----------|-------------|--------|-------------|--------|----------|-----------|------------|
| L | 33 | 3 | 1 | 16.000.000 | 36 | 2 | 0 | 5 | 2 | 4 |
| L | 38 | 3 | 1 | 20.000.000 | 40 | 2 | 6 | 2 | 2 | 4 |
| P | 41 | 4 | 1 | 20.000.000 | 36 | 2 | 1 | 4 | 2 | 1 |
| P | 42 | 4 | 3 | 15.000.000 | 36 | 2 | 2 | 5 | 2 | 4 |
| L | 38 | 3 | 1 | 15.000.000 | 36 | 0 | 0 | 0 | 2 | 0 |
| L | 37 | 3 | 1 | 11.000.000 | 36 | 2 | 1 | 4 | 2 | 1 |
| L | 42 | 4 | 1 | 20.000.000 | 36 | 2 | 1 | 2 | 2 | 2 |
| P | 28 | 3 | 1 | 10.000.000 | 36 | 1 | 1 | 1 | 2 | 4 |
| L | 36 | 4 | 1 | 20.000.000 | 36 | 2 | 0 | 5 | 2 | 5 |
| P | 35 | 4 | 1 | 20.000.000 | 36 | 1 | 1 | 4 | 2 | 4 |
| P | 44 | 4 | 3 | 10.000.000 | 36 | 1 | 1 | 4 | 2 | 4 |
| L | 0 | 4 | 1 | 30.000.000 | 36 | 3 | 1 | 2 | 2 | 1 |
| P | 37 | 4 | 1 | 10.000.000 | 36 | 1 | 1 | 4 | 2 | 4 |
| P | 30 | 4 | 1 | 16.000.000 | 36 | 2 | 1 | 4 | 2 | 4 |
| L | 45 | 3 | 1 | 1.500.000 | 36 | 3 | 1 | 4 | 2 | 4 |
| L | 42 | 3 | 1 | 15.000.000 | 36 | 3 | 0 | 5 | 2 | 4 |
| P | 39 | 4 | 1 | 15.000.000 | 24 | 2 | 1 | 5 | 2 | 4 |
| L | 47 | 3 | 4 | 30.000.000 | 36 | 3 | 1 | 5 | 1 | 4 |
| P | 42 | 4 | 1 | 15.000.000 | 36 | 2 | 2 | 5 | 2 | 4 |
| P | 29 | 3 | 1 | 14.000.000 | 36 | 2 | 2 | 5 | 2 | 4 |
| P | 40 | 3 | 1 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 27 | 3 | 1 | 20.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 55 | 3 | 2 | 20.000.000 | 36 | 3 | 1 | 3 | 2 | 4 |
| L | 30 | 3 | 1 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 38 | 3 | 1 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 35 | 3 | 1 | 14.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 32 | 3 | 1 | 20.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| P | 28 | 3 | 1 | 14.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| P | 40 | 4 | 1 | 15.000.000 | 36 | 2 | 1 | 3 | 2 | 4 |
| L | 35 | 3 | 1 | 15.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |

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|---|----|---|---|------------|----|---|---|---|---|---|
| L | 33 | 3 | 1 | 15.000.000 | 36 | 2 | 2 | 5 | 2 | 4 |
| L | 35 | 3 | 1 | 10.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 25 | 3 | 1 | 13.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| P | 42 | 4 | 1 | 20.000.000 | 36 | 2 | 2 | 5 | 2 | 4 |
| P | 27 | 3 | 1 | 12.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 47 | 3 | 3 | 15.000.000 | 36 | 3 | 1 | 1 | 2 | 1 |
| L | 36 | 4 | 1 | 20.000.000 | 36 | 2 | 0 | 5 | 2 | 5 |
| P | 28 | 3 | 1 | 14.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |
| L | 37 | 3 | 1 | 11.000.000 | 36 | 2 | 1 | 4 | 2 | 1 |
| L | 30 | 4 | 1 | 10.000.000 | 36 | 2 | 1 | 5 | 2 | 4 |

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| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 3 |
| 50 | 5 | 4 | 3 | 2 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |
| 51 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 3 | 5 | 4 | 4 | 4 | 4 | 4 |

| No. Resp | Tempat | | | Promosi | | | | | Orang | | | |
|-------------|--------|----|----|---------|----|----|----|----|-------|----|----|----|
| | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 1 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 3 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 4 | 5 | 4 | 5 | 2 | 2 | 4 | 2 | 2 | 4 | 4 | 4 | 4 |
| 5 | 5 | 5 | 5 | 4 | 3 | 4 | 2 | 2 | 5 | 5 | 4 | 5 |
| 6 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 7 | 5 | 5 | 5 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 5 |
| 8 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| 9 | 5 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 5 | 5 | 5 | 4 |
| 10 | 5 | 5 | 5 | 3 | 2 | 2 | 4 | 4 | 4 | 4 | 4 | 5 |
| 11 | 5 | 5 | 5 | 2 | 2 | 5 | 3 | 5 | 5 | 4 | 4 | 5 |
| 12 | 5 | 5 | 5 | 3 | 3 | 4 | 2 | 4 | 4 | 4 | 4 | 5 |
| 13 | 4 | 3 | 4 | 2 | 3 | 5 | 4 | 4 | 4 | 5 | 4 | 4 |
| 14 | 5 | 5 | 5 | 4 | 4 | 4 | 1 | 4 | 5 | 5 | 4 | 5 |
| 15 | 5 | 5 | 5 | 4 | 4 | 5 | 3 | 3 | 5 | 4 | 4 | 5 |
| 16 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| 17 | 5 | 5 | 5 | 2 | 3 | 2 | 3 | 4 | 4 | 4 | 4 | 4 |
| 18 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 |
| 19 | 5 | 5 | 5 | 4 | 4 | 2 | 2 | 4 | 4 | 4 | 4 | 4 |
| 20 | 5 | 5 | 5 | 4 | 4 | 2 | 2 | 4 | 4 | 4 | 4 | 4 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 |
| 23 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |
| 24 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 25 | 5 | 4 | 5 | 4 | 4 | 4 | 2 | 2 | 4 | 4 | 4 | 4 |
| 26 | 5 | 3 | 5 | 3 | 3 | 3 | 5 | 4 | 4 | 4 | 5 | 5 |
| 27 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 28 | 4 | 5 | 5 | 4 | 5 | 4 | 3 | 5 | 5 | 5 | 5 | 5 |
| 29 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4 | 4 | 4 |
| 30 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 31 | 5 | 4 | 4 | 4 | 4 | 5 | 2 | 4 | 5 | 5 | 5 | 5 |
| 32 | 5 | 5 | 5 | 4 | 4 | 4 | 1 | 5 | 4 | 5 | 5 | 5 |
| 33 | 5 | 4 | 4 | 3 | 4 | 4 | 5 | 3 | 5 | 5 | 4 | 5 |
| 34 | 5 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |
| 35 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 5 |
| 36 | 5 | 2 | 5 | 3 | 3 | 3 | 1 | 5 | 3 | 4 | 3 | 4 |
| 37 | 5 | 5 | 5 | 4 | 4 | 4 | 1 | 5 | 5 | 5 | 5 | 5 |
| 38 | 5 | 5 | 5 | 3 | 4 | 4 | 1 | 5 | 4 | 4 | 5 | 5 |
| 39 | 5 | 5 | 5 | 4 | 4 | 4 | 3 | 4 | 5 | 5 | 5 | 5 |
| 40 | 5 | 5 | 5 | 2 | 3 | 3 | 2 | 5 | 4 | 5 | 5 | 5 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 42 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 43 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 5 |
| 44 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
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| 46 | 5 | 4 | 5 | 4 | 4 | 4 | 2 | 5 | 4 | 4 | 4 | 5 |
| 47 | 5 | 4 | 4 | 3 | 4 | 4 | 5 | 3 | 5 | 5 | 4 | 5 |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |

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| 49 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 5 |
| 50 | 5 | 4 | 4 | 3 | 4 | 4 | 5 | 3 | 5 | 5 | 4 | 5 |
| 51 | 5 | 5 | 5 | 2 | 3 | 3 | 2 | 5 | 4 | 5 | 5 | 5 |

| No. Resp | Sarana Fisik | | | | Proses | | |
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| | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| 1 | 4 | 4 | 3 | 4 | 3 | 4 | 4 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 |
| 5 | 5 | 4 | 4 | 4 | 3 | 3 | 4 |
| 6 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 7 | 5 | 4 | 4 | 5 | 5 | 4 | 4 |
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| 9 | 3 | 4 | 4 | 4 | 4 | 4 | 4 |
| 10 | 4 | 4 | 3 | 4 | 3 | 3 | 3 |
| 11 | 5 | 5 | 4 | 4 | 4 | 4 | 4 |
| 12 | 4 | 4 | 4 | 5 | 3 | 3 | 4 |
| 13 | 5 | 5 | 5 | 5 | 4 | 4 | 4 |
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| 15 | 4 | 5 | 4 | 4 | 4 | 4 | 5 |
| 16 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 17 | 5 | 5 | 5 | 5 | 5 | 4 | 4 |
| 18 | 5 | 5 | 5 | 5 | 4 | 4 | 4 |
| 19 | 4 | 4 | 4 | 5 | 4 | 4 | 4 |
| 20 | 4 | 4 | 4 | 5 | 4 | 4 | 4 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 22 | 4 | 4 | 4 | 4 | 3 | 3 | 3 |
| 23 | 4 | 4 | 3 | 4 | 2 | 3 | 4 |
| 24 | 3 | 3 | 4 | 4 | 3 | 3 | 3 |
| 25 | 4 | 3 | 4 | 3 | 4 | 4 | 4 |
| 26 | 5 | 4 | 4 | 4 | 3 | 4 | 3 |
| 27 | 3 | 3 | 3 | 4 | 3 | 4 | 4 |
| 28 | 5 | 5 | 5 | 5 | 3 | 5 | 5 |
| 29 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 30 | 4 | 4 | 4 | 4 | 2 | 4 | 4 |
| 31 | 4 | 5 | 5 | 4 | 4 | 5 | 5 |
| 32 | 5 | 5 | 5 | 5 | 5 | 4 | 5 |
| 33 | 5 | 5 | 5 | 5 | 4 | 5 | 5 |
| 34 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 35 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 36 | 4 | 3 | 3 | 4 | 4 | 4 | 2 |
| 37 | 5 | 5 | 5 | 4 | 4 | 4 | 5 |
| 38 | 3 | 4 | 4 | 4 | 5 | 5 | 5 |
| 39 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 40 | 5 | 5 | 5 | 5 | 4 | 5 | 4 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 42 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
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| 44 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
| 45 | 5 | 4 | 5 | 5 | 5 | 4 | 5 |
| 46 | 4 | 4 | 2 | 4 | 2 | 4 | 5 |
| 47 | 5 | 5 | 5 | 5 | 4 | 5 | 5 |
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|-----------|---|---|---|---|---|---|---|
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
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| 100 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 5 |
| 101 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 |
| 102 | 4 | 5 | 5 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 |

| No. Resp | Sarana Fisik | | | | Proses | | |
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| | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| 52 | 5 | 5 | 5 | 5 | 4 | 5 | 4 |
| 53 | 3 | 3 | 5 | 2 | 5 | 3 | 3 |
| 54 | 5 | 5 | 4 | 5 | 3 | 4 | 3 |
| 55 | 5 | 4 | 4 | 4 | 2 | 5 | 4 |
| 56 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 57 | 4 | 5 | 5 | 5 | 4 | 5 | 2 |
| 58 | 4 | 3 | 3 | 4 | 4 | 4 | 2 |
| 59 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |
| 60 | 3 | 5 | 2 | 5 | 3 | 3 | 3 |
| 61 | 5 | 4 | 5 | 3 | 4 | 3 | 2 |
| 62 | 5 | 5 | 4 | 4 | 4 | 4 | 4 |
| 63 | 4 | 4 | 4 | 5 | 4 | 4 | 5 |
| 64 | 4 | 5 | 4 | 4 | 4 | 5 | 4 |
| 65 | 4 | 5 | 5 | 4 | 4 | 3 | 2 |
| 66 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 67 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |
| 68 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 69 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 70 | 5 | 5 | 5 | 5 | 4 | 4 | 4 |
| 71 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 72 | 4 | 4 | 4 | 5 | 4 | 4 | 5 |
| 73 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 74 | 2 | 3 | 4 | 5 | 4 | 5 | 5 |
| 75 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |
| 76 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 77 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 78 | 3 | 4 | 5 | 4 | 3 | 4 | 4 |
| 79 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 80 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |
| 81 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |
| 82 | 2 | 4 | 4 | 4 | 4 | 3 | 3 |
| 83 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |
| 84 | 4 | 4 | 4 | 4 | 2 | 3 | 5 |
| 85 | 4 | 5 | 4 | 5 | 3 | 3 | 4 |
| 86 | 4 | 4 | 4 | 4 | 4 | 5 | 4 |
| 87 | 5 | 4 | 4 | 5 | 4 | 5 | 5 |
| 88 | 5 | 2 | 5 | 5 | 5 | 5 | 5 |
| 89 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 90 | 5 | 4 | 4 | 4 | 5 | 3 | 4 |
| 91 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 92 | 4 | 4 | 4 | 4 | 2 | 2 | 1 |
| 93 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 94 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
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| 96 | 4 | 4 | 4 | 4 | 5 | 4 | 4 |
| 97 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 98 | 4 | 5 | 5 | 5 | 4 | 5 | 2 |
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|------------|---|---|---|---|---|---|---|
| 100 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 101 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 102 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |

| No. Resp | Keputusan Pembelian | | | | Produk | | | | | Tarif Jasa | | | |
|----------|---------------------|---|---|---|--------|---|---|---|---|------------|----|----|----|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 103 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 |
| 104 | 3 | 4 | 5 | 5 | 5 | 5 | 3 | 4 | 5 | 4 | 4 | 3 | 4 |
| 105 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
| 106 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 1 | 4 | 2 |
| 107 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 108 | 4 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 |
| 109 | 4 | 5 | 5 | 5 | 5 | 4 | 3 | 2 | 4 | 3 | 3 | 4 | 4 |
| 110 | 4 | 4 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 5 | 3 |
| 111 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 4 |
| 112 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 2 | 4 | 4 | 3 |
| 113 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 |
| 114 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 5 |
| 115 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 116 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 |
| 117 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 2 |
| 118 | 4 | 5 | 5 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 |
| 119 | 4 | 4 | 5 | 5 | 5 | 5 | 3 | 3 | 5 | 3 | 3 | 3 | 3 |
| 120 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 121 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 3 | 4 | 4 | 3 |
| 122 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 1 |
| 123 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 3 |
| 124 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 |
| 125 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 3 |
| 126 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 3 |
| 127 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 3 |
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| 134 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |
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| 136 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4 | 4 | 4 | 2 |
| 137 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 138 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4 | 4 | 3 | 3 | 2 |
| 139 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 3 |
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| 141 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 |
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| No. Resp | Tempat | | | Promosi | | | | | Orang | | | |
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| | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 103 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 3 | 4 | 4 |
| 104 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 3 | 5 | 5 | 4 | 5 |
| 105 | 5 | 4 | 5 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 106 | 4 | 5 | 5 | 5 | 4 | 2 | 2 | 4 | 5 | 5 | 4 | 4 |
| 107 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 |
| 108 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| 109 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 110 | 5 | 5 | 5 | 4 | 4 | 5 | 3 | 4 | 4 | 5 | 4 | 5 |
| 111 | 5 | 5 | 5 | 4 | 4 | 4 | 3 | 4 | 4 | 5 | 4 | 5 |
| 112 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 |
| 113 | 5 | 5 | 5 | 4 | 4 | 5 | 1 | 4 | 5 | 5 | 4 | 4 |
| 114 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 |
| 115 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 116 | 5 | 5 | 5 | 5 | 4 | 4 | 3 | 4 | 5 | 5 | 4 | 4 |
| 117 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 118 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 119 | 5 | 5 | 5 | 3 | 3 | 3 | 5 | 3 | 5 | 5 | 5 | 5 |
| 120 | 5 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 |
| 121 | 5 | 3 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
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| 123 | 5 | 5 | 5 | 5 | 4 | 4 | 3 | 5 | 4 | 5 | 5 | 5 |
| 124 | 4 | 4 | 4 | 4 | 4 | 5 | 2 | 3 | 4 | 4 | 5 | 5 |
| 125 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 5 |
| 126 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 5 |
| 127 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 | 5 |
| 128 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
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| 131 | 4 | 5 | 5 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 |
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| 133 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 |
| 134 | 5 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 |
| 135 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 5 |
| 136 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 5 |
| 137 | 4 | 4 | 5 | 4 | 5 | 4 | 2 | 4 | 4 | 5 | 4 | 4 |
| 138 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 5 |
| 139 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 140 | 5 | 5 | 5 | 3 | 3 | 4 | 3 | 4 | 4 | 5 | 4 | 5 |
| 141 | 5 | 5 | 5 | 4 | 4 | 5 | 1 | 4 | 5 | 5 | 4 | 4 |
| 142 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 |
| 143 | 5 | 5 | 5 | 4 | 4 | 5 | 3 | 4 | 4 | 5 | 4 | 5 |
| 144 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 5 | 4 | 5 |

| No. Resp | Sarana Fisik | | | | Proses | | |
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| | 26 | 27 | 28 | 29 | 30 | 31 | 32 |
| 103 | 4 | 5 | 5 | 5 | 4 | 4 | 4 |
| 104 | 4 | 5 | 4 | 5 | 3 | 4 | 4 |
| 105 | 4 | 4 | 5 | 5 | 3 | 4 | 4 |
| 106 | 4 | 5 | 4 | 4 | 4 | 5 | 4 |
| 107 | 4 | 5 | 5 | 4 | 4 | 5 | 4 |
| 108 | 4 | 5 | 4 | 4 | 5 | 5 | 5 |
| 109 | 4 | 4 | 4 | 4 | 4 | 4 | 5 |
| 110 | 5 | 5 | 5 | 5 | 4 | 4 | 5 |
| 111 | 4 | 4 | 4 | 5 | 5 | 5 | 5 |
| 112 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 113 | 4 | 5 | 5 | 4 | 4 | 4 | 4 |
| 114 | 5 | 5 | 4 | 5 | 4 | 5 | 4 |
| 115 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 116 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 117 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 118 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 119 | 5 | 5 | 5 | 5 | 3 | 5 | 5 |
| 120 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 121 | 4 | 4 | 4 | 4 | 3 | 5 | 5 |
| 122 | 4 | 4 | 2 | 4 | 2 | 4 | 5 |
| 123 | 4 | 4 | 5 | 5 | 4 | 5 | 5 |
| 124 | 4 | 4 | 4 | 5 | 3 | 4 | 4 |
| 125 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
| 126 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
| 127 | 5 | 5 | 5 | 5 | 5 | 5 | 4 |
| 128 | 4 | 5 | 5 | 5 | 5 | 4 | 4 |
| 129 | 4 | 5 | 5 | 5 | 4 | 4 | 5 |
| 130 | 4 | 5 | 5 | 4 | 5 | 4 | 4 |
| 131 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 132 | 4 | 4 | 5 | 5 | 5 | 5 | 4 |
| 133 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 134 | 4 | 5 | 5 | 4 | 4 | 4 | 4 |
| 135 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 136 | 4 | 4 | 4 | 4 | 5 | 4 | 5 |
| 137 | 4 | 5 | 4 | 4 | 5 | 4 | 3 |
| 138 | 5 | 5 | 4 | 4 | 5 | 4 | 5 |
| 139 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 140 | 5 | 4 | 5 | 4 | 4 | 4 | 4 |
| 141 | 4 | 5 | 5 | 4 | 4 | 4 | 4 |
| 142 | 4 | 4 | 5 | 5 | 5 | 5 | 4 |
| 143 | 5 | 5 | 5 | 5 | 4 | 4 | 5 |
| 144 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |

| | | |
|------------------------|-------|--|
| Skor Jawaban tertinggi | 720 | (skor 5 dikali dengan jumlah responden) |
| Skor Jawaban terendah | 144 | (skor 1 dikali dengan jumlah responden) |
| Rentang | 576 | (Skor jawaban tertinggi dikurangi skor jawaban terendah) |
| Jarak antar kelas | 115,2 | (Rentang dibagi 5 kelas) |

Kelas:

| | | |
|---------------------|-------|-------|
| Sangat Tidak setuju | 144 | 259,2 |
| Tidak setuju | 259,2 | 374,4 |
| Kurang Setuju | 374,4 | 489,6 |
| Setuju | 489,6 | 604,8 |
| Sangat setuju | 604,8 | 720 |

| Successive Detail | | | | | | | |
|-------------------|----------|---------|-------|-------|---------|--------|-------|
| Col | Category | Freq | Prop | Cum | Density | Z | Scale |
| 1,000 | 2,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 2,000 |
| | 3,000 | 3,000 | 0,021 | 0,042 | 0,089 | -1,732 | 2,536 |
| | 4,000 | 94,000 | 0,653 | 0,694 | 0,351 | 0,508 | 4,005 |
| | 5,000 | 44,000 | 0,306 | 1,000 | 0,000 | | 5,553 |
| 2,000 | 1,000 | 4,000 | 0,028 | 0,028 | 0,064 | -1,915 | 1,000 |
| | 2,000 | 1,000 | 0,007 | 0,035 | 0,077 | -1,816 | 1,434 |
| | 3,000 | 3,000 | 0,021 | 0,056 | 0,112 | -1,593 | 1,600 |
| | 4,000 | 92,000 | 0,639 | 0,694 | 0,351 | 0,508 | 2,925 |
| 3,000 | 5,000 | 44,000 | 0,306 | 1,000 | 0,000 | | 4,445 |
| | 3,000 | 5,000 | 0,035 | 0,035 | 0,077 | -1,816 | 3,000 |
| | 4,000 | 60,000 | 0,417 | 0,451 | 0,396 | -0,122 | 4,445 |
| | 5,000 | 79,000 | 0,549 | 1,000 | 0,000 | | 5,933 |
| 4,000 | 2,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 2,000 |
| | 3,000 | 1,000 | 0,007 | 0,021 | 0,050 | -2,037 | 2,438 |
| | 4,000 | 79,000 | 0,549 | 0,569 | 0,393 | 0,175 | 3,927 |
| | 5,000 | 62,000 | 0,431 | 1,000 | 0,000 | | 5,464 |
| 5,000 | 1,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 1,000 |
| | 2,000 | 2,000 | 0,014 | 0,021 | 0,050 | -2,037 | 1,571 |
| | 3,000 | 6,000 | 0,042 | 0,063 | 0,123 | -1,534 | 2,038 |
| | 4,000 | 92,000 | 0,639 | 0,701 | 0,347 | 0,528 | 3,436 |
| 6,000 | 5,000 | 43,000 | 0,299 | 1,000 | 0,000 | | 4,948 |
| | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 11,000 | 0,076 | 0,083 | 0,153 | -1,383 | 3,033 |
| | 4,000 | 82,000 | 0,569 | 0,653 | 0,369 | 0,393 | 4,407 |
| 7,000 | 5,000 | 50,000 | 0,347 | 1,000 | 0,000 | | 5,850 |
| | 1,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 1,000 |
| | 2,000 | 2,000 | 0,014 | 0,035 | 0,077 | -1,816 | 1,488 |
| | 3,000 | 26,000 | 0,181 | 0,215 | 0,292 | -0,788 | 2,212 |
| 8,000 | 4,000 | 73,000 | 0,507 | 0,722 | 0,335 | 0,589 | 3,321 |
| | 5,000 | 40,000 | 0,278 | 1,000 | 0,000 | | 4,613 |
| | 2,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 2,000 |
| | 3,000 | 14,000 | 0,097 | 0,118 | 0,198 | -1,185 | 2,887 |
| 9,000 | 4,000 | 94,000 | 0,653 | 0,771 | 0,303 | 0,742 | 4,245 |
| | 5,000 | 33,000 | 0,229 | 1,000 | 0,000 | | 5,728 |
| | 3,000 | 7,000 | 0,049 | 0,049 | 0,101 | -1,658 | 3,000 |
| | 4,000 | 98,000 | 0,681 | 0,729 | 0,331 | 0,610 | 4,736 |
| 10,000 | 5,000 | 39,000 | 0,271 | 1,000 | 0,000 | | 6,297 |
| | 1,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 1,000 |
| | 2,000 | 8,000 | 0,056 | 0,076 | 0,144 | -1,430 | 1,724 |
| | 3,000 | 28,000 | 0,194 | 0,271 | 0,331 | -0,610 | 2,441 |
| 11,000 | 4,000 | 84,000 | 0,583 | 0,854 | 0,229 | 1,054 | 3,581 |
| | 5,000 | 21,000 | 0,146 | 1,000 | 0,000 | | 4,975 |
| | 1,000 | 5,000 | 0,035 | 0,035 | 0,077 | -1,816 | 1,000 |
| | 2,000 | 3,000 | 0,021 | 0,056 | 0,112 | -1,593 | 1,513 |
| | 3,000 | 17,000 | 0,118 | 0,174 | 0,256 | -0,940 | 1,988 |
| | 4,000 | 102,000 | 0,708 | 0,882 | 0,198 | 1,185 | 3,294 |

| | | | | | | | |
|--------|-------|---------|-------|-------|-------|--------|-------|
| | 5,000 | 17,000 | 0,118 | 1,000 | 0,000 | | 4,886 |
| 12,000 | 1,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 1,000 |
| | 2,000 | 3,000 | 0,021 | 0,042 | 0,089 | -1,732 | 1,536 |
| | 3,000 | 15,000 | 0,104 | 0,146 | 0,229 | -1,054 | 2,064 |
| | 4,000 | 87,000 | 0,604 | 0,750 | 0,318 | 0,674 | 3,259 |
| | 5,000 | 36,000 | 0,250 | 1,000 | 0,000 | | 4,677 |
| 13,000 | 1,000 | 6,000 | 0,042 | 0,042 | 0,089 | -1,732 | 1,000 |
| | 2,000 | 10,000 | 0,069 | 0,111 | 0,189 | -1,221 | 1,693 |
| | 3,000 | 35,000 | 0,243 | 0,354 | 0,372 | -0,374 | 2,387 |
| | 4,000 | 81,000 | 0,563 | 0,917 | 0,153 | 1,383 | 3,527 |
| | 5,000 | 12,000 | 0,083 | 1,000 | 0,000 | | 4,978 |
| 14,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 3,000 | 0,021 | 0,028 | 0,064 | -1,915 | 2,652 |
| | 4,000 | 66,000 | 0,458 | 0,486 | 0,399 | -0,035 | 4,056 |
| | 5,000 | 74,000 | 0,514 | 1,000 | 0,000 | | 5,562 |
| 15,000 | 2,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 2,000 |
| | 3,000 | 9,000 | 0,063 | 0,083 | 0,153 | -1,383 | 2,755 |
| | 4,000 | 62,000 | 0,431 | 0,514 | 0,399 | 0,035 | 3,836 |
| | 5,000 | 70,000 | 0,486 | 1,000 | 0,000 | | 5,226 |
| 16,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 4,000 | 0,028 | 0,035 | 0,077 | -1,816 | 2,719 |
| | 4,000 | 57,000 | 0,396 | 0,431 | 0,393 | -0,175 | 3,988 |
| | 5,000 | 82,000 | 0,569 | 1,000 | 0,000 | | 5,476 |
| 17,000 | 1,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 1,000 |
| | 2,000 | 12,000 | 0,083 | 0,097 | 0,172 | -1,298 | 1,914 |
| | 3,000 | 23,000 | 0,160 | 0,257 | 0,322 | -0,653 | 2,610 |
| | 4,000 | 91,000 | 0,632 | 0,889 | 0,189 | 1,221 | 3,762 |
| | 5,000 | 16,000 | 0,111 | 1,000 | 0,000 | | 5,256 |
| 18,000 | 1,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 1,000 |
| | 2,000 | 7,000 | 0,049 | 0,063 | 0,123 | -1,534 | 1,751 |
| | 3,000 | 22,000 | 0,153 | 0,215 | 0,292 | -0,788 | 2,443 |
| | 4,000 | 101,000 | 0,701 | 0,917 | 0,153 | 1,383 | 3,750 |
| | 5,000 | 12,000 | 0,083 | 1,000 | 0,000 | | 5,392 |
| 19,000 | 1,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 1,000 |
| | 2,000 | 8,000 | 0,056 | 0,069 | 0,133 | -1,480 | 1,788 |
| | 3,000 | 13,000 | 0,090 | 0,160 | 0,243 | -0,996 | 2,338 |
| | 4,000 | 90,000 | 0,625 | 0,785 | 0,292 | 0,788 | 3,473 |
| | 5,000 | 31,000 | 0,215 | 1,000 | 0,000 | | 4,910 |
| 20,000 | 1,000 | 11,000 | 0,076 | 0,076 | 0,144 | -1,430 | 1,000 |
| | 2,000 | 22,000 | 0,153 | 0,229 | 0,303 | -0,742 | 1,835 |
| | 3,000 | 35,000 | 0,243 | 0,472 | 0,398 | -0,070 | 2,489 |
| | 4,000 | 54,000 | 0,375 | 0,847 | 0,236 | 1,025 | 3,311 |
| | 5,000 | 22,000 | 0,153 | 1,000 | 0,000 | | 4,424 |
| 21,000 | 1,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 1,000 |
| | 2,000 | 4,000 | 0,028 | 0,049 | 0,101 | -1,658 | 1,580 |
| | 3,000 | 17,000 | 0,118 | 0,167 | 0,250 | -0,967 | 2,144 |
| | 4,000 | 91,000 | 0,632 | 0,799 | 0,281 | 0,837 | 3,356 |
| | 5,000 | 29,000 | 0,201 | 1,000 | 0,000 | | 4,802 |
| 22,000 | 1,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 1,000 |
| | 3,000 | 5,000 | 0,035 | 0,042 | 0,089 | -1,732 | 1,778 |

| Successive Detail (Lanjutan) | | | | | | | |
|-------------------------------|----------|--------|-------|-------|---------|--------|-------|
| Col | Category | Freq | Prop | Cum | Density | Z | Scale |
| | 4,000 | 91,000 | 0,632 | 0,674 | 0,361 | 0,450 | 3,357 |
| | 5,000 | 47,000 | 0,326 | 1,000 | 0,000 | | 4,891 |
| 23,000 | 1,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 1,000 |
| | 3,000 | 7,000 | 0,049 | 0,063 | 0,123 | -1,534 | 1,751 |
| | 4,000 | 73,000 | 0,507 | 0,569 | 0,393 | 0,175 | 3,019 |
| | 5,000 | 62,000 | 0,431 | 1,000 | 0,000 | | 4,464 |
| 24,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 7,000 | 0,049 | 0,056 | 0,112 | -1,593 | 2,878 |
| | 4,000 | 92,000 | 0,639 | 0,694 | 0,351 | 0,508 | 4,413 |
| | 5,000 | 44,000 | 0,306 | 1,000 | 0,000 | | 5,934 |
| 25,000 | 2,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 2,000 |
| | 3,000 | 4,000 | 0,028 | 0,042 | 0,089 | -1,732 | 2,621 |
| | 4,000 | 69,000 | 0,479 | 0,521 | 0,398 | 0,052 | 3,906 |
| | 5,000 | 69,000 | 0,479 | 1,000 | 0,000 | | 5,383 |
| 26,000 | 2,000 | 2,000 | 0,014 | 0,014 | 0,035 | -2,200 | 2,000 |
| | 3,000 | 8,000 | 0,056 | 0,069 | 0,133 | -1,480 | 2,788 |
| | 4,000 | 85,000 | 0,590 | 0,660 | 0,367 | 0,412 | 4,157 |
| | 5,000 | 49,000 | 0,340 | 1,000 | 0,000 | | 5,629 |
| 27,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 7,000 | 0,049 | 0,056 | 0,112 | -1,593 | 2,878 |
| | 4,000 | 81,000 | 0,563 | 0,618 | 0,381 | 0,300 | 4,308 |
| | 5,000 | 55,000 | 0,382 | 1,000 | 0,000 | | 5,785 |
| 28,000 | 2,000 | 3,000 | 0,021 | 0,021 | 0,050 | -2,037 | 2,000 |
| | 3,000 | 8,000 | 0,056 | 0,076 | 0,144 | -1,430 | 2,724 |
| | 4,000 | 81,000 | 0,563 | 0,639 | 0,375 | 0,355 | 3,995 |
| | 5,000 | 52,000 | 0,361 | 1,000 | 0,000 | | 5,443 |
| 29,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 2,000 | 0,014 | 0,021 | 0,050 | -2,037 | 2,571 |
| | 4,000 | 87,000 | 0,604 | 0,625 | 0,379 | 0,319 | 4,242 |
| | 5,000 | 54,000 | 0,375 | 1,000 | 0,000 | | 5,798 |
| 30,000 | 2,000 | 8,000 | 0,056 | 0,056 | 0,112 | -1,593 | 2,000 |
| | 3,000 | 21,000 | 0,146 | 0,201 | 0,281 | -0,837 | 2,859 |
| | 4,000 | 81,000 | 0,563 | 0,764 | 0,308 | 0,719 | 3,970 |
| | 5,000 | 34,000 | 0,236 | 1,000 | 0,000 | | 5,323 |
| 31,000 | 2,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 2,000 |
| | 3,000 | 15,000 | 0,104 | 0,111 | 0,189 | -1,221 | 3,154 |
| | 4,000 | 85,000 | 0,590 | 0,701 | 0,347 | 0,528 | 4,520 |
| | 5,000 | 43,000 | 0,299 | 1,000 | 0,000 | | 5,948 |
| 32,000 | 1,000 | 1,000 | 0,007 | 0,007 | 0,019 | -2,460 | 1,000 |
| | 2,000 | 6,000 | 0,042 | 0,049 | 0,101 | -1,658 | 1,831 |
| | 3,000 | 9,000 | 0,063 | 0,111 | 0,189 | -1,221 | 2,370 |
| | 4,000 | 86,000 | 0,597 | 0,708 | 0,343 | 0,549 | 3,529 |
| | 5,000 | 42,000 | 0,292 | 1,000 | 0,000 | | 4,963 |

Regression

Variables Entered/Removed^b

| Model | Variables Entered | Variables Removed | Method |
|-------|---|-------------------|--------|
| 1 | X7, X4, X3 X2, X1, X6 X5 ^a | . | Enter |

a. All requested variables entered.

b. Dependent Variable: Y

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | .549 ^a | .302 | .266 | .856952 |

a. Predictors: (Constant), BU, PC

ANOVA^b

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|-------|------------|----------------|-----|-------------|-------|-------------------|
| 1 | Regression | 43,133 | 7 | 6,612 | 8,391 | .000 ^a |
| | Residual | 99,867 | 136 | .734 | | |
| | Total | 143,000 | 143 | | | |

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

b. Dependent Variable: Y

Coefficients^b

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|--------|-------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 9,89E-07 | .071 | | .000 | 1,000 |
| | X1 | .248 | .090 | .248 | 2,751 | .007 |
| | X2 | -.191 | .084 | -.191 | -2,321 | .046 |
| | X3 | .307 | .086 | .307 | 3,560 | .001 |
| | X4 | .137 | .089 | .137 | 1,740 | .044 |
| | X5 | .313 | .083 | .313 | 2,912 | .006 |
| | X6 | .230 | .097 | .230 | 2,710 | .047 |
| | X7 | .437 | .067 | .437 | 5,034 | .000 |

a. Dependent Variable: Y

