

KUESIONER PENELITIAN

ANALISIS GLOBAL VALUE CHAIN (GVC) DALAM MENINGKATKAN KOMODITAS EKSPOR KERAJINAN KULIT DI MANDING KAB. BANTUL

No. Responden:

Responden yang terhormat, Saya Laili Hidayati adalah Mahasiswi Fakultas Ekonomi Universitas Islam Indonesia. Bersama ini saya mohon kesediaan Bapak/Ibu untuk mengisi data kuesioner yang diberikan. Informasi yang Bapak/Ibu berikan merupakan bantuan yang sangat berarti dalam menyelesaikan skripsi saya. Atas partisipasinya saya ucapkan terima kasih:

1. Identitas Responden

Petunjuk Pengisian :

Lengkapi pertanyaan di bawah ini dan berilah tanda (X) pada pilihan di bawah ini!

A. Identitas Responden Umum

❖ Nama :

❖ Jenis Kelamin :

- a. Laki-Laki
- b. Perempuan

❖ Usia : Tahun

❖ Jabatan Responden :

- a. Pemilik Usaha
- b. Karyawan Toko
- c. Pengrajin

B. Kategori Produk

❖ Jenis Kerajinan Yang Dihasilkan (Hanya Diisi Oleh Pengrajin):

- a. Tas
- b. Sepatu
- c. Jaket Kulit

- d. Sandal
- e. Sarung Tangan Kulit
- f. Ikat Pinggang
- g. Dompot

❖ Produk Yang Dijual (Hanya Diisi oleh Pemilik Usaha & Karyawan Toko)

- a. Jaket Kulit
- b. Sepatu, Tas, Ikat Pinggang
- c. Tas, Jaket, Sepatu
- d. Jaket, Tas
- e. Tas, Dompot
- f. Sepatu, Tas, Dompot
- g. Sepatu, Sandal
- h. Jaket, Ikat Pinggang
- i. Sarung Tangan Kulit
- j. Jaket, Sarung Tangan
- k. Jaket, Sarung Tangan, Sepatu
- l. Tas, Sepatu, Sandal

❖ Alamat Usaha :

2. Keterangan Format Pengisian

No	Skala Penilaian	Keterangan
1.	Sangat Tidak Setuju (STS)	Responden sangat tidak setuju terhadap aktivitas utama dan pendukung pada rantai nilai (<i>value chain</i>) dalam peningkatan komoditas ekspor kerajinan kulit.
2.	Tidak Setuju (TS)	Responden tidak setuju terhadap aktivitas utama dan pendukung pada rantai nilai (<i>value chain</i>) dalam peningkatan komoditas ekspor kerajinan kulit.
3.	Setuju (S)	Responden setuju terhadap aktivitas utama dan pendukung pada rantai nilai (<i>value chain</i>) dalam peningkatan komoditas ekspor kerajinan kulit.

4. Sangat Setuju (SS)

Responden sangat setuju terhadap aktivitas utama dan pendukung pada rantai nilai (*value chain*) dalam peningkatan komoditas ekspor kerajinan kulit.

3. Petunjuk Pengisian

Isilah kuesioner berikut berdasarkan jabatan anda dengan memberi tanda ceklis (✓) !

Indikator	Variabel	Aktivitas	Skala Penilaian			
			1 STS	2 TS	3 S	4 SS
Inbound Logistic (X1)	X1.1	Adanya proses tawar-menawar antara supplier dan konsumen dalam membeli bahan baku				
	X1.2	Pemilik usaha memperhatikan penyimpanan material yang tepat dari supplier				
	X1.3	Kelancaran distribusi material menjadi prioritas utama				
	X1.4	Melakukan penjadwalan pembelian bahan baku				
	X1.5	Selalu menyeleksi bahan baku dari supplier sebelum pembelian				
	X1.6	Pemilik usaha melakukan antisipasi perubahan harga material				
Operation (X2)	X2.1	Pengujian kualitas produk sebelum melakukan pemasaran				
	X2.2	Pemilik usaha mengendalikan secara langsung selama pelaksanaan proses produksi				
	X2.3	Kelancaran dalam memproduksi barang didukung oleh lingkungan kerja yang kondusif				
	X2.4	Adanya pengawasan/monitoring dalam pembuatan produk				
	X2.5	Perlu adanya pengaturan waktu yang tepat dalam memproduksi barang				
Outbound Logistic (X3)	X3.1	Penanganan bahan baku secara khusus selama penyimpanan di gudang untuk mencegah kerusakan				
	X3.2	Adanya perawatan bahan baku secara intensif selama penyimpanan				
	X3.3	Pengawasan langsung oleh pemilik usaha dalam pengiriman bahan baku				

Marketing and Sales (X4)	X4.1	Menjalin hubungan yang baik dengan pelanggan dan bersikap ramah				
	X4.2	Penetapan harga barang dan kesepakatan pembayarannya dilakukan atas persetujuan antara pemilik usaha dan konsumen				
	X4.3	Saling melakukan negosiasi antara konsumen dan pemilik usaha dalam penjualan				
	X4.4	Melakukan pemberitahuan kepada konsumen apabila terdapat barang koleksi terbaru				
	X4.5	Mensurvey perilaku kepuasan pelanggan dengan menanyakan langsung				
	X4.6	Menyediakan tempat khusus untuk menampung keluhan pelanggan				
	X4.7	Mempertahankan loyalitas pelanggan dengan memberi diskon saat melakukan pembelian				
Service (X5)	X5.1	Pelayanan yang baik dapat meningkatkan minat konsumen dalam berbelanja				
	X5.2	Menerima pesanan barang sesuai dengan kriteria pelanggan				
	X5.3	Memberikan bonus kepada pelanggan tetap				
	X5.4	Menjaga keindahan dan kebersihan tempat usaha				
	X5.5	Barang yang dihasilkan selalu mengikuti trend pasar				
Firm Infrastructure (X6)	X6.1	Besar kecilnya modal yang menentukan kelancaran usaha				
	X6.2	Besar kecilnya tingkat upah pekerja mempengaruhi loyalitas pekerja				
	X6.3	Pemeliharaan dan pembelian mesin produksi				
Human Resources Management (X7)	X7.1	Memberikan training/pelatihan khusus bagi karyawan baru selama 1 bulan				
	X7.2	Saling menjaga hubungan baik antar pekerja				
	X7.3	Pemilik usaha menerima karyawan secara selektif				
	X7.4	Jumlah tenaga kerja yang melimpah dapat menunjang kelancaran produksi				

	X7.5	Pemilik toko dan karyawan wajib mengikuti penyuluhan terkait inovasi produk yang diadakan oleh pemda				
Technology Development (X8)	X8.1	Sistem informasi manajemen industri menunjang kemajuan usaha				
	X8.2	Penguasaan metode baru dalam bidang pembuatan produk				
	X8.3	Menguasai IPTEK agar produk yang dihasilkan mampu menembus pasar ekspor				
	X8.4	Kelengkapan alat dan mesin produksi menjadi daya saing antar pemilik usaha kerajinan kulit				
	X8.5	Tersedianya mesin produksi yang modern mempermudah pembuatan barang				
Procurement (X9)	X9.1	Pemilihan supplier yang baik dan mampu menjalin kerja sama penjualan dalam jangka panjang				
	X9.2	Pembelian alat-alat produksi setiap tahunnya				
	X9.3	Adanya sistem kontrak kerja dengan supplier sebagai legalitas usaha				
	X9.4	Pemilik usaha membeli bahan baku yang sama pada supplier yang berbeda untuk saling membandingkan kelebihan dan kekurangannya				
Ekspor (Y)	Y1	Kemudahan pengusaha kerajinan kulit dalam mengurus dokumen PEB				
	Y2	Kontrak dagang dengan importir sesuai dengan target perjanjian				
	Y3	Adanya hambatan dalam proses <i>shipping</i> barang				
	Y4	Jarak dan lokasi pengiriman yang jauh menghambat kerja sama ekspor				
	Y5	Perusahaan mampu menghasilkan barang-barang yang dapat bersaing dengan produk luar negeri				
	Y6	Produk memiliki ciri khas yang tinggi sehingga mudah dikenali				

**FREKUENSI KARAKTERISTIK RESPONDEN
BERDASARKAN USIA**

Usia

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	20	1	1,4	1,4	1,4
	23	1	1,4	1,4	2,9
	24	1	1,4	1,4	4,3
	25	1	1,4	1,4	5,7
	28	2	2,9	2,9	8,6
	29	1	1,4	1,4	10,0
	30	2	2,9	2,9	12,9
	31	1	1,4	1,4	14,3
	32	2	2,9	2,9	17,1
	33	1	1,4	1,4	18,6
	34	1	1,4	1,4	20,0
	35	2	2,9	2,9	22,9
	36	1	1,4	1,4	24,3
	37	3	4,3	4,3	28,6
	38	1	1,4	1,4	30,0
	40	2	2,9	2,9	32,9
	41	2	2,9	2,9	35,7
	42	2	2,9	2,9	38,6
	43	3	4,3	4,3	42,9
	44	2	2,9	2,9	45,7
	45	1	1,4	1,4	47,1
	46	3	4,3	4,3	51,4
	47	2	2,9	2,9	54,3
	48	2	2,9	2,9	57,1
	49	2	2,9	2,9	60,0
	51	2	2,9	2,9	62,9
	52	2	2,9	2,9	65,7
	53	3	4,3	4,3	70,0
	54	4	5,7	5,7	75,7
	55	1	1,4	1,4	77,1
	56	1	1,4	1,4	78,6
	57	1	1,4	1,4	80,0
	58	3	4,3	4,3	84,3
	59	2	2,9	2,9	87,1
	60	2	2,9	2,9	90,0
	62	2	2,9	2,9	92,9
	65	1	1,4	1,4	94,3
	66	1	1,4	1,4	95,7
	67	1	1,4	1,4	97,1
	68	1	1,4	1,4	98,6
	70	1	1,4	1,4	100,0
	Total	70	100,0	100,0	

**FREKUENSI KARAKTERISTIK RESPONDEN
BERDASARKAN JABATAN**

Jabatan

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pemilik Usaha	21	30,0	30,0	30,0
	Karyawan Toko	13	18,6	18,6	48,6
	Pengrajin	36	51,4	51,4	100,0
	Total	70	100,0	100,0	

**FREKUENSI KARAKTERISTIK RESPONDEN
BERDASARKAN PRODUK YANG DIJUAL**

Produk

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Jaket Kulit	6	8,6	8,6	8,6
	Sepatu, Tas, Ikat Pinggang	3	4,3	4,3	12,9
	Tas, Jaket, Sepatu	10	14,3	14,3	27,1
	Jaket Kulit, Tas	2	2,9	2,9	30,0
	Tas, Dompot	10	14,3	14,3	44,3
	Sepatu, Tas, Dompot	4	5,7	5,7	50,0
	Sepatu, Sandal	13	18,6	18,6	68,6
	Jaket Kulit, Ikat Pinggang	2	2,9	2,9	71,4
	Sarung Tangan Kulit	5	7,1	7,1	78,6
	Jaket Kulit, Sarung Tangan	3	4,3	4,3	82,9
	Tas, Sarung Tangan, Sepatu	1	1,4	1,4	84,3
	Sepatu, Sandal, Tas	11	15,7	15,7	100,0
	Total	70	100,0	100,0	

**FREKUENSI KARAKTERISTIK RESPONDEN
BERDASARKAN JENIS KERAJINAN**

Kerajinan

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Tas	14	20,0	20,0	20,0
Sepatu	12	17,1	17,1	37,1
Jaket Kulit	8	11,4	11,4	48,6
Sandal	10	14,3	14,3	62,9
Sarung Tangan Kulit	12	17,1	17,1	80,0
Ikat Pinggang	12	17,1	17,1	97,1
Dompet	2	2,9	2,9	100,0
Total	70	100,0	100,0	

HASIL UJI STATISTIK DESKRIPTIF

	N	Minimum	Maximum	Mean	Std. Deviation
X1.1	70	1,00	4,00	3,1857	,80385
X1.2	70	1,00	4,00	3,2429	,80642
X1.3	70	1,00	4,00	2,8571	,82155
X1.4	70	1,00	4,00	3,0000	,85126
X1.5	70	1,00	4,00	3,0429	,82419
X1.6	70	1,00	4,00	2,9857	,80744
X1	70	1,50	4,00	3,0526	,46175
X2.1	70	1,00	4,00	3,2429	,76964
X2.2	70	1,00	4,00	3,1000	,74503
X2.3	70	1,00	4,00	3,3429	,79647
X2.4	70	1,00	4,00	3,2143	,74001
X2.5	70	2,00	4,00	3,0714	,74836
X2	70	1,60	4,00	3,1943	,45553
X3.1	70	1,00	4,00	3,0857	,82958
X3.2	70	1,00	4,00	3,2429	,80642
X3.3	70	1,00	4,00	3,2714	,75989
X3	70	1,00	4,00	3,1996	,66794
X4.1	70	1,00	4,00	3,3286	,84650
X4.2	70	1,00	4,00	3,2286	,74545
X4.3	70	1,00	4,00	3,1857	,78561

X4.4	70	1,00	4,00	2,9857	,80744
X4.5	70	1,00	4,00	3,0571	,83207
X4.6	70	1,00	4,00	2,9143	,86381
X4.7	70	1,00	4,00	3,2000	,75373
X4	70	1,43	4,00	3,1290	,44875
X5.1	70	1,00	4,00	3,2429	,78824
X5.2	70	1,00	4,00	3,2571	,87949
X5.3	70	1,00	4,00	3,0714	,85671
X5.4	70	1,00	4,00	3,1571	,94233
X5.5	70	1,00	4,00	3,2857	,87050
X5	70	1,00	4,00	3,2029	,64918
X6.1	70	1,00	4,00	3,1857	,78561
X6.2	70	1,00	4,00	3,0286	,79803
X6.3	70	1,00	4,00	3,0857	,77540
X6	70	1,33	4,00	3,0997	,55734
X7.1	70	1,00	4,00	2,9571	,85864
X7.2	70	1,00	4,00	3,2286	,83703
X7.3	70	2,00	4,00	3,4429	,62868
X7.4	70	1,00	4,00	3,2429	,80642
X7.5	70	2,00	4,00	3,3429	,67857
X7	70	1,80	4,00	3,2429	,49213
X8.1	70	1,00	4,00	3,0571	,69960
X8.2	70	2,00	4,00	3,3000	,72930
X8.3	70	1,00	4,00	3,1429	,68706
X8.4	70	1,00	4,00	3,2714	,75989
X8.5	70	2,00	4,00	3,3143	,64926
X8	70	1,80	4,00	3,2171	,49313
X9.1	70	2,00	4,00	3,2571	,67428
X9.2	70	2,00	4,00	3,1714	,76084
X9.3	70	1,00	4,00	3,1143	,79021
X9.4	70	1,00	4,00	3,0143	,78929
X9	70	1,75	4,00	3,1393	,48086
Y1.1	70	1,00	4,00	3,0429	,75057
Y1.2	70	2,00	4,00	3,0857	,71714
Y1.3	70	2,00	4,00	3,2714	,72074
Y1.4	70	1,00	4,00	3,3143	,73313

Y1.5	70	1,00	4,00	3,3571	,74281
Y1.6	70	2,00	4,00	3,1714	,70137
Y	70	1,50	4,00	3,2074	,42528
Valid N (listwise)	70				

HASIL UJI VALIDITAS INBOUND LOGISTICS (X1)

		Correlations						
		X1.1	X1.2	X1.3	X1.4	X1.5	X1.6	SUM
X1.1	Pearson Correlation	1	,351**	,057	,243*	,253*	-,084	,617**
	Sig. (2-tailed)		,003	,638	,043	,035	,490	,000
	N	70	70	70	70	70	70	70
X1.2	Pearson Correlation	,351**	1	-,072	-,045	,246*	-,194	,432**
	Sig. (2-tailed)	,003		,556	,713	,040	,107	,000
	N	70	70	70	70	70	70	70
X1.3	Pearson Correlation	,057	-,072	1	,022	-,140	,262*	,384**
	Sig. (2-tailed)	,638	,556		,857	,248	,028	,001
	N	70	70	70	70	70	70	70
X1.4	Pearson Correlation	,243*	-,045	,022	1	,392**	,044	,568**
	Sig. (2-tailed)	,043	,713	,857		,001	,715	,000
	N	70	70	70	70	70	70	70
X1.5	Pearson Correlation	,253*	,246*	-,140	,392**	1	,003	,598**
	Sig. (2-tailed)	,035	,040	,248	,001		,983	,000
	N	70	70	70	70	70	70	70
X1.6	Pearson Correlation	-,084	-,194	,262*	,044	,003	1	,348**
	Sig. (2-tailed)	,490	,107	,028	,715	,983		,003
	N	70	70	70	70	70	70	70
SUM	Pearson Correlation	,617**	,432**	,384**	,568**	,598**	,348**	1
	Sig. (2-tailed)	,000	,000	,001	,000	,000	,003	
	N	70	70	70	70	70	70	70

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

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

HASIL UJI VALIDITAS OPERATIONS (X2)

		Correlations					
		X2.1	X2.2	X2.3	X2.4	X2.5	SUM
X2.1	Pearson Correlation	1	,349**	,221	,073	,073	,624**
	Sig. (2-tailed)		,003	,065	,548	,547	,000
	N	70	70	70	70	70	70
X2.2	Pearson Correlation	,349**	1	,256*	,182	,247*	,729**
	Sig. (2-tailed)	,003		,033	,131	,040	,000
	N	70	70	70	70	70	70
X2.3	Pearson Correlation	,221	,256*	1	-,087	-,111	,462**
	Sig. (2-tailed)	,065	,033		,475	,360	,000
	N	70	70	70	70	70	70
X2.4	Pearson Correlation	,073	,182	-,087	1	,163	,458**
	Sig. (2-tailed)	,548	,131	,475		,178	,000
	N	70	70	70	70	70	70
X2.5	Pearson Correlation	,073	,247*	-,111	,163	1	,507**
	Sig. (2-tailed)	,547	,040	,360	,178		,000
	N	70	70	70	70	70	70
SUM	Pearson Correlation	,624**	,729**	,462**	,458**	,507**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	70	70	70	70	70	70

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

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

HASIL UJI VALIDITAS OUTBOUND LOGISTICS (X3)

Correlations

		X3.1	X3.2	X3.3	SUM
X3.1	Pearson Correlation	1	,426**	,323**	,767**
	Sig. (2-tailed)		,000	,006	,000
	N	70	70	70	70
X3.2	Pearson Correlation	,426**	1	,458**	,821**
	Sig. (2-tailed)	,000		,000	,000
	N	70	70	70	70
X3.3	Pearson Correlation	,323**	,458**	1	,736**
	Sig. (2-tailed)	,006	,000		,000
	N	70	70	70	70
SUM	Pearson Correlation	,767**	,821**	,736**	1
	Sig. (2-tailed)	,000	,000	,000	
	N	70	70	70	70

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

HASIL UJI VALIDITAS MARKETING AND SALES (X4)

Correlations

		X4.1	X4.2	X4.3	X4.4	X4.5	X4.6	X4.7	SUM
X4.1	Pearson Correlation	1	,202	,306**	-,037	-,278*	-,038	,067	,401**
	Sig. (2-tailed)		,093	,010	,758	,020	,752	,580	,001
	N	70	70	70	70	70	70	70	70
X4.2	Pearson Correlation	,202	1	,105	,063	,098	,033	,062	,465**
	Sig. (2-tailed)	,093		,385	,605	,419	,789	,609	,000
	N	70	70	70	70	70	70	70	70
X4.3	Pearson Correlation	,306**	,105	1	,168	,243*	,019	,028	,573**
	Sig. (2-tailed)	,010	,385		,164	,043	,874	,817	,000
	N	70	70	70	70	70	70	70	70
X4.4	Pearson Correlation	-,037	,063	,168	1	,450**	,171	-,172	,526**
	Sig. (2-tailed)	,758	,605	,164		,000	,158	,153	,000
	N	70	70	70	70	70	70	70	70
X4.5	Pearson Correlation	-,278*	,098	,243*	,450**	1	,238*	-,111	,515**
	Sig. (2-tailed)	,020	,419	,043	,000		,047	,360	,000
	N	70	70	70	70	70	70	70	70
X4.6	Pearson Correlation	-,038	,033	,019	,171	,238*	1	-,137	,452**
	Sig. (2-tailed)	,752	,789	,874	,158	,047		,257	,000
	N	70	70	70	70	70	70	70	70
X4.7	Pearson Correlation	,067	,062	,028	-,172	-,111	-,137	1	,218
	Sig. (2-tailed)	,580	,609	,817	,153	,360	,257		,070
	N	70	70	70	70	70	70	70	70
SUM	Pearson Correlation	,401**	,465**	,573**	,526**	,515**	,452**	,218	1
	Sig. (2-tailed)	,001	,000	,000	,000	,000	,000	,070	
	N	70	70	70	70	70	70	70	70

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

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

HASIL UJI VALIDITAS SERVICE (X5)

Correlations

		X5.1	X5.2	X5.3	X5.4	X5.5	SUM
X5.1	Pearson Correlation	1	,402**	,196	,203	,011	,543**
	Sig. (2-tailed)		,001	,103	,092	,926	,000
	N	70	70	70	70	70	70
X5.2	Pearson Correlation	,402**	1	,331**	,399**	,317**	,761**
	Sig. (2-tailed)	,001		,005	,001	,007	,000
	N	70	70	70	70	70	70
X5.3	Pearson Correlation	,196	,331**	1	,151	,468**	,659**
	Sig. (2-tailed)	,103	,005		,213	,000	,000
	N	70	70	70	70	70	70
X5.4	Pearson Correlation	,203	,399**	,151	1	,150	,628**
	Sig. (2-tailed)	,092	,001	,213		,216	,000
	N	70	70	70	70	70	70
X5.5	Pearson Correlation	,011	,317**	,468**	,150	1	,608**
	Sig. (2-tailed)	,926	,007	,000	,216		,000
	N	70	70	70	70	70	70
SUM	Pearson Correlation	,543**	,761**	,659**	,628**	,608**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	70	70	70	70	70	70

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

HASIL UJI VALIDITAS FIRM INFRASTRUCTURE (X6)

Correlations

		X6.1	X6.2	X6.3	SUM
X6.1	Pearson Correlation	1	,199	-,057	,592**
	Sig. (2-tailed)		,099	,640	,000
	N	70	70	70	70
X6.2	Pearson Correlation	,199	1	,209	,738**
	Sig. (2-tailed)	,099		,082	,000
	N	70	70	70	70
X6.3	Pearson Correlation	-,057	,209	1	,594**
	Sig. (2-tailed)	,640	,082		,000
	N	70	70	70	70
SUM	Pearson Correlation	,592**	,738**	,594**	1
	Sig. (2-tailed)	,000	,000	,000	
	N	70	70	70	70

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

HASIL UJI VALIDITAS HUMAN RESOURCES MANAGEMENT (X7)

Correlations

		X7.1	X7.2	X7.3	X7.4	X7.5	SUM
X7.1	Pearson Correlation	1	,337**	,080	,168	,201	,645**
	Sig. (2-tailed)		,004	,511	,165	,095	,000
	N	70	70	70	70	70	70
X7.2	Pearson Correlation	,337**	1	,306**	,350**	-,046	,699**
	Sig. (2-tailed)	,004		,010	,003	,704	,000
	N	70	70	70	70	70	70
X7.3	Pearson Correlation	,080	,306**	1	,394**	,111	,585**
	Sig. (2-tailed)	,511	,010		,001	,361	,000
	N	70	70	70	70	70	70
X7.4	Pearson Correlation	,168	,350**	,394**	1	-,011	,644**
	Sig. (2-tailed)	,165	,003	,001		,929	,000
	N	70	70	70	70	70	70
X7.5	Pearson Correlation	,201	-,046	,111	-,011	1	,376**
	Sig. (2-tailed)	,095	,704	,361	,929		,001
	N	70	70	70	70	70	70
SUM	Pearson Correlation	,645**	,699**	,585**	,644**	,376**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,001	
	N	70	70	70	70	70	70

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

HASIL UJI VALIDITAS TECHNOLOGY DEVELOPMENT (X8)

Correlations

		X8.1	X8.2	X8.3	X8.4	X8.5	SUM
X8.1	Pearson Correlation	1	,496**	,359**	,377**	,183	,752**
	Sig. (2-tailed)		,000	,002	,001	,130	,000
	N	70	70	70	70	70	70
X8.2	Pearson Correlation	,496**	1	,248*	,186	,247*	,684**
	Sig. (2-tailed)	,000		,038	,123	,039	,000
	N	70	70	70	70	70	70
X8.3	Pearson Correlation	,359**	,248*	1	,136	,110	,568**
	Sig. (2-tailed)	,002	,038		,262	,365	,000
	N	70	70	70	70	70	70
X8.4	Pearson Correlation	,377**	,186	,136	1	,258*	,622**
	Sig. (2-tailed)	,001	,123	,262		,031	,000
	N	70	70	70	70	70	70
X8.5	Pearson Correlation	,183	,247*	,110	,258*	1	,568**
	Sig. (2-tailed)	,130	,039	,365	,031		,000
	N	70	70	70	70	70	70
SUM	Pearson Correlation	,752**	,684**	,568**	,622**	,568**	1
	Sig. (2-tailed)	,000	,000	,000	,000	,000	
	N	70	70	70	70	70	70

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

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

HASIL UJI VALIDITAS PROCUREMENT (X9)

Correlations

		X9.1	X9.2	X9.3	X9.4	SUM
X9.1	Pearson Correlation	1	,163	,121	-,013	,487**
	Sig. (2-tailed)		,178	,318	,916	,000
	N	70	70	70	70	70
X9.2	Pearson Correlation	,163	1	,072	,042	,539**
	Sig. (2-tailed)	,178		,555	,733	,000
	N	70	70	70	70	70
X9.3	Pearson Correlation	,121	,072	1	,488**	,711**
	Sig. (2-tailed)	,318	,555		,000	,000
	N	70	70	70	70	70
X9.4	Pearson Correlation	-,013	,042	,488**	1	,656**
	Sig. (2-tailed)	,916	,733	,000		,000
	N	70	70	70	70	70
SUM	Pearson Correlation	,487**	,539**	,711**	,656**	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	70	70	70	70	70

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

HASIL UJI VALIDITAS EKSPOR (Y)

Correlations

		Y1	Y2	Y3	Y4	Y5	Y6	SUM
Y1	Pearson Correlation	1	,114	-,050	-,111	-,163	,091	,374**
	Sig. (2-tailed)		,346	,680	,359	,178	,452	,001
	N	70	70	70	70	70	70	70
Y2	Pearson Correlation	,114	1	-,092	,120	-,063	-,038	,435**
	Sig. (2-tailed)	,346		,450	,322	,605	,756	,000
	N	70	70	70	70	70	70	70
Y3	Pearson Correlation	-,050	-,092	1	,027	,013	-,047	,376**
	Sig. (2-tailed)	,680	,450		,826	,915	,699	,001
	N	70	70	70	70	70	70	70
Y4	Pearson Correlation	-,111	,120	,027	1	,094	-,122	,435**
	Sig. (2-tailed)	,359	,322	,826		,440	,316	,000
	N	70	70	70	70	70	70	70
Y5	Pearson Correlation	-,163	-,063	,013	,094	1	-,045	,395**
	Sig. (2-tailed)	,178	,605	,915	,440		,712	,001
	N	70	70	70	70	70	70	70
Y6	Pearson Correlation	,091	-,038	-,047	-,122	-,045	1	,316**
	Sig. (2-tailed)	,452	,756	,699	,316	,712		,008
	N	70	70	70	70	70	70	70
SUM	Pearson Correlation	,374**	,435**	,376**	,435**	,395**	,316**	1
	Sig. (2-tailed)	,001	,000	,001	,000	,001	,008	
	N	70	70	70	70	70	70	70

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

HASIL UJI REABILITAS INBOUND LOGISTICS (X1)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,851	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	15,1333	12,533	,795	,794
X1.2	14,8000	13,821	,688	,818
X1.3	15,3667	14,033	,478	,859
X1.4	15,4000	12,800	,681	,817
X1.5	15,1333	13,775	,696	,817
X1.6	15,5000	14,397	,520	,847

HASIL UJI REABILITAS OPERATIONS (X2)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,826	5

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	12,7333	6,961	,699	,772
X2.2	13,0333	6,723	,675	,776
X2.3	12,6000	7,145	,638	,788
X2.4	12,9000	6,990	,588	,802
X2.5	13,2667	6,892	,534	,821

HASIL UJI VALIDITAS OUTBOUND LOGISTICS (X3)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,923	3

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	6,1333	3,568	,844	,889
X3.2	6,1333	3,568	,892	,851
X3.3	6,0000	3,724	,798	,926

HASIL UJI REABILITAS MARKETING AND SALES (X4)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,818	7

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X4.1	18,0333	13,620	,543	,797
X4.2	18,2000	14,028	,590	,788
X4.3	18,4000	14,317	,611	,786
X4.4	18,7667	13,978	,571	,791
X4.5	18,7333	14,340	,553	,794
X4.6	18,7333	14,478	,496	,804
X4.7	18,1333	14,189	,551	,794

HASIL UJI REABILITAS SERVICE (X5)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,874	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X5.1	13,1667	9,178	,759	,835
X5.2	13,2000	8,717	,824	,818
X5.3	13,4333	9,495	,638	,863
X5.4	13,1667	9,109	,728	,841
X5.5	13,3000	9,183	,590	,879

HASIL UJI REABILITAS FIRM INFRASTRUCTURE (X6)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,890	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X6.1	5,8667	3,154	,756	,869
X6.2	6,2667	3,168	,770	,856
X6.3	6,2667	3,030	,829	,804

HASIL UJI REABILITAS HUMAN RESOURCES MANAGEMENT (X7)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,876	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X7.1	12,7000	8,769	,735	,843
X7.2	12,4000	7,490	,767	,839
X7.3	11,9000	9,679	,802	,844
X7.4	12,1333	8,740	,746	,841
X7.5	12,2000	8,855	,586	,882

HASIL UJI REABILITAS TECHNOLOGY DEVELOPMENT (X8)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,850	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X8.1	13,0000	6,483	,646	,823
X8.2	12,8333	6,351	,721	,804
X8.3	12,9333	6,892	,596	,836
X8.4	12,9667	6,102	,641	,827
X8.5	12,8000	6,166	,710	,806

HASIL UJI REABILITAS PROCUREMENT (X9)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,840	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
X9.1	8,6000	4,938	,682	,795
X9.2	8,8000	5,062	,661	,804
X9.3	8,9333	4,271	,743	,765
X9.4	9,0667	4,754	,619	,823

HASIL UJI REABILITAS EKSPOR (Y)

Case Processing Summary

		N	%
Cases	Valid	70	100,0
	Excluded ^a	0	,0
	Total	70	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,869	6

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
Y1.1	16,2000	11,752	,635	,854
Y1.2	16,1000	12,162	,670	,847
Y1.3	16,0333	11,826	,668	,847
Y1.4	16,0000	12,069	,613	,857
Y1.5	15,8667	11,913	,744	,835
Y1.6	16,1333	11,913	,691	,843

HASIL UJI MULTIKOLINERITAS

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,704 ^a	,496	,420	,32377

a. Predictors: (Constant), Procurement, Service, Outbound_Logistics, Firm_Infrastructure, Inbound_Logistics, Operations, Human_Resources_Management, Technology_Development, Marketing_and_Sales

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	6,190	9	,688	6,562	,000 ^b
	Residual	6,289	60	,105		
	Total	12,480	69			

a. Dependent Variable: Ekspor

b. Predictors: (Constant), Procurement, Service, Outbound_Logistics, Firm_Infrastructure, Inbound_Logistics, Operations, Human_Resources_Management, Technology_Development, Marketing_and_Sales

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	2,453	,404		6,074	,000		
	Inbound_Logistics	,216	,103	,235	2,107	,039	,675	1,481
	Operations	-,089	,108	-,095	-,826	,412	,633	1,579
	Outbound_Logistics	-,160	,077	-,252	-2,088	,041	,577	1,733
	Marketing_and_Sales	,326	,142	,344	2,301	,025	,376	2,659
	Service	-,190	,090	-,291	-2,122	,038	,448	2,232
	Firm_Infrastructure	,176	,086	,231	2,048	,045	,660	1,515
	Human_Resources_Management	-,280	,104	-,324	-2,679	,010	,575	1,740
	Technology_Development	,310	,115	,359	2,704	,009	,476	2,102
	Procurement	-,050	,107	-,056	-,462	,646	,572	1,749

a. Dependent Variable: Ekspor

HASIL UJI HETEROSKEDASTISITAS

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,329 ^a	,108	-,026	,18259

a. Predictors: (Constant), Procurement, Service, Outbound_Logistics, Firm_Infrastructure, Inbound_Logistics, Operations, Human_Resources_Management, Technology_Development, Marketing_and_Sales

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	,243	9	,027	,809	,610 ^b
	Residual	2,000	60	,033		
	Total	2,243	69			

a. Dependent Variable: RES2

b. Predictors: (Constant), Procurement, Service, Outbound_Logistics, Firm_Infrastructure, Inbound_Logistics, Operations, Human_Resources_Management, Technology_Development, Marketing_and_Sales

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	,182	,228		,801	,426		
	Inbound_Logistics	-,074	,058	-,189	-1,276	,207	,675	1,481
	Operations	,053	,061	,135	,882	,382	,633	1,579
	Outbound_Logistics	,006	,043	,023	,143	,887	,577	1,733
	Marketing_and_Sales	,002	,080	,004	,020	,984	,376	2,659
	Service	,059	,051	,211	1,158	,251	,448	2,232
	Firm_Infrastructure	,073	,049	,227	1,512	,136	,660	1,515
	Human_Resources_Management	-,008	,059	-,021	-,128	,899	,575	1,740
	Technology_Development	-,085	,065	-,232	-1,314	,194	,476	2,102
	Procurement	-,009	,060	-,025	-,156	,877	,572	1,749

a. Dependent Variable: RES2