

Lampiran A

KUISONER PENELITIAN

Hal : Pengisian Kuisisioner

Kepada Yth.
Bpk/Ibu/Sdr
Di Tempat

Assalamua'laikum. Wr. Wb

Dengan Hormat,

Sebagai peneliti dari Fakultas Ekonomi Jurusan Manajemen yang sedang melakukan penelitian dengan judul “Pengaruh Prespektif *Social Capital* dan *Self Determination* Kalangan Milenial Di Provinsi Daerah Istimewa Yogyakarta Terhadap *Electronic Word-of-Mouth* Dalam Situs Jejaring Sosial”. dimana dalam penelitian ini peneliti menyusun kuisisioner.

Dalam kuisisioner ini terdapat pernyataan-pernyataan yang dimaksudkan untuk memperoleh penilaian Bpk/Ibu/Sdr, mengenai opini di dalam e-wom, kepercayaan antara pengguna sosial media, kekuatan hubungan antara pengguna sosial media, kesamaan bahasa pengguna sosial media, keterbukaan diri pengguna sosial media dan inovasi pengguna sosial media. Kemudian peneliti memohon kesediaan Bpk/Ibu/Sdr untuk meluangkan waktu, yaitu dengan mengisi atau memilih jawaban yang telah peneliti sediakan pada daftar pernyataan yang telah di susun. Kebenaran dan kelengkapan jawaban Bapak/Ibu/Sdr akan sangat membantu peneliti dalam melakukan penelitian ini. Semua data yang diperoleh semata-mata hanya untuk keperluan studi dan tidak akan diperjual belikan.

Atas partisipasi dan bantuan Bpk/Ibu/Sdr, saya ucapkan terimakasih.

Peneliti

Afif Hariyawan

Daftar Pernyataan

**E-WOM
(Pemberian opini)**

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan MENYILANG atau MELINGKARI angka yang sesuai:

**1= Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju**

Pengukuran Pemberian opini dalam E-wom						
1. Saya sering mengajak teman melalui sosial media untuk membeli produk yang saya suka.	1	2	3	4	5	6
2. Teman saya membeli barang yang saya sarankan melalui sosial media.	1	2	3	4	5	6
3. Saya sering mempengaruhi opini teman saya terhadap sebuah produk melalui sosial media.	1	2	3	4	5	6
4. Teman saya sering meminta pendapat saya terhadap ssuatu produk melalui sosial media.	1	2	3	4	5	6
5. Saya sering di minta pendapat terkait suatu produk oleh teman saya di dalam sosial media.	1	2	3	4	5	6

**E-wom
(Pencarian Opini)**

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan MENYILANG atau MELINGKARI angka yang sesuai:

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Pengukuran Pencarian opini dalam E-Wom	Skala					
1. Saya sering berdiskusi dengan teman melalui sosial media terkait produk baru yang muncul	1	2	3	4	5	6
2. Saya sering meminta pendapat teman melalui sosial media terkait produk baru, sebelum saya membelinya.	1	2	3	4	5	6
3. Saya merasa percaya dengan produk baru yang saya beli atas rekomendasi teman melalui sosial media.	1	2	3	4	5	6
4. Saya berkonsultasi dengan orang lain melalui sosial media untuk membantu saya dalam memilih produk baru..	1	2	3	4	5	6
5. Saya suka melihat dan mencari review orang yang telah memakai terlebih dahulu sebuah produk baru melalui jejaring sosial .	1	2	3	4	5	6
6. Saya sering mencari ulasan negatife tentang produk baru di sosial media sebelum saya membelinya	1	2	3	4	5	6
7. Saya cenderung mencari saran dari teman-teman melalui sosial media tentang produk baru yang cocok dengan diri saya.	1	2	3	4	5	6

**E-wom
(Opini Yang Di teruskan)**

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan dengan MENYILANG atau MELINGKARI angka yang sesuai:

**1 = Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju**

Pengukuran Opini Yang Di teruskan dalam E-wom	Skala					
1. Ketika menerima informasi terkait produk dari teman, saya akan meneruskannya ke orang lain melalui sosial media.	1	2	3	4	5	6
2. Saya suka membagikan informasi menarik tentang produk dari satu grup sosial media kedalam grup lainnya.	1	2	3	4	5	6
3. Saya cenderung meneruskan ulasan positif sebuah produk dari teman saya, ke teman lainnya melalui sosial media.	1	2	3	4	5	6
4. Saya suka meneruskan ulasan negatif dari teman saya tentang produk ke dalam sosial media.	1	2	3	4	5	6

Kepercayaan antara pengguna media sosial

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan MENYILANG atau MELINGKARI angka yang sesuai:

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4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju**

Pengukuran kepercayaan antara pengguna media sosial	Skala					
1. Saya percaya dengan teman saya di sosial media	1	2	3	4	5	6
2. Saya percaya diri terhadap teman saya di sosial media	1	2	3	4	5	6
3. Sebagian besar teman saya di sosial media dapat dipercaya.	1	2	3	4	5	6
4. Saya yakin untuk berdiskusi dengan teman saya melalui sosial media.	1	2	3	4	5	6

Kekuatan Hubungan antara pengguna media sosial

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan MENYILANG atau MELINGKARI angka yang sesuai:

**1 = Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju**

Pengukuran kekuatan hubungan antara pengguna media sosial	Skala					
1. Saya sering berkomunikasi dengan teman melalui sosial media	1	2	3	4	5	6
2. Saya merasa penting bagi teman - teman saya di sosial media	1	2	3	4	5	6
3. Saya merasa akrab dengan teman saya di sosial media	1	2	3	4	5	6
4. Saya sering berinteraksi dengan orang lain melalui sosial media	1	2	3	4	5	6

Kesamaan Bahasa antara pengguna media sosial

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan **MENYILANG** atau **MELINGKARI** angka yang sesuai:

1= Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju

Pengukuran Kesamaan Bahasa antara pengguna media sosial	Skala					
1. Teman saya di dalam sosial media sering menggunakan singkatan unik untuk berkomunikasi.	1	2	3	4	5	6
2. Teman saya dalam sosial media menggunakan pola komunikasi yang mudah dipahami.	1	2	3	4	5	6
3. Teman saya dalam sosial media menggunakan bahasa yang dapat dimengerti dalam memposting konten atau pesan.	1	2	3	4	5	6

Keterbukaan diri antara pengguna media sosial

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan **MENYILANG** atau **MELINGKARI** angka yang sesuai:

1= Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju

Pengukuran Keterbukaan diri yang muncul pengguna media sosial	Skala					
1. Saya lebih suka mengungkapkan fakta melalui sosial media	1	2	3	4	5	6
2. Saya meluapkan emosi melalui sosial media.	1	2	3	4	5	6
3. Saya mengungkapkan ide dan inspirasi melalui sosial media.	1	2	3	4	5	6

Inovasi yang muncul dari pengguna media sosial

Petunjuk: Berilah penilaian Bpk/Ibu/Sdr dengan **MENYILANG** atau **MELINGKARI** angka yang sesuai:

1= Sangat Tidak Setuju 2 = Tidak Setuju 3 = Agak Tidak Setuju
4 = Agak Setuju 5 = Setuju 6 = Sangat Setuju

Pengukuran Inovasi yang muncul pengguna media sosial	Skala					
1. Saya termasuk yang pertama di kalangan teman-teman saya dalam media sosial untuk membeli produk baru.	1	2	3	4	5	6
2. Saya termasuk yang pertama tahu nama produk baru di dalam sosial media.	1	2	3	4	5	6
3. Saya akan membeli produk baru secara online meskipun saya belum mencobanya.	1	2	3	4	5	6
4. Saya ingin membeli produk baru secara online sebelum orang lain membelinya.	1	2	3	4	5	6

Identitas Responden

Pertanyaan berikut berkenaan dengan jati diri Saudara. Jawablah pertanyaan tersebut dengan memberi tanda silang (X) pada nomer jawaban yang dianggap paling sesuai.

- **Identitas / karakteristik responden :**

Apa jenis kelamin Saudara ?

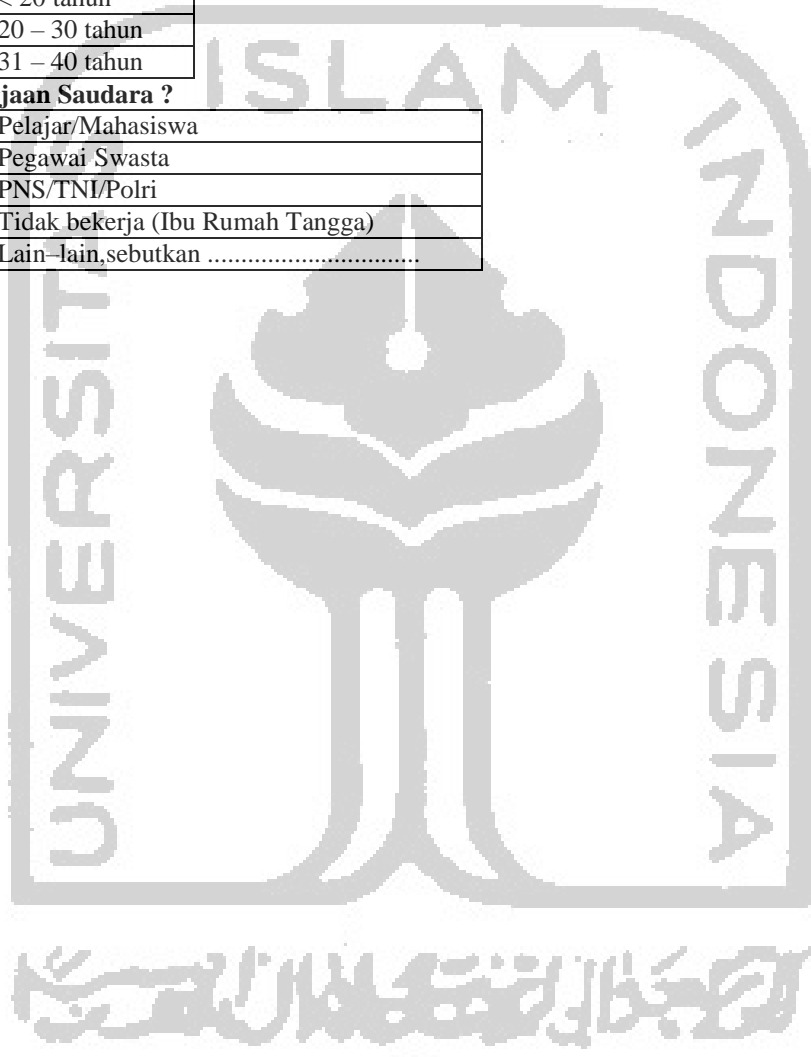
1.	Pria
2.	Wanita

Berapakah usia Saudara pada ulang tahun terakhir ?

1.	< 20 tahun
2.	20 – 30 tahun
3.	31 – 40 tahun

Apa pekerjaan Saudara ?

1.	Pelajar/Mahasiswa
2.	Pegawai Swasta
3.	PNS/TNI/Polri
4.	Tidak bekerja (Ibu Rumah Tangga)
5.	Lain-lain,sebutkan



Lampiran B

VALIDITAS DAN RELIABILITAS INSTRUMEN

a. Ewom

Reliability Statistics				
Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items		N of Items	
.933		.936		16

Item-Total Statistics					
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
ewom1	68.5667	133.151	.697	.875	.930
ewom2	69.0000	132.207	.508	.812	.933
ewom3	68.9667	126.309	.720	.830	.928
ewom4	68.6000	129.352	.674	.927	.929
ewom5	68.6667	131.057	.604	.925	.931
ewom6	68.7667	124.116	.776	.878	.926
ewom7	68.7000	128.286	.652	.892	.929
ewom8	68.8333	131.661	.632	.818	.930
ewom9	68.9000	130.231	.554	.810	.932
ewom10	68.4667	128.947	.575	.815	.932
ewom11	68.5000	128.879	.587	.792	.931
ewom12	68.7000	128.493	.783	.863	.927
ewom13	69.3333	126.230	.688	.756	.929
ewom14	69.3667	122.033	.731	.895	.928
ewom15	68.8333	129.661	.772	.923	.927
ewom16	69.3000	123.528	.730	.792	.927

b. Kepercayaan

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.846	.847	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
tie1	13.2000	8.993	.664	.462	.813
tie2	13.9000	8.231	.759	.592	.771
tie3	13.8667	7.568	.718	.555	.792
tie4	13.4333	9.426	.606	.420	.836

c. Kekuatan Hubungan

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.846	.847	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
tie1	13.2000	8.993	.664	.462	.813
tie2	13.9000	8.231	.759	.592	.771
tie3	13.8667	7.568	.718	.555	.792
tie4	13.4333	9.426	.606	.420	.836

d. Kesamaan Bahasa

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.755	.760	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
lang1	10.2000	1.338	.478	.293	.794
lang2	10.0000	1.172	.734	.550	.506
lang3	10.0000	1.241	.561	.437	.700

e. Keterbukaan Diri

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.684	.686	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
self1	7.9000	4.369	.661	.441	.351
self2	8.9333	4.961	.459	.286	.656
self3	7.7667	6.875	.413	.259	.694

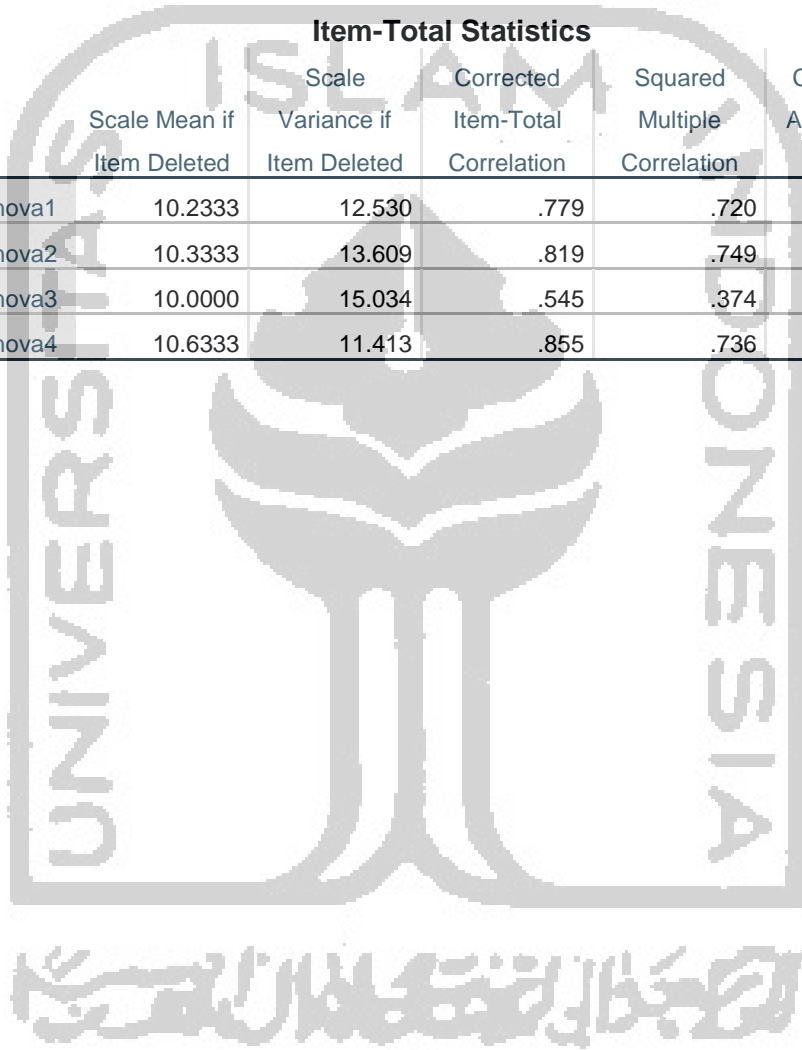
f. Inovasi

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.881	.882	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
innova1	10.2333	12.530	.779	.720	.832
innova2	10.3333	13.609	.819	.749	.823
innova3	10.0000	15.034	.545	.374	.917
innova4	10.6333	11.413	.855	.736	.799



Hasil Uji Pilot 30 Responden

ewom1	ewom2	ewom3	ewom4	ewom5	ewom6	ewom7	ewom8	ewom9	ewom10	ewom11	ewom12	ewom13	ewom14	ewom15	ewom16	trust1	trust2	trust3	trust4	tie1	tie2	tie3	tie4	lang1	lang2	lang3	self1	self2	self3	innova1	innova2	innova3	innova4	
5	5	5	4	4	4	4	3	4	4	6	6	5	5	5	5	6	5	5	5	5	5	6	6	5	5	6	5	5	3	5	3	3	2	1
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6	5	5	6	5	6	6	5	6	6	6	6	5	6	6	6	6	5	5	5	5	5	6	5	6	6	6	6	5	5	5	5	5	5	

Koleksi Perpustakaan Universitas Islam Sumatera

Lampiran C

HASIL PENGUKURAN RELIABILITAS DAN VALIDITAS DATA

a. Ewom

Reliability Statistics					
Cronbach's Alpha	Cronbach's Alpha Based on		N of Items		
.943	Standardized Items		.943		
Item-Total Statistics					
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
ewom1	65.4755	126.349	.757	.636	.938
ewom2	65.7745	127.161	.695	.578	.939
ewom3	65.6225	126.896	.666	.534	.940
ewom4	65.5294	124.615	.739	.652	.938
ewom5	65.7647	129.107	.544	.432	.942
ewom6	65.6618	122.934	.744	.659	.938
ewom7	65.6373	123.474	.680	.602	.940
ewom8	65.5637	124.631	.696	.537	.939
ewom9	65.6275	123.998	.738	.617	.938
ewom10	65.2647	128.107	.639	.512	.940
ewom11	65.2941	126.356	.633	.516	.940
ewom12	65.8137	124.113	.705	.562	.939
ewom13	65.9755	124.398	.693	.597	.939
ewom14	66.0098	123.606	.721	.660	.938
ewom15	65.7892	123.606	.727	.598	.938
ewom16	66.0049	124.054	.696	.594	.939

b. trust

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.915	.915	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
trust1	12.6912	6.628	.832	.702	.881
trust2	12.7402	7.090	.811	.670	.888
trust3	12.7696	7.085	.806	.652	.889
trust4	12.5637	7.223	.776	.605	.900

c. kekuatan hubungan

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.868	.868	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
tie1	13.0441	6.131	.741	.555	.822
tie2	13.2255	6.126	.734	.539	.824
tie3	13.2304	6.277	.719	.528	.831
tie4	13.1029	6.103	.682	.469	.847

d. kesamaan bahasa

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.846	.847	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
lang1	8.7892	3.054	.657	.433	.840
lang2	8.6176	3.055	.746	.575	.753
lang3	8.6324	3.032	.737	.566	.761

e. keterbukaan diri

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.824	.824	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
self1	8.3725	3.604	.656	.432	.781
self2	8.6225	3.192	.712	.508	.725
self3	8.6225	3.576	.675	.461	.763

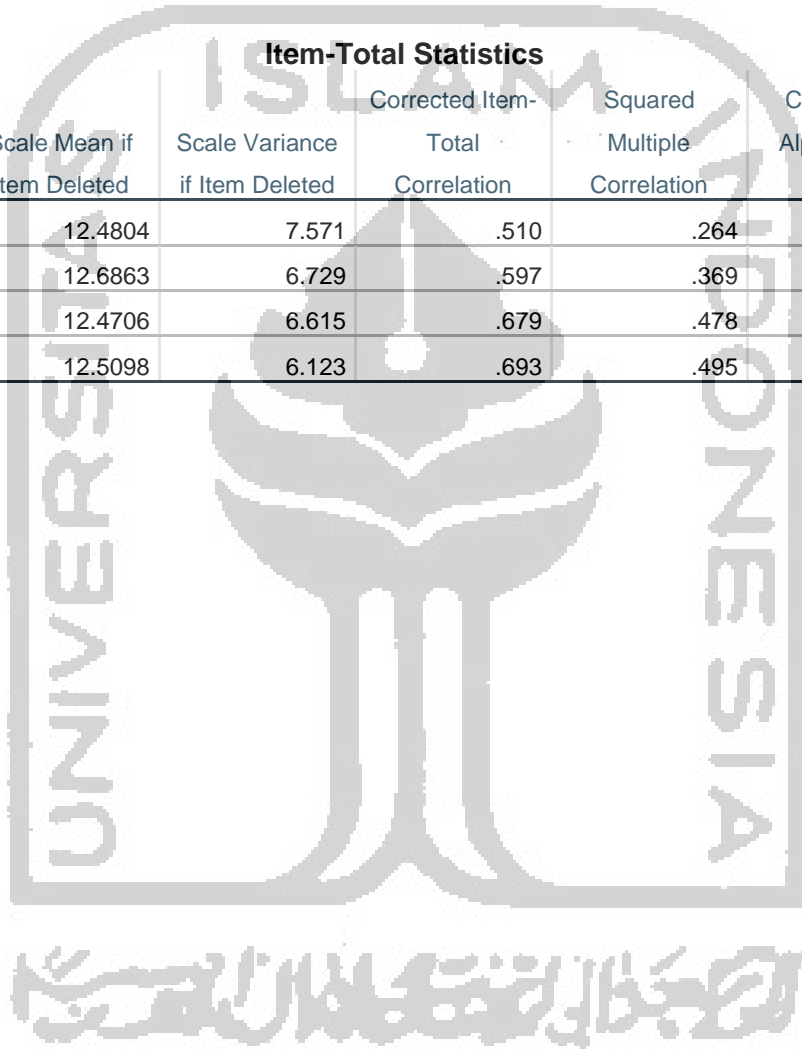
f. inovasi

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.804	.802	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
ino1	12.4804	7.571	.510	.264	.802
ino2	12.6863	6.729	.597	.369	.764
ino3	12.4706	6.615	.679	.478	.725
ino4	12.5098	6.123	.693	.495	.715



Lampiran D

HASIL PENGUKURAN MODEL

a. Hasil Model pengukuran *run* pertama

CMIN

Model	NPAR	CMIN	DF	P	CMIN/DF
Default model	79	734.098	516	.000	1.423
Saturated model	595	.000	0		
Independence model	34	4829.687	561	.000	8.609

RMR, GFI

Model	RMR	GFI	AGFI	PGFI
Default model	.050	.814	.786	.706
Saturated model	.000	1.000		
Independence model	.431	.134	.082	.127

Baseline Comparisons

Model	NFI Delta1	RFI rho1	IFI Delta2	TLI rho2	CFI
Default model	.848	.835	.949	.944	.949
Saturated model	1.000		1.000		1.000
Independence model	.000	.000	.000	.000	.000

RMSEA

Model	RMSEA	LO 90	HI 90	PCLOSE
Default model	.046	.038	.053	.831
Independence model	.194	.189	.199	.000

Notes for Model (Default model)

Computation of degrees of freedom (Default model)

Number of distinct sample moments: 595
Number of distinct parameters to be estimated: 79
Degrees of freedom (595 - 79): 516

Result (Default model)

Minimum was achieved
Chi-square = 734.098
Degrees of freedom = 516
Probability level = .000

b. Hasil Model pengukuran *run* ke – dua (Good Fit Model)

CMIN

Model	NPAR	CMIN	DF	P	CMIN/DF
Default model	87	560.881	508	.052	1.104
Saturated model	595	.000	0		
Independence model	34	4829.687	561	.000	8.609

RMR, GFI

Model	RMR	GFI	AGFI	PGFI
Default model	.046	.863	.839	.737
Saturated model	.000	1.000		
Independence model	.431	.134	.082	.127

Baseline Comparisons

Model	NFI Delta1	RFI rho1	IFI Delta2	TLI rho2	CFI
Default model	.884	.872	.988	.986	.988
Saturated model	1.000		1.000		1.000
Independence model	.000	.000	.000	.000	.000

RMSEA

Model	RMSEA	LO 90	HI 90	PCLOSE
Default model	.023	.000	.033	1.000
Independence model	.194	.189	.199	.000

Computation of degrees of freedom (Default model)

Number of distinct sample moments: 595
 Number of distinct parameters to be estimated: 87
 Degrees of freedom (595 - 87): 508

Result (Default model)

Minimum was achieved
 Chi-square = 560.881
 Degrees of freedom = 508
 Probability level = .052

c. Uji Hipotesis Pertama

Regression Weights: (Group number 1 - Default model)

		Estimate	S.E.	C.R.	P	Label
Lang	<--- Tie	.765	.082	9.321	***	par_31
Trust	<--- Tie	.609	.105	5.773	***	par_33
Trust	<--- Lang	.202	.092	2.194	.028	par_34
ewom	<--- Innova	.008	.077	.109	.913	par_29
ewom	<--- Self	.222	.062	3.607	***	par_30
ewom	<--- Tie	.212	.089	2.372	.018	par_32
ewom	<--- Lang	.086	.061	1.402	.161	par_35
ewom	<--- Trust	.382	.070	5.458	***	par_36
self1	<--- Self	1.000				
self2	<--- Self	1.262	.119	10.566	***	par_1
self3	<--- Self	1.043	.105	9.969	***	par_2

			Estimate	S.E.	C.R.	P	Label
ino1	<---	Innova	1.000				
ino2	<---	Innova	1.290	.182	7.083	***	par_3
ino3	<---	Innova	1.465	.188	7.797	***	par_4
ino4	<---	Innova	1.627	.206	7.889	***	par_5
tie1	<---	Tie	1.000				
tie2	<---	Tie	.943	.079	11.924	***	par_6
tie3	<---	Tie	1.007	.076	13.197	***	par_7
tie4	<---	Tie	.935	.085	10.974	***	par_8
lang3	<---	Lang	1.000				
lang2	<---	Lang	.991	.073	13.499	***	par_9
lang1	<---	Lang	.891	.081	10.984	***	par_10
trust4	<---	Trust	1.000				
trust3	<---	Trust	1.056	.072	14.597	***	par_11
trust2	<---	Trust	1.044	.073	14.351	***	par_12
trust1	<---	Trust	1.179	.078	15.118	***	par_13
ewom1	<---	ewom	1.000				
ewom2	<---	ewom	.939	.075	12.504	***	par_14
ewom3	<---	ewom	.985	.091	10.772	***	par_15
ewom4	<---	ewom	1.109	.094	11.750	***	par_16
ewom5	<---	ewom	.785	.097	8.071	***	par_17
ewom6	<---	ewom	1.200	.104	11.486	***	par_18
ewom7	<---	ewom	1.146	.112	10.201	***	par_19
ewom8	<---	ewom	1.089	.103	10.619	***	par_20
ewom9	<---	ewom	1.131	.100	11.342	***	par_21
ewom10	<---	ewom	.857	.090	9.560	***	par_22
ewom11	<---	ewom	.955	.102	9.353	***	par_23

	Estimate	S.E.	C.R.	P	Label
ewom12 <--- ewom	1.113	.104	10.682	***	par_24
ewom13 <--- ewom	1.112	.104	10.713	***	par_25
ewom14 <--- ewom	1.155	.103	11.181	***	par_26
ewom15 <--- ewom	1.197	.102	11.708	***	par_27
ewom16 <--- ewom	1.147	.105	10.940	***	par_28

Standardized Regression Weights: (Group number 1 - Default model)

	Estimate
Lang <--- Tie	.727
Trust <--- Tie	.600
Trust <--- Lang	.209
ewom <--- Innova	.007
ewom <--- Self	.243
ewom <--- Tie	.242
ewom <--- Lang	.103
ewom <--- Trust	.442
self1 <--- Self	.726
self2 <--- Self	.852
self3 <--- Self	.763
ino1 <--- Innova	.574
ino2 <--- Innova	.667
ino3 <--- Innova	.799

		Estimate
ino4	<--- Innova	.809
tie1	<--- Tie	.811
tie2	<--- Tie	.760
tie3	<--- Tie	.831
tie4	<--- Tie	.715
lang3	<--- Lang	.850
lang2	<--- Lang	.854
lang1	<--- Lang	.715
trust4	<--- Trust	.816
trust3	<--- Trust	.858
trust2	<--- Trust	.853
trust1	<--- Trust	.889
ewom1	<--- ewom	.775
ewom2	<--- ewom	.710
ewom3	<--- ewom	.705
ewom4	<--- ewom	.756
ewom5	<--- ewom	.549
ewom6	<--- ewom	.750
ewom7	<--- ewom	.680
ewom8	<--- ewom	.704

	Estimate
ewom9 <--- ewom	.743
ewom10 <--- ewom	.643
ewom11 <--- ewom	.632
ewom12 <--- ewom	.706
ewom13 <--- ewom	.706
ewom14 <--- ewom	.732
ewom15 <--- ewom	.759
ewom16 <--- ewom	.718

Standardized Total Effects (Group number 1 - Default model)

	Tie	Innova	Self	Lang	Trust	ewom
Lang	.727	.000	.000	.000	.000	.000
Trust	.752	.000	.000	.209	.000	.000
ewom	.649	.007	.243	.195	.442	.000
ewom16	.466	.005	.174	.140	.318	.718
ewom15	.493	.005	.185	.148	.336	.759
ewom14	.475	.005	.178	.143	.324	.732
ewom13	.458	.005	.172	.138	.312	.706
ewom12	.458	.005	.172	.138	.312	.706
ewom11	.410	.004	.154	.123	.279	.632
ewom10	.417	.005	.156	.126	.284	.643
ewom9	.482	.005	.181	.145	.329	.743
ewom8	.457	.005	.171	.137	.311	.704
ewom7	.442	.005	.165	.133	.301	.680
ewom6	.486	.005	.182	.146	.332	.750
ewom5	.356	.004	.133	.107	.243	.549
ewom4	.491	.005	.184	.148	.334	.756
ewom3	.458	.005	.171	.138	.312	.705
ewom2	.461	.005	.173	.139	.314	.710
ewom1	.503	.005	.188	.151	.343	.775
trust1	.668	.000	.000	.186	.889	.000

	Tie	Innova	Self	Lang	Trust	ewom
trust2	.641	.000	.000	.178	.853	.000
trust3	.645	.000	.000	.179	.858	.000
trust4	.613	.000	.000	.171	.816	.000
lang1	.520	.000	.000	.715	.000	.000
lang2	.621	.000	.000	.854	.000	.000
lang3	.618	.000	.000	.850	.000	.000
tie4	.715	.000	.000	.000	.000	.000
tie3	.831	.000	.000	.000	.000	.000
tie2	.760	.000	.000	.000	.000	.000
tie1	.811	.000	.000	.000	.000	.000
ino4	.000	.809	.000	.000	.000	.000
ino3	.000	.799	.000	.000	.000	.000
ino2	.000	.667	.000	.000	.000	.000
ino1	.000	.574	.000	.000	.000	.000
self3	.000	.000	.763	.000	.000	.000
self2	.000	.000	.852	.000	.000	.000
self1	.000	.000	.726	.000	.000	.000

Standardized Direct Effects (Group number 1 - Default model)

	Tie	Innova	Self	Lang	Trust	ewom
Lang	.727	.000	.000	.000	.000	.000
Trust	.600	.000	.000	.209	.000	.000
ewom	.242	.007	.243	.103	.442	.000
ewom16	.000	.000	.000	.000	.000	.718
ewom15	.000	.000	.000	.000	.000	.759
ewom14	.000	.000	.000	.000	.000	.732
ewom13	.000	.000	.000	.000	.000	.706
ewom12	.000	.000	.000	.000	.000	.706
ewom11	.000	.000	.000	.000	.000	.632
ewom10	.000	.000	.000	.000	.000	.643
ewom9	.000	.000	.000	.000	.000	.743
ewom8	.000	.000	.000	.000	.000	.704
ewom7	.000	.000	.000	.000	.000	.680
ewom6	.000	.000	.000	.000	.000	.750
ewom5	.000	.000	.000	.000	.000	.549
ewom4	.000	.000	.000	.000	.000	.756
ewom3	.000	.000	.000	.000	.000	.705
ewom2	.000	.000	.000	.000	.000	.710
ewom1	.000	.000	.000	.000	.000	.775
trust1	.000	.000	.000	.000	.889	.000
trust2	.000	.000	.000	.000	.853	.000

	Tie	Innova	Self	Lang	Trust	ewom
trust3	.000	.000	.000	.000	.858	.000
trust4	.000	.000	.000	.000	.816	.000
lang1	.000	.000	.000	.715	.000	.000
lang2	.000	.000	.000	.854	.000	.000
lang3	.000	.000	.000	.850	.000	.000
tie4	.715	.000	.000	.000	.000	.000
tie3	.831	.000	.000	.000	.000	.000
tie2	.760	.000	.000	.000	.000	.000
tie1	.811	.000	.000	.000	.000	.000
ino4	.000	.809	.000	.000	.000	.000
ino3	.000	.799	.000	.000	.000	.000
ino2	.000	.667	.000	.000	.000	.000
ino1	.000	.574	.000	.000	.000	.000
self3	.000	.000	.763	.000	.000	.000
self2	.000	.000	.852	.000	.000	.000
self1	.000	.000	.726	.000	.000	.000

Standardized Indirect Effects (Group number 1 - Default model)

	Tie	Innova	Self	Lang	Trust	ewom
Lang	.000	.000	.000	.000	.000	.000
Trust	.152	.000	.000	.000	.000	.000
ewom	.407	.000	.000	.093	.000	.000
ewom16	.466	.005	.174	.140	.318	.000
ewom15	.493	.005	.185	.148	.336	.000
ewom14	.475	.005	.178	.143	.324	.000
ewom13	.458	.005	.172	.138	.312	.000
ewom12	.458	.005	.172	.138	.312	.000
ewom11	.410	.004	.154	.123	.279	.000
ewom10	.417	.005	.156	.126	.284	.000
ewom9	.482	.005	.181	.145	.329	.000
ewom8	.457	.005	.171	.137	.311	.000
ewom7	.442	.005	.165	.133	.301	.000
ewom6	.486	.005	.182	.146	.332	.000
ewom5	.356	.004	.133	.107	.243	.000
ewom4	.491	.005	.184	.148	.334	.000
ewom3	.458	.005	.171	.138	.312	.000
ewom2	.461	.005	.173	.139	.314	.000
ewom1	.503	.005	.188	.151	.343	.000
trust1	.668	.000	.000	.186	.000	.000
trust2	.641	.000	.000	.178	.000	.000
trust3	.645	.000	.000	.179	.000	.000

	Tie	Innova	Self	Lang	Trust	ewom
trust4	.613	.000	.000	.171	.000	.000
lang1	.520	.000	.000	.000	.000	.000
lang2	.621	.000	.000	.000	.000	.000
lang3	.618	.000	.000	.000	.000	.000
tie4	.000	.000	.000	.000	.000	.000
tie3	.000	.000	.000	.000	.000	.000
tie2	.000	.000	.000	.000	.000	.000
tie1	.000	.000	.000	.000	.000	.000
ino4	.000	.000	.000	.000	.000	.000
ino3	.000	.000	.000	.000	.000	.000
ino2	.000	.000	.000	.000	.000	.000
ino1	.000	.000	.000	.000	.000	.000
self3	.000	.000	.000	.000	.000	.000
self2	.000	.000	.000	.000	.000	.000
self1	.000	.000	.000	.000	.000	.000

b. Uji Hipotesis ke – 2

Regression Weights: (Group number 1 - Default model)

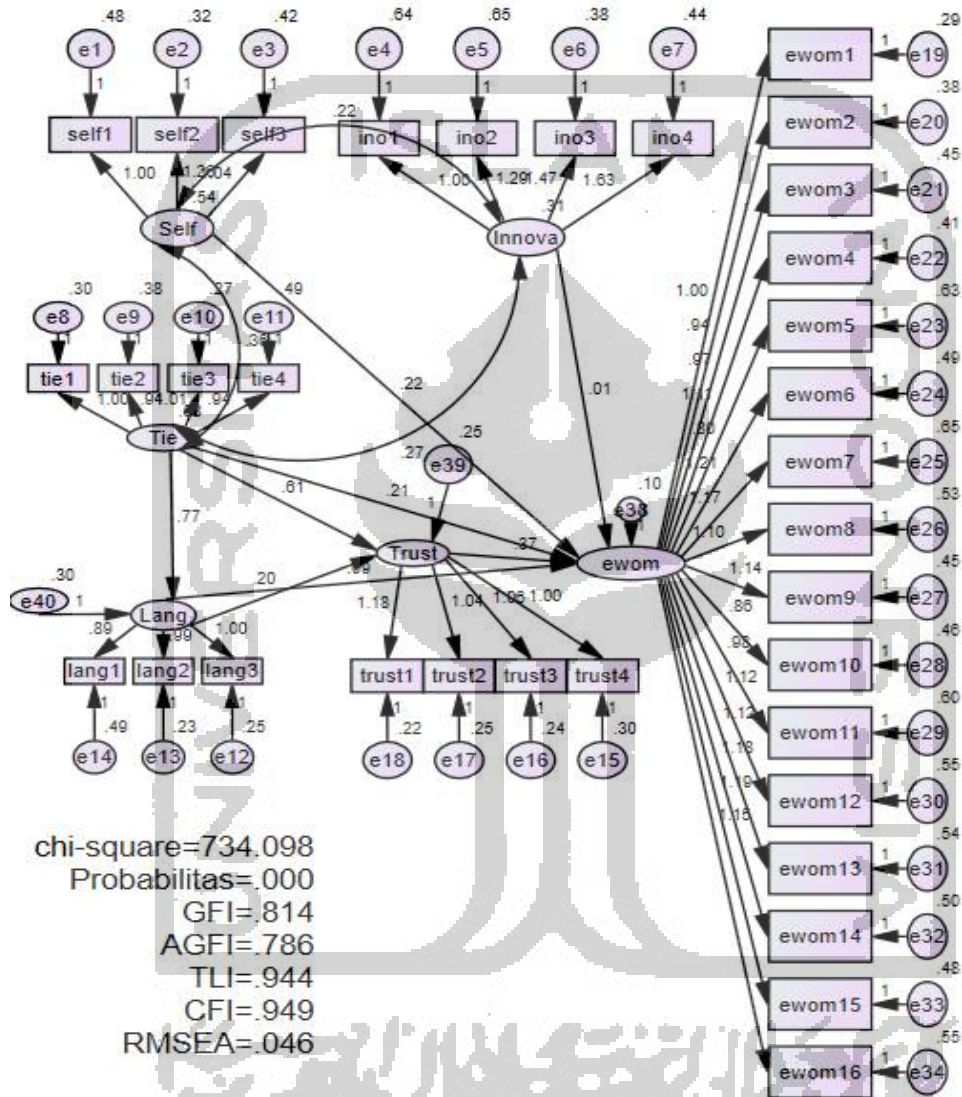
		Estimate	S.E.	C.R.	P	Label
Lang	<--- Tie	.769	.082	9.356	***	par_30
Trust	<--- Tie	.605	.107	5.648	***	par_32
Trust	<--- Lang	.208	.094	2.206	.027	par_33
ewom	<--- Self	.227	.061	3.735	***	par_29
ewom	<--- Tie	.272	.076	3.572	***	par_31
ewom	<--- Trust	.398	.070	5.680	***	par_34
self1	<--- Self	1.000				
self2	<--- Self	1.259	.119	10.587	***	par_1
self3	<--- Self	1.043	.104	9.986	***	par_2
ino1	<--- Innova	1.000				
ino2	<--- Innova	1.290	.182	7.085	***	par_3
ino3	<--- Innova	1.466	.188	7.796	***	par_4
ino4	<--- Innova	1.627	.206	7.899	***	par_5
tie1	<--- Tie	1.000				
tie2	<--- Tie	.944	.079	11.910	***	par_6
tie3	<--- Tie	1.006	.076	13.185	***	par_7
tie4	<--- Tie	.936	.085	10.966	***	par_8
lang3	<--- Lang	1.000				
lang2	<--- Lang	.997	.074	13.511	***	par_9
lang1	<--- Lang	.897	.081	11.009	***	par_10
trust4	<--- Trust	1.000				

			Estimate	S.E.	C.R.	P	Label
trust3	<---	Trust	1.056	.072	14.596	***	par_11
trust2	<---	Trust	1.043	.073	14.336	***	par_12
trust1	<---	Trust	1.179	.078	15.127	***	par_13
ewom1	<---	ewom	1.000				
ewom2	<---	ewom	.940	.075	12.531	***	par_14
ewom3	<---	ewom	.983	.091	10.783	***	par_15
ewom4	<---	ewom	1.108	.094	11.780	***	par_16
ewom5	<---	ewom	.785	.097	8.088	***	par_17
ewom6	<---	ewom	1.195	.104	11.474	***	par_18
ewom7	<---	ewom	1.141	.112	10.185	***	par_19
ewom8	<---	ewom	1.085	.102	10.615	***	par_20
ewom9	<---	ewom	1.127	.099	11.335	***	par_21
ewom10	<---	ewom	.856	.089	9.572	***	par_22
ewom11	<---	ewom	.952	.102	9.348	***	par_23
ewom12	<---	ewom	1.110	.104	10.687	***	par_24
ewom13	<---	ewom	1.110	.104	10.725	***	par_25
ewom14	<---	ewom	1.154	.103	11.204	***	par_26
ewom15	<---	ewom	1.197	.102	11.743	***	par_27
ewom16	<---	ewom	1.147	.104	10.975	***	par_28

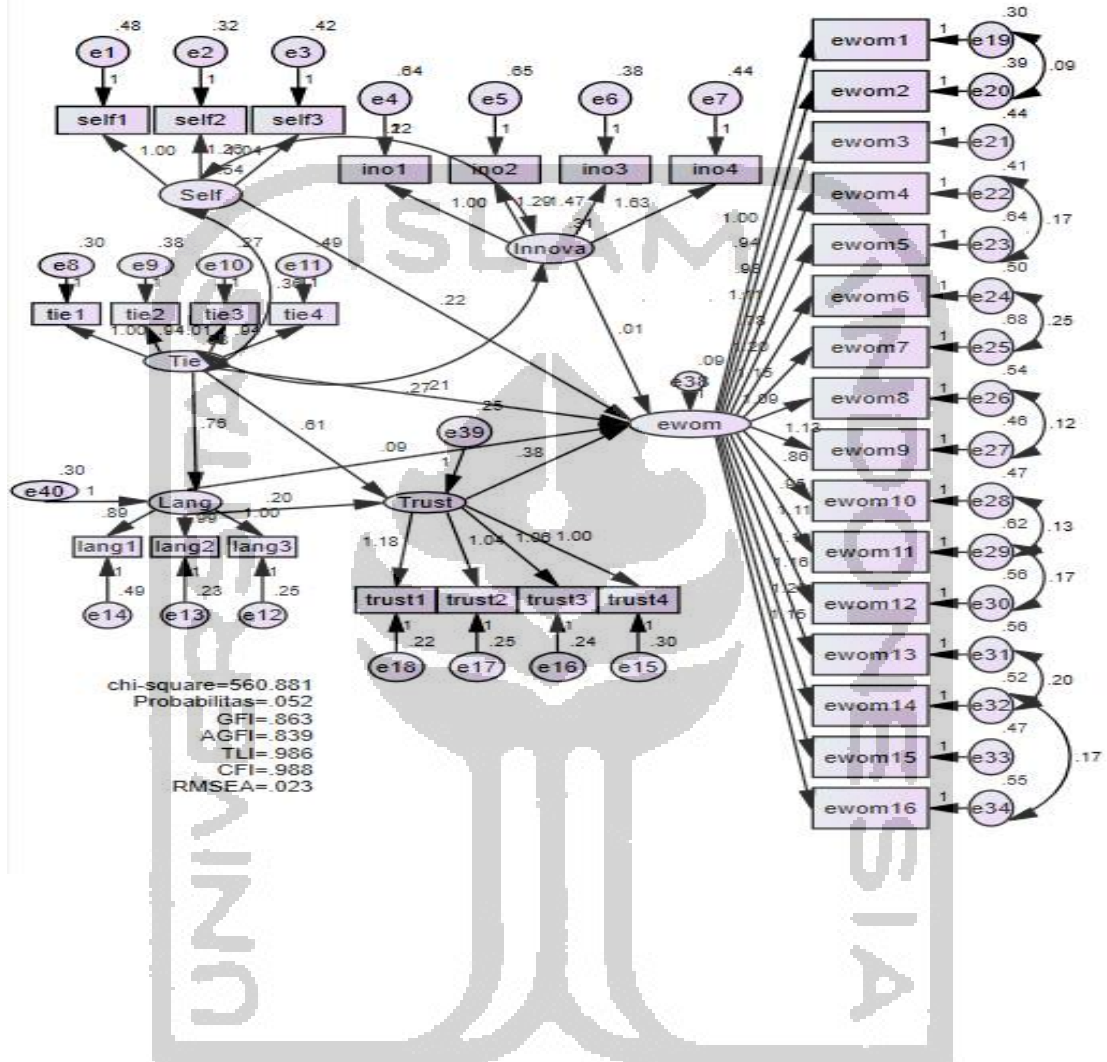


STRUKTURAL MODEL

a. Struktural Model *Run* pertama



b. Struktural Model *Run* ke-dua



PERHITUNGAN ANALISIS DISKRIPITIF BOBOT VARIABEL

a. E-WOM

Statistics

	ewom1	ewom2	ewom3	ewom4	ewom5	ewom6	ewom7	ewom8	ewom9	ewom10	ewom11	ewom12	ewom13	ewom14	ewom15	ewom16
N	Valid	204	204	204	204	204	204	204	204	204	204	204	204	204	204	204
	Missing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Mean	4.5784	4.2794	4.4314	4.5245	4.2892	4.3922	4.4167	4.4902	4.4265	4.7892	4.7598	4.2402	4.0784	4.0441	4.2647

b. Kepercayaan

Statistics

	trust1	trust2	trust3	trust4	
N	Valid	204	204	204	204
	Missing	0	0	0	0
Mean	4.2304	4.1814	4.1520	4.3578	

c. Kekuatan Hubungan

Statistics

	tie1	tie2	tie3	tie4	
N	Valid	204	204	204	204
	Missing	0	0	0	0
Mean	4.4902	4.3088	4.3039	4.4314	

d. Kesamaan Bahasa

Statistics

		lang1	lang2	lang3
N	Valid	204	204	204
	Missing	0	0	0
Mean		4.2304	4.4020	4.3873

e. Keterbukaan Diri

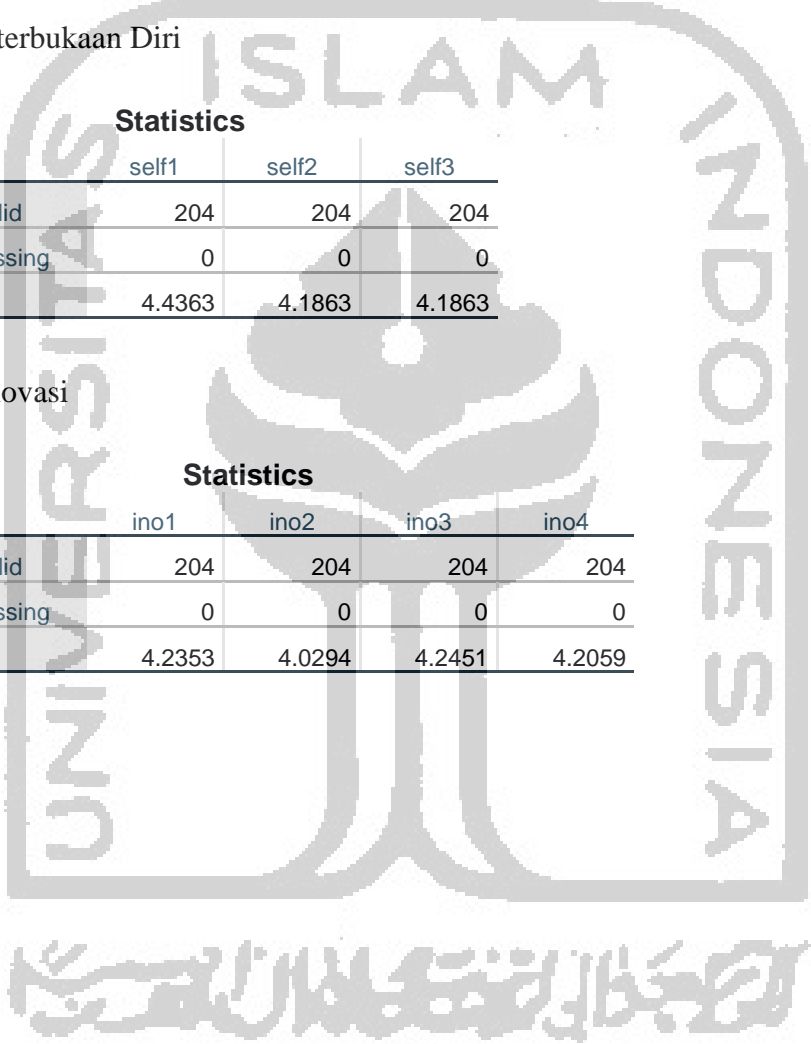
Statistics

		self1	self2	self3
N	Valid	204	204	204
	Missing	0	0	0
Mean		4.4363	4.1863	4.1863

f. Inovasi

Statistics

		ino1	ino2	ino3	ino4
N	Valid	204	204	204	204
	Missing	0	0	0	0
Mean		4.2353	4.0294	4.2451	4.2059



Hasil Jawaban KuisnerDari 204 Responden

e w o m 1	e w o m 2	e w o m 3	e w o m 4	e w o m 5	e w o m 6	e w o m 7	e w o m 8	e w o m 9	e w o m 10	e w o m 11	e w o m 12	e w o m 13	e w o m 14	e w o m 15	e w o m 16	tr us t1	tr us t2	tr us t3	tr us t4	tie 1	tie 2	tie 3	tie 4	la ng 1	la ng 2	la ng 3	se lf 1	se lf 2	se lf 3	in o1	in o2	in o3	in o4	
5	4	5	4	4	4	4	6	4	5	6	4	5	4	4	4	4	4	4	4	4	4	4	5	4	5	4	5	4	5	4	4	4	3	
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