

## LAMPIRAN

### 6.1. Kuesioner

**Assalamuallaikum Wr. Wb.**

**Responden yang terhormat,**

Saya adalah Arief Setya Negara, mahasiswa fakultas ekonomi Universitas Islam Indonesia (FE UII), jurusan manajemen pemasaran angkatan 2011. Maksud dan tujuan saya memberikan kuesioner ini adalah mengajak anda untuk ikut berperan menyelesaikan penelitian dalam rangka menuntaskan skripsi yang sedang saya tulis, dengan judul “Perbandingan Pengaruh Advertorial dan Iklan Majalah dalam Mereposisi Citra Merek Sehingga Terciptanya *Word of Mouth* (WOM)”.

Apabila anda bersedia untuk ikut berperan dalam menyelesaikan penelitian ini, maka berikut pedoman dalam mengisi kuesioner ini:

1. Isilah data diri dibawah, sebagai bukti bahwa anda termasuk responden dalam populasi penelitian ini, yaitu mahasiswa FE UII yang pernah membaca majalah Tempo;
2. Bukalah setiap lembar kuesioner ini secara urut;
3. Penting untuk membaca dan mengamati lampiran pertama dan kedua di halaman 2 dan 3 sebagai bekal dalam mengisi pertanyaan di halaman 4 dan 5;
4. Terdapat 30 pertanyaan, diharapkan anda dapat mengisi dengan teliti dan jujur;
5. Pilihlah salah satu dari lima pilihan jawaban dengan tanda centang (  $\checkmark$  ). Ingat, masing-masing pertanyaan hanya berlaku satu jawaban.
6. Kriteria analisis yang digunakan adalah:

| No. | Kriteria | Keterangan          |
|-----|----------|---------------------|
| 1.  | STS      | Sangat Tidak Setuju |
| 2.  | TS       | Tidak Setuju        |
| 3.  | CS       | Cukup Setuju        |
| 4.  | S        | Setuju              |
| 5.  | SS       | Sangat Setuju       |

Atas perhatian Anda yang berkenan mengisi kuesioner ini, kami ucapkan terima kasih.

#### **Data Diri**

Nama Lengkap : \_\_\_\_\_

Umur : \_\_\_\_\_

Pernah membaca majalah Tempo? : (ya) atau (tidak)

## Lampiran Pertama:



Di Indonesia, BCA merupakan bank pertama yang menghadirkan ATM recycle bagi nasabahnya. Sampai akhir tahun ini, Bank BCA berencana menambah ATM STAR hingga 100 unit agar semakin banyak nasabah yang menikmati kemudahannya.

### Inovasi Terbaru dari BCA : Setor dan Tarik Tunai dari ATM STAR

EDISI 21 APRIL 2014

*ATM STAR memudahkan nasabah melakukan berbagai transaksi mulai dari penarikan tunai, penyetoran tunai, dan transaksi nontunai di satu mesin.*

karena tidak perlu berpindah dari satu mesin ke mesin ATM lainnya untuk melakukan transaksi yang berbeda. Ini juga akan mengurangi antrean pada satu mesin ATM dimana sering kali ditemukan antrian menumpuk pada pilihan pecahan uang tertentu.

**T**ransaksi perbankan menggunakan anjungan tunai mandiri (ATM) akan semakin mudah jika nasabah bisa melakukan semua hal di satu mesin. Untuk itulah PT Bank Central Asia Tbk menghadirkan ATM *recycle* yang bernama ATM Setor Tunai (STAR). ATM ini memungkinkan nasabah melakukan berbagai transaksi tanpa harus berpindah dari satu mesin ke mesin ATM lainnya.

ATM STAR merupakan ATM multifitur yang menggabungkan semua fungsi ATM yang ada di ATM multifungsi (tarik tunai dan transaksi nontunai), ATM Non-Tunai, dan ATM Setoran Tunai. Nasabah dapat melakukan penarikan dan penyetoran tunai serta berbagai transaksi nontunai seperti transfer, pembelian, dan pembayaran di mesin ATM yang sama. Uang yang disetorkan nasabah akan kembali ditarik oleh nasabah.

Keuntungan yang diberikan antara lain nasabah akan merasa lebih nyaman dan praktis

Bagaimana menggunakan ATM ini? ATM STAR memiliki cara kerja yang hampir sama dengan jenis ATM lainnya. Namun, ada menu spesial di awal yang akan mengarahkan nasabah kepada transaksi yang diinginkan, yaitu pilihan transaksi setoran tunai atau penarikan tunai/transaksi lainnya. Selanjutnya nasabah akan melihat menu-menu seperti yang sudah biasa dilihat di ATM Setoran Tunai



dan ATM Multifungsi, sehingga nasabah tidak perlu banyak penyesuaian dalam bertransaksi di ATM STAR ini. Khusus pada pilihan transaksi penarikan tunai, ATM STAR ini menyediakan menu spesial dimana nasabah dapat memilih pecahan yang diinginkan, yaitu Rp 50 ribu dan Rp 100 ribu, atau mencampur keduanya dalam satu kali penarikan.

ATM STAR pertama kali diluncurkan pada Agustus 2013 di dua lokasi, yaitu Wisma Asia BCA Slipi dan Menara BCA, Jl. MH Thamrin, Jakarta. Kini, ATM ini tersedia di 20 lokasi lainnya di Jabodetabek, antara lain My BCA EBC Gandaria City, KCU Blok A Cipete, KCU Serpong, KCU Alam Sutera, KCU Tangerang,

KCU Daan Mogot, KCU Puri Indah, KCU Martraman, KCU Kelapa Gading, KCU Rawamangun, KCU Asemka, KCU Gajah Mada, KCU Pluit Selatan, KCU Taman Duta Mas, KCU Sudirman, KCU Pasar Baru, KCU Kalimantan, KCU Juanda Bekasi, KCU Margonda, dan KCU Wisma Pondok Indah.

Teknologi ATM *recycle* sudah diperkenalkan sejak lama di dunia. Di Asia, negara pertama yang menggunakannya adalah Jepang pada 1985. Setelah itu, ATM ini hadir di berbagai negara lainnya, seperti Korea, Cina, Taiwan, Thailand, dan Malaysia.

Di Indonesia, Bank BCA merupakan bank pertama yang menghadirkan ATM *recycle* bagi nasabahnya. Sampai dengan akhir tahun ini, Bank BCA berencana menambah ATM STAR hingga 100 unit agar semakin banyak nasabah yang menikmati kemudahannya. Saat ini Bank BCA memiliki 14 ribu ATM yang tersebar di seluruh Indonesia.

**BCA Senantiasa di Sisi Anda.**

Internet Banking BCA : [www.klikBCA.com](http://www.klikBCA.com)

Corporate Website : [www.BCA.co.id](http://www.BCA.co.id)

[fb.com/GoodLifeBCA](https://fb.com/GoodLifeBCA) dan follow @GoodLifeBCA



## Lampiran kedua:

**18**  
BANK BRI

**BANK BRI**  
Melayani Dengan Setulus Hati

**Di Manapun Anda Ingin Bertransaksi  
BANK BRI Siap Melayani**

|                        |                            |                             |
|------------------------|----------------------------|-----------------------------|
| <b>9.267</b><br>OFFICE | <b>88.191</b><br>E-CHANNEL | <b>458</b><br>MOBILE OFFICE |
|------------------------|----------------------------|-----------------------------|

**ATM BRI**   **EDC BRI** mini ATM   **MOBILE BRI** Banking   **INTERNET BRI** Banking

Teras BRI Keliling   18.000 ATM   e-BUZZ BRI

**BANK NEGERI SENDIRI YANG MAMPU MELAYANI SEMUA SAMA BAIKNYA**

**tersebar TERBESAR**

### 1.1. Advertorial

| No | Pernyataan   | STS | TS | CS | S | Ss |
|----|--|-----|----|----|---|----|
| 1  | Lampiran pertama merupakan berita;                                 |     |    |    |   |    |
| 2  | Lampiran pertama merupakan iklan;                                  |     |    |    |   |    |
| 3  | Ada pesan komersil dalam lampiran pertama;                         |     |    |    |   |    |
| 4  | Penyampaian pesan komersil cukup dimengerti pada lampiran pertama; |     |    |    |   |    |
| 5  | Anda mempercayai informasi pada lampiran pertama;                  |     |    |    |   |    |
| 6  | Anda mampu menalar lampiran pertama;                               |     |    |    |   |    |
| 7  | Desain dan tata letak dalam lampiran pertama menarik;              |     |    |    |   |    |
| 8  | Lampiran pertama adalah media tepat dalam memaparkan citra merek;  |     |    |    |   |    |

### 1.2. Iklan

| No | Pernyataan  | STS | TS | CS | S | Ss |
|----|---|-----|----|----|---|----|
| 9  | Lampiran kedua merupakan berita;  |     |    |    |   |    |
| 10 | Lampiran kedua merupakan iklan;   |     |    |    |   |    |
| 11 | Lampiran kedua mengkomunikasikan produk dan perusahaan;   |     |    |    |   |    |
| 12 | Pembaca mampu menangkap informasi dalam lampiran kedua;   |     |    |    |   |    |
| 13 | Lampiran kedua mampu menarik perhatian, minat, keinginan dan tindakan untuk menggunakan produk; |     |    |    |   |    |
| 14 | Anda mempercayai produk yang ditawarkan pada lampiran kedua;                                    |     |    |    |   |    |
| 15 | Desain dan tata letak dalam lampiran kedua menarik;   |     |    |    |   |    |
| 16 | Lampiran kedua adalah media tepat dalam memaparkan citra merek;                                 |     |    |    |   |    |

### 1.3. Citra Merek

| No | Pernyataan   | STS | TS | CS | S | Ss |
|----|--|-----|----|----|---|----|
| 17 | Lampiran pertama menjelaskan produk yang ditawarkan;             |     |    |    |   |    |
| 18 | Lampiran kedua menjelaskan produk yang ditawarkan;               |     |    |    |   |    |
| 19 | Lampiran pertama mengkomunikasikan keunggulan merek dengan baik; |     |    |    |   |    |
| 20 | Lampiran kedua mengkomunikasikan keunggulan merek dengan baik;   |     |    |    |   |    |
| 21 | Anda dapat mengambil sikap (beropini) dari lampiran pertama;     |     |    |    |   |    |
| 22 | Anda dapat mengambil sikap (beropini) dari lampiran              |     |    |    |   |    |

|    |   |  |  |  |  |  |
|----|---|--|--|--|--|--|
|    | kedua;  |  |  |  |  |  |
| 23 | Anda dapat berasumsi bahwa produk yang ditawarkan pada lampiran pertama baik; |  |  |  |  |  |
| 24 | Anda dapat berasumsi bahwa produk yang ditawarkan pada lampiran kedua baik;   |  |  |  |  |  |

#### 1.4. WOM

| No | Pernyataan   | STS | TS | CS | S | Ss |
|----|--|-----|----|----|---|----|
| 25 | Anda akan memberitahu produk yang ditawarkan pada lampiran pertama kepada orang terdekat;                  |     |    |    |   |    |
| 26 | Anda akan memberitahu produk yang ditawarkan pada lampiran kedua kepada orang terdekat;                    |     |    |    |   |    |
| 27 | Anda akan merekomendasikan keunggulan/kelemahan merek lampiran pertama kepada orang terdekat;              |     |    |    |   |    |
| 28 | Anda akan merekomendasikan keunggulan/kelemahan merek lampiran kedua kepada orang terdekat;                |     |    |    |   |    |
| 29 | Anda lebih mengkomunikasikan keunggulan produk dibanding kelemahan;  |     |    |    |   |    |
| 30 | Anda lebih memilih untuk mengambil sikap atas dasar opini pribadi dibandingkan rekomendasi orang terdekat. |     |    |    |   |    |

#### Glosarium

1. Advertorial merupakan iklan yang terlihat seperti berita, dibaca seperti berita, tetapi sering dibeli dan dikendalikan oleh pengiklan. Salah satu tujuan dari advertorial adalah menjadikan berita dengan pesan komersil (berbau publikasi) menjadi satu sehingga menjadikan alat pemasaran ini menjadi “kendaraan pemasaran” yang bersifat lebih kredibel dan efektif (Kennedy, J.E. dan Soemanagara, R.D., 2006)
2. Iklan adalah segala rangkaian ide kreatif akan promosi dalam pemasaran yang (tentunya) dibayar sebagai bentuk “presentasi nonpribadi” ide lainnya, barang, atau jasa oleh sponsor (Kotler, P., & Keller, K. L., 2012);
3. Citra merek adalah segala bentuk koordinasi pesan yang diciptakan dan media yang digunakan sehingga menciptakan kesadaran merek. Sehingga menghasilkan definisi bahwa citra merek merupakan konseptualisasi aktif mengarahkan bagaimana reponden berpikir tentang merek (kesadaran merek), beropini mengenai merek berdasarkan segmen, target dan posisinya (Shimp, T. A. , 2010);
4. WOM adalah proses komunikasi dalam memberikan saran dan rekomendasi, baik secara individu maupun kelompok terhadap suatu produk atau jasa yang bertujuan untuk memberikan informasi secara personal (Kotler, P., & Keller, K. L., 2012);

Apabila anda sudah membaca glosarium, maka anda telah menjawab 30 pertanyaan yang telah saya berikan. Saya mengucapkan maaf sebesar-besarnya karena telah menyita waktu anda dalam mengisi kuesioner ini. Tetap semangat kuliah, semoga saat anda melakukan penelitian skripsi, anda akan dibantu oleh orang baik lainnya layaknya anda membantu saya. Kembali lagi saya ucapkan terima kasih atas peran dan partisipasi anda.

Wassalammualaikum Wr. Wb.

(Peneliti)  
Arief Setya Negara



## 6.2. Lampiran Olah Data

### 1. Advertorial

| RES | Advertorial |   |   |   |   |   |   |   | Mean  |
|-----|-------------|---|---|---|---|---|---|---|-------|
|     | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 |       |
| 1   | 5           | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4.75  |
| 2   | 3           | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.5   |
| 3   | 4           | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 4   | 4           | 4 | 3 | 5 | 5 | 5 | 5 | 5 | 4.5   |
| 5   | 5           | 4 | 3 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 6   | 2           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.625 |
| 7   | 4           | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 4     |
| 8   | 2           | 4 | 5 | 4 | 4 | 4 | 3 | 3 | 3.625 |
| 9   | 4           | 3 | 3 | 4 | 4 | 4 | 4 | 5 | 3.875 |
| 10  | 1           | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 11  | 4           | 2 | 2 | 4 | 4 | 4 | 5 | 5 | 3.75  |
| 12  | 4           | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 13  | 3           | 3 | 4 | 3 | 5 | 5 | 3 | 5 | 3.875 |
| 14  | 4           | 5 | 3 | 4 | 4 | 4 | 3 | 4 | 3.875 |
| 15  | 2           | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3.625 |
| 16  | 4           | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 3.625 |
| 17  | 4           | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 3.125 |
| 18  | 4           | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 19  | 4           | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4.5   |
| 20  | 2           | 5 | 5 | 4 | 3 | 4 | 5 | 3 | 3.875 |
| 21  | 4           | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.625 |
| 22  | 1           | 1 | 1 | 2 | 3 | 4 | 4 | 4 | 2.5   |
| 23  | 4           | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 24  | 4           | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4.375 |
| 25  | 4           | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 26  | 5           | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 27  | 4           | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3.75  |
| 28  | 4           | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3.75  |
| 29  | 5           | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 30  | 4           | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 31  | 5           | 2 | 2 | 3 | 2 | 5 | 5 | 5 | 3.625 |
| 32  | 4           | 4 | 3 | 4 | 4 | 4 | 4 | 5 | 4     |
| 33  | 2           | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 3.875 |
| 34  | 4           | 2 | 2 | 4 | 4 | 1 | 3 | 3 | 2.875 |

|    |   |   |   |   |   |   |   |   |       |
|----|---|---|---|---|---|---|---|---|-------|
| 35 | 4 | 3 | 3 | 2 | 2 | 2 | 3 | 4 | 2.875 |
| 36 | 4 | 1 | 1 | 3 | 3 | 5 | 2 | 4 | 2.875 |
| 37 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 38 | 3 | 3 | 2 | 4 | 4 | 3 | 2 | 4 | 3.125 |
| 39 | 4 | 5 | 4 | 5 | 5 | 5 | 3 | 4 | 4.375 |
| 40 | 5 | 4 | 4 | 3 | 4 | 2 | 3 | 5 | 3.75  |
| 41 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 42 | 4 | 3 | 3 | 5 | 5 | 5 | 2 | 5 | 4     |
| 43 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 44 | 3 | 3 | 3 | 5 | 5 | 5 | 2 | 5 | 3.875 |
| 45 | 4 | 4 | 3 | 4 | 3 | 2 | 3 | 5 | 3.5   |
| 46 | 5 | 5 | 2 | 5 | 5 | 5 | 3 | 4 | 4.25  |
| 47 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 3.625 |
| 48 | 1 | 1 | 3 | 5 | 4 | 4 | 4 | 4 | 3.25  |
| 49 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 1.625 |
| 50 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 3 | 1.875 |
| 51 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1.25  |
| 52 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 53 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 54 | 2 | 3 | 3 | 4 | 5 | 5 | 3 | 4 | 3.625 |
| 55 | 4 | 4 | 4 | 5 | 4 | 3 | 4 | 4 | 4     |
| 56 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 57 | 3 | 2 | 4 | 2 | 2 | 2 | 5 | 4 | 3     |
| 58 | 2 | 2 | 2 | 4 | 4 | 4 | 5 | 3 | 3.25  |
| 59 | 5 | 4 | 4 | 2 | 2 | 2 | 4 | 4 | 3.375 |
| 60 | 5 | 5 | 3 | 3 | 3 | 3 | 3 | 4 | 3.625 |
| 61 | 4 | 5 | 3 | 5 | 4 | 4 | 5 | 5 | 4.375 |
| 62 | 5 | 5 | 5 | 5 | 3 | 3 | 4 | 4 | 4.25  |
| 63 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4.625 |
| 64 | 4 | 3 | 4 | 5 | 4 | 2 | 3 | 3 | 3.5   |
| 65 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 66 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 3 | 4.125 |
| 67 | 5 | 5 | 3 | 2 | 4 | 4 | 4 | 4 | 3.875 |
| 68 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 3.5   |
| 69 | 4 | 2 | 3 | 5 | 4 | 3 | 5 | 5 | 3.875 |
| 70 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 3.625 |
| 71 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 3 | 4.75  |
| 72 | 4 | 3 | 3 | 4 | 2 | 4 | 4 | 4 | 3.5   |
| 73 | 5 | 4 | 3 | 4 | 4 | 5 | 3 | 3 | 3.875 |



|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 74  | 3 | 4 | 3 | 4 | 3 | 2 | 3 | 4 | 3.25  |
| 75  | 4 | 3 | 3 | 3 | 4 | 2 | 5 | 4 | 3.5   |
| 76  | 5 | 4 | 3 | 5 | 5 | 5 | 5 | 4 | 4.5   |
| 77  | 4 | 5 | 4 | 4 | 3 | 5 | 4 | 4 | 4.125 |
| 78  | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3.875 |
| 79  | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 | 4     |
| 80  | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4.5   |
| 81  | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 3.75  |
| 82  | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 3.625 |
| 83  | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 3 | 3.875 |
| 84  | 4 | 4 | 4 | 5 | 3 | 5 | 4 | 4 | 4.125 |
| 85  | 3 | 4 | 2 | 4 | 4 | 3 | 4 | 5 | 3.625 |
| 86  | 3 | 4 | 4 | 4 | 3 | 4 | 5 | 4 | 3.875 |
| 87  | 4 | 4 | 3 | 4 | 4 | 3 | 5 | 5 | 4     |
| 88  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 89  | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3.75  |
| 90  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 91  | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 3.75  |
| 92  | 3 | 5 | 4 | 3 | 3 | 4 | 4 | 4 | 3.75  |
| 93  | 3 | 4 | 4 | 3 | 3 | 3 | 5 | 3 | 3.5   |
| 94  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 95  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 96  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 97  | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4.75  |
| 98  | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.5   |
| 99  | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 100 | 4 | 4 | 3 | 5 | 5 | 5 | 5 | 5 | 4.5   |
| 101 | 5 | 4 | 3 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 102 | 2 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.625 |
| 103 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 4     |
| 104 | 2 | 4 | 5 | 4 | 4 | 4 | 3 | 3 | 3.625 |
| 105 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 5 | 3.875 |
| 106 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 107 | 4 | 2 | 2 | 4 | 4 | 4 | 5 | 5 | 3.75  |
| 108 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 109 | 3 | 3 | 4 | 3 | 5 | 5 | 3 | 5 | 3.875 |
| 110 | 4 | 5 | 3 | 4 | 4 | 4 | 3 | 4 | 3.875 |
| 111 | 2 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3.625 |
| 112 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 3.625 |

|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 113 | 4 | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 3.125 |
| 114 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 115 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4.5   |
| 116 | 2 | 5 | 5 | 4 | 3 | 4 | 5 | 3 | 3.875 |
| 117 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.625 |
| 118 | 1 | 1 | 1 | 2 | 3 | 4 | 4 | 4 | 2.5   |
| 119 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 120 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4.375 |
| 121 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 122 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 123 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3.75  |
| 124 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3.75  |
| 125 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 126 | 4 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 127 | 5 | 2 | 2 | 3 | 2 | 5 | 5 | 5 | 3.625 |
| 128 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 5 | 4     |
| 129 | 2 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 3.875 |
| 130 | 4 | 2 | 2 | 4 | 4 | 1 | 3 | 3 | 2.875 |
| 131 | 4 | 3 | 3 | 2 | 2 | 2 | 3 | 4 | 2.875 |
| 132 | 4 | 1 | 1 | 3 | 3 | 5 | 2 | 4 | 2.875 |
| 133 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 134 | 3 | 3 | 2 | 4 | 4 | 3 | 2 | 4 | 3.125 |
| 135 | 4 | 5 | 4 | 5 | 5 | 5 | 3 | 4 | 4.375 |
| 136 | 5 | 4 | 4 | 3 | 4 | 2 | 3 | 5 | 3.75  |
| 137 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 138 | 4 | 3 | 3 | 5 | 5 | 5 | 2 | 5 | 4     |
| 139 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 140 | 3 | 3 | 3 | 5 | 5 | 5 | 2 | 5 | 3.875 |
| 141 | 4 | 4 | 3 | 4 | 3 | 2 | 3 | 5 | 3.5   |
| 142 | 5 | 5 | 2 | 5 | 5 | 5 | 3 | 4 | 4.25  |
| 143 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 3.625 |
| 144 | 1 | 1 | 3 | 5 | 4 | 4 | 4 | 4 | 3.25  |
| 145 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 1.625 |
| 146 | 1 | 1 | 1 | 2 | 2 | 2 | 3 | 3 | 1.875 |
| 147 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 1.25  |
| 148 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 149 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 150 | 2 | 3 | 3 | 4 | 5 | 5 | 3 | 4 | 3.625 |
| 151 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4.75  |

|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 152 | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.5   |
| 153 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 154 | 4 | 4 | 3 | 5 | 5 | 5 | 5 | 5 | 4.5   |
| 155 | 5 | 4 | 3 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 156 | 2 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.625 |
| 157 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 4     |
| 158 | 2 | 4 | 5 | 4 | 4 | 4 | 3 | 3 | 3.625 |
| 159 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 5 | 3.875 |
| 160 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 161 | 4 | 2 | 2 | 4 | 4 | 4 | 5 | 5 | 3.75  |
| 162 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 163 | 3 | 3 | 4 | 3 | 5 | 5 | 3 | 5 | 3.875 |
| 164 | 4 | 5 | 3 | 4 | 4 | 4 | 3 | 4 | 3.875 |
| 165 | 2 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3.625 |
| 166 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 3.625 |
| 167 | 4 | 2 | 2 | 3 | 3 | 3 | 4 | 4 | 3.125 |
| 168 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 169 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4.5   |
| 170 | 2 | 5 | 5 | 4 | 3 | 4 | 5 | 3 | 3.875 |
| 171 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.625 |
| 172 | 1 | 1 | 1 | 2 | 3 | 4 | 4 | 4 | 2.5   |
| 173 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4.375 |
| 174 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4.375 |
| 175 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 176 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 177 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 3.75  |
| 178 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3.75  |
| 179 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 180 | 4 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 181 | 5 | 2 | 2 | 3 | 2 | 5 | 5 | 5 | 3.625 |
| 182 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 5 | 4     |
| 183 | 2 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 3.875 |
| 184 | 4 | 2 | 2 | 4 | 4 | 1 | 3 | 3 | 2.875 |
| 185 | 4 | 3 | 3 | 2 | 2 | 2 | 3 | 4 | 2.875 |
| 186 | 4 | 1 | 1 | 3 | 3 | 5 | 2 | 4 | 2.875 |
| 187 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 3 | 4.25  |
| 188 | 3 | 3 | 2 | 4 | 4 | 3 | 2 | 4 | 3.125 |
| 189 | 4 | 5 | 4 | 5 | 5 | 5 | 3 | 4 | 4.375 |
| 190 | 5 | 4 | 4 | 3 | 4 | 2 | 3 | 5 | 3.75  |

|     |      |       |       |       |       |       |      |      |          |
|-----|------|-------|-------|-------|-------|-------|------|------|----------|
| 191 | 5    | 5     | 5     | 5     | 5     | 5     | 5    | 5    | 5        |
| 192 | 4    | 3     | 3     | 5     | 5     | 5     | 2    | 5    | 4        |
| 193 | 5    | 5     | 5     | 5     | 5     | 5     | 5    | 5    | 5        |
| 194 | 3    | 3     | 3     | 5     | 5     | 5     | 2    | 5    | 3.875    |
| 195 | 4    | 4     | 3     | 4     | 3     | 2     | 3    | 5    | 3.5      |
| 196 | 5    | 5     | 2     | 5     | 5     | 5     | 3    | 4    | 4.25     |
| 197 | 4    | 4     | 4     | 4     | 3     | 3     | 3    | 4    | 3.625    |
| 198 | 1    | 1     | 3     | 5     | 4     | 4     | 4    | 4    | 3.25     |
| 199 | 1    | 1     | 1     | 2     | 2     | 2     | 2    | 2    | 1.625    |
| 200 | 1    | 1     | 1     | 2     | 2     | 2     | 3    | 3    | 1.875    |
|     | 3.57 | 3.505 | 3.375 | 3.845 | 3.785 | 3.805 | 3.69 | 3.85 | 3.678125 |

## 2. Iklan

| RES | Iklan |   |   |   |   |   |   |   | Mean  |
|-----|-------|---|---|---|---|---|---|---|-------|
|     | 1     | 2 | 3 | 4 | 5 | 6 | 7 | 8 |       |
| 1   | 4     | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.125 |
| 2   | 4     | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 3.875 |
| 3   | 4     | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 4   | 5     | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 5   | 5     | 5 | 5 | 2 | 2 | 2 | 3 | 4 | 3.5   |
| 6   | 3     | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 3.875 |
| 7   | 3     | 4 | 4 | 3 | 4 | 3 | 4 | 5 | 3.75  |
| 8   | 5     | 5 | 5 | 3 | 2 | 4 | 2 | 3 | 3.625 |
| 9   | 4     | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 10  | 1     | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 11  | 5     | 5 | 4 | 4 | 4 | 3 | 5 | 4 | 4.25  |
| 12  | 5     | 4 | 5 | 3 | 2 | 4 | 4 | 4 | 3.875 |
| 13  | 4     | 4 | 3 | 3 | 2 | 3 | 3 | 3 | 3.125 |
| 14  | 3     | 3 | 5 | 4 | 3 | 3 | 4 | 4 | 3.625 |
| 15  | 3     | 3 | 4 | 3 | 2 | 3 | 4 | 4 | 3.25  |
| 16  | 5     | 4 | 4 | 3 | 5 | 4 | 4 | 4 | 4.125 |
| 17  | 5     | 5 | 5 | 2 | 3 | 5 | 5 | 5 | 4.375 |
| 18  | 4     | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4     |
| 19  | 3     | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4.25  |
| 20  | 3     | 4 | 4 | 3 | 4 | 5 | 5 | 5 | 4.125 |
| 21  | 4     | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 4.625 |
| 22  | 4     | 5 | 4 | 3 | 4 | 3 | 4 | 4 | 3.875 |
| 23  | 4     | 4 | 4 | 4 | 4 | 3 | 5 | 4 | 4     |
| 24  | 5     | 4 | 5 | 5 | 5 | 4 | 5 | 4 | 4.625 |

|    |   |   |   |   |   |   |   |   |       |
|----|---|---|---|---|---|---|---|---|-------|
| 25 | 2 | 4 | 4 | 2 | 3 | 4 | 3 | 3 | 3.125 |
| 26 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 27 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 2.5   |
| 28 | 3 | 3 | 2 | 4 | 2 | 3 | 4 | 4 | 3.125 |
| 29 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 30 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4     |
| 31 | 5 | 5 | 5 | 3 | 4 | 3 | 3 | 3 | 3.875 |
| 32 | 5 | 4 | 5 | 3 | 4 | 2 | 2 | 3 | 3.5   |
| 33 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4.625 |
| 34 | 5 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3.375 |
| 35 | 4 | 4 | 3 | 4 | 4 | 2 | 2 | 2 | 3.125 |
| 36 | 4 | 4 | 4 | 4 | 4 | 5 | 1 | 2 | 3.5   |
| 37 | 4 | 5 | 5 | 5 | 5 | 3 | 4 | 4 | 4.375 |
| 38 | 5 | 5 | 5 | 3 | 3 | 2 | 2 | 2 | 3.375 |
| 39 | 5 | 4 | 5 | 5 | 5 | 2 | 2 | 3 | 3.875 |
| 40 | 4 | 3 | 4 | 3 | 3 | 2 | 2 | 3 | 3     |
| 41 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 42 | 5 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.75  |
| 43 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 44 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 45 | 5 | 4 | 3 | 2 | 2 | 3 | 3 | 3 | 3.125 |
| 46 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 47 | 4 | 4 | 4 | 4 | 4 | 3 | 1 | 2 | 3.25  |
| 48 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3.625 |
| 49 | 2 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 1.5   |
| 50 | 4 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 1.75  |
| 51 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1.125 |
| 52 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 53 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 54 | 5 | 3 | 5 | 4 | 4 | 2 | 2 | 3 | 3.5   |
| 55 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 56 | 1 | 1 | 1 | 1 | 1 | 3 | 2 | 3 | 1.625 |
| 57 | 4 | 3 | 5 | 2 | 3 | 3 | 1 | 1 | 2.75  |
| 58 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 3 | 4.375 |
| 59 | 5 | 2 | 2 | 2 | 2 | 3 | 2 | 4 | 2.75  |
| 60 | 3 | 4 | 4 | 4 | 4 | 3 | 1 | 4 | 3.375 |
| 61 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4.125 |
| 62 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 3.625 |
| 63 | 5 | 4 | 3 | 3 | 4 | 4 | 4 | 5 | 4     |

|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 64  | 3 | 3 | 4 | 3 | 3 | 2 | 3 | 5 | 3.25  |
| 65  | 4 | 4 | 4 | 3 | 5 | 3 | 4 | 4 | 3.875 |
| 66  | 5 | 4 | 5 | 4 | 4 | 2 | 2 | 2 | 3.5   |
| 67  | 5 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 3.75  |
| 68  | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3.625 |
| 69  | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25  |
| 70  | 4 | 4 | 5 | 5 | 4 | 3 | 2 | 4 | 3.875 |
| 71  | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4.125 |
| 72  | 3 | 3 | 4 | 3 | 3 | 4 | 2 | 4 | 3.25  |
| 73  | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4.25  |
| 74  | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3.875 |
| 75  | 5 | 4 | 5 | 3 | 3 | 4 | 4 | 4 | 4     |
| 76  | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4.625 |
| 77  | 4 | 4 | 3 | 4 | 5 | 5 | 5 | 4 | 4.25  |
| 78  | 4 | 3 | 4 | 3 | 3 | 5 | 5 | 3 | 3.75  |
| 79  | 5 | 5 | 5 | 5 | 4 | 5 | 3 | 4 | 4.5   |
| 80  | 3 | 4 | 5 | 5 | 5 | 4 | 3 | 5 | 4.25  |
| 81  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 82  | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4.125 |
| 83  | 4 | 4 | 3 | 4 | 4 | 5 | 5 | 4 | 4.125 |
| 84  | 5 | 3 | 3 | 4 | 3 | 5 | 4 | 3 | 3.75  |
| 85  | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3.375 |
| 86  | 3 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3.25  |
| 87  | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4.625 |
| 88  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 89  | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3.875 |
| 90  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 91  | 3 | 4 | 3 | 2 | 3 | 4 | 4 | 4 | 3.375 |
| 92  | 3 | 5 | 3 | 2 | 3 | 4 | 4 | 5 | 3.625 |
| 93  | 3 | 4 | 3 | 2 | 3 | 4 | 3 | 3 | 3.125 |
| 94  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 95  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 96  | 5 | 4 | 3 | 2 | 3 | 4 | 3 | 4 | 3.5   |
| 97  | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.125 |
| 98  | 4 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 3.875 |
| 99  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 100 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 101 | 5 | 5 | 5 | 2 | 2 | 2 | 3 | 4 | 3.5   |
| 102 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 3.875 |



|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 103 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 5 | 3.75  |
| 104 | 5 | 5 | 5 | 3 | 2 | 4 | 2 | 3 | 3.625 |
| 105 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 106 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 107 | 5 | 5 | 4 | 4 | 4 | 3 | 5 | 4 | 4.25  |
| 108 | 5 | 4 | 5 | 3 | 2 | 4 | 4 | 4 | 3.875 |
| 109 | 4 | 4 | 3 | 3 | 2 | 3 | 3 | 3 | 3.125 |
| 110 | 3 | 3 | 5 | 4 | 3 | 3 | 4 | 4 | 3.625 |
| 111 | 3 | 3 | 4 | 3 | 2 | 3 | 4 | 4 | 3.25  |
| 112 | 5 | 4 | 4 | 3 | 5 | 4 | 4 | 4 | 4.125 |
| 113 | 5 | 5 | 5 | 2 | 3 | 5 | 5 | 5 | 4.375 |
| 114 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4     |
| 115 | 3 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4.25  |
| 116 | 3 | 4 | 4 | 3 | 4 | 5 | 5 | 5 | 4.125 |
| 117 | 4 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 4.625 |
| 118 | 4 | 5 | 4 | 3 | 4 | 3 | 4 | 4 | 3.875 |
| 119 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 4 | 4     |
| 120 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4 | 4.625 |
| 121 | 2 | 4 | 4 | 2 | 3 | 4 | 3 | 3 | 3.125 |
| 122 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 123 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 2.5   |
| 124 | 3 | 3 | 2 | 4 | 2 | 3 | 4 | 4 | 3.125 |
| 125 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 126 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4     |
| 127 | 5 | 5 | 5 | 3 | 4 | 3 | 3 | 3 | 3.875 |
| 128 | 5 | 4 | 5 | 3 | 4 | 2 | 2 | 3 | 3.5   |
| 129 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4.625 |
| 130 | 5 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3.375 |
| 131 | 4 | 4 | 3 | 4 | 4 | 2 | 2 | 2 | 3.125 |
| 132 | 4 | 4 | 4 | 4 | 4 | 5 | 1 | 2 | 3.5   |
| 133 | 4 | 5 | 5 | 5 | 5 | 3 | 4 | 4 | 4.375 |
| 134 | 5 | 5 | 5 | 3 | 3 | 2 | 2 | 2 | 3.375 |
| 135 | 5 | 4 | 5 | 5 | 5 | 2 | 2 | 3 | 3.875 |
| 136 | 4 | 3 | 4 | 3 | 3 | 2 | 2 | 3 | 3     |
| 137 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 138 | 5 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3.75  |
| 139 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 140 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 141 | 5 | 4 | 3 | 2 | 2 | 3 | 3 | 3 | 3.125 |

|     |   |   |   |   |   |   |   |   |       |
|-----|---|---|---|---|---|---|---|---|-------|
| 142 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4     |
| 143 | 4 | 4 | 4 | 4 | 4 | 3 | 1 | 2 | 3.25  |
| 144 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 3.625 |
| 145 | 2 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 1.5   |
| 146 | 4 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 1.75  |
| 147 | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1.125 |
| 148 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 149 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 150 | 5 | 3 | 5 | 4 | 4 | 2 | 2 | 3 | 3.5   |
| 151 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.125 |
| 152 | 4 | 5 | 4 | 4 | 4 | 4 | 2 | 4 | 3.875 |
| 153 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3.875 |
| 154 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 155 | 5 | 5 | 5 | 2 | 2 | 2 | 3 | 4 | 3.5   |
| 156 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 3.875 |
| 157 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 5 | 3.75  |
| 158 | 5 | 5 | 5 | 3 | 2 | 4 | 2 | 3 | 3.625 |
| 159 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 160 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 161 | 5 | 5 | 4 | 4 | 4 | 3 | 5 | 4 | 4.25  |
| 162 | 5 | 4 | 5 | 3 | 2 | 4 | 4 | 4 | 3.875 |
| 163 | 4 | 4 | 3 | 3 | 2 | 3 | 3 | 3 | 3.125 |
| 164 | 3 | 3 | 5 | 4 | 3 | 3 | 4 | 4 | 3.625 |
| 165 | 3 | 3 | 4 | 3 | 2 | 3 | 4 | 4 | 3.25  |
| 166 | 5 | 4 | 4 | 3 | 5 | 4 | 4 | 4 | 4.125 |
| 167 | 5 | 5 | 5 | 2 | 3 | 5 | 5 | 5 | 4.375 |
| 168 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 5 | 4     |
| 169 | 3 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4.25  |
| 170 | 3 | 4 | 4 | 3 | 4 | 5 | 5 | 5 | 4.125 |
| 171 | 4 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 4.625 |
| 172 | 4 | 5 | 4 | 3 | 4 | 3 | 4 | 4 | 3.875 |
| 173 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 4 | 4     |
| 174 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4 | 4.625 |
| 175 | 2 | 4 | 4 | 2 | 3 | 4 | 3 | 3 | 3.125 |
| 176 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 177 | 3 | 3 | 2 | 3 | 2 | 3 | 2 | 2 | 2.5   |
| 178 | 3 | 3 | 2 | 4 | 2 | 3 | 4 | 4 | 3.125 |
| 179 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5     |
| 180 | 4 | 4 | 4 | 4 | 4 | 5 | 3 | 4 | 4     |

|     |      |       |       |      |       |      |       |      |       |
|-----|------|-------|-------|------|-------|------|-------|------|-------|
| 181 | 5    | 5     | 5     | 3    | 4     | 3    | 3     | 3    | 3.875 |
| 182 | 5    | 4     | 5     | 3    | 4     | 2    | 2     | 3    | 3.5   |
| 183 | 4    | 5     | 5     | 5    | 5     | 5    | 4     | 4    | 4.625 |
| 184 | 5    | 4     | 3     | 3    | 3     | 3    | 3     | 3    | 3.375 |
| 185 | 4    | 4     | 3     | 4    | 4     | 2    | 2     | 2    | 3.125 |
| 186 | 4    | 4     | 4     | 4    | 4     | 5    | 1     | 2    | 3.5   |
| 187 | 4    | 5     | 5     | 5    | 5     | 3    | 4     | 4    | 4.375 |
| 188 | 5    | 5     | 5     | 3    | 3     | 2    | 2     | 2    | 3.375 |
| 189 | 5    | 4     | 5     | 5    | 5     | 2    | 2     | 3    | 3.875 |
| 190 | 4    | 3     | 4     | 3    | 3     | 2    | 2     | 3    | 3     |
| 191 | 5    | 5     | 5     | 5    | 5     | 5    | 5     | 5    | 5     |
| 192 | 5    | 4     | 4     | 3    | 3     | 3    | 4     | 4    | 3.75  |
| 193 | 5    | 5     | 5     | 5    | 5     | 5    | 5     | 5    | 5     |
| 194 | 5    | 4     | 4     | 3    | 4     | 4    | 4     | 4    | 4     |
| 195 | 5    | 4     | 3     | 2    | 2     | 3    | 3     | 3    | 3.125 |
| 196 | 5    | 4     | 4     | 3    | 4     | 4    | 4     | 4    | 4     |
| 197 | 4    | 4     | 4     | 4    | 4     | 3    | 1     | 2    | 3.25  |
| 198 | 4    | 4     | 4     | 4    | 4     | 3    | 3     | 3    | 3.625 |
| 199 | 2    | 1     | 1     | 1    | 1     | 2    | 2     | 2    | 1.5   |
| 200 | 4    | 1     | 1     | 1    | 1     | 2    | 2     | 2    | 1.75  |
|     | 4.02 | 3.915 | 3.915 | 3.47 | 3.545 | 3.47 | 3.375 | 3.61 | 3.665 |

### 3. Citra Merek

| RES | Citra Merek |   |   |   |   |   |   |   | Mean |
|-----|-------------|---|---|---|---|---|---|---|------|
|     | 1           | 2 | 3 | 4 | 5 | 6 | 7 | 8 |      |
| 1   | 4           | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 2   | 4           | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3.25 |
| 3   | 3           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 4   | 5           | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 5   | 4           | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3.75 |
| 6   | 3           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 7   | 3           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 8   | 4           | 5 | 4 | 2 | 4 | 5 | 4 | 2 | 3.75 |
| 9   | 3           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 10  | 1           | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 11  | 4           | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 12  | 3           | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |

|    |   |   |   |   |   |   |   |   |      |
|----|---|---|---|---|---|---|---|---|------|
| 13 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 14 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4    |
| 15 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4 | 4    |
| 16 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 17 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 18 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 19 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4.75 |
| 20 | 5 | 2 | 4 | 4 | 5 | 2 | 4 | 4 | 3.75 |
| 21 | 2 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3.5  |
| 22 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 23 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 25 | 2 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3.5  |
| 26 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 27 | 5 | 3 | 3 | 3 | 5 | 3 | 3 | 3 | 3.5  |
| 28 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4    |
| 29 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 30 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 31 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4.25 |
| 32 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 33 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 34 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 2 | 3.5  |
| 35 | 5 | 5 | 2 | 2 | 5 | 5 | 2 | 2 | 3.5  |
| 36 | 4 | 3 | 2 | 4 | 4 | 3 | 2 | 4 | 3.25 |
| 37 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4.75 |
| 38 | 5 | 5 | 3 | 2 | 5 | 5 | 3 | 2 | 3.75 |
| 39 | 3 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 4.5  |
| 40 | 4 | 5 | 4 | 2 | 4 | 5 | 4 | 2 | 3.75 |
| 41 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 42 | 4 | 5 | 3 | 2 | 4 | 5 | 3 | 2 | 3.5  |
| 43 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 44 | 4 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4    |
| 45 | 3 | 4 | 3 | 2 | 3 | 4 | 3 | 2 | 3    |
| 46 | 4 | 4 | 3 | 5 | 4 | 4 | 3 | 5 | 4    |
| 47 | 5 | 5 | 2 | 3 | 5 | 5 | 2 | 3 | 3.75 |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 49 | 2 | 1 | 4 | 1 | 2 | 1 | 4 | 1 | 2    |
| 50 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2    |
| 51 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |

|    |   |   |   |   |   |   |   |   |      |
|----|---|---|---|---|---|---|---|---|------|
| 52 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 53 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 54 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 2.5  |
| 55 | 4 | 4 | 2 | 3 | 4 | 4 | 2 | 3 | 3.25 |
| 56 | 4 | 1 | 1 | 1 | 4 | 1 | 1 | 1 | 1.75 |
| 57 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5  |
| 58 | 3 | 2 | 4 | 2 | 3 | 2 | 4 | 2 | 2.75 |
| 59 | 4 | 3 | 4 | 1 | 4 | 3 | 4 | 1 | 3    |
| 60 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 2 | 3.5  |
| 61 | 4 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4    |
| 62 | 4 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4    |
| 63 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 64 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3.25 |
| 65 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3.75 |
| 66 | 2 | 4 | 4 | 3 | 2 | 4 | 4 | 3 | 3.25 |
| 67 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 68 | 3 | 5 | 3 | 3 | 3 | 5 | 3 | 3 | 3.5  |
| 69 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4.75 |
| 70 | 3 | 5 | 4 | 4 | 3 | 5 | 4 | 4 | 4    |
| 71 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4.25 |
| 72 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3.5  |
| 73 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4.25 |
| 74 | 4 | 5 | 3 | 3 | 4 | 5 | 3 | 3 | 3.75 |
| 75 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3.5  |
| 76 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 77 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 78 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3.5  |
| 79 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 80 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 4.5  |
| 81 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4.25 |
| 82 | 4 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4    |
| 83 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4.5  |
| 84 | 4 | 3 | 3 | 5 | 4 | 3 | 3 | 5 | 3.75 |
| 85 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 86 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3.5  |
| 87 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 88 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 89 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 90 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |

|     |   |   |   |   |   |   |   |   |      |
|-----|---|---|---|---|---|---|---|---|------|
| 91  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 92  | 5 | 3 | 5 | 5 | 5 | 3 | 5 | 5 | 4.5  |
| 93  | 3 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3.5  |
| 94  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 95  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 96  | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 97  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 98  | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3.25 |
| 99  | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 100 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 101 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3.75 |
| 102 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 103 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 104 | 4 | 5 | 4 | 2 | 4 | 5 | 4 | 2 | 3.75 |
| 105 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 106 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 107 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 108 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 109 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 110 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4    |
| 111 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4 | 4    |
| 112 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 113 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 114 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 115 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4.75 |
| 116 | 5 | 2 | 4 | 4 | 5 | 2 | 4 | 4 | 3.75 |
| 117 | 2 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3.5  |
| 118 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 119 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 120 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 121 | 2 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3.5  |
| 122 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 123 | 5 | 3 | 3 | 3 | 5 | 3 | 3 | 3 | 3.5  |
| 124 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4    |
| 125 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 126 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 127 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4.25 |
| 128 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 129 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |



|     |   |   |   |   |   |   |   |   |      |
|-----|---|---|---|---|---|---|---|---|------|
| 130 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 2 | 3.5  |
| 131 | 5 | 5 | 2 | 2 | 5 | 5 | 2 | 2 | 3.5  |
| 132 | 4 | 3 | 2 | 4 | 4 | 3 | 2 | 4 | 3.25 |
| 133 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4.75 |
| 134 | 5 | 5 | 3 | 2 | 5 | 5 | 3 | 2 | 3.75 |
| 135 | 3 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 4.5  |
| 136 | 4 | 5 | 4 | 2 | 4 | 5 | 4 | 2 | 3.75 |
| 137 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 138 | 4 | 5 | 3 | 2 | 4 | 5 | 3 | 2 | 3.5  |
| 139 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 140 | 4 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4    |
| 141 | 3 | 4 | 3 | 2 | 3 | 4 | 3 | 2 | 3    |
| 142 | 4 | 4 | 3 | 5 | 4 | 4 | 3 | 5 | 4    |
| 143 | 5 | 5 | 2 | 3 | 5 | 5 | 2 | 3 | 3.75 |
| 144 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 145 | 2 | 1 | 4 | 1 | 2 | 1 | 4 | 1 | 2    |
| 146 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2    |
| 147 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 148 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 149 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 150 | 3 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 2.5  |
| 151 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 152 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3.25 |
| 153 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 154 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5    |
| 155 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3.75 |
| 156 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 157 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 158 | 4 | 5 | 4 | 2 | 4 | 5 | 4 | 2 | 3.75 |
| 159 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 160 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1    |
| 161 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 162 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 163 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3.75 |
| 164 | 5 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4    |
| 165 | 5 | 3 | 4 | 4 | 5 | 3 | 4 | 4 | 4    |
| 166 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |
| 167 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4.25 |
| 168 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |

|     |      |       |       |       |      |       |       |       |         |
|-----|------|-------|-------|-------|------|-------|-------|-------|---------|
| 169 | 5    | 5     | 4     | 5     | 5    | 5     | 4     | 5     | 4.75    |
| 170 | 5    | 2     | 4     | 4     | 5    | 2     | 4     | 4     | 3.75    |
| 171 | 2    | 4     | 4     | 4     | 2    | 4     | 4     | 4     | 3.5     |
| 172 | 3    | 4     | 4     | 4     | 3    | 4     | 4     | 4     | 3.75    |
| 173 | 4    | 4     | 4     | 4     | 4    | 4     | 4     | 4     | 4       |
| 174 | 4    | 4     | 4     | 4     | 4    | 4     | 4     | 4     | 4       |
| 175 | 2    | 4     | 4     | 4     | 2    | 4     | 4     | 4     | 3.5     |
| 176 | 5    | 5     | 5     | 5     | 5    | 5     | 5     | 5     | 5       |
| 177 | 5    | 3     | 3     | 3     | 5    | 3     | 3     | 3     | 3.5     |
| 178 | 5    | 4     | 3     | 4     | 5    | 4     | 3     | 4     | 4       |
| 179 | 5    | 5     | 5     | 5     | 5    | 5     | 5     | 5     | 5       |
| 180 | 4    | 4     | 4     | 4     | 4    | 4     | 4     | 4     | 4       |
| 181 | 4    | 4     | 4     | 5     | 4    | 4     | 4     | 5     | 4.25    |
| 182 | 5    | 4     | 4     | 4     | 5    | 4     | 4     | 4     | 4.25    |
| 183 | 4    | 4     | 4     | 4     | 4    | 4     | 4     | 4     | 4       |
| 184 | 4    | 4     | 4     | 2     | 4    | 4     | 4     | 2     | 3.5     |
| 185 | 5    | 5     | 2     | 2     | 5    | 5     | 2     | 2     | 3.5     |
| 186 | 4    | 3     | 2     | 4     | 4    | 3     | 2     | 4     | 3.25    |
| 187 | 4    | 5     | 5     | 5     | 4    | 5     | 5     | 5     | 4.75    |
| 188 | 5    | 5     | 3     | 2     | 5    | 5     | 3     | 2     | 3.75    |
| 189 | 3    | 5     | 5     | 5     | 3    | 5     | 5     | 5     | 4.5     |
| 190 | 4    | 5     | 4     | 2     | 4    | 5     | 4     | 2     | 3.75    |
| 191 | 5    | 5     | 5     | 5     | 5    | 5     | 5     | 5     | 5       |
| 192 | 4    | 5     | 3     | 2     | 4    | 5     | 3     | 2     | 3.5     |
| 193 | 5    | 5     | 5     | 5     | 5    | 5     | 5     | 5     | 5       |
| 194 | 4    | 5     | 4     | 3     | 4    | 5     | 4     | 3     | 4       |
| 195 | 3    | 4     | 3     | 2     | 3    | 4     | 3     | 2     | 3       |
| 196 | 4    | 4     | 3     | 5     | 4    | 4     | 3     | 5     | 4       |
| 197 | 5    | 5     | 2     | 3     | 5    | 5     | 2     | 3     | 3.75    |
| 198 | 4    | 4     | 4     | 4     | 4    | 4     | 4     | 4     | 4       |
| 199 | 2    | 1     | 4     | 1     | 2    | 1     | 4     | 1     | 2       |
| 200 | 2    | 2     | 2     | 2     | 2    | 2     | 2     | 2     | 2       |
|     | 3.84 | 3.895 | 3.665 | 3.595 | 3.84 | 3.895 | 3.665 | 3.595 | 3.74875 |

#### 4. WOM

| RES | WOM |   |   |   |   |   |   |   | Mean |
|-----|-----|---|---|---|---|---|---|---|------|
|     | 1   | 2 | 3 | 4 | 5 | 6 | 7 | 8 |      |
| 1   | 3   | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5  |
| 2   | 4   | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4    |

|    |   |   |   |   |   |   |   |   |       |
|----|---|---|---|---|---|---|---|---|-------|
| 3  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 4  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 5  | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 6  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 7  | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 8  | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3     |
| 9  | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 10 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1     |
| 11 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 12 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5   |
| 13 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 14 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5   |
| 15 | 2 | 3 | 1 | 3 | 4 | 3 | 3 | 3 | 2.75  |
| 16 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 17 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 18 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3.875 |
| 19 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 20 | 2 | 3 | 4 | 4 | 2 | 2 | 3 | 4 | 3     |
| 21 | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 3 | 2.5   |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 23 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3.75  |
| 24 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5   |
| 25 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5   |
| 26 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 27 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 28 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5   |
| 29 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |
| 30 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 31 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3     |
| 32 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5   |
| 33 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3     |
| 34 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2     |
| 35 | 2 | 1 | 2 | 1 | 2 | 1 | 2 | 1 | 1.5   |
| 36 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3.875 |
| 37 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5   |
| 38 | 2 | 2 | 2 | 2 | 2 | 3 | 2 | 3 | 2.25  |
| 39 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5   |
| 40 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5   |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4     |

|    |   |   |   |   |   |   |   |   |     |
|----|---|---|---|---|---|---|---|---|-----|
| 42 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 43 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 44 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 45 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 46 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 47 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 48 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 49 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 50 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 51 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 52 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 53 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 54 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 55 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 56 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 57 | 1 | 2 | 1 | 2 | 1 | 2 | 1 | 2 | 1.5 |
| 58 | 1 | 3 | 1 | 3 | 1 | 3 | 1 | 3 | 2   |
| 59 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 60 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 61 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 62 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 63 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 64 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 65 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 66 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 67 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 68 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 69 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 70 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 71 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 72 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 73 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 74 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 75 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 76 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 77 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 78 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 79 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 80 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |

|     |   |   |   |   |   |   |   |   |     |
|-----|---|---|---|---|---|---|---|---|-----|
| 81  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 82  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 83  | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 84  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 85  | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 86  | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 87  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 88  | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 89  | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 90  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 91  | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 92  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 93  | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 94  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 95  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 96  | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 97  | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 98  | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2   |
| 99  | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 100 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 101 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 102 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 103 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 104 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 105 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 106 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 107 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 108 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 109 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 110 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 111 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 112 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 113 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 114 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 115 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 116 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 117 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 118 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 119 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |

|     |   |   |   |   |   |   |   |   |     |
|-----|---|---|---|---|---|---|---|---|-----|
| 120 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 121 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 122 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 123 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 124 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 125 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 126 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 127 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 128 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 129 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 130 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 131 | 2 | 1 | 2 | 1 | 2 | 1 | 2 | 1 | 1.5 |
| 132 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2   |
| 133 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 134 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 135 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 136 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 137 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 138 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 139 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 140 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 141 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 142 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 143 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 144 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 145 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 146 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 147 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 148 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 149 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 150 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 151 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 152 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 153 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 154 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 155 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 156 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 157 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 158 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |



|     |   |   |   |   |   |   |   |   |     |
|-----|---|---|---|---|---|---|---|---|-----|
| 159 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 160 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1   |
| 161 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 162 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 163 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 164 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 165 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 166 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 167 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 168 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 3.5 |
| 169 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 170 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 171 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 172 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 173 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 174 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 175 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 176 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 177 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 178 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 179 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 180 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 181 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 182 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2.5 |
| 183 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3   |
| 184 | 2 | 0 | 2 | 0 | 2 | 0 | 2 | 0 | 1   |
| 185 | 2 | 1 | 2 | 1 | 2 | 1 | 2 | 1 | 1.5 |
| 186 | 4 | 0 | 4 | 0 | 4 | 0 | 4 | 0 | 2   |
| 187 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3.5 |
| 188 | 2 | 0 | 2 | 0 | 2 | 0 | 2 | 0 | 1   |
| 189 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 190 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |
| 191 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 192 | 1 | 4 | 1 | 4 | 1 | 4 | 1 | 4 | 2.5 |
| 193 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4   |
| 194 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 195 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 3   |
| 196 | 2 | 4 | 2 | 4 | 2 | 4 | 2 | 4 | 3   |
| 197 | 3 | 2 | 3 | 2 | 3 | 2 | 3 | 2 | 2.5 |

|     |       |       |      |       |      |      |      |       |       |
|-----|-------|-------|------|-------|------|------|------|-------|-------|
| 198 | 4     | 2     | 4    | 2     | 4    | 2    | 4    | 2     | 3     |
| 199 | 1     | 1     | 1    | 1     | 1    | 1    | 1    | 1     | 1     |
| 200 | 1     | 1     | 1    | 1     | 1    | 1    | 1    | 1     | 1     |
|     | 2.665 | 2.955 | 2.68 | 2.955 | 2.68 | 2.94 | 2.68 | 2.965 | 2.815 |

### 6.3. Lampiran Uji Validitas dan Reabilitas

#### 1. Advertorial

NEW FILE.

DATASET NAME DataSet1 WINDOW=FRONT.

CORRELATIONS

/VARIABLES=VAR00001 VAR00002 VAR00003 VAR00004 VAR00005 VAR00006 VAR00007  
VAR00008 VAR00009

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

#### Correlations

#### Notes

|                |                |                      |
|----------------|----------------|----------------------|
| Output Created |                | 13-JUN-2016 09:43:36 |
| Comments       |                |                      |
| Input          | Active Dataset | DataSet1             |
|                | Filter         | <none>               |
|                | Weight         | <none>               |
|                | Split File     | <none>               |

|                        |                                |  |
|------------------------|--------------------------------|--|
|                        | N of Rows in Working Data File | 200  |
| Missing Value Handling | Definition of Missing          | User-defined missing values are treated as missing.  |
|                        | Cases Used                     | Statistics for each pair of variables are based on all the cases with valid data for that pair.  |
| Syntax                 |                                | <p>CORRELATIONS</p> <p>/VARIABLES=VAR00001 VAR00002 VAR00003 VAR00004 VAR00005 VAR00006 VAR00007 VAR00008 VAR00009</p> <p>/PRINT=TWOTAIL NOSIG</p> <p>/MISSING=PAIRWISE.</p> |
|                        | Processor Time                 | 00:00:00,05  |
| Resources              | Elapsed Time                   | 00:00:00,05  |

[DataSet1]

### Correlations

|      |                     | X1.1   | X1.2   | X1.3   | X1.4   | X1.5   | X1.6   |
|------|---------------------|--------|--------|--------|--------|--------|--------|
| X1.1 | Pearson Correlation | 1      | ,654** | ,498** | ,558** | ,558** | ,484** |
|      | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
| X1.2 | Pearson Correlation | ,654** | 1      | ,808** | ,616** | ,613** | ,517** |
|      | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    | 200    | 200    | 200    |

|       |                     |        |        |        |        |        |        |
|-------|---------------------|--------|--------|--------|--------|--------|--------|
|       | Pearson Correlation | ,498** | ,808** | 1      | ,604** | ,588** | ,504** |
| X1.3  | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,558** | ,616** | ,604** | 1      | ,856** | ,722** |
| X1.4  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,558** | ,613** | ,588** | ,856** | 1      | ,757** |
| X1.5  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   |        | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,484** | ,517** | ,504** | ,722** | ,757** | 1      |
| X1.6  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,459** | ,511** | ,586** | ,511** | ,469** | ,507** |
| X1.7  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,540** | ,413** | ,359** | ,534** | ,543** | ,519** |
| X1.8  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,760** | ,826** | ,794** | ,855** | ,853** | ,795** |
| Total | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |

### Correlations

|      |                     | X1.7   | X1.8   | Total  |
|------|---------------------|--------|--------|--------|
| X1.1 | Pearson Correlation | ,459   | ,540** | ,760** |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.2 | Pearson Correlation | ,511** | ,413   | ,826** |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.3 | Pearson Correlation | ,586** | ,359** | ,794   |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.4 | Pearson Correlation | ,511** | ,534** | ,855** |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.5 | Pearson Correlation | ,469** | ,543** | ,853** |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.6 | Pearson Correlation | ,507** | ,519** | ,795** |
|      | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|      | N                   | 200    | 200    | 200    |
| X1.7 | Pearson Correlation | 1**    | ,537** | ,720** |
|      | Sig. (2-tailed)     |        | ,000   | ,000   |

|       |                     |        |        |        |
|-------|---------------------|--------|--------|--------|
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,537** | 1**    | ,691** |
| X1.8  | Sig. (2-tailed)     | ,000   |        | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,720** | ,691** | 1**    |
| Total | Sig. (2-tailed)     | ,000   | ,000   |        |
|       | N                   | 200    | 200    | 200    |

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

#### RELIABILITY

```
/VARIABLES=VAR00001 VAR00002 VAR00003 VAR00004 VAR00005 VAR00006 VAR00007
VAR00008
```

```
/SCALE('ALL VARIABLES') ALL
```

```
/MODEL=ALPHA.
```

#### Reliability

#### Notes

|                |                      |          |
|----------------|----------------------|----------|
| Output Created | 13-JUN-2016 09:52:38 |          |
| Comments       |                      |          |
| Input          | Active Dataset       | DataSet1 |
|                | Filter               | <none>   |
|                | Weight               | <none>   |

|                        |                                |   |             |
|------------------------|--------------------------------|---|-------------|
|                        | Split File                     | <none>  |             |
|                        | N of Rows in Working Data File |   | 200         |
|                        | Matrix Input                   |   |             |
| Missing Value Handling | Definition of Missing          | User-defined missing values are treated as missing.                                   |             |
|                        | Cases Used                     | Statistics are based on all cases with valid data for all variables in the procedure. |             |
| Syntax                 |                                | RELIABILITY   |             |
|                        |                                | /VARIABLES=VAR00001 VAR00002 VAR00003 VAR00004 VAR00005 VAR00006 VAR00007 VAR00008    |             |
|                        |                                | /SCALE('ALL VARIABLES') ALL   |             |
|                        |                                | /MODEL=ALPHA.   |             |
| Resources              | Processor Time                 |   | 00:00:00,00 |
|                        | Elapsed Time                   |   | 00:00:00,01 |

[DataSet1]

## Scale: ALL VARIABLES

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 200 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 200 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,912             | 8          |



## 2. Iklan

CORRELATIONS

/VARIABLES=VAR00010 VAR00011 VAR00012 VAR00013 VAR00014 VAR00015 VAR00016  
VAR00017 VAR00018

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

### Correlations

|                        |                                | Notes   |
|------------------------|--------------------------------|---|
| Output Created         |                                | 13-JUN-2016 11:25:21  |
| Comments               |                                |   |
| Input                  | Active Dataset                 | DataSet1  |
|                        | Filter                         | <none>  |
|                        | Weight                         | <none>  |
|                        | Split File                     | <none>  |
|                        | N of Rows in Working Data File | 200   |
|                        | Definition of Missing          | User-defined missing values are treated as missing.   |
| Missing Value Handling | Cases Used                     | Statistics for each pair of variables are based on all the cases with valid data for that pair. |

|           |  |             |
|-----------|--|-------------|
| Syntax    | CORRELATIONS   |             |
|           | /VARIABLES=VAR00010 VAR00011<br>VAR00012 VAR00013 VAR00014<br>VAR00015 VAR00016 VAR00017<br>VAR00018 |             |
|           | /PRINT=TWOTAIL NOSIG   |             |
|           | /MISSING=PAIRWISE.   |             |
| Resources | Processor Time   | 00:00:00,03 |
|           | Elapsed Time   | 00:00:00,73 |

[DataSet1]

**Correlations**

|                      | X2.1   | X2.2   | X2.3   | X2.4   | X2.5   | X2.6   |
|----------------------|--------|--------|--------|--------|--------|--------|
| Pearson Correlation  | 1      | ,659** | ,659** | ,472** | ,504** | ,392** |
| X2.1 Sig. (2-tailed) |        | ,000   | ,000   | ,000   | ,000   | ,000   |
| N                    | 200    | 200    | 200    | 200    | 200    | 200    |
| Pearson Correlation  | ,659** | 1      | ,810** | ,655** | ,699** | ,613** |
| X2.2 Sig. (2-tailed) | ,000   |        | ,000   | ,000   | ,000   | ,000   |
| N                    | 200    | 200    | 200    | 200    | 200    | 200    |
| Pearson Correlation  | ,659** | ,810** | 1      | ,690** | ,695** | ,522** |
| X2.3 Sig. (2-tailed) | ,000   | ,000   |        | ,000   | ,000   | ,000   |
| N                    | 200    | 200    | 200    | 200    | 200    | 200    |

|       |                     |        |        |        |        |        |        |
|-------|---------------------|--------|--------|--------|--------|--------|--------|
|       | Pearson Correlation | ,472** | ,655** | ,690** | 1      | ,816** | ,571** |
| X2.4  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,504** | ,699** | ,695** | ,816** | 1      | ,575** |
| X2.5  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   |        | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,392** | ,613** | ,522** | ,571** | ,575** | 1      |
| X2.6  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,401** | ,544** | ,479** | ,508** | ,523** | ,667** |
| X2.7  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,395** | ,631** | ,585** | ,555** | ,585** | ,684** |
| X2.8  | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,689** | ,868** | ,844** | ,821** | ,842** | ,781** |
| Total | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |

#### Correlations

|      |                     | X2.7 | X2.8   | Total  |
|------|---------------------|------|--------|--------|
| X2.1 | Pearson Correlation | ,401 | ,395** | ,689** |
|      | Sig. (2-tailed)     | ,000 | ,000   | ,000   |

|       |                     |        |        |        |
|-------|---------------------|--------|--------|--------|
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,544** | ,631   | ,868** |
| X2.2  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,479** | ,585** | ,844   |
| X2.3  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,508** | ,555** | ,821** |
| X2.4  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,523** | ,585** | ,842** |
| X2.5  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,667** | ,684** | ,781** |
| X2.6  | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | 1**    | ,817** | ,772** |
| X2.7  | Sig. (2-tailed)     |        | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    |
|       | Pearson Correlation | ,817** | 1**    | ,817** |
| X2.8  | Sig. (2-tailed)     | ,000   |        | ,000   |
|       | N                   | 200    | 200    | 200    |
| Total | Pearson Correlation | ,772** | ,817** | 1**    |

|                 |      |      |     |
|-----------------|------|------|-----|
| Sig. (2-tailed) | ,000 | ,000 |     |
| N               | 200  | 200  | 200 |

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

RELIABILITY

/VARIABLES=VAR00010 VAR00011 VAR00012 VAR00013 VAR00014 VAR00015 VAR00016  
VAR00017

/SCALE('ALL VARIABLES') ALL

/MODEL=ALPHA.

**Reliability**

**Notes**

|                                |  |
|--------------------------------|--|
| Output Created                 | 13-JUN-2016 11:27:31   |
| Comments                       |  |
| Active Dataset                 | DataSet1   |
| Filter                         | <none>   |
| Weight                         | <none>   |
| Input                          |  |
| Split File                     | <none>   |
| N of Rows in Working Data File | 200  |
| Matrix Input                   |  |
| Missing Value Handling         | Definition of Missing<br>User-defined missing values are treated as missing. |

|           |                |   |
|-----------|----------------|---|
| Syntax    | Cases Used     | Statistics are based on all cases with valid data for all variables in the procedure.   |
|           |                | RELIABILITY<br><br>/VARIABLES=VAR00010 VAR00011<br>VAR00012 VAR00013 VAR00014<br>VAR00015 VAR00016 VAR00017<br><br>/SCALE('ALL VARIABLES') ALL<br><br>/MODEL=ALPHA. |
| Resources | Processor Time | 00:00:00,00   |
|           | Elapsed Time   | 00:00:00,00   |

[DataSet1]

### Scale: ALL VARIABLES

#### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 200 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 200 | 100,0 |

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

#### Reliability Statistics

|                  |            |
|------------------|------------|
| Cronbach's Alpha | N of Items |
| ,922             | 8          |

### 3. Citra Merek

#### CORRELATIONS

/VARIABLES=VAR00019 VAR00020 VAR00021 VAR00022 VAR00023 VAR00024 VAR00025  
VAR00026 VAR00027

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

#### Correlations

##### Notes

|                        |                                |   |
|------------------------|--------------------------------|---|
| Output Created         |                                | 13-JUN-2016 11:32:48                                |
| Comments               |                                |   |
|                        | Active Dataset                 | DataSet1  |
|                        | Filter                         | <none>  |
| Input                  | Weight                         | <none>  |
|                        | Split File                     | <none>  |
|                        | N of Rows in Working Data File | 200   |
| Missing Value Handling | Definition of Missing          | User-defined missing values are treated as missing. |

|           |                |  |
|-----------|----------------|--|
|           | Cases Used     | Statistics for each pair of variables are based on all the cases with valid data for that pair.  |
| Syntax    |                | <p>CORRELATIONS</p> <p>/VARIABLES=VAR00019 VAR00020 VAR00021 VAR00022 VAR00023 VAR00024 VAR00025 VAR00026 VAR00027</p> <p>/PRINT=TWOTAIL NOSIG</p> <p>/MISSING=PAIRWISE.</p> |
| Resources | Processor Time | 00:00:00,05  |
|           | Elapsed Time   | 00:00:00,11  |

[DataSet1]

**Correlations**

|    |                     | Z1     | Z2     | Z3     | Z4     | Z5      | Z6      |
|----|---------------------|--------|--------|--------|--------|---------|---------|
| Z1 | Pearson Correlation | 1      | ,595** | ,443** | ,511** | 1,000** | ,595**  |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   | ,000    | ,000    |
|    | N                   | 200    | 200    | 200    | 200    | 200     | 200     |
| Z2 | Pearson Correlation | ,595** | 1      | ,595** | ,552** | ,595**  | 1,000** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000    | ,000    |
|    | N                   | 200    | 200    | 200    | 200    | 200     | 200     |
| Z3 | Pearson Correlation | ,443** | ,595** | 1      | ,704** | ,443**  | ,595**  |



|       |                     |         |         |         |         |        |        |
|-------|---------------------|---------|---------|---------|---------|--------|--------|
|       | Sig. (2-tailed)     | ,000    | ,000    |         | ,000    | ,000   | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | ,511**  | ,552**  | ,704**  | 1       | ,511** | ,552** |
| Z4    | Sig. (2-tailed)     | ,000    | ,000    | ,000    |         | ,000   | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | 1,000** | ,595**  | ,443**  | ,511**  | 1      | ,595** |
| Z5    | Sig. (2-tailed)     | ,000    | ,000    | ,000    | ,000    |        | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | ,595**  | 1,000** | ,595**  | ,552**  | ,595** | 1      |
| Z6    | Sig. (2-tailed)     | ,000    | ,000    | ,000    | ,000    | ,000   |        |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | ,443**  | ,595**  | 1,000** | ,704**  | ,443** | ,595** |
| Z7    | Sig. (2-tailed)     | ,000    | ,000    | ,000    | ,000    | ,000   | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | ,511**  | ,552**  | ,704**  | 1,000** | ,511** | ,552** |
| Z8    | Sig. (2-tailed)     | ,000    | ,000    | ,000    | ,000    | ,000   | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |
|       | Pearson Correlation | ,776**  | ,835**  | ,827**  | ,848**  | ,776** | ,835** |
| Total | Sig. (2-tailed)     | ,000    | ,000    | ,000    | ,000    | ,000   | ,000   |
|       | N                   | 200     | 200     | 200     | 200     | 200    | 200    |

#### Correlations

|  | Z7 | Z8 | Total |
|--|----|----|-------|
|--|----|----|-------|

|    |                     |         |         |        |
|----|---------------------|---------|---------|--------|
|    | Pearson Correlation | ,443    | ,511**  | ,776** |
| Z1 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | ,595**  | ,552    | ,835** |
| Z2 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | 1,000** | ,704**  | ,827   |
| Z3 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | ,704**  | 1,000** | ,848** |
| Z4 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | ,443**  | ,511**  | ,776** |
| Z5 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | ,595**  | ,552**  | ,835** |
| Z6 | Sig. (2-tailed)     | ,000    | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | 1**     | ,704**  | ,827** |
| Z7 | Sig. (2-tailed)     |         | ,000    | ,000   |
|    | N                   | 200     | 200     | 200    |
|    | Pearson Correlation | ,704**  | 1**     | ,848** |
| Z8 | Sig. (2-tailed)     | ,000    |         | ,000   |

|       |                     |        |        |     |
|-------|---------------------|--------|--------|-----|
|       | N                   | 200    | 200    | 200 |
|       | Pearson Correlation | ,827** | ,848** | 1** |
| Total | Sig. (2-tailed)     | ,000   | ,000   |     |
|       | N                   | 200    | 200    | 200 |

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

#### RELIABILITY

/VARIABLES=VAR00019 VAR00020 VAR00021 VAR00022 VAR00023 VAR00024 VAR00025  
VAR00026

/SCALE('ALL VARIABLES') ALL

/MODEL=ALPHA.

#### Reliability

#### Notes

|                                |                      |  |
|--------------------------------|----------------------|--|
| Output Created                 | 13-JUN-2016 11:35:40 |  |
| Comments                       |                      |  |
| Active Dataset                 | DataSet1             |  |
| Filter                         | <none>               |  |
| Weight                         | <none>               |  |
| Split File                     | <none>               |  |
| N of Rows in Working Data File | 200                  |  |

|                        |                       |   |
|------------------------|-----------------------|---|
|                        | Matrix Input          |   |
|                        | Definition of Missing | User-defined missing values are treated as missing.   |
| Missing Value Handling | Cases Used            | Statistics are based on all cases with valid data for all variables in the procedure.   |
| Syntax                 |                       | RELIABILITY<br>/VARIABLES=VAR00019 VAR00020<br>VAR00021 VAR00022 VAR00023<br>VAR00024 VAR00025 VAR00026<br>/SCALE('ALL VARIABLES') ALL<br>/MODEL=ALPHA. |
| Resources              | Processor Time        | 00:00:00,02   |
|                        | Elapsed Time          | 00:00:00,02   |

[DataSet1]

## Scale: ALL VARIABLES

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
|       | Valid                 | 200 | 100,0 |
| Cases | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 200 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,931             | 8          |

### 4. WOM

#### CORRELATIONS

```
/VARIABLES=VAR00028 VAR00029 VAR00030 VAR00031 VAR00032 VAR00033 VAR00034  
VAR00035 VAR00036
```

```
/PRINT=TWOTAIL NOSIG
```

```
/MISSING=PAIRWISE.
```

#### Correlations

#### Notes

|                |                                  |
|----------------|----------------------------------|
| Output Created | 13-JUN-2016 11:37:57             |
| Comments       |                                  |
| Input          | Active Dataset<br>DataSet1       |
|                | Filter<br><none>                 |
|                | Weight<br><none>                 |
|                | Split File<br><none>             |
|                | N of Rows in Working Data<br>200 |
|                | File                             |

|                        |                       |  |
|------------------------|-----------------------|--|
|                        | Definition of Missing | User-defined missing values are treated as missing.  |
| Missing Value Handling | Cases Used            | Statistics for each pair of variables are based on all the cases with valid data for that pair.  |
| Syntax                 |                       | <p>CORRELATIONS</p> <p>/VARIABLES=VAR00028 VAR00029 VAR00030 VAR00031 VAR00032 VAR00033 VAR00034 VAR00035 VAR00036</p> <p>/PRINT=TWOTAIL NOSIG</p> <p>/MISSING=PAIRWISE.</p> |
| Resources              | Processor Time        | 00:00:00,05  |
|                        | Elapsed Time          | 00:00:00,41  |

[DataSet1]

### Correlations

|    | Y1                  | Y2     | Y3     | Y4     | Y5     | Y6     |
|----|---------------------|--------|--------|--------|--------|--------|
| Y1 |                     |        |        |        |        |        |
|    | Pearson Correlation | 1      | ,377** | ,977** | ,370** | ,977** |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    | 200    | 200    |
| Y2 |                     |        |        |        |        |        |
|    | Pearson Correlation | ,377** | 1      | ,382** | ,996** | ,384** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    | 200    | 200    |
| Y3 |                     |        |        |        |        |        |
|    | Pearson Correlation | ,977** | ,382** | 1      | ,385** | ,964** |
|    | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   | ,000   |

|       |                     |        |        |        |        |        |        |
|-------|---------------------|--------|--------|--------|--------|--------|--------|
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,370** | ,996** | ,385** | 1      | ,383** | ,985** |
| Y4    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,977** | ,384** | ,964** | ,383** | 1      | ,376** |
| Y5    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   |        | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,364** | ,989** | ,360** | ,985** | ,376** | 1      |
| Y6    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,982** | ,386** | ,985** | ,389** | ,995** | ,373** |
| Y7    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,370** | ,996** | ,385** | ,996** | ,378** | ,985** |
| Y8    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |
|       | Pearson Correlation | ,804** | ,847** | ,808** | ,846** | ,811** | ,835** |
| TOTAL | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|       | N                   | 200    | 200    | 200    | 200    | 200    | 200    |

#### Correlations

|    |                     | Y7   | Y8     | TOTAL  |
|----|---------------------|------|--------|--------|
| Y1 | Pearson Correlation | ,982 | ,370** | ,804** |

|    |                     |        |        |        |
|----|---------------------|--------|--------|--------|
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,386** | ,996   | ,847** |
| Y2 | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,985** | ,385** | ,808   |
| Y3 | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,389** | ,996** | ,846** |
| Y4 | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,995** | ,378** | ,811** |
| Y5 | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,373** | ,985** | ,835** |
| Y6 | Sig. (2-tailed)     | ,000   | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | 1**    | ,384** | ,816** |
| Y7 | Sig. (2-tailed)     |        | ,000   | ,000   |
|    | N                   | 200    | 200    | 200    |
|    | Pearson Correlation | ,384** | 1**    | ,845** |
| Y8 | Sig. (2-tailed)     | ,000   |        | ,000   |
|    | N                   | 200    | 200    | 200    |



|       |                     |        |        |     |
|-------|---------------------|--------|--------|-----|
|       | Pearson Correlation | ,816** | ,845** | 1** |
| TOTAL | Sig. (2-tailed)     | ,000   | ,000   |     |
|       | N                   | 200    | 200    | 200 |

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

#### RELIABILITY

/VARIABLES=VAR00028 VAR00029 VAR00030 VAR00031 VAR00032 VAR00033 VAR00034  
VAR00035

/SCALE('ALL VARIABLES') ALL

/MODEL=ALPHA.

#### Reliability

##### Notes

|                           |                      |
|---------------------------|----------------------|
| Output Created            | 13-JUN-2016 11:40:38 |
| Comments                  |                      |
| Active Dataset            | DataSet1             |
| Filter                    | <none>               |
| Weight                    | <none>               |
| Input                     |                      |
| Split File                | <none>               |
| N of Rows in Working Data | 200                  |
| File                      |                      |
| Matrix Input              |                      |

|                        |                       |   |
|------------------------|-----------------------|---|
|                        | Definition of Missing | User-defined missing values are treated as missing.   |
| Missing Value Handling | Cases Used            | Statistics are based on all cases with valid data for all variables in the procedure.   |
| Syntax                 |                       | RELIABILITY<br>/VARIABLES=VAR00028 VAR00029<br>VAR00030 VAR00031 VAR00032<br>VAR00033 VAR00034 VAR00035<br>/SCALE('ALL VARIABLES') ALL<br>/MODEL=ALPHA. |
| Resources              | Processor Time        | 00:00:00,02   |
|                        | Elapsed Time          | 00:00:00,02   |

[DataSet1]

### Scale: ALL VARIABLES

#### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
|       | Valid                 | 200 | 100,0 |
| Cases | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 200 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,934             | 8          |

