

LAMPIRAN A

KUISIONER PENELITIAN TUGAS AKHIR KULIAH PENGARUH PERILAKU TENAGA PENJUALAN TERHADAP KEPUTUSAN PEMBELIAN KONSUMEN

Petunjuk Bagian 1 : Jawablah pertanyaan di bawah ini dengan menyilang (x) atau melingkari (o) jawaban yang paling sesuai berdasarkan pengalaman Bapak/Ibu/Saudara/Saudari.

BAGIAN 1 : Pengalaman Responden

1. Sebelum melakukan pembelian produk, pernahkah Bapak/Ibu/Saudara/Saudari berinteraksi dengan tenaga penjualan ?

1.	Ya
2.	Tidak

2. Jika Bapak/Ibu/Saudara/Saudari menjawab "YA" pada pertanyaan diatas, pada produk apa ?

1.	Produk Kesehatan
2.	Produk Kecantikan
3.	Produk Rumah Tangga
4.	Produk Fashion

3. Apakah Bapak/Ibu/Saudara/Saudari pernah membeli produk diatas (butir 2) ?

1.	Ya
2.	Tidak

Petunjuk Bagian 2 sampai 6 : Berikan penilaian Bpk/Ibu/Saudara/Saudari terhadap pernyataan-pernyataan di bawah ini dengan memberikan tanda checklist (√) atau tanda silang (x) pada jawaban yang dianggap paling sesuai.

SS	=	Sangat Setuju	N	=	Netral	STS	=	Sangat Tidak Setuju
S	=	Setuju	TS	=	Tidak Setuju			

BAGIAN 2 : Perilaku Etis/Etika

<i>Pernyataan di bawah ini berkenaan dengan etika tenaga penjualan dalam melayani Bpk/Ibu/Saudara/Saudari</i>	SS (5)	S (4)	N (3)	TS (2)	STS (1)
Saya merasa bahwa tenaga penjualan berperilaku etis selama proses penjualan.					
Saya merasa bahwa tenaga penjualan berperilaku secara adil, jujur dan transparan					
Saya merasa bahwa sikap tenaga penjualan dapat dipercaya dan bertanggung jawab secara moral.					

BAGIAN 3 : Kemampuan Mendengarkan

<i>Pernyataan di bawah ini berkenaan dengan Kemampuan Mendengarkan tenaga penjualan dalam melayani Bpk/Ibu/Saudara/Saudari</i>	SS (5)	S (4)	N (3)	TS (2)	STS (1)
Saya merasa tenaga penjualan mau mendengarkan apa yang saya ucapkan secara benar.					
Tenaga penjualan sering mendengarkan apa yang saya ucapkan dan meresponnya dengan baik.					
Saya merasa bahwa tenaga penjualan mendengarkan apa yang saya ucapkan dan berusaha untuk menyesuaikan dengan apa yang saya inginkan.					

BAGIAN 4 : Keterampilan Relasional

<i>Pernyataan di bawah ini berkenaan dengan kemampuan tenaga penjualan dalam membangun hubungan dengan Bpk/Ibu/Saudara/Saudari</i>	SS (5)	S (4)	N (3)	TS (2)	STS (1)
Tenaga penjualan sering menunjukkan upaya untuk mempertahankan hubungan baik antara penjual dan pembeli.					
Tenaga penjual selalu merespon pelanggan dengan baik, untuk memperkuat hubungan					

yang baik/sehat dengan pelanggan.					
Saya merasa bahwa tenaga penjualan merespon saya dengan baik untuk membangun hubungan yang lebih baik dengan saya.					

BAGIAN 5 : Kecerdasan Emosional

<i>Pernyataan di bawah ini berkenaan dengan Kecerdasan Emosional tenaga penjual dalam melayani Bpk/Ibu/Saudara/Saudari</i>	SS (5)	S (4)	N (3)	TS (2)	STS (1)
Saya merasa bahwa tenaga penjualan memahami emosi saya dalam membuat keputusan pembelian.					
Seringkali tenaga penjualan memahami pikiran saya dan meresponnya secara efektif.					
Saya melihat bahwa tenaga penjualan memahami pikiran saya dan memberikan saran untuk membantu saya dalam pengambilan keputusan.					

BAGIAN 6 : Keputusan Pembelian

<i>Pernyataan di bawah ini berkenaan dengan keputusan pembelian Bapak/Ibu/Saudara/Saudari</i>	Membeli	Tidak Membeli
Setelah saya mendengarkan penjelasan dari tenaga penjualan, saya akan membuat keputusan pembelian.		

Petunjuk Bagian 7 : Pertanyaan dibawah ini berkenaan dengan biodata Bpk/Ibu/Saudara/Saudari. Jawablah pertanyaan berikut dengan menyilang (x) atau melingkari (o) nomor jawaban yang paling sesuai.

BAGIAN 7 : Karakteristik Responden

1. Apa jenis kelamin Bpk/Ibu/Saudara/Saudari ?

1.	Pria
2.	Wanita

2. Berapakan usia Bpk/Ibu/Saudara/Saudari pada ulang tahun terakhir ?

1.	< 20 tahun	4.	41 – 50 tahun
2.	20 – 30 tahun	5.	51 – 60 tahun
3.	31 – 40 tahun	6.	> 60 tahun

3. Apa pendidikan Bpk/Ibu/Saudara/Saudari ?

1.	SD	4.	Diploma
2.	SMP	5.	S1
3.	SMU	6.	S2/S3

4. Apa pekerjaan Bpk/Ibu/Saudara/Saudari ?

1.	Pelajar/Mahasiswa/i
2.	Pegawai Swasta
5.	PNS/TNI/Polri
6.	Tidak Bekerja (Ibu Rumah Tangga)
7.	Lain-lain, sebutkan <hr/>

LAMPIRAN B

REKAPITULASI DATA JAWABAN RESPONDEN UNTUK UJI VALIDITAS DAN RELIABILITAS INSTRUMEN PENELITIAN

PE1	PE2	PE3	KM1	KM2	KM3	KR1	KR2	KR3	KE1	KE2	KE3	KP1	KP2	KP3
5	4	4	5	5	5	4	4	5	4	4	4	4	5	4
4	5	5	4	4	4	5	4	4	3	4	4	5	5	5
4	4	4	4	5	5	5	5	5	3	4	4	5	3	4
3	4	4	4	4	3	4	5	4	4	4	4	4	4	4
4	2	4	4	4	4	4	4	4	4	4	4	2	4	4
4	3	4	3	3	4	4	3	4	4	4	4	4	3	3
4	5	4	4	4	4	5	5	4	5	4	5	3	4	5
5	4	4	4	5	4	3	3	4	4	4	5	5	4	5
4	3	3	4	4	4	4	4	4	3	3	4	4	4	4
4	3	5	4	4	5	4	5	5	3	4	4	4	4	5
4	5	4	5	4	4	4	4	4	4	4	5	5	5	5
4	3	4	4	4	4	4	4	4	4	4	4	4	4	4
4	3	3	4	4	5	4	4	4	2	2	4	4	5	5
4	3	4	5	5	4	4	4	4	3	4	4	3	4	5
4	3	3	4	4	4	3	4	4	3	3	3	4	4	4
4	3	2	5	5	5	4	4	4	3	2	3	3	4	4
3	3	3	5	5	5	3	4	3	2	3	4	4	5	5
4	3	4	4	4	4	4	3	4	4	4	4	4	3	4
5	3	2	4	4	4	4	4	4	2	4	5	5	5	5

(Lanjutan Rekapitulasi Data Jawaban Responden Untuk Uji Validitas Dan Reliabilitas Instrumen Penelitian)

3	2	3	3	3	4	4	4	4	3	4	3	4	4	5
4	4	2	3	4	5	4	4	5	4	3	3	3	3	4
4	3	3	5	4	4	5	5	5	4	3	4	4	3	5
2	4	4	3	4	5	4	4	3	3	3	4	3	4	3
4	4	3	4	3	3	4	4	4	5	5	4	5	5	4
3	3	3	4	4	4	4	3	4	3	4	3	4	3	3
4	4	4	5	4	4	4	4	4	3	4	4	5	5	5
3	3	4	3	4	4	5	5	4	5	5	4	5	3	4
4	3	4	3	4	4	5	4	5	3	4	4	5	5	5
5	5	5	3	2	2	5	5	4	5	4	4	4	4	4
4	3	4	4	4	5	5	5	4	3	4	4	4	4	4
5	5	4	4	4	5	4	4	3	4	2	4	4	4	4
5	5	5	4	4	3	4	4	5	4	5	3	5	4	4
5	4	4	4	4	5	4	4	4	5	5	5	5	5	5
5	4	4	5	4	4	4	3	4	5	4	5	5	4	4
5	5	4	4	5	4	4	4	3	5	4	4	5	4	4

LAMPIRAN C

HASIL UJI VALIDITAS & RELIABILITAS INSTRUMEN PENELITIAN

Perilaku Etis

Case Processing Summary

		N	%
Cases	Valid	35	100.0
	Excluded ^a	0	.0
	Total	35	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.614	.609	3

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

Item Statistics

	Mean	Std. Deviation	N
PE1	4.06	.725	35
PE2	3.63	.877	35
PE3	3.71	.789	35

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
PE1	7.34	1.997	.353	.163	.606
PE2	7.77	1.358	.547	.300	.309
PE3	7.69	1.810	.384	.191	.568

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
11.40	3.247	1.802	3

Kemampuan Mendengarkan

Case Processing Summary

		N	%
Cases	Valid	35	100.0
	Excluded ^a	0	.0
	Total	35	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.688	.694	3

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

Item Statistics

	Mean	Std. Deviation	N
KM1	4.03	.664	35
KM2	4.06	.639	35
KM3	4.17	.707	35

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
KM1	8.23	1.417	.401	.329	.719
KM2	8.20	1.106	.726	.528	.301
KM3	8.09	1.316	.417	.344	.710

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
12.26	2.491	1.578	3

Keterampilan Relasional

Case Processing Summary

		N	%
Cases	Valid	35	100.0
	Excluded ^a	0	.0
	Total	35	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.649	.650	3

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

Item Statistics

	Mean	Std. Deviation	N
KR1	4.14	.550	35
KR2	4.09	.612	35
KR3	4.09	.562	35

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
KR1	8.17	.852	.588	.374	.379
KR2	8.23	.829	.492	.331	.507
KR3	8.23	1.064	.320	.118	.727

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
12.31	1.751	1.323	3

Kecerdasan Emosional

Case Processing Summary

		N	%
Cases	Valid	35	100.0
	Excluded ^a	0	.0
	Total	35	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.604	.602	3

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

Item Statistics

	Mean	Std. Deviation	N
KE1	3.66	.906	35
KE2	3.77	.770	35
KE3	4.00	.594	35

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
KE1	7.77	1.182	.486	.250	.398
KE2	7.66	1.467	.481	.243	.401
KE3	7.43	2.076	.309	.096	.638

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
11.43	2.958	1.720	3

LAMPIRAN D

REKAPITULASI DATA JAWABAN KUISIONER

No.	PE1	PE2	PE3	KM1	KM2	KM3	KR1	KR2	KR3	KE1	KE2	KE3	KP	JK	USIA	PENDIDIKAN	PEKERJAAN	PRODUK
1.	5	4	3	5	5	4	4	4	3	2	3	2	1	2	2	3	2	2
2.	3	3	4	4	4	4	3	2	3	3	3	4	1	1	2	4	4	4
3.	3	3	4	3	3	3	3	3	4	4	4	3	1	2	3	4	4	2
4.	5	4	5	3	3	3	4	4	3	3	3	2	1	2	2	6	1	3
5.	3	2	2	5	4	5	5	4	3	4	5	3	1	2	2	1	4	2
6.	3	3	4	5	4	5	3	2	3	5	4	3	1	2	2	2	4	4
7.	1	2	2	3	1	3	3	2	3	4	4	3	1	2	3	5	4	1
8.	4	4	4	2	3	2	2	3	3	4	4	3	1	1	2	5	3	3
9.	2	3	3	4	4	4	4	4	3	5	5	4	1	2	2	1	2	4
10.	3	3	4	3	3	3	2	3	2	3	3	4	1	1	2	5	2	3
11.	4	4	4	4	4	4	4	4	3	3	3	2	1	1	2	3	1	2
12.	1	3	3	3	2	2	2	3	3	4	4	3	1	1	2	5	3	2
13.	5	4	3	1	1	1	3	3	4	3	2	2	0	2	2	3	3	1
14.	3	2	3	4	4	4	3	3	4	4	4	3	1	2	3	2	1	3
15.	3	3	4	2	3	2	3	3	4	5	4	5	1	2	2	3	1	2
16.	5	5	5	4	4	5	3	3	4	5	4	5	1	2	2	1	1	4
17.	3	3	4	1	2	2	3	3	4	2	3	2	1	2	2	5	2	3
18.	2	3	2	3	3	2	3	1	3	3	3	4	1	1	2	5	1	3
19.	1	2	1	1	3	2	2	2	3	4	4	3	1	1	2	5	3	2
20.	1	3	1	3	3	3	5	4	3	3	3	4	1	1	2	3	4	1
21.	4	5	4	4	4	4	3	2	3	5	5	4	1	1	2	2	2	4
22.	4	4	4	3	1	2	3	1	3	4	4	3	1	2	1	5	2	1
23.	3	3	4	3	3	3	2	2	3	5	5	4	1	1	2	4	3	3

24.	3	3	4	2	2	2	4	4	3	3	3	4	1	2	2	5	4	3
25.	3	3	4	2	2	3	2	2	4	3	2	2	1	2	2	5	3	2
26.	4	4	4	5	4	4	4	4	3	4	4	3	1	2	2	2	1	1
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28.	3	3	4	4	4	4	5	5	5	3	3	4	1	1	2	2	2	1
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30.	4	4	3	4	4	3	4	4	3	3	3	4	1	2	2	3	2	2
31.	3	3	4	4	5	5	1	1	2	3	3	3	1	1	3	5	1	1
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33.	3	1	1	3	3	3	3	3	3	5	5	4	1	1	3	3	1	3
34.	3	3	4	3	3	3	3	2	2	3	3	3	1	1	2	5	2	2
35.	3	3	4	5	4	5	5	4	3	3	3	3	1	2	2	2	2	1
36.	4	4	3	2	1	1	3	3	3	4	4	3	1	1	3	5	1	3
37.	3	3	4	4	5	5	3	3	2	4	4	3	1	1	2	2	2	2
38.	3	2	3	4	4	3	2	2	3	2	2	3	1	2	2	5	1	1
39.	3	3	4	3	3	3	2	3	2	3	3	3	1	2	2	5	1	1
40.	5	4	4	4	4	3	3	3	3	3	3	3	1	1	1	4	2	1
41.	3	3	3	3	3	3	3	2	3	4	4	4	1	1	2	4	1	4
42.	4	4	3	3	3	2	4	4	3	4	4	3	1	1	1	4	2	4
43.	3	3	3	4	4	3	4	4	3	3	3	3	1	1	2	3	2	2
44.	3	3	3	1	3	3	3	3	3	1	2	1	0	1	2	3	2	4
45.	4	4	4	4	4	3	4	4	3	3	1	2	1	1	1	6	2	1
46.	3	3	3	5	5	5	3	3	2	5	4	3	1	1	3	2	2	4
47.	1	2	2	2	3	2	4	4	3	3	3	3	1	2	1	5	3	4
48.	3	3	3	4	4	3	2	3	2	4	4	3	1	1	3	4	3	4
49.	2	3	3	1	2	1	2	2	3	3	3	3	0	1	2	3	2	2
50.	3	2	2	2	1	1	4	5	5	3	3	3	1	2	2	5	2	4
51.	3	3	3	4	4	3	2	3	3	5	4	3	1	1	2	3	4	1

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53.	3	3	3	2	3	2	3	3	3	2	2	2	1	1	1	5	1	3
54.	3	2	2	3	2	3	4	4	4	4	4	3	1	2	1	3	2	3
55.	3	3	3	2	3	2	3	1	1	3	3	3	1	2	2	5	3	2
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62.	3	3	1	3	3	3	3	3	3	3	3	3	1	2	2	5	2	2
63.	3	3	3	2	2	1	2	2	1	3	3	3	0	2	2	4	3	4
64.	3	3	3	4	4	3	5	4	5	3	3	3	1	1	2	2	2	4
65.	5	4	3	3	3	3	1	2	2	3	3	3	1	2	2	5	2	2
66.	1	3	1	5	5	5	3	3	3	1	2	2	1	1	1	4	4	2
67.	4	4	3	3	3	3	3	3	3	3	3	3	1	2	4	5	1	1
68.	4	4	4	3	3	2	1	2	3	3	3	2	1	1	3	5	3	3
69.	1	1	3	4	4	3	4	4	3	4	5	4	1	2	1	2	2	1
70.	5	5	3	3	3	3	3	3	3	3	3	3	1	1	1	5	2	3
71.	5	4	4	2	3	2	3	3	3	3	1	1	1	2	4	5	1	3
72.	3	3	3	5	5	4	2	2	3	3	3	3	1	2	2	4	1	1
73.	3	3	3	3	3	3	4	4	3	3	3	3	1	2	3	4	1	2
74.	3	3	3	3	2	1	3	3	3	3	3	3	1	2	4	5	3	4
75.	3	2	2	3	2	2	4	4	3	3	3	3	1	2	2	5	3	3
76.	3	3	3	4	4	3	2	3	2	4	4	3	1	1	2	4	4	4
77.	3	3	3	4	4	3	4	4	3	4	4	3	1	1	2	3	3	1
78.	5	5	4	2	1	1	3	2	2	1	2	1	0	2	2	5	2	3
79.	4	4	3	3	3	3	4	4	3	4	4	4	1	1	2	3	4	3

80.	3	3	3	4	4	3	3	3	3	4	4	3	1	1	2	3	3	2
81.	3	2	2	5	4	4	4	4	3	2	2	1	1	1	1	6	2	4
82.	3	1	1	3	2	3	5	4	5	3	3	3	1	2	3	3	2	1
83.	3	3	3	2	1	1	2	3	2	4	5	4	1	1	4	5	4	2
84.	3	3	3	3	3	3	3	1	1	3	3	3	1	2	3	5	2	3
85.	3	3	3	1	2	1	4	5	3	2	3	3	1	1	3	5	3	1
86.	3	2	2	2	2	1	4	4	3	3	3	3	1	1	1	5	3	2
87.	5	5	4	5	4	4	2	1	3	3	3	3	1	2	2	5	2	1
88.	5	4	4	2	2	1	3	1	2	3	3	3	0	2	2	3	4	2
89.	5	4	3	3	2	1	4	4	3	3	3	3	1	2	1	5	2	4
90.	2	2	2	3	3	3	3	3	3	3	3	3	1	2	3	5	4	2
91.	2	2	2	4	4	3	4	4	3	2	3	2	1	2	2	6	1	3
92.	5	4	3	1	2	2	3	3	1	4	4	3	1	2	2	5	3	4
93.	1	2	1	2	2	1	3	3	3	2	2	3	0	1	2	3	2	4
94.	4	4	3	5	5	5	5	4	3	2	1	2	1	2	3	3	3	2
95.	3	3	1	2	3	3	3	1	1	3	3	3	1	1	2	5	2	1
96.	2	2	2	3	3	3	5	5	4	4	5	4	1	2	1	2	1	2
97.	2	3	2	3	3	3	4	5	4	5	5	5	1	2	2	2	1	3
98.	4	4	3	4	4	2	5	5	3	4	4	4	1	1	2	2	1	4
99.	4	4	4	5	4	4	4	4	2	4	4	2	1	2	2	3	2	4
100.	4	4	3	4	5	4	1	3	2	4	4	2	1	1	2	6	2	2
101.	3	3	3	4	4	2	2	1	1	4	5	4	1	1	1	5	2	2
102.	2	3	2	3	3	2	4	4	2	3	3	1	1	2	2	5	1	4
103.	3	1	2	3	1	1	5	5	3	3	3	1	1	2	2	5	1	3
104.	3	3	1	3	3	3	3	1	1	4	4	2	1	1	2	5	1	4
105.	3	3	3	4	4	2	3	3	3	3	3	3	1	1	2	6	2	2
106.	4	4	3	4	4	2	3	3	3	3	3	3	1	1	3	6	3	4
107.	1	1	2	3	3	3	3	3	2	1	2	1	1	2	3	5	4	1

108.	3	3	3	4	4	2	2	2	2	4	5	3	1	2	2	6	4	1
109.	3	3	3	3	3	3	2	3	1	3	2	2	1	2	2	5	1	3
110.	5	5	3	3	3	3	5	4	4	5	5	3	1	1	2	2	4	3
111.	3	3	3	4	4	2	3	3	3	4	4	2	1	1	2	4	2	2
112.	4	4	3	2	3	3	3	3	3	1	1	2	1	2	2	5	2	4
113.	2	2	1	4	4	2	3	3	3	5	4	4	1	2	3	3	2	2
114.	4	4	3	4	4	2	2	1	2	3	3	3	1	1	1	5	3	3
115.	2	1	1	4	4	2	3	3	3	3	3	1	1	1	3	5	1	1
116.	3	3	3	2	3	1	5	5	3	2	2	1	1	1	4	5	2	2
117.	4	4	3	3	3	3	1	3	2	3	3	1	1	2	2	5	2	1
118.	4	4	3	4	5	4	3	3	3	3	3	3	1	2	1	3	3	4
119.	3	3	2	3	3	3	3	3	3	4	4	2	1	1	3	6	2	4
120.	4	4	3	4	4	2	3	3	3	3	3	2	1	2	2	5	3	4
121.	3	2	2	1	1	2	3	3	3	3	3	2	1	1	2	5	3	1
122.	2	1	1	4	5	5	5	5	3	2	3	1	1	1	2	3	1	2
123.	5	5	4	3	3	3	5	5	5	5	4	4	1	2	2	2	2	3
124.	3	3	2	4	4	2	3	3	3	4	4	2	1	2	2	4	1	4
125.	3	3	2	3	1	1	5	5	3	3	3	2	1	1	2	5	2	3
126.	4	4	3	4	5	5	3	2	2	3	2	1	1	1	3	5	2	4
127.	3	3	2	2	3	1	3	3	3	5	4	3	1	2	2	5	1	1
128.	1	3	2	5	5	5	4	4	2	4	4	4	1	1	2	2	1	4
129.	4	4	3	3	3	3	2	3	2	3	3	2	1	1	3	5	1	4
130.	1	3	3	4	5	4	3	3	3	4	5	4	1	2	2	2	1	2
131.	4	4	3	2	2	1	4	4	2	2	3	2	1	1	2	5	1	4
132.	3	2	2	3	3	3	4	4	2	3	2	2	1	1	1	5	1	1
133.	4	4	3	2	2	2	2	3	2	4	4	2	1	1	3	5	1	4
134.	2	2	2	3	3	3	4	4	2	3	3	1	1	2	2	5	2	2
135.	3	3	2	2	3	1	4	4	2	1	1	2	0	1	1	3	1	2

136.	3	3	2	4	4	2	5	4	4	3	3	2	1	1	2	3	1	2
137.	4	4	3	3	2	1	4	5	4	4	4	2	1	1	2	4	4	4
138.	5	4	4	3	2	1	1	2	1	3	3	2	0	1	2	4	1	4
139.	2	2	2	1	2	2	3	1	2	4	4	4	1	2	1	5	3	1
140.	4	4	3	3	3	3	3	3	3	2	3	1	1	2	2	5	2	3
141.	5	4	4	4	4	2	4	4	2	3	1	2	1	1	2	5	1	4
142.	5	4	3	4	4	2	4	4	2	5	5	5	1	2	3	2	4	4
143.	1	1	2	3	2	3	3	3	2	3	2	2	1	1	2	5	1	3
144.	4	5	3	4	5	3	3	2	3	5	4	4	1	2	2	3	2	3
145.	3	3	2	1	3	1	2	2	2	3	3	2	0	2	2	4	1	2
146.	2	3	2	4	4	2	2	3	2	3	2	2	1	1	4	5	3	1
147.	3	3	2	2	2	2	2	2	2	3	3	2	0	1	2	3	2	1
148.	3	2	1	4	4	2	3	2	2	3	2	1	1	1	2	5	2	3
149.	3	3	2	3	3	3	4	4	2	3	3	2	1	1	3	5	4	4
150.	3	3	2	3	2	1	3	3	3	4	4	2	1	1	3	5	3	3
151.	4	4	3	3	3	3	4	4	4	3	3	2	1	1	3	6	1	1
152.	5	5	4	5	5	5	1	1	2	4	4	4	1	2	1	3	1	3
153.	2	3	2	2	3	3	3	2	2	5	4	3	1	2	2	5	1	4
154.	4	5	4	3	3	3	2	3	3	1	3	1	1	2	3	5	4	3
155.	4	4	3	3	3	3	3	3	3	2	1	1	0	2	2	2	4	2
156.	5	4	4	5	5	3	3	3	3	4	4	2	1	1	2	3	1	2
157.	3	3	2	1	2	1	5	5	3	3	3	2	1	2	3	5	1	4
158.	3	3	2	4	4	2	4	4	2	4	4	2	1	1	2	4	4	4
159.	5	5	4	4	4	4	4	4	2	4	4	2	1	2	2	3	4	1
160.	2	2	1	4	4	2	2	3	3	3	3	2	1	2	2	5	1	1
161.	3	3	2	5	5	5	4	5	3	4	4	2	1	2	1	2	3	3
162.	2	2	3	3	3	2	3	3	3	4	4	2	1	1	3	5	2	3
163.	3	3	2	2	1	1	4	4	2	5	5	5	1	1	3	6	2	3

164.	4	4	2	3	3	2	1	3	2	3	2	1	0	2	2	3	3	4
165.	4	4	2	3	3	2	3	3	3	1	2	2	1	2	1	5	1	4
166.	4	4	2	4	5	3	2	2	1	3	1	1	0	2	2	2	4	2
167.	3	3	2	3	2	2	3	3	3	3	3	2	1	1	3	5	1	3
168.	3	3	2	5	5	4	3	3	2	4	4	2	1	2	3	3	4	4
169.	2	2	2	4	5	3	4	4	2	3	1	2	1	2	2	6	1	3
170.	5	5	4	3	3	2	2	3	3	2	3	2	1	1	1	5	3	3
171.	2	2	2	3	3	2	4	4	2	1	2	2	1	2	2	5	2	1
172.	2	3	1	4	4	2	4	4	2	3	3	1	1	2	2	5	3	1
173.	3	3	2	1	1	1	5	5	2	3	3	2	1	2	3	5	3	3
174.	3	3	2	1	1	1	2	1	1	3	3	1	0	2	4	5	2	3
175.	5	4	4	5	4	3	3	3	2	4	4	2	1	2	2	4	4	2
176.	3	3	1	1	3	2	3	3	2	1	1	1	0	1	2	6	4	1
177.	4	4	2	2	3	1	5	5	2	4	4	2	1	1	2	6	4	2
178.	3	3	2	5	4	4	5	4	3	3	3	1	1	1	2	3	2	4
179.	4	4	2	3	3	2	2	1	1	2	2	2	0	1	2	6	3	4
180.	2	1	2	3	3	2	4	4	2	3	3	2	1	1	2	5	2	3
181.	3	2	1	1	2	1	2	2	2	3	3	2	0	1	1	6	1	4
182.	5	5	3	3	3	2	4	4	4	3	3	2	1	2	3	5	2	1
183.	3	2	1	4	4	2	3	2	3	3	3	2	1	1	1	5	2	3
184.	4	4	2	1	2	2	2	2	1	1	3	2	0	1	2	5	1	3
185.	4	4	2	5	4	3	4	5	3	4	4	2	1	1	2	2	3	1
186.	3	3	2	3	3	2	4	4	2	5	4	4	1	2	2	3	4	4
187.	2	2	2	2	1	1	3	3	2	2	1	1	0	1	2	5	2	2
188.	3	2	1	4	4	2	4	4	2	3	3	2	1	2	2	6	2	3
189.	3	2	2	4	4	2	4	5	3	3	3	2	1	1	3	4	4	4
190.	4	4	2	2	1	1	1	3	2	4	5	2	0	2	2	4	1	4
191.	3	1	2	5	5	3	2	3	3	4	4	2	1	2	2	3	1	1

192.	4	4	2	3	3	2	4	4	2	3	3	2	1	2	3	5	1	2
193.	5	4	3	3	3	2	1	3	3	1	2	1	0	2	2	4	3	1
194.	3	3	2	2	3	2	3	3	2	4	5	2	1	2	2	5	3	1
195.	2	2	2	3	2	2	4	4	2	3	1	1	0	1	1	3	2	3
196.	2	3	1	5	5	4	3	3	2	1	3	1	1	2	4	5	1	4
197.	5	4	4	4	4	2	1	2	3	3	3	2	1	2	1	5	2	3
198.	4	4	2	2	3	2	3	3	2	5	5	5	1	2	2	4	1	3
199.	3	3	1	4	4	2	5	4	3	2	2	2	1	1	4	6	3	2
200.	1	1	1	3	3	2	3	3	2	3	3	2	1	1	2	5	2	1



LAMPIRAN E

HASIL UJI VALIDITAS & RELIABILITAS DATA PENELITIAN

Perilaku Etis

Case Processing Summary

		N	%
Cases	Valid	200	99.0
	Excluded ^a	2	1.0
	Total	202	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.845	.845	3

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

Item Statistics

	Mean	Std. Deviation	N
PE1	3.22	1.066	200
PE2	3.14	.977	200
PE3	2.66	.965	200

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
PE1	5.80	2.998	.754	.615	.742
PE2	5.88	3.246	.772	.627	.726
PE3	6.36	3.699	.617	.382	.869

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
9.02	6.919	2.630	3

Kemampuan Mendengarkan

Case Processing Summary

		N	%
Cases	Valid	200	99.0
	Excluded ^a	2	1.0
	Total	202	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.880	.880	3

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

Item Statistics

	Mean	Std. Deviation	N
KM1	3.21	1.086	200
KM2	3.21	1.086	200
KM3	2.62	1.087	200

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
KM1	5.83	3.954	.794	.653	.806
KM2	5.83	3.934	.801	.660	.800
KM3	6.41	4.213	.710	.504	.881

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
9.03	8.562	2.926	3

Keterampilan Relasional

Case Processing Summary

		N	%
Cases	Valid	200	99.0
	Excluded ^a	2	1.0
	Total	202	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.761	.753	3

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

Item Statistics

	Mean	Std. Deviation	N
KR1	3.19	1.052	200
KR2	3.17	1.041	200
KR3	2.66	.841	200

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
KR1	5.82	2.487	.689	.554	.559
KR2	5.85	2.483	.705	.562	.539
KR3	6.35	3.807	.416	.174	.850

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
9.01	5.879	2.425	3

Kecerdasan Emosional

Case Processing Summary

		N	%
Cases	Valid	200	99.0
	Excluded ^a	2	1.0
	Total	202	100.0

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.854	.854	3

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

Item Statistics

	Mean	Std. Deviation	N
KE1	3.24	1.009	200
KE2	3.23	1.000	200
KE3	2.57	1.005	200

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
KE1	5.79	3.212	.776	.647	.748
KE2	5.81	3.243	.775	.646	.749
KE3	6.47	3.607	.633	.400	.882

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
9.03	7.034	2.652	3

Tabel r Product Moment one tail

N	r	N	r	N	r	N	r	N	r
1	0.9878	41	0,2542	81	0,1818	121	0,1490	161	0,1293
2	0.9000	42	0,2512	82	0,1807	122	0,1484	162	0,1289
3	0.8054	43	0,2483	83	0,1796	123	0,1478	163	0,1285
4	0.7293	44	0,2455	84	0,1786	124	0,1472	164	0,1281
5	0.6694	45	0,2429	85	0,1775	125	0,1466	165	0,1277
6	0.6215	46	0,2403	86	0,1765	126	0,1460	166	0,1273
7	0.5822	47	0,2377	87	0,1755	127	0,1455	167	0,1270
8	0.5494	48	0,2353	88	0,1745	128	0,1449	168	0,1266
9	0.5214	49	0,2329	89	0,1735	129	0,1443	169	0,1262
10	0.4973	50	0,2306	90	0,1726	130	0,1438	170	0,1258
11	0.4762	51	0,2284	91	0,1716	131	0,1432	171	0,1255
12	0.4575	52	0,2262	92	0,1707	132	0,1427	172	0,1251
13	0.4409	53	0,2241	93	0,1698	133	0,1422	173	0,1247
14	0.4259	54	0,2221	94	0,1689	134	0,1416	174	0,1244
15	0.4124	55	0,2201	95	0,1680	135	0,1411	175	0,1240
16	0.4000	56	0,2181	96	0,1671	136	0,1406	176	0,1237
17	0.3887	57	0,2162	97	0,1663	137	0,1401	177	0,1233
18	0.3783	58	0,2144	98	0,1654	138	0,1396	178	0,1230
19	0.3687	59	0,2126	99	0,1646	139	0,1391	179	0,1226
20	0.3598	60	0,2108	100	0,1638	140	0,1386	180	0,1223
21	0.3515	61	0,2091	101	0,1630	141	0,1381	181	0,1220
22	0.3438	62	0,2075	102	0,1622	142	0,1376	182	0,1216
23	0.3365	63	0,2058	103	0,1614	143	0,1371	183	0,1213
24	0.3297	64	0,2042	104	0,1606	144	0,1367	184	0,1210
25	0.3233	65	0,2027	105	0,1599	145	0,1362	185	0,1207
26	0.3172	66	0,2012	106	0,1591	146	0,1357	186	0,1203
27	0.3115	67	0,1997	107	0,1584	147	0,1353	187	0,1200
28	0.3061	68	0,1982	108	0,1576	148	0,1348	188	0,1197
29	0.3009	69	0,1968	109	0,1569	149	0,1344	189	0,1194
30	0.2960	70	0,1954	110	0,1562	150	0,1339	190	0,1191
31	0.2913	71	0,1940	111	0,1555	151	0,1335	191	0,1188
32	0.2869	72	0,1927	112	0,1548	152	0,1330	192	0,1184
33	0.2826	73	0,1914	113	0,1541	153	0,1326	193	0,1181
34	0.2785	74	0,1901	114	0,1535	154	0,1322	194	0,1178
35	0.2746	75	0,1888	115	0,1528	155	0,1318	195	0,1175
36	0.2709	76	0,1876	116	0,1522	156	0,1313	196	0,1172
37	0.2673	77	0,1864	117	0,1515	157	0,1309	197	0,1169
38	0.2638	78	0,1852	118	0,1509	158	0,1305	198	0,1166
39	0.2605	79	0,1841	119	0,1502	159	0,1301	199	0,1164
40	0.2573	80	0,1829	120	0,1496	160	0,1297	200	0,1161

LAMPIRAN F

**TABEL FREKUENSI KARAKTERISTIK PRODUK PADA
PENGALAMAN RESPONDEN**

		Produk			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Kesehatan	45	22.5	22.5	22.5
	Kecantikan	49	24.5	24.5	47.0
	Rumah_Tangga	50	25.0	25.0	72.0
	Fashion	56	28.0	28.0	100.0
	Total	200	100.0	100.0	



LAMPIRAN G

DISKRIPSI PENILAIAN JAWABAN RESPONDEN

Descriptive Statistics

	N	Mean
PE1	200	3.22
PE2	200	3.14
PE3	200	2.66
KM1	200	3.20
KM2	200	3.21
KM3	200	2.62
KR1	200	3.19
KR2	200	3.16
KR3	200	2.66
KE1	200	3.24
KE2	200	3.22
KE3	200	2.57
Valid N (listwise)	200	

Descriptive Statistics

	N	Mean
PE	200	3.005000
KM	200	3.010000
KR	200	3.003333
KE	200	3.010000
Valid N (listwise)	200	

KP

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Tidak	24	12.0	12.0	12.0
	Ya	176	88.0	88.0	100.0
Total		200	100.0	100.0	

LAMPIRAN H

TABEL FREKUENSI KARAKTERISTIK RESPONDEN

Jenis Kelamin

Jenis_Kelamin

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pria	99	49.5	49.5	49.5
	Wanita	101	50.5	50.5	100.0
	Total	200	100.0	100.0	

Usia

Usia

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	dibawah 20 tahun	28	14.0	14.0	14.0
	21-30 tahun	123	61.5	61.5	75.5
	31-40 tahun	40	20.0	20.0	95.5
	41-50 tahun	9	4.5	4.5	100.0
	Total	200	100.0	100.0	

Pendidikan

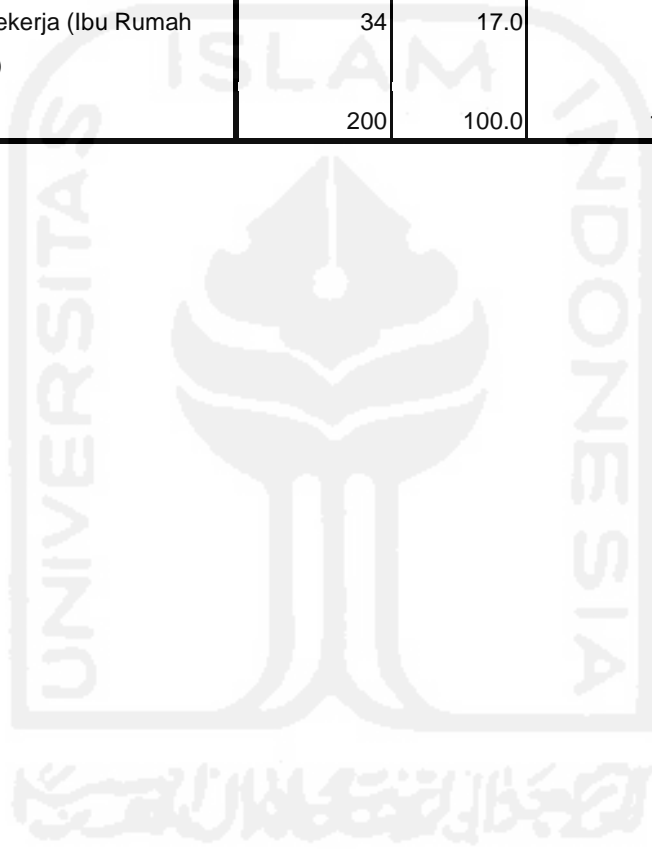
Pendidikan

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	SD	3	1.5	1.5	1.5
	SMP	23	11.5	11.5	13.0
	SMA/SMK	38	19.0	19.0	32.0
	Diploma	26	13.0	13.0	45.0
	S1	90	45.0	45.0	90.0
	S2/S3	20	10.0	10.0	100.0
	Total	200	100.0	100.0	

Pekerjaan

Pekerjaan

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pelajar/Mahasiswa/i	63	31.5	31.5	31.5
	Pegawai Swata	66	33.0	33.0	64.5
	PNS/TNI/Polri	37	18.5	18.5	83.0
	Tidak Bekerja (Ibu Rumah Tangga)	34	17.0	17.0	100.0
	Total	200	100.0	100.0	



LAMPIRAN I
OUTPUT TAHAPAN AWAL ANALISIS
TAHAP 1 (200 data responden)

Tests of Equality of Group Means

	Wilks' Lambda	F	df1	df2	Sig.
PE	.999	.146	1	198	.703
KM	.845	36.319	1	198	.000
KR	.885	25.693	1	198	.000
KE	.854	33.883	1	198	.000

Classification Results^{b,c}

		KP	Predicted Group Membership		Total
			Tidak	Ya	
Original	Count	Tidak	24	0	24
		Ya	26	150	176
	%	Tidak	100.0	.0	100.0
		Ya	14.8	85.2	100.0
Cross-validated ^a	Count	Tidak	24	0	24
		Ya	26	150	176
	%	Tidak	100.0	.0	100.0
		Ya	14.8	85.2	100.0

a. Cross validation is done only for those cases in the analysis. In cross validation, each case is classified by the functions derived from all cases other than that case.

b. 87.0% of original grouped cases correctly classified.

c. 87.0% of cross-validated grouped cases correctly classified.

Tabel Misclassified Case

Case Number	Actual Group	Predicted Group	Squared Mahalanobis Distance to Centroid	Group	P(G=g D=d)	Squared Mahalanobis Distance to Centroid	Discriminant Scores
17	1	0**	.620	1	.311	2.211	-1.214
25	1	0**	.555	1	.291	2.338	-1.256
32	1	0**	.572	1	.296	2.305	-1.245
53	1	0**	.563	1	.293	2.321	-1.251
55	1	0**	.229	1	.183	3.224	-1.523
65	1	0**	.911	1	.398	1.741	-1.047
68	1	0**	.527	1	.282	2.398	-1.276
71	1	0**	.251	1	.190	3.146	-1.501
84	1	0**	.911	1	.398	1.741	-1.047
92	1	0**	1.057	1	.438	1.553	-.973
95	1	0**	.519	1	.279	2.415	-1.281
107	1	0**	.215	1	.178	3.278	-1.538
109	1	0**	.494	1	.271	2.470	-1.299
112	1	0**	.235	1	.185	3.203	-1.517
117	1	0**	.494	1	.271	2.470	-1.299
121	1	0**	.300	1	.207	2.981	-1.454
131	1	0**	.620	1	.311	2.211	-1.214
133	1	0**	1.010	1	.425	1.611	-.996
139	1	0**	1.046	1	.435	1.566	-.979
143	1	0**	.974	1	.415	1.658	-1.015
148	1	0**	.888	1	.391	1.774	-1.059
154	1	0**	.520	1	.280	2.412	-1.280
165	1	0**	.551	1	.289	2.347	-1.259
170	1	0**	.974	1	.415	1.658	-1.015
171	1	0**	.995	1	.421	1.630	-1.004
173	1	0**	1.182	1	.472	1.409	-.914

TAHAP 2 (174 data responden)

Tests of Equality of Group Means

	Wilks' Lambda	F	df1	df2	Sig.
KM	.791	45.345	1	172	.000
KR	.844	31.711	1	172	.000
KE	.788	46.335	1	172	.000

Classification Results^{b,c}

		KP	Predicted Group Membership		Total
			0	1	
Original	Count	0	24	0	24
		1	9	141	150
	%	0	100.0	.0	100.0
		1	6.0	94.0	100.0
Cross-validated ^a	Count	0	24	0	24
		1	9	141	150
	%	0	100.0	.0	100.0
		1	6.0	94.0	100.0

a. Cross validation is done only for those cases in the analysis. In cross validation, each case is classified by the functions derived from all cases other than that case.

b. 94.8% of original grouped cases correctly classified.

c. 94.8% of cross-validated grouped cases correctly classified.

Tabel Misclassified Case

Case Number	Actual Group	Predicted Group	Squared Mahalanobis Distance to Centroid	Group	P(G=g D=d)	Squared Mahalanobis Distance to Centroid	Discriminant Scores
93	1	0 ^{**}	2.047	1	.481	2.202	-1.082
100	1	0 ^{**}	1.938	1	.453	2.317	-1.120
102	1	0 ^{**}	2.032	1	.477	2.217	-1.087
113	1	0 ^{**}	1.962	1	.459	2.292	-1.112
121	1	0 ^{**}	1.878	1	.437	2.384	-1.142
126	1	0 ^{**}	1.855	1	.431	2.410	-1.150
144	1	0 ^{**}	2.095	1	.493	2.153	-1.065
171	1	0 ^{**}	1.879	1	.442	2.364	-1.135
174	1	0 ^{**}	2.028	1	.476	2.222	-1.089

LAMPIRAN J

DATA AKHIR JAWABAN RESPONDEN (165 responden)

No.	KM1	KM2	KM3	KR1	KR2	KR3	KE1	KE2	KE3	KP	JK	PRODUK	USIA	PENDIDIKAN	PEKERJAAN	Z
1	5	5	4	4	4	3	2	3	2	1	2	2	2	3	2	4.356
2	4	4	4	3	2	3	3	3	4	1	1	4	2	4	4	4.157
3	3	3	3	3	3	4	4	4	3	1	2	2	3	4	4	4.149
4	3	3	3	4	4	3	3	3	2	1	2	3	2	6	1	3.822
5	5	4	5	5	4	3	4	5	3	1	2	2	2	1	4	5.236
6	5	4	5	3	2	3	5	4	3	1	2	4	2	2	4	4.733
7	3	1	3	3	2	3	4	4	3	1	2	1	3	5	4	3.623
8	2	3	2	2	3	3	4	4	3	1	1	3	2	5	3	3.623
9	4	4	4	4	4	3	5	5	4	1	2	4	2	1	2	5.137
10	3	3	3	2	3	2	3	3	4	1	1	3	2	5	2	3.621
11	4	4	4	4	4	3	3	3	2	1	1	2	2	3	1	4.233
12	3	2	2	2	3	3	4	4	3	1	1	2	2	5	3	3.623
13	1	1	1	3	3	4	3	2	2	0	2	1	2	3	3	2.724
14	4	4	4	3	3	4	4	4	3	1	2	3	3	2	1	4.559
15	2	3	2	3	3	4	5	4	5	1	2	2	2	3	1	4.327
16	4	4	5	3	3	4	5	4	5	1	2	4	2	1	1	5.149
17	3	3	2	3	1	3	3	3	4	1	1	3	2	5	1	2.998
18	1	3	2	2	2	3	4	4	3	1	1	2	2	5	3	3.484
19	3	3	3	5	4	3	3	3	4	1	1	1	2	3	4	3.360
20	4	4	4	3	2	3	5	5	4	1	1	4	2	2	2	4.249

21	3	1	2	3	1	3	4	4	3	1	2	1	1	5	2	4.760
22	3	3	3	2	2	3	5	5	4	1	1	3	2	4	3	3.360
23	2	2	2	4	4	3	3	3	4	1	2	3	2	5	4	4.224
24	5	4	4	4	4	3	4	4	3	1	2	1	2	2	1	3.712
25	4	4	4	2	3	2	2	2	2	1	2	3	3	5	4	3.020
26	4	4	4	5	5	5	3	3	4	1	1	1	2	2	2	4.822
27	4	4	4	2	2	4	3	3	4	1	2	2	3	4	1	3.429
28	4	4	3	4	4	3	3	3	4	1	2	2	2	3	2	5.037
29	4	5	5	1	1	2	3	3	3	1	1	1	3	5	1	4.157
30	3	3	3	3	3	3	5	5	4	1	1	3	3	3	1	4.397
31	3	3	3	3	2	2	3	3	3	1	1	2	2	5	2	3.778
32	5	4	5	5	4	3	3	3	3	1	2	1	2	2	2	2.970
33	2	1	1	3	3	3	4	4	3	1	1	3	3	5	1	4.475
34	4	5	5	3	3	2	4	4	3	1	1	2	2	2	2	3.470
35	4	4	3	2	2	3	2	2	3	1	2	1	2	5	1	4.783
36	3	3	3	2	3	2	3	3	3	1	2	1	2	5	1	3.338
37	4	4	3	3	3	3	3	3	3	1	1	1	1	4	2	4.582
38	3	3	3	3	2	3	4	4	4	1	1	4	2	4	1	3.442
39	3	3	2	4	4	3	4	4	3	1	1	4	1	4	2	3.470
40	4	4	3	4	4	3	3	3	3	1	1	2	2	3	2	3.995
41	1	3	3	3	3	3	1	2	1	0	1	4	2	3	2	4.048
42	4	4	3	4	4	3	3	1	2	1	1	1	1	6	2	4.137
43	5	5	5	3	3	2	5	4	3	1	1	4	3	2	2	4.247
44	2	3	2	4	4	3	3	3	3	1	2	4	1	5	3	2.694
45	4	4	3	2	3	2	4	4	3	1	1	4	3	4	3	3.794

46	1	2	1	2	2	3	3	3	3	0	1	2	2	3	2	4.870
47	2	1	1	4	5	5	3	3	3	1	2	4	2	5	2	3.699
48	4	4	3	2	3	3	5	4	3	1	1	1	2	3	4	4.045
49	4	4	3	2	3	1	4	4	3	1	1	1	2	6	4	2.785
50	3	2	3	4	4	4	4	4	3	1	2	3	1	3	2	3.665
51	4	4	3	4	4	3	3	3	3	1	2	2	2	3	1	4.322
52	3	3	3	1	3	1	5	5	4	1	1	2	2	6	1	3.920
53	3	3	3	4	4	3	3	3	3	1	1	4	2	4	1	2.995
54	3	2	3	5	4	3	4	4	4	1	1	4	2	3	4	4.263
55	3	2	3	3	2	1	2	2	1	0	1	1	2	4	1	2.944
56	4	4	3	4	4	3	4	5	4	1	2	2	2	2	2	4.247
57	3	3	3	3	3	3	3	3	3	1	2	2	2	5	2	3.972
58	2	2	1	2	2	1	3	3	3	0	2	4	2	4	3	3.973
59	4	4	3	5	4	5	3	3	3	1	1	4	2	2	2	4.414
60	5	5	5	3	3	3	1	2	2	1	1	2	1	4	4	2.604
61	3	3	3	3	3	3	3	3	3	1	2	1	4	5	1	4.850
62	4	4	3	4	4	3	4	5	4	1	2	1	1	2	2	3.721
63	3	3	3	3	3	3	3	3	3	1	1	3	1	5	2	2.670
64	5	5	4	2	2	3	3	3	3	1	2	1	2	4	1	4.624
65	3	3	3	4	4	3	3	3	3	1	2	2	3	4	1	3.218
66	3	2	1	3	3	3	3	3	3	1	2	4	4	5	3	3.940
67	3	2	2	4	4	3	3	3	3	1	2	3	2	5	3	3.721
68	4	4	3	2	3	2	4	4	3	1	1	4	2	4	4	3.056
69	4	4	3	4	4	3	4	4	3	1	1	1	2	3	3	4.850
70	2	1	1	3	2	2	1	2	1	0	2	3	2	5	2	3.721

71	3	3	3	4	4	3	4	4	4	1	1	3	2	3	4	2.844
72	4	4	3	3	3	3	4	4	3	1	1	2	2	3	3	4.155
73	5	4	4	4	4	3	2	2	1	1	1	4	1	6	2	3.973
74	3	2	3	5	4	5	3	3	3	1	2	1	3	3	2	3.310
75	2	1	1	2	3	2	4	5	4	1	1	2	4	5	4	3.699
76	1	2	1	4	5	3	2	3	3	1	1	1	3	5	3	4.045
77	2	2	1	4	4	3	3	3	3	1	1	2	1	5	3	4.548
78	5	4	4	2	1	3	3	3	3	1	2	1	2	5	2	2.031
79	2	2	1	3	1	2	3	3	3	0	2	2	2	3	4	4.425
80	3	2	1	4	4	3	3	3	3	1	2	4	1	5	2	4.297
81	3	3	3	3	3	3	3	3	3	1	2	2	3	5	4	3.918
82	4	4	3	4	4	3	2	3	2	1	2	3	2	6	1	4.213
83	2	2	1	3	3	3	2	2	3	0	1	4	2	3	2	3.388
84	5	5	5	5	4	3	2	1	2	1	2	2	3	3	3	3.218
85	3	3	3	5	5	4	4	5	4	1	2	2	1	2	1	3.263
86	3	3	3	4	5	4	5	5	5	1	2	3	2	2	1	3.425
87	4	4	2	5	5	3	4	4	4	1	1	4	2	2	1	3.892
88	5	4	4	4	4	2	4	4	2	1	2	4	2	3	2	2.796
89	4	5	4	1	3	2	4	4	2	1	1	2	2	6	2	3.562
90	4	4	2	2	1	1	4	5	4	1	1	2	1	5	2	3.721
91	3	3	2	4	4	2	3	3	1	1	2	4	2	5	1	3.945
92	3	1	1	5	5	3	3	3	1	1	2	3	2	5	1	3.223
93	4	4	2	3	3	3	3	3	3	1	1	2	2	6	2	2.872
94	4	4	2	3	3	3	3	3	3	1	1	4	3	6	3	4.317
95	4	4	2	2	2	2	4	5	3	1	2	1	2	6	4	3.081

96	3	3	3	5	4	4	5	5	3	1	1	3	2	2	4	4.953
97	4	4	2	3	3	3	4	4	2	1	1	2	2	4	2	5.129
98	4	4	2	3	3	3	5	4	4	1	2	2	3	3	2	4.813
99	4	4	2	3	3	3	3	3	1	1	1	1	3	5	1	4.546
100	4	5	4	3	3	3	3	3	3	1	2	4	1	3	3	4.043
101	3	3	3	3	3	3	4	4	2	1	1	4	3	6	2	3.833
102	4	4	2	3	3	3	3	3	2	1	2	4	2	5	3	3.408
103	4	5	5	5	5	3	2	3	1	1	1	2	2	3	1	3.375
104	3	3	3	5	5	5	5	4	4	1	2	3	2	2	2	3.369
105	4	4	2	3	3	3	4	4	2	1	2	4	2	4	1	3.858
106	3	1	1	5	5	3	3	3	2	1	1	3	2	5	2	3.858
107	4	5	5	3	2	2	3	2	1	1	1	4	3	5	2	2.842
108	2	3	1	3	3	3	5	4	3	1	2	1	2	5	1	3.933
109	5	5	5	4	4	2	4	4	4	1	1	4	2	2	1	3.043
110	4	5	4	3	3	3	4	5	4	1	2	2	2	2	1	4.827
111	3	3	3	4	4	2	3	2	2	1	1	1	1	5	1	4.009
112	3	3	3	4	4	2	3	3	1	1	2	2	2	5	2	2.831
113	2	3	1	4	4	2	1	1	2	0	1	2	1	3	1	4.461
114	4	4	2	5	4	4	3	3	2	1	1	2	2	3	1	3.355
115	3	2	1	4	5	4	4	4	2	1	1	4	2	4	4	3.557
116	3	2	1	1	2	1	3	3	2	0	1	4	2	4	1	3.210
117	4	4	2	4	4	2	3	1	2	1	1	4	2	5	1	3.043
118	4	4	2	4	4	2	5	5	5	1	2	4	3	2	4	4.269
119	4	5	3	3	2	3	5	4	4	1	2	3	2	3	2	3.872
120	1	3	1	2	2	2	3	3	2	0	2	2	2	4	1	3.708

121	2	2	2	2	2	2	3	3	2	0	1	1	2	3	2	2.886
122	3	3	3	4	4	2	3	3	2	1	1	4	3	5	4	4.457
123	3	2	1	3	3	3	4	4	2	1	1	3	3	5	3	5.079
124	3	3	3	4	4	4	3	3	2	1	1	1	3	6	1	4.009
125	5	5	5	1	1	2	4	4	4	1	2	3	1	3	1	3.525
126	2	3	3	3	2	2	5	4	3	1	2	4	2	5	1	3.703
127	3	3	3	3	3	3	2	1	1	0	2	2	2	2	4	3.763
128	5	5	3	3	3	3	4	4	2	1	1	2	2	3	1	5.121
129	1	2	1	5	5	3	3	3	2	1	2	4	3	5	1	3.319
130	4	4	2	4	4	2	4	4	2	1	1	4	2	4	4	4.872
131	4	4	4	4	4	2	4	4	2	1	2	1	2	3	4	2.998
132	4	4	2	2	3	3	3	3	2	1	2	1	2	5	1	3.545
133	5	5	5	4	5	3	4	4	2	1	2	3	1	2	3	3.210
134	3	3	2	3	3	3	4	4	2	1	1	3	3	5	2	3.545
135	2	1	1	4	4	2	5	5	5	1	1	3	3	6	2	2.682
136	3	3	2	1	3	2	3	2	1	0	2	4	2	3	3	4.210
137	4	5	3	2	2	1	3	1	1	0	2	2	2	2	4	3.964
138	5	5	4	3	3	2	4	4	2	1	2	4	3	3	4	2.531
139	4	5	3	4	4	2	3	1	2	1	2	3	2	6	1	3.248
140	4	4	2	4	4	2	3	3	1	1	2	1	2	5	3	3.269
141	1	1	1	2	1	1	3	3	1	0	2	3	4	5	2	3.532
142	5	4	3	3	3	2	4	4	2	1	2	2	2	4	4	4.889
143	1	3	2	3	3	2	1	1	1	0	1	1	2	6	4	3.157
144	2	3	1	5	5	2	4	4	2	1	1	2	2	6	4	4.610
145	5	4	4	5	4	3	3	3	1	1	1	4	2	3	2	2.645

146	3	3	2	2	1	1	2	2	2	0	1	4	2	6	3	3.305
147	3	3	2	4	4	2	3	3	2	1	1	3	2	5	2	2.782
148	1	2	1	2	2	2	3	3	2	0	1	4	1	6	1	3.155
149	3	3	2	4	4	4	3	3	2	1	2	1	3	5	2	3.696
150	4	4	2	3	2	3	3	3	2	1	1	3	1	5	2	3.461
151	1	2	2	2	2	1	1	3	2	0	1	3	2	5	1	3.948
152	5	4	3	4	5	3	4	4	2	1	1	1	2	2	3	4.367
153	3	3	2	4	4	2	5	4	4	1	2	4	2	3	4	3.785
154	2	1	1	3	3	2	2	1	1	0	1	2	2	5	2	2.993
155	4	4	2	4	4	2	3	3	2	1	2	3	2	6	2	2.967
156	4	4	2	4	5	3	3	3	2	1	1	4	3	4	4	4.420
157	2	1	1	1	3	2	4	5	2	0	2	4	2	4	1	3.388
158	5	5	3	2	3	3	4	4	2	1	2	1	2	3	1	4.135
159	3	3	2	4	4	2	3	3	2	1	2	2	3	5	1	4.409
160	3	3	2	1	3	3	1	2	1	0	2	1	2	4	3	3.582
161	2	3	2	3	3	2	4	5	2	1	2	1	2	5	3	5.071
162	3	2	2	4	4	2	3	1	1	0	1	3	1	3	2	3.735
163	5	5	4	3	3	2	1	3	1	1	2	4	4	5	1	4.067
164	2	3	2	3	3	2	5	5	5	1	2	3	2	4	1	2.755
165	4	4	2	5	4	3	2	2	2	1	1	2	4	6	3	2.981

الجمهورية الجزائرية الديمقراطية الشعبية

LAMPIRAN K

OUTPUT ANALISIS DATA

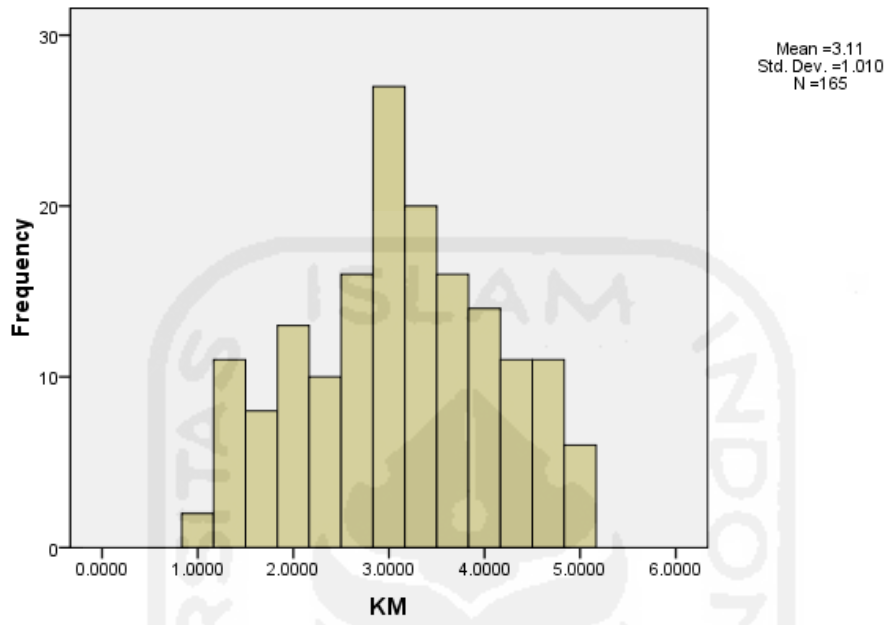
Analysis Case Processing Summary

Unweighted Cases		N	Percent
Valid		165	100.0
Excluded	Missing or out-of-range group codes	0	.0
	At least one missing discriminating variable	0	.0
	Both missing or out-of-range group codes and at least one missing discriminating variable	0	.0
	Total	0	.0
Total		165	100.0

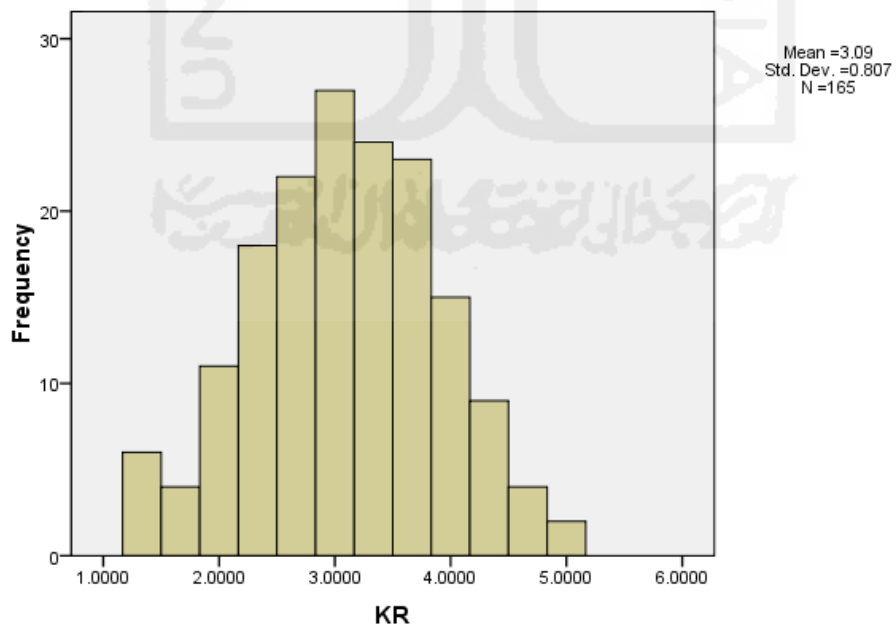
Group Statistics

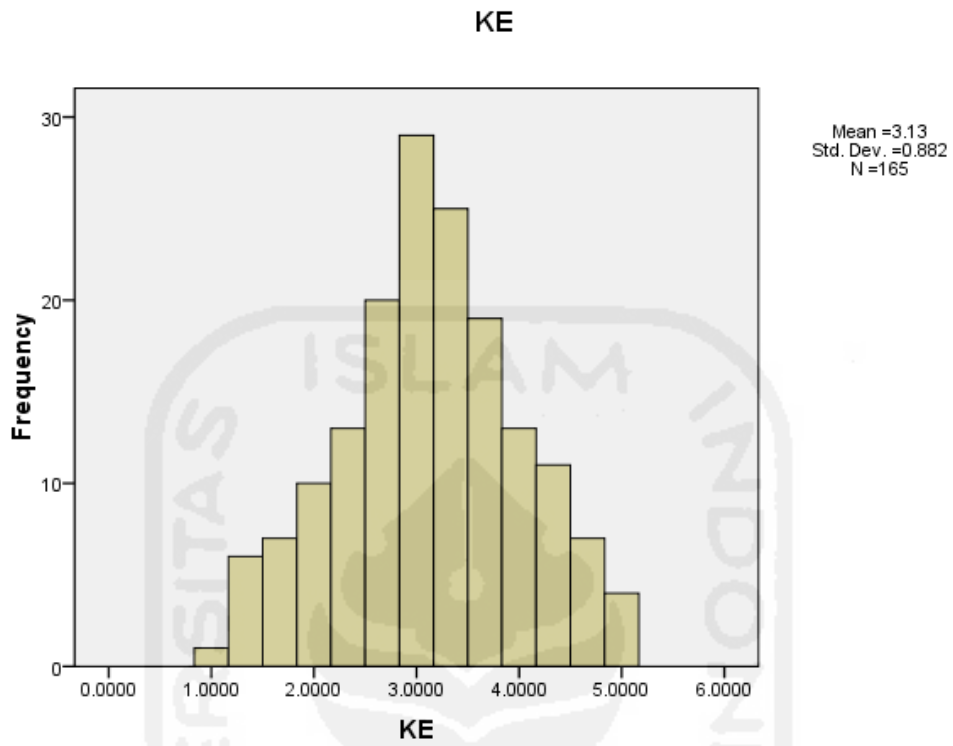
KP		Mean	Std. Deviation	Valid N (listwise)	
				Unweighted	Weighted
0	KM	1.972222	.7150330	24	24.000
	KR	2.263889	.6444049	24	24.000
	KE	2.097222	.7120710	24	24.000
1	KM	3.304965	.9228057	141	141.000
	KR	3.234043	.7461485	141	141.000
	KE	3.307329	.7828224	141	141.000
Total	KM	3.111111	1.0103350	165	165.000
	KR	3.092929	.8069716	165	165.000
	KE	3.131313	.8816843	165	165.000

KM



KR





One-Sample Kolmogorov-Smirnov Test

		KM	KR	KE
N		165	165	165
Normal Parameters ^{a,b}	Mean	3.111111	3.092929	3.131313
	Std. Deviation	1.0103350	.8069716	.8816843
Most Extreme Differences	Absolute	.093	.084	.095
	Positive	.071	.079	.082
	Negative	-.093	-.084	-.095
Kolmogorov-Smirnov Z		1.189	1.085	1.225
Asymp. Sig. (2-tailed)		.118	.190	.100

a. Test distribution is Normal.

b. Calculated from data.

One-Sample Kolmogorov-Smirnov Test

		Z
N		165
Normal Parameters ^{a,b}	Mean	3.79679
	Std. Deviation	.676661
Most Extreme Differences	Absolute	.039
	Positive	.039
	Negative	-.038
Kolmogorov-Smirnov Z		.499
Asymp. Sig. (2-tailed)		.965

a. Test distribution is Normal.

b. Calculated from data.

Group Statistics

KP		Mean	Std. Deviation	Valid N (listwise)	
				Unweighted	Weighted
0	KM	1.972222	.7150330	24	24.000
	KR	2.263889	.6444049	24	24.000
	KE	2.097222	.7120710	24	24.000
1	KM	3.304965	.9228057	141	141.000
	KR	3.234043	.7461485	141	141.000
	KE	3.307329	.7828224	141	141.000
Total	KM	3.111111	1.0103350	165	165.000
	KR	3.092929	.8069716	165	165.000
	KE	3.131313	.8816843	165	165.000

Tests of Equality of Group Means

	Wilks' Lambda	F	df1	df2	Sig.
KM	.782	45.334	1	163	.000
KR	.819	35.961	1	163	.000
KE	.764	50.231	1	163	.000

Test Results

Box's M		10.339
F	Approx.	1.639
	df1	6
	df2	9408.37
		7
	Sig.	.132

Tests null hypothesis of equal population covariance matrices.

Pooled Within-Groups Matrices^a

		KM	KR	KE
Covariance	KM	.804	-.110	-.117
	KR	-.110	.537	-.108
	KE	-.117	-.108	.598
Correlation	KM	1.000	-.167	-.169
	KR	-.167	1.000	-.191
	KE	-.169	-.191	1.000

a. The covariance matrix has 163 degrees of freedom.

Variables Not in the Analysis

Step		Tolerance	Min. Tolerance	Sig. of F to Enter	Min. D Squared	Between Groups
0	KM	1.000	1.000	.000	2.210	0 and 1
	KR	1.000	1.000	.000	1.753	0 and 1
	KE	1.000	1.000	.000	2.449	0 and 1
1	KM	.972	.972	.000	5.603	0 and 1
	KR	.963	.963	.000	5.184	0 and 1
2	KR	.923	.922	.000	9.862	0 and 1

Variables in the Analysis

Step		Tolerance	Sig. of F to Remove	Min. D Squared	Between Groups
1	KE	1.000	.000		
2	KE	.972	.000	2.210	0 and 1
	KM	.972	.000	2.449	0 and 1
3	KE	.922	.000	4.755	0 and 1
	KM	.930	.000	5.184	0 and 1
	KR	.923	.000	5.603	0 and 1

Variables Entered/Removed^{a,b,c,d}

Step	Entered	Min. D Squared					
		Statistic	Between Groups	Exact F			
				Statistic	df1	df2	Sig.
1	KE	2.449	0 and 1	50.231	1	163.000	3.916E-11
2	KM	5.603	0 and 1	57.103	2	162.000	1.701E-19
3	KR	9.862	0 and 1	66.595	3	161.000	4.702E-28

At each step, the variable that maximizes the Mahalanobis distance between the two closest groups is entered.

- a. Maximum number of steps is 6.
- b. Maximum significance of F to enter is .05.
- c. Minimum significance of F to remove is .10.
- d. F level, tolerance, or VIN insufficient for further computation.

Wilks' Lambda

Step	Number of Variables	Lambda	df1	df2	df3	Exact F			
						Statistic	df1	df2	Sig.
1	1	.764	1	1	163	50.231	1	163.000	.000
2	2	.587	2	1	163	57.103	2	162.000	.000
3	3	.446	3	1	163	66.595	3	161.000	.000

Eigenvalues

Function	Eigenvalue	% of Variance	Cumulative %	Canonical Correlation
1	1.241 ^a	100.0	100.0	.744

- a. First 1 canonical discriminant functions were used in the analysis.

Wilks' Lambda

Test of Function(s)	Wilks' Lambda	Chi-square	df	Sig.
1	.446	130.310	3	.000

Canonical Discriminant Function Coefficients		Functions at Group Centroids		Standardized Canonical Discriminant Function Coefficients	
	Function 1	KP	Function 1		Function 1
KM	.797	0	-2.684	KM	.714
KR	.934	1	.457	KR	.684
KE	.969			KE	.749
(Constant)	-8.401				

Unstandardized coefficients

Unstandardized canonical discriminant functions evaluated at group means

Classification Results^{b,c}

	KP	Predicted Group Membership		Total
		0	1	
Original	Count	0	24	24
		1	0	141
	%	0	100.0	.0
		1	.0	100.0
Cross-validated ^a	Count	0	24	24
		1	1	141
	%	0	100.0	.0
		1	.7	99.3

a. Cross validation is done only for those cases in the analysis. In cross validation, each case is classified by the functions derived from all cases other than that case.

b. 100.0% of original grouped cases correctly classified.

c. 99.4% of cross-validated grouped cases correctly classified.

Casewise Statistics

Case Number	Actual Group	Highest Group					Second Highest Group			Discriminant Scores
		Predicted Group	P(D>d G=g)		Squared Mahalanobis Distance to Centroid	Group	P(G=g D=d)	Squared Mahalanobis Distance to Centroid	Function 1	
			P	df						
Original 1	1	1	.586	1	.999	.297	0	.001	13.580	1.001
2	1	1	.961	1	.994	.002	0	.006	10.172	.506
3	1	1	.843	1	.996	.039	0	.004	11.146	.655
4	1	1	.646	1	.970	.211	0	.030	7.185	-.003
5	1	1	.013	1	1.000	6.107	0	.000	31.491	2.928
6	1	1	.220	1	1.000	1.503	0	.000	19.067	1.683
7	1	1	.339	1	.873	.913	0	.127	4.774	-.499
8	1	1	.339	1	.873	.913	0	.127	4.774	-.499
9	1	1	.023	1	1.000	5.176	0	.000	29.328	2.732
10	1	1	.290	1	.833	1.121	0	.167	4.333	-.602
11	1	1	.736	1	.997	.113	0	.003	12.090	.793

12	1	1	.339	1	.873	.913	0	.127	4.774	-4.99
13	0	0	.650	1	.971	.205	1	.029	7.222	-2.231
14	1	1	.320	1	1.000	.989	0	.000	17.099	1.451
15	1	1	.525	1	.999	.405	0	.001	14.263	1.093
16	1	1	.026	1	1.000	4.970	0	.000	28.834	2.686
17	1	1	.185	1	.684	1.754	0	.316	3.298	-868
18	1	1	.125	1	.530	2.348	0	.470	2.586	-1.076
19	1	1	.619	1	.998	.248	0	.002	13.235	.954
20	1	1	.180	1	1.000	1.799	0	.000	20.085	1.798
21	1	1	.125	1	.530	2.348	0	.470	2.586	-1.076
22	1	1	.815	1	.997	.054	0	.003	11.383	.690
23	1	1	.542	1	.953	.372	0	.047	6.402	-.153
24	1	1	.116	1	1.000	2.469	0	.000	22.202	2.028
25	1	1	.120	1	.512	2.417	0	.488	2.515	-1.098
26	1	1	.026	1	1.000	4.964	0	.000	28.820	2.685
27	1	1	.961	1	.994	.002	0	.006	10.172	.506
28	1	1	.473	1	.999	.515	0	.001	14.882	1.174
29	1	1	.323	1	.862	.976	0	.138	4.632	-531

30	1	1	.392	1	1.000	.733	0	.000	15.971	1.313
31	1	1	.167	1	.644	1.910	0	.356	3.092	-.925
32	1	1	.133	1	1.000	2.256	0	.000	21.553	1.959
33	1	1	.150	1	.600	2.076	0	.400	2.889	-.984
34	1	1	.366	1	1.000	.816	0	.000	16.350	1.360
35	1	1	.134	1	.557	2.241	0	.443	2.701	-1.040
36	1	1	.167	1	.644	1.910	0	.356	3.092	-.925
37	1	1	.819	1	.985	.052	0	.015	8.480	.228
38	1	1	.919	1	.990	.010	0	.010	9.235	.355
39	1	1	.807	1	.997	.059	0	.003	11.453	.701
40	1	1	.693	1	.998	.155	0	.002	12.494	.851
41	0	0	.814	1	.985	.055	1	.015	8.443	-2.449
42	1	1	.565	1	.958	.331	0	.042	6.582	-.118
43	1	1	.136	1	1.000	2.225	0	.000	21.456	1.948
44	1	1	.504	1	.944	.446	0	.056	6.114	-.211
45	1	1	.838	1	.986	.042	0	.014	8.618	.252
46	0	0	.667	1	.973	.186	1	.027	7.341	-2.253
47	1	1	.596	1	.963	.281	0	.037	6.812	-.074

48	1	1	.667	1	.998	.185	0	.002	12.745	.886
49	1	1	.606	1	.965	.266	0	.035	6.887	-.059
50	1	1	.579	1	.999	.308	0	.001	13.657	1.012
51	1	1	.693	1	.998	.155	0	.002	12.494	.851
52	1	1	.697	1	.976	.151	0	.024	7.570	.068
53	1	1	.891	1	.989	.019	0	.011	9.022	.320
54	1	1	.380	1	1.000	.771	0	.000	16.149	1.335
55	0	0	.912	1	.995	.012	1	.005	10.569	-2.794
56	1	1	.092	1	1.000	2.844	0	.000	23.299	2.143
57	1	1	.448	1	.927	.577	0	.073	5.670	-.303
58	0	0	.941	1	.991	.005	1	.009	9.404	-2.610
59	1	1	.184	1	1.000	1.764	0	.000	19.968	1.785
60	1	1	.647	1	.970	.210	0	.030	7.193	-.002
61	1	1	.448	1	.927	.577	0	.073	5.670	-.303
62	1	1	.092	1	1.000	2.844	0	.000	23.299	2.143
63	1	1	.448	1	.927	.577	0	.073	5.670	-.303
64	1	1	.957	1	.992	.003	0	.008	9.524	.402
65	1	1	.891	1	.989	.019	0	.011	9.022	.320

66	1	1	.120	1	.511	2.421	0	.489	2.511	-1.099
67	1	1	.504	1	.944	.446	0	.056	6.114	-.211
68	1	1	.838	1	.986	.042	0	.014	8.618	.252
69	1	1	.298	1	1.000	1.082	0	.000	17.479	1.497
70	0	0	.236	1	1.000	1.403	1	.000	18.704	-3.868
71	1	1	.405	1	.999	.693	0	.001	15.783	1.289
72	1	1	.676	1	.998	.175	0	.002	12.661	.875
73	1	1	.714	1	.978	.135	0	.022	7.692	.090
74	1	1	.595	1	.999	.283	0	.001	13.483	.988
75	1	1	.156	1	.618	2.009	0	.382	2.969	-.960
76	1	1	.140	1	.573	2.179	0	.427	2.770	-1.019
77	1	1	.231	1	.762	1.437	0	.238	3.770	-.742
78	1	1	.528	1	.950	.398	0	.050	6.297	-.174
79	0	0	.700	1	.976	.148	1	.024	7.592	-2.298
80	1	1	.351	1	.881	.871	0	.119	4.871	-.477
81	1	1	.448	1	.927	.577	0	.073	5.670	-.303
82	1	1	.801	1	.984	.063	0	.016	8.344	.205
83	0	0	.501	1	.944	.453	1	.056	6.089	-2.011

84	1	1	.635	1	.998	.226	0	.002	13.074	.932
85	1	1	.037	1	1.000	4.365	0	.000	27.350	2.546
86	1	1	.015	1	1.000	5.877	0	.000	30.965	2.881
87	1	1	.085	1	1.000	2.960	0	.000	23.629	2.177
88	1	1	.349	1	1.000	.878	0	.000	16.626	1.394
89	1	1	.758	1	.981	.095	0	.019	8.022	.149
90	1	1	.448	1	.928	.575	0	.072	5.676	-.301
91	1	1	.174	1	.659	1.849	0	.341	3.171	-.903
92	1	1	.222	1	.749	1.494	0	.251	3.679	-.766
93	1	1	.621	1	.967	.244	0	.033	7.004	-.037
94	1	1	.621	1	.967	.244	0	.033	7.004	-.037
95	1	1	.647	1	.970	.210	0	.030	7.193	-.002
96	1	1	.075	1	1.000	3.161	0	.000	24.191	2.235
97	1	1	.864	1	.988	.029	0	.012	8.819	.286
98	1	1	.425	1	.999	.638	0	.001	15.515	1.255
99	1	1	.254	1	.794	1.300	0	.206	4.002	-.683
100	1	1	.762	1	.997	.092	0	.003	11.855	.760
101	1	1	.663	1	.972	.190	0	.028	7.312	.021

102	1	1	.414	1	.914	.667	0	.086	5.399	-.360
103	1	1	.399	1	.999	.713	0	.001	15.877	1.301
104	1	1	.016	1	1.000	5.763	0	.000	30.703	2.857
105	1	1	.864	1	.988	.029	0	.012	8.819	.286
106	1	1	.368	1	.892	.809	0	.108	5.022	-.443
107	1	1	.306	1	.848	1.048	0	.152	4.481	-.567
108	1	1	.557	1	.956	.344	0	.044	6.521	-.130
109	1	1	.034	1	1.000	4.470	0	.000	27.612	2.571
110	1	1	.111	1	1.000	2.544	0	.000	22.424	2.052
111	1	1	.274	1	.817	1.197	0	.183	4.187	-.637
112	1	1	.274	1	.817	1.197	0	.183	4.187	-.637
113	0	0	.779	1	.983	.079	1	.017	8.179	-2.403
114	1	1	.668	1	.998	.183	0	.002	12.735	.885
115	1	1	.990	1	.993	.000	0	.007	9.940	.469
116	0	0	.768	1	.997	.087	1	.003	11.802	-2.979
117	1	1	.249	1	.788	1.327	0	.212	3.955	-.695
118	1	1	.079	1	1.000	3.083	0	.000	23.974	2.213
119	1	1	.309	1	1.000	1.037	0	.000	17.294	1.475

120	0	0	.950	1	.991	.004	1	.009	9.476	-2.622
121	0	0	.743	1	.980	.107	1	.020	7.912	-2.356
122	1	1	.441	1	.925	.595	0	.075	5.614	-.314
123	1	1	.218	1	.743	1.520	0	.257	3.639	-.776
124	1	1	.882	1	.989	.022	0	.011	8.951	.308
125	1	1	.805	1	.997	.061	0	.003	11.472	.703
126	1	1	.498	1	.943	.460	0	.057	6.062	-.221
127	0	0	.444	1	.926	.586	1	.074	5.639	-1.918
128	1	1	.531	1	.999	.392	0	.001	14.184	1.083
129	1	1	.244	1	.781	1.357	0	.219	3.903	-.708
130	1	1	.888	1	.995	.020	0	.005	10.765	.597
131	1	1	.502	1	.999	.451	0	.001	14.531	1.128
132	1	1	.259	1	.800	1.273	0	.200	4.049	-.671
133	1	1	.037	1	1.000	4.371	0	.000	27.364	2.547
134	1	1	.483	1	.939	.493	0	.061	5.947	-.245
135	1	1	.871	1	.996	.026	0	.004	10.911	.620
136	0	0	.832	1	.986	.045	1	.014	8.573	-2.471
137	0	0	.522	1	.949	.410	1	.051	6.251	-2.043

138	1	1	.562	1	.999	.336	0	.001	13.842	1.037
139	1	1	.535	1	.952	.385	0	.048	6.349	-.164
140	1	1	.407	1	.911	.687	0	.089	5.344	-.372
141	0	0	.157	1	1.000	2.001	1	.000	20.748	-4.098
142	1	1	.961	1	.994	.002	0	.006	10.172	.506
143	0	0	.506	1	.999	.442	1	.001	14.483	-3.349
144	1	1	.765	1	.982	.089	0	.018	8.074	.158
145	1	1	.555	1	.999	.349	0	.001	13.919	1.047
146	0	0	.682	1	.998	.168	1	.002	12.606	-3.094
147	1	1	.300	1	.842	1.075	0	.158	4.426	-.580
148	0	0	.839	1	.996	.041	1	.004	11.181	-2.887
149	1	1	.679	1	.974	.171	0	.026	7.433	.043
150	1	1	.259	1	.800	1.273	0	.200	4.049	-.671
151	0	0	.371	1	1.000	.802	1	.000	16.287	-3.579
152	1	1	.196	1	1.000	1.675	0	.000	19.665	1.751
153	1	1	.563	1	.999	.335	0	.001	13.832	1.035
154	0	0	.383	1	1.000	.762	1	.000	16.109	-3.557
155	1	1	.613	1	.966	.256	0	.034	6.942	-.049

156	1	1	.907	1	.995	.014	0	.005	10.610	.574
157	0	0	.444	1	.926	.586	1	.074	5.639	-1.918
158	1	1	.753	1	.997	.099	0	.003	11.937	.771
159	1	1	.300	1	.842	1.075	0	.158	4.426	-5.80
160	0	0	.903	1	.995	.015	1	.005	10.646	-2.806
161	1	1	.339	1	.873	.913	0	.127	4.774	-4.99
162	0	0	.385	1	.900	.755	1	.100	5.159	-1.815
163	1	1	.301	1	.843	1.072	0	.157	4.431	-5.79
164	1	1	.736	1	.997	.113	0	.003	12.091	.794
165	1	1	.597	1	.963	.280	0	.037	6.819	-.072
Cross-validated ^a 1	1	1	.275	3	.999	3.879	0	.001	17.125	
2	1	1	.791	3	.994	1.044	0	.006	11.139	
3	1	1	.956	3	.996	.321	0	.004	11.360	
4	1	1	.787	3	.969	1.059	0	.031	7.970	
5	1	1	.085	3	1.000	6.617	0	.000	32.763	
6	1	1	.276	3	1.000	3.867	0	.000	21.542	
7	1	1	.539	3	.869	2.164	0	.131	5.948	
8	1	1	.539	3	.869	2.164	0	.131	5.948	
9	1	1	.114	3	1.000	5.952	0	.000	30.715	

10	1	1	.580	3	.829	1.963	0	.171	5.117
11	1	1	.689	3	.997	1.470	0	.003	13.379
12	1	1	.539	3	.869	2.164	0	.131	5.948
13	0	0	.340	3	.965	3.356	1	.035	10.012
14	1	1	.763	3	1.000	1.156	0	.000	17.255
15	1	1	.266	3	.999	3.958	0	.001	17.797
16	1	1	.105	3	1.000	6.144	0	.000	30.612
17	1	1	.457	3	.676	2.604	0	.324	4.078
18	1	1	.210	3	.507	4.521	0	.493	4.575
19	1	1	.757	3	.998	1.182	0	.002	14.111
20	1	1	.214	3	1.000	4.479	0	.000	22.932
21	1	1	.210	3	.507	4.521	0	.493	4.575
22	1	1	.250	3	.996	4.108	0	.004	15.349
23	1	1	.510	3	.951	2.313	0	.049	8.242
24	1	1	.429	3	1.000	2.769	0	.000	22.659
25	1	0**	.141	3	.521	5.457	1	.479	5.622
26	1	1	.040	3	1.000	8.292	0	.000	32.907
27	1	1	.791	3	.994	1.044	0	.006	11.139
28	1	1	.877	3	.999	.684	0	.001	15.004

29	1	1	.030	3	.834	8.964	0	.166	12.194
30	1	1	.365	3	1.000	3.178	0	.000	18.428
31	1	1	.480	3	.637	2.476	0	.363	3.603
32	1	1	.240	3	1.000	4.208	0	.000	23.709
33	1	1	.135	3	.569	5.553	0	.431	6.106
34	1	1	.382	3	1.000	3.062	0	.000	18.614
35	1	1	.265	3	.539	3.969	0	.461	4.282
36	1	1	.480	3	.637	2.476	0	.363	3.603
37	1	1	.941	3	.985	.394	0	.015	8.765
38	1	1	.727	3	.990	1.307	0	.010	10.453
39	1	1	.809	3	.997	.970	0	.003	12.293
40	1	1	.885	3	.998	.651	0	.002	12.924
41	0	0	.569	3	.983	2.019	1	.017	10.177
42	1	1	.385	3	.955	3.045	0	.045	9.168
43	1	1	.148	3	1.000	5.341	0	.000	24.823
44	1	1	.652	3	.943	1.635	0	.057	7.230
45	1	1	.646	3	.986	1.661	0	.014	10.151
46	0	0	.605	3	.970	1.844	1	.030	8.788
47	1	1	.045	3	.958	8.054	0	.042	14.285

48	1	1	.705	3	.998	1.402	0	.002	13.900
49	1	1	.398	3	.963	2.959	0	.037	9.456
50	1	1	.625	3	.999	1.755	0	.001	15.053
51	1	1	.885	3	.998	.651	0	.002	12.924
52	1	1	.072	3	.973	6.994	0	.027	14.174
53	1	1	.911	3	.989	.536	0	.011	9.475
54	1	1	.475	3	1.000	2.499	0	.000	17.879
55	0	0	.805	3	.995	.983	1	.005	11.399
56	1	1	.350	3	1.000	3.282	0	.000	23.952
57	1	1	.900	3	.927	.584	0	.073	5.655
58	0	0	.578	3	.990	1.974	1	.010	11.149
59	1	1	.208	3	1.000	4.549	0	.000	22.917
60	1	1	.058	3	.966	7.491	0	.034	14.207
61	1	1	.900	3	.927	.584	0	.073	5.655
62	1	1	.350	3	1.000	3.282	0	.000	23.952
63	1	1	.900	3	.927	.584	0	.073	5.655
64	1	1	.317	3	.991	3.531	0	.009	12.937
65	1	1	.911	3	.989	.536	0	.011	9.475
66	1	1	.366	3	.501	3.173	0	.499	3.178

67	1	1	.652	3	.943	1.635	0	.057	7.230
68	1	1	.646	3	.986	1.661	0	.014	10.151
69	1	1	.770	3	1.000	1.128	0	.000	17.519
70	0	0	.566	3	1.000	2.029	1	.000	19.237
71	1	1	.699	3	.999	1.430	0	.001	16.495
72	1	1	.923	3	.998	.479	0	.002	12.900
73	1	1	.139	3	.975	5.496	0	.025	12.861
74	1	1	.249	3	.999	4.122	0	.001	17.285
75	1	1	.040	3	.564	8.313	0	.436	8.828
76	1	1	.078	3	.530	6.824	0	.470	7.067
77	1	1	.262	3	.747	3.997	0	.253	6.164
78	1	1	.256	3	.946	4.056	0	.054	9.787
79	0	0	.672	3	.974	1.545	1	.026	8.804
80	1	1	.448	3	.875	2.652	0	.125	6.549
81	1	1	.900	3	.927	.584	0	.073	5.655
82	1	1	.610	3	.984	1.823	0	.016	10.013
83	0	0	.709	3	.939	1.387	1	.061	6.870
84	1	1	.039	3	.998	8.383	0	.002	21.201
85	1	1	.062	3	1.000	7.320	0	.000	30.922

86	1	1	.025	3	1.000	9.391	0	.000	35.439
87	1	1	.247	3	1.000	4.138	0	.000	25.077
88	1	1	.670	3	1.000	1.551	0	.000	17.290
89	1	1	.292	3	.980	3.734	0	.020	11.522
90	1	1	.047	3	.915	7.932	0	.085	12.697
91	1	1	.454	3	.652	2.623	0	.348	3.877
92	1	1	.073	3	.715	6.977	0	.285	8.817
93	1	1	.953	3	.966	.338	0	.034	7.061
94	1	1	.953	3	.966	.338	0	.034	7.061
95	1	1	.349	3	.968	3.288	0	.032	10.137
96	1	1	.156	3	1.000	5.222	0	.000	26.602
97	1	1	.991	3	.987	.105	0	.013	8.840
98	1	1	.601	3	.999	1.864	0	.001	16.719
99	1	1	.562	3	.790	2.049	0	.210	4.696
100	1	1	.702	3	.997	1.415	0	.003	13.109
101	1	1	.964	3	.972	.277	0	.028	7.358
102	1	1	.805	3	.913	.983	0	.087	5.682
103	1	1	.072	3	1.000	6.985	0	.000	22.228
104	1	1	.019	3	1.000	9.980	0	.000	35.913

105	1	1	.991	3	.987	.105	0	.013	8.840
106	1	1	.118	3	.878	5.874	0	.122	9.828
107	1	1	.087	3	.827	6.560	0	.173	9.689
108	1	1	.422	3	.954	2.812	0	.046	8.870
109	1	1	.116	3	1.000	5.917	0	.000	29.592
110	1	1	.276	3	1.000	3.865	0	.000	23.962
111	1	1	.574	3	.813	1.992	0	.187	4.926
112	1	1	.574	3	.813	1.992	0	.187	4.926
113	0	0	.401	3	.980	2.939	1	.020	10.725
114	1	1	.449	3	.998	2.650	0	.002	15.142
115	1	1	.276	3	.993	3.871	0	.007	13.697
116	0	0	.562	3	.997	2.051	1	.003	13.555
117	1	1	.381	3	.779	3.068	0	.221	5.583
118	1	1	.131	3	1.000	5.627	0	.000	26.881
119	1	1	.396	3	1.000	2.973	0	.000	19.268
120	0	0	.868	3	.991	.724	1	.009	10.078
121	0	0	.883	3	.979	.658	1	.021	8.359
122	1	1	.813	3	.924	.953	0	.076	5.935
123	1	1	.452	3	.735	2.632	0	.265	4.670

124	1	1	.653	3	.988	1.627	0	.012	10.470
125	1	1	.018	3	.996	10.115	0	.004	21.412
126	1	1	.443	3	.940	2.683	0	.060	8.172
127	0	0	.333	3	.912	3.406	1	.088	8.091
128	1	1	.706	3	.999	1.398	0	.001	15.144
129	1	1	.057	3	.748	7.512	0	.252	9.687
130	1	1	.999	3	.995	.027	0	.005	10.707
131	1	1	.864	3	.999	.737	0	.001	14.767
132	1	1	.633	3	.797	1.718	0	.203	4.457
133	1	1	.101	3	1.000	6.231	0	.000	29.769
134	1	1	.861	3	.938	.751	0	.062	6.172
135	1	1	.032	3	.995	8.792	0	.005	19.542
136	0	0	.870	3	.985	.714	1	.015	9.129
137	0	0	.109	3	.931	6.047	1	.069	11.243
138	1	1	.443	3	.999	2.683	0	.001	16.148
139	1	1	.362	3	.949	3.201	0	.051	9.031
140	1	1	.643	3	.909	1.673	0	.091	6.267
141	0	0	.290	3	1.000	3.748	1	.000	22.399
142	1	1	.791	3	.994	1.044	0	.006	11.139

143	0	0	.508	3	.999	2.324	1	.001	16.174
144	1	1	.415	3	.981	2.854	0	.019	10.722
145	1	1	.299	3	.999	3.672	0	.001	17.213
146	0	0	.532	3	.998	2.201	1	.002	14.427
147	1	1	.682	3	.840	1.501	0	.160	4.817
148	0	0	.773	3	.996	1.116	1	.004	12.107
149	1	1	.567	3	.973	2.024	0	.027	9.191
150	1	1	.633	3	.797	1.718	0	.203	4.457
151	0	0	.765	3	1.000	1.150	1	.000	16.535
152	1	1	.518	3	1.000	2.271	0	.000	20.334
153	1	1	.544	3	.999	2.141	0	.001	15.593
154	0	0	.577	3	1.000	1.978	1	.000	17.181
155	1	1	.871	3	.965	.709	0	.035	7.347
156	1	1	.674	3	.995	1.536	0	.005	12.054
157	0	0	.192	3	.906	4.744	1	.094	9.282
158	1	1	.635	3	.997	1.707	0	.003	13.474
159	1	1	.682	3	.840	1.501	0	.160	4.817
160	0	0	.686	3	.995	1.482	1	.005	11.934
161	1	1	.539	3	.869	2.164	0	.131	5.948

162	0	0	.416	3	.886	2.843	1	.114	6.945
163	1	1	.065	3	.819	7.213	0	.181	10.232
164	1	1	.120	3	.997	5.839	0	.003	17.743
165	1	1	.319	3	.961	3.514	0	.039	9.908

For the original data, squared Mahalanobis distance is based on canonical functions.

For the cross-validated data, squared Mahalanobis distance is based on observations.

a. Cross validation is done only for those cases in the analysis. In cross validation, each case is classified by the functions derived from all cases other than that case.

** . Misclassified case

