

Variabel Pesaing (X3)

Pelanggan (X4)

No	X3.1	X3.2	X3.3	X3.4	X3.5	Total	Rata-rata	X4.1	X4.2	X4.3	X4.4	X4.5	Total	Rata-rata
1	5	5	5	4	5	24	4.8	5	4	5	5	5	24	4.8
2	4	2	5	5	5	21	4.2	5	5	5	4	5	24	4.8
3	5	5	5	5	4	24	4.8	5	5	5	5	5	25	5.0
4	4	3	4	5	4	20	4.0	5	4	5	2	3	19	3.8
5	2	5	3	4	1	15	3.0	4	3	4	5	5	21	4.2
6	2	4	4	5	5	20	4.0	4	4	4	5	4	21	4.2
7	5	4	4	5	5	23	4.6	5	5	5	5	3	23	4.6
8	5	3	5	4	5	22	4.4	4	3	5	4	5	21	4.2
9	3	5	4	5	4	21	4.2	5	4	5	2	5	21	4.2
10	5	4	5	5	5	24	4.8	5	5	4	5	5	24	4.8
11	5	5	5	5	5	25	5.0	5	5	5	4	4	23	4.6
12	2	5	4	5	3	19	3.8	4	5	4	5	5	23	4.6
13	5	4	5	5	5	24	4.8	5	5	5	5	5	25	5.0
14	4	5	5	3	5	22	4.4	5	4	5	5	4	23	4.6
15	5	5	5	5	4	24	4.8	4	5	5	5	5	24	4.8
16	4	5	3	5	1	18	3.6	4	5	5	4	5	23	4.6
17	2	4	4	4	5	19	3.8	4	5	5	5	2	21	4.2
18	5	4	4	4	4	21	4.2	5	5	5	1	5	21	4.2
19	5	5	5	4	5	24	4.8	5	4	5	5	5	24	4.8
20	5	5	5	5	5	25	5.0	5	5	4	4	4	22	4.4
21	3	1	4	5	4	17	3.4	4	5	5	2	4	20	4.0
22	2	5	4	5	4	20	4.0	5	5	5	2	5	22	4.4
23	5	4	5	3	5	22	4.4	5	4	5	4	5	23	4.6
24	5	5	5	5	4	24	4.8	5	5	5	5	4	24	4.8
25	4	5	5	4	4	22	4.4	4	5	5	5	5	24	4.8
26	1	5	4	5	4	19	3.8	5	3	5	5	1	19	3.8
27	4	4	4	4	5	21	4.2	5	5	5	4	1	20	4.0
28	5	5	4	5	5	24	4.8	5	5	5	4	4	23	4.6
29	5	5	5	5	5	25	5.0	5	4	5	5	4	23	4.6
30	5	5	5	4	5	24	4.8	4	5	4	5	5	23	4.6
31	5	4	4	5	4	22	4.4	4	5	5	5	5	24	4.8
32	4	5	5	3	2	19	3.8	5	4	5	4	1	19	3.8
33	5	5	5	5	4	24	4.8	5	5	5	4	4	23	4.6
34	2	4	4	5	5	20	4.0	4	3	5	5	4	21	4.2
35	5	5	5	5	4	24	4.8	5	5	5	4	4	23	4.6
36	4	5	5	4	4	22	4.4	4	5	5	1	5	20	4.0
37	4	4	5	4	5	22	4.4	5	4	5	5	3	22	4.4
38	5	2	4	5	5	21	4.2	4	5	5	4	5	23	4.6
39	5	5	5	5	5	25	5.0	5	4	4	5	5	23	4.6
40	5	5	5	5	5	25	5.0	5	5	5	4	5	24	4.8
41	3	5	5	4	2	19	3.8	4	5	5	5	2	21	4.2
42	4	4	5	5	4	22	4.4	5	5	4	2	4	20	4.0
43	5	5	5	5	5	25	5.0	4	5	5	5	4	23	4.6

Variabel Kredit (X5)

Variabel Teknologi (X6)

no	X5.1	X5.2	X5.3	X5.4	X5.5	Total	Rata-rata	X6.1	X6.2	X6.3	X6.4	X6.5	Total	Rata-rata
1	5	4	5	1	5	20	4.0	4	2	5	5	5	21	4.2
2	5	5	5	4	2	21	4.2	5	5	4	2	1	17	3.4
3	4	5	5	5	5	24	4.8	5	4	5	5	4	23	4.6
4	4	1	4	2	1	12	2.4	4	3	4	5	5	21	4.2
5	5	5	3	5	4	22	4.4	5	2	5	1	4	17	3.4
6	5	5	5	5	3	23	4.6	4	1	5	4	2	16	3.2
7	4	5	4	3	4	20	4.0	2	5	5	3	4	19	3.8
8	5	4	5	5	2	21	4.2	3	4	4	1	3	15	3.0
9	5	5	2	2	1	15	3.0	5	2	3	4	5	17	3.4
10	5	5	5	4	5	24	4.8	4	5	4	5	5	23	4.6
11	4	5	5	5	5	24	4.8	4	5	5	4	5	23	4.6
12	5	5	5	5	5	25	5.0	1	2	2	2	1	12	2.4
13	5	4	5	4	5	23	4.6	5	4	4	5	5	19	3.8
14	1	4	4	1	4	14	2.8	4	2	5	2	4	18	3.6
15	4	5	5	5	5	24	4.8	5	4	5	5	4	23	4.6
16	4	2	5	5	4	20	4.0	5	5	5	4	3	23	4.6
17	5	4	5	4	1	19	3.8	4	4	5	1	4	17	3.4
18	5	2	3	5	2	17	3.4	1	2	4	5	1	16	3.2
19	5	4	5	5	2	21	4.2	2	1	3	4	4	11	2.2
20	2	5	5	4	5	21	4.2	4	4	5	5	5	22	4.4
21	5	5	4	5	1	20	4.0	2	3	4	5	5	19	3.8
22	5	3	5	5	5	23	4.6	2	4	4	1	5	16	3.2
23	5	4	5	3	2	19	3.8	2	1	2	4	5	14	2.8
24	5	5	5	4	5	24	4.8	4	5	5	5	4	23	4.6
25	5	5	5	5	5	25	5.0	5	2	4	5	5	21	4.2
26	5	3	1	2	3	14	2.8	1	1	4	4	1	11	2.2
27	1	4	2	5	2	14	2.8	4	2	3	3	2	14	2.8
28	4	4	5	4	5	22	4.4	2	3	4	5	5	19	3.8
29	4	4	5	4	5	22	4.4	5	4	5	4	5	23	4.6
30	5	5	4	5	5	24	4.8	4	5	5	4	5	23	4.6
31	4	4	5	5	5	23	4.6	4	4	5	4	5	22	4.4
32	5	3	4	1	3	16	3.2	5	4	5	4	4	22	4.4
33	5	4	5	5	5	24	4.8	5	5	5	5	5	25	5.0
34	5	5	5	5	5	25	5.0	4	3	5	4	2	18	3.6
35	5	5	4	5	5	24	4.8	4	4	5	4	3	20	4.0
36	3	5	1	5	1	15	3.0	2	2	2	5	2	13	2.6
37	4	5	4	2	3	18	3.6	2	1	4	3	4	14	2.8
38	5	4	4	5	4	22	4.4	5	2	2	5	1	15	3.0
39	5	5	5	4	5	24	4.8	4	5	5	5	4	23	4.6
40	4	5	5	5	5	24	4.8	4	4	5	2	4	19	3.8
41	5	2	5	2	2	16	3.2	2	4	5	5	1	17	3.4
42	5	5	2	4	2	18	3.6	3	2	4	3	2	14	2.8
43	4	5	5	5	5	24	4.8	1	3	4	4	2	14	2.8

Variabel Kebijakan Produksi (X7)

Variabel Pemasaran (X8)

lo	X7.1	X7.2	X7.3	X7.4	X7.5	Total	Rata-rata	X8.1	X8.2	X8.3	X8.4	X8.5	Total	Rata-rata
1	5	5	5	5	5	25	5	5	2	5	5	5	22	4.4
2	5	4	5	5	5	24	4.8	5	1	5	5	5	21	4.2
3	4	5	5	5	5	24	4.8	5	2	5	5	5	22	4.4
4	5	5	5	4	1	20	4	5	4	5	5	5	24	4.8
5	5	5	4	5	5	24	4.8	5	5	5	4	4	23	4.6
6	4	3	5	5	4	21	4.2	4	3	3	5	5	20	4
7	5	5	4	5	5	24	4.8	4	3	4	5	5	21	4.2
8	5	4	5	5	5	24	4.8	5	5	5	5	5	25	5
9	5	5	5	4	4	23	4.6	5	5	5	5	5	25	5
10	4	5	5	5	5	24	4.8	5	5	5	5	2	22	4.4
11	5	5	4	5	5	24	4.8	5	4	5	5	4	23	4.6
12	2	4	5	5	5	21	4.2	4	1	4	4	5	18	3.6
13	5	5	5	5	5	25	5	5	4	2	5	5	21	4.2
14	5	5	5	5	4	24	4.8	5	5	5	5	5	25	5
15	5	5	4	5	2	21	4.2	5	2	4	5	2	18	3.6
16	5	4	5	2	4	20	4	4	2	4	5	5	20	4
17	4	5	4	4	5	22	4.4	5	1	5	4	4	19	3.8
18	4	4	4	5	5	22	4.4	5	1	3	5	3	17	3.4
19	5	5	5	5	1	21	4.2	5	5	5	5	5	25	5
20	5	5	5	5	4	24	4.8	4	4	4	5	5	22	4.4
21	5	5	5	5	5	25	5	4	5	4	4	5	22	4.4
22	5	5	5	5	5	25	5	5	3	4	5	5	22	4.4
23	4	5	5	5	4	23	4.6	5	5	5	5	4	24	4.8
24	5	5	4	5	5	24	4.8	5	5	5	5	2	22	4.4
25	5	4	5	4	4	22	4.4	5	1	4	4	5	19	3.8
26	5	5	5	4	5	24	4.8	4	2	5	5	5	21	4.2
27	4	3	4	5	5	21	4.2	5	4	5	5	5	24	4.8
28	5	5	5	4	2	21	4.2	5	5	5	5	4	24	4.8
29	5	5	5	5	5	25	5	5	5	5	5	5	25	5
30	5	5	5	5	5	25	5	4	5	5	5	1	20	4
31	5	4	5	5	5	24	4.8	5	5	5	5	5	25	5
32	4	5	4	4	5	22	4.4	5	2	5	5	3	20	4
33	5	4	5	1	4	19	3.8	4	4	4	4	5	21	4.2
34	3	4	5	5	5	22	4.4	5	5	5	5	5	25	5
35	5	5	5	5	5	25	5	5	4	5	5	1	20	4
36	5	5	5	5	5	25	5	5	2	4	4	4	19	3.8
37	4	5	4	5	4	22	4.4	5	3	5	5	5	23	4.6
38	4	4	5	5	5	23	4.6	4	5	1	4	5	19	3.8
39	5	5	5	4	4	23	4.6	4	5	5	4	1	19	3.8
40	5	5	4	5	4	23	4.6	5	4	5	5	5	24	4.8
41	5	4	5	5	5	24	4.8	5	1	3	5	4	18	3.6
42	4	5	5	5	5	24	4.8	4	5	5	5	5	24	4.8
43	5	5	4	5	4	23	4.6	5	2	4	5	2	18	3.6

LAMPIRAN 1

**Daftar Pertanyaan
(Kuesioner)**

**ANALISIS PENGARUH LINGKUNGAN
INTERNAL DAN EKSTERNAL TERHADAP
KINERJA INDUSTRI KERAJINAN KUNINGAN
DI CINDOGO KABUPATEN BONDOWOSO**

Oleh :

SHANTY RATNA DAMAYANTI
NIM : 099913437 M

**PROGRAM STUDI ILMU MANAJEMEN
PROGRAM PASCA SARJANA
UNIVERSITAS AIRLANGGA
SURABAYA
2002**

ADLN - Perpustakaan Universitas Airlangga
Yth. Bapak/Ibu/Sdr./Sdri.,

Dalam rangka penyusunan Tesis pada Program Pasca Sarjana (S2) Universitas Airlangga Surabaya, kami membutuhkan data, oleh karena itu kami mohon dengan hormat kepada Bapak/Ibu/Sdr./Sdri. berkenan memberikan pendapat pada kuesioner yang kami berikan.

Hal-hal yang berkaitan dengan identitas diri Bapak/Ibu/Sdr./Sdri. akan kami rahasiakan. Atas kesediaan dan kerjasamanya kami sampaikan terima kasih.

Penulis

IDENTITAS PENULIS

Nama : Shanty Ratna Damayanti, SE.
NIM : 099913437 M
Program Studi : Ilmu Manajemen
Judul Tesis : Analisis Pengaruh Lingkungan Intenal dan Eksternal Terhadap Kinerja Industri Kerajinan Kuningan di Cindogo Kabupaten Bondowoso

Kuesioner hal 2

Petunjuk Pengisian

1. Daftar pertanyaan di bawah ini hanya semata-mata untuk data penelitian dalam rangka penyelesaian studi (S₂) peneliti di Program Pascasarjana Universitas Airlangga Surabaya.
2. Memberi tanda (✓) pada jawaban yang tersedia yang dirasa paling sesuai dengan keadaan perusahaan Bapak/Ibu/Sdr./Sdri. (untuk pertanyaan pilihan)
SS = Sangat Setuju; S = Setuju; N = Netral; TS = Tidak Setuju; STS = Sangat Tidak Setuju
3. Mengisi jawaban pada tempat yang tersedia (untuk pertanyaan isian)

IDENTITAS PERUSAHAAN

Nama Perusahaan : _____

Nama Pemilik Perusahaan : _____

Nama Direktur/Pengelola : _____

Alamat Perusahaan : _____

Jumlah Tenaga Kerja : _____

Total Investasi Awal : _____

Daerah Pemasaran : _____

Industri Binaan : _____

Industri Non Binaan : _____

Kuesioner hal 3

A. Pemerintah

- | | SS | S | N | TS | STS |
|---|----|---|---|----|-----|
| 1 Biaya yang dikeluarkan perusahaan (mis pajak, retribusi) tidak terlalu besar mempengaruhi biaya operasi perusahaan. | | | | | |
| 2 Kebijaksanaan pemerintah dalam bidang ekonomi dan keuangan tidak terlalu mempengaruhi pada situasi bisnis/usaha. | | | | | |
| 3 Peraturan pemerintah tentang upah minimum tidak terlalu besar mempengaruhi biaya operasi perusahaan. | | | | | |
| 4 Pemerintah setempat memberi dukungan terhadap keberadaan perusahaan di wilayah tersebut. | | | | | |
| 5 Biaya pembuangan sisa bahan tidak begitu besar mempengaruhi biaya operasi perusahaan. | | | | | |

B. Pemasok

- | | SS | S | N | TS | STS |
|--|----|---|---|----|-----|
| 1 Bahan baku yang diperlukan perusahaan mudah diperoleh di pasar, sehingga memperlancar proses produksi | | | | | |
| 2 Perusahaan tidak tergantung hanya pada satu orang pemasok | | | | | |
| 3 Pengiriman bahan baku yang diperlukan perusahaan cukup lancar sehingga tidak menghambat proses produksi | | | | | |
| 4 Perusahaan telah menjalin hubungan baik dengan para pemasok sehingga memudahkan perusahaan untuk mendapatkan bahan baku baik dalam pembelian secara tunai maupun kredit. | | | | | |
| 5 Harga bahan baku tidak ditentukan secara sepihak oleh para pemasok. | | | | | |

Kuesioner hal 4

C. Pesaing

	SS	S	N	TS	STS
1 Keluar masuknya perusahaan sejenis dalam industri kerajinan kuningan di Cindogo Kabupaten Bondowoso tidak mempengaruhi volume penjualan perusahaan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Adanya produk tiruan di pasar tidak mempengaruhi volume penjualan atau laba perusahaan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 Adanya perubahan-perubahan strategi pemasaran yang berkaitan dengan harga yang dilakukan para pesaing tidak mempengaruhi volume penjualan perusahaan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Adanya perubahan-perubahan strategi pemasaran yang berkaitan dengan kualitas produk yang dilakukan para pesaing tidak mempengaruhi volume penjualan perusahaan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5 Adanya perubahan-perubahan strategi pemasaran yang berkaitan dengan pelayanan kepada konsumen yang dilakukan para pesaing tidak mempengaruhi volume penjualan perusahaan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

D. Pelanggan

	SS	S	N	TS	STS
1 Usaha untuk meningkatkan kualitas produk senantiasa dilakukan untuk mempertahankan pelanggan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2 Perusahaan secara terus-menerus memperhatikan keadaan pasar untuk mengetahui kebutuhan baru pelanggan.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3 Dalam menghadapi setiap keluhan pelanggannya, perusahaan bersikap baik dengan memberi jaminan terhadap produk yang dijual	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4 Ketahanan atau kesetiaan pelanggan tidak berdasarkan kedekatan dengan wilayah atau tempat usaha.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Kuesioner hal 5

- 5 Adanya perbedaan harga menyebabkan pelanggan berpindah pada industri pesaing.

E. Kredit

- | | SS | S | N | TS | STS |
|---|----|---|---|----|-----|
| 1 Perlu adanya pihak lain yang dapat memberikan informasi sumber dana / pinjaman pada perusahaan. | | | | | |
| 2 Adanya peranan pemerintah dalam memberi bantuan untuk mendapatkan pinjaman dana bagi perusahaan . | | | | | |
| 3 Adanya uluran tangan pihak ketiga (mis: bank) yang membantu dalam memberi pinjaman bagi perusahaan. | | | | | |
| 4 Diperlukan kredit untuk bahan baku dari pemasok untuk menunjang kelancaran usaha | | | | | |
| 5 Perusahaan mendapatkan kemudahan pinjaman dalam proses pemberian kredit | | | | | |

F. Teknologi

- | | SS | S | N | TS | STS |
|--|----|---|---|----|-----|
| 1 Perusahaan selalu mengikuti perkembangan teknologi pada proses produksi dalam upaya menciptakan desain produk. | | | | | |
| 2 Perubahan teknologi dapat membantu mempersingkat waktu yang digunakan dalam memproduksi barang. | | | | | |
| 3 Penggunaan alat/mesin dalam proses produksi dapat meningkatkan kualitas produk yang dihasilkan. | | | | | |
| 4 Menggunakan teknologi baru dilakukan karena pesaing juga melakukan hal yang sama. | | | | | |
| 5 Alat/mesin yang digunakan dalam menghasilkan kuningan selama ini mudah diperoleh. | | | | | |

Kuesioner hal 6

I. Kebijakan Produksi

SS S N TS STS

Dalam situasi permintaan produk berubah, tindakan apa yang dilakukan dalam memproduksi barang ?

- 1 Menciptakan desain baru dan unik sesuai kebutuhan pasar
- 2 Menetapkan kapan waktunya memproduksi barang
- 3 Memperhitungkan bahan baku dan jumlah produksi
- 4 Menetapkan variasi produk sesuai kebutuhan pasar
- 5 Menetapkan standarisasi dan pengawasan produk

K. Pemasaran

SS S N TS STS

- 1 Adanya *show room* sebagai salah satu saluran distribusi akan membantu memperkenalkan produk kepada masyarakat
- 2 Penggunaan perantara pemasaran (misalnya Agen, pedagang) membuat barang tersedia secara luas dan mudah diperoleh di pasar.
- 3 Penjualan secara langsung (produsen – konsumen) akan dapat meningkatkan volume penjualan.
- 4 Panjangnya saluran distribusi akan mempengaruhi harga produk.
- 5 Peran pemerintah sangat dibutuhkan dalam memasarkan produk agar sampai ke luar negeri.

Kuesioner hal 7

L. Kewirausahaan

SS S N TS STS

- Selalu ada inisiatif untuk memajukan perusahaan dan selalu mengembangkan ide untuk dipertimbangkan
- Selalu mengingat kembali pekerjaan yang telah selesai dikerjakan untuk bahan evaluasi diri.
- Meski perusahaan dalam keadaan sulit, tetap berusaha keras melanjutkan bisnis perusahaan ini
- Saran/pendapat orang lain, tetap menjadi pertimbangan dalam memajukan perusahaan
- Pembaharuan teknologi ataupun model produknya selalu dilakukan di perusahaan ini.

G. Bauran Produk

Banyaknya model kuningan yang dijual rata-rata setiap tahun dalam 5 tahun terakhir :

Jenis Produk	Banyaknya Model
1.model
2.model
3.model
4.model
5.model
6.model

Kuesioner hal 8

H. Tenaga Ahli

1. Apakah semua produk yang dihasilkan adalah rancangan perusahaan sendiri ?
 - a. Ya
 - b. Tidak

Jika Ya, lanjutkan menjawab pertanyaan nomor 2.

Jika Tidak, lanjutkan menjawab pertanyaan nomor 3.

2. Jika Ya, berapa banyaknya tenaga perancang yang dimiliki ?
Jawab : Orang
3. Jika Tidak, dari mana rancangan produk diperoleh ?
Jawab :

J. Upah Tenaga Kerja

- a. Berapa rata-rata upah yang diterima pekerja : Rp / hari
- b. Berapa rata-rata produk yang dihasilkan setiap hari :
.....unit/hari

L. Modal Kerja

1. Total Penjualan bersih rata-rata setiap tahun Rp.
2. Modal kerja rata-rata yang digunakan perusahaan setiap tahun
Rp.

M. Kemampulabaan

1. Total aktiva rata-rata setiap tahun Rp.
2. Tingkat keuntungan rata-rata setiap tahun Rp.

Kuesioner hal 9

LAMPIRAN 2

X5.2	X5.3	X5.4	X5.5	Total	Rata-rata	X6.1	X6.2	X6.3	X6.4	X6.5	Total	Rata-rata
4	5	1	5	20	4.0	4	2	5	5	5	21	4.2
5	5	4	2	21	4.2	5	5	4	2	1	17	3.4
5	5	5	5	24	4.8	5	4	5	5	4	23	4.6
1	4	2	1	12	2.4	4	3	4	5	5	21	4.2
5	3	5	4	22	4.4	5	2	5	1	4	17	3.4
5	5	5	3	23	4.6	4	1	5	4	2	16	3.2
5	4	3	4	20	4.0	2	5	5	3	4	19	3.8
4	5	5	2	21	4.2	3	4	4	1	3	15	3.0
5	2	2	1	15	3.0	5	2	3	4	5	17	3.4
5	5	4	5	24	4.8	4	5	4	5	5	23	4.6
5	5	5	5	24	4.8	4	5	5	4	5	23	4.6
5	5	5	5	25	5.0	1	2	2	2	1	12	2.4
4	5	4	5	23	4.6	5	4	4	5	5	19	3.8
4	4	1	4	14	2.8	4	2	5	2	4	18	3.6
5	5	5	5	24	4.8	5	4	5	5	4	23	4.6
2	5	5	4	20	4.0	5	5	5	4	3	23	4.6
4	5	4	1	19	3.8	4	4	5	1	4	17	3.4
2	3	5	2	17	3.4	1	2	4	5	1	16	3.2
4	5	5	2	21	4.2	2	1	3	4	4	11	2.2
5	5	4	5	21	4.2	4	4	5	5	5	22	4.4
5	4	5	1	20	4.0	2	3	4	5	5	19	3.8
3	5	5	5	23	4.6	2	4	4	1	5	16	3.2
4	5	3	2	19	3.8	2	1	2	4	5	14	2.8
5	5	4	5	24	4.8	1	5	5	5	4	20	4.0
5	5	5	5	25	5.0	5	2	4	5	5	21	4.2
3	1	2	3	14	2.8	1	1	4	4	1	11	2.2
4	2	5	2	14	2.8	4	2	3	0	2	14	2.8
4	5	4	5	22	4.4	2	3	4	5	5	19	3.8
4	5	4	5	22	4.4	5	4	5	4	5	23	4.6
5	4	5	5	24	4.8	4	5	5	4	5	23	4.6
4	5	5	5	23	4.6	4	4	5	4	5	22	4.4
3	4	1	3	16	3.2	5	4	5	4	4	22	4.4
4	5	5	5	24	4.8	5	5	5	5	5	25	5.0
5	5	5	5	25	5.0	1	3	5	1	2	18	3.6
5	4	5	5	24	4.8	4	4	5	4	3	20	4.0
5	1	5	1	15	3.0	2	2	2	5	2	13	2.6
5	4	2	3	18	3.6	2	1	4	3	4	14	2.8
4	4	5	4	22	4.4	5	2	2	5	1	15	3.0
5	5	4	5	24	4.8	4	5	5	5	4	23	4.6
5	5	5	5	24	4.8	4	4	5	2	4	19	3.8
2	5	2	2	16	3.2	2	4	5	5	1	17	3.4
5	2	4	2	18	3.6	3	2	4	3	2	14	2.8
5	5	5	5	24	4.8	1	3	4	4	2	14	2.8

Variabel Kewirausahaan (X9)

X9.2	X9.3	X9.4	X95	Total	Rata-rata	Bauran Produk (X10)	Tenaga Ahli (X11)	Tk Upah (X12)	Perputaran Mdi Kerja (X13)	ROI (Y)
5	5	5	5	25	5.0	5	3	5	1	5
3	3	5	1	17	3.4	3	1	5	3	3
4	4	5	5	23	4.6	3	1	5	3	4
5	5	5	4	24	4.8	2	2	5	3	3
5	5	5	2	21	4.2	2	1	2	3	2
2	4	5	3	19	3.8	2	1	2	2	2
5	5	5	4	22	4.4	2	1	4	3	4
5	5	5	5	25	5.0	4	2	4	3	5
4	5	4	3	20	4.0	4	2	2	3	4
4	5	5	5	24	4.8	4	1	4	2	4
4	5	5	2	19	3.8	5	2	5	3	5
5	5	5	5	24	4.8	5	4	4	3	3
2	2	4	1	14	2.5	2	2	4	3	4
5	5	5	5	25	5.0	2	1	3	3	4
5	5	5	5	25	5.0	2	1	4	2	5
5	5	5	5	24	4.8	2	1	2	3	3
5	4	5	4	23	4.6	2	1	2	3	3
4	5	5	5	23	4.6	2	1	2	5	2
3	5	4	2	19	3.8	2	3	2	3	5
5	4	5	5	24	4.8	2	1	4	3	5
5	4	5	5	24	4.8	1	1	1	2	3
5	5	5	5	25	5.0	2	2	1	3	2
5	5	5	5	25	5.0	2	1	2	3	3
5	5	4	5	24	4.8	4	2	5	1	3
5	5	5	5	25	5.0	2	1	2	3	5
4	5	3	1	18	3.6	2	3	2	3	1
2	5	5	3	18	3.6	2	1	2	3	3
5	4	4	5	22	4.4	3	2	5	5	4
5	5	5	5	25	5.0	2	1	4	4	5
5	2	5	6	22	4.4	5	5	5	3	3
5	4	5	5	24	4.8	5	4	5	3	4
3	5	5	4	22	4.4	3	1	4	3	4
4	5	5	5	24	4.8	5	5	5	3	2
5	4	5	4	23	4.6	3	2	1	5	5
5	5	5	5	24	4.8	5	5	4	3	4
5	5	4	5	23	4.6	1	1	1	5	5
5	5	5	5	23	4.6	2	1	2	5	3
1	5	5	2	17	3.4	3	1	3	3	2
4	4	4	5	22	4.4	2	1	3	3	4
5	5	5	5	25	5.0	3	3	5	3	5
5	5	5	5	25	5.0	1	1	1	3	3
5	5	5	5	25	5.0	2	1	3	2	3
5	5	5	5	25	5.0	2	1	4	3	4

Variabel Pemerintah (X1) DLN - Perpustakaan Universitas Airlangga **Bemasok (X2)**

X1.2	X1.3	X1.4	X1.5	Total	Rata-rata	X2.1	X2.2	X2.3	X2.4	X2.5	Total	Rata-rata
4	5	4	5	23	4.6	5	2	2	2	1	12	2.4
5	4	5	4	22	4.4	4	5	5	5	5	24	4.8
3	4	2	5	19	3.8	4	5	5	4	2	20	4.0
4	5	3	5	21	4.2	5	1	1	2	3	12	2.4
3	5	5	5	23	4.6	5	5	5	5	5	25	5.0
5	4	5	4	23	4.6	5	5	5	5	4	24	4.8
2	2	4	5	16	3.2	5	5	5	5	5	25	5.0
5	4	5	5	23	4.6	4	5	5	5	5	24	4.8
4	2	1	5	17	3.4	5	5	5	5	5	25	5.0
1	5	4	4	18	3.6	5	2	2	1	2	12	2.4
5	1	2	5	17	3.4	5	4	4	5	4	22	4.4
5	5	4	5	24	4.8	5	5	5	5	5	25	5.0
4	5	2	5	19	3.8	5	3	3	4	3	18	3.6

Variabel Pesaing (X3)

Pelanggan (X4)

X3.2	X3.3	X3.4	X3.5	Total	Rata-rata	X4.1	X4.2	X4.3	X4.4	X4.5	Total	Rata-rata
4	2	4	5	16	3.2	4	5	4	5	5	23	4.6
5	4	5	4	23	4.6	5	5	5	5	5	25	5.0
4	5	5	5	21	4.2	1	5	5	4	2	17	3.4
2	1	3	5	16	3.2	5	4	5	5	4	23	4.6
5	5	5	5	25	5.0	4	5	4	5	4	22	4.4
4	5	5	5	23	4.6	5	5	5	5	5	25	5.0
3	4	4	3	16	3.2	2	5	5	4	3	19	3.8
2	5	1	4	17	3.4	5	4	5	4	5	23	4.6
5	4	5	5	24	4.8	5	5	4	5	4	23	4.6
1	5	4	2	15	3.0	2	5	5	5	5	22	4.4
4	3	4	5	20	4.0	5	3	5	4	1	18	3.6
4	4	5	5	23	4.6	4	5	4	5	5	23	4.6
5	5	4	5	20	4.0	3	5	5	5	4	22	4.4

Variabel Kredit (X5)

Variabel Teknologi (X6)

X5.2	X5.3	X5.4	X5.5	Total	Rata-rata	X6.1	X6.2	X6.3	X6.4	X6.5	Total	Rata-rata
1	2	4	2	1	2.0	4	5	1	5	1	16	3.2
4	5	2	5	21	4.2	5	5	5	5	4	24	4.8
2	5	5	5	21	4.2	2	4	4	4	2	16	3.2
1	2	3	1	12	2.4	5	5	5	5	3	23	4.6
2	4	5	5	18	3.6	4	4	2	5	1	16	3.2
2	4	5	1	17	3.4	5	5	5	5	2	22	4.4
5	4	5	5	23	4.6	1	5	5	2	4	17	3.4
3	1	4	2	12	2.4	4	3	5	4	5	21	4.2
1	5	5	1	17	3.4	5	4	2	5	5	21	4.2
5	3	4	3	19	3.8	3	5	4	5	4	21	4.2
4	2	2	5	18	3.6	2	2	5	4	2	15	3.0
4	5	5	5	24	4.8	5	5	5	5	5	25	5.0
2	2	5	1	15	3.0	5	4	5	4	4	22	4.4

Variabel Kebijakan Produksi (X7)**Variabel Pemasaran (X8)**

X7.2	X7.3	X7.4	X7.5	Total	Rata-rata	X8.1	X8.2	X8.3	X8.4	X8.5	Total	Rata-rata
5	4	5	5	24	4.8	5	5	5	5	5	25	5.0
4	5	5	5	23	4.6	5	4	5	5	5	24	4.8
4	5	4	5	23	4.6	4	3	1	5	3	16	3.2
2	4	2	5	18	3.6	5	4	4	5	5	23	4.6
5	4	5	5	24	4.8	5	5	4	5	4	23	4.6
5	4	5	4	22	4.4	5	5	2	4	2	18	3.6
3	5	1	4	17	3.4	5	4	5	4	4	22	4.4
5	5	4	5	24	4.8	4	4	5	5	4	22	4.4
5	5	5	4	23	4.6	2	5	5	4	2	18	3.6
5	5	5	5	25	5.0	5	5	2	5	3	20	4.0
1	4	2	5	17	3.4	4	4	4	4	4	20	4.0
5	5	5	5	25	5.0	4	5	1	5	5	20	4.0
5	5	4	5	24	4.8	5	5	5	5	5	25	5.0

Variabel Kewirausahaan (X9)

X9.2	X9.3	X9.4	X9.5	Total	Rata-rata	Bauran Produk (X10)	Tenaga Ahli (X11)	Tk Upah (X12)	Perputaran Mdl Kerja (X13)	ROI (Y)
5	4	5	5	24	4.8	2	1	4	1	1
5	5	4	2	20	4.0	5	2	5	3	4
3	2	5	4	19	3.8	2	1	2	3	2
4	5	5	5	24	4.8	2	1	4	3	3
4	5	5	4	23	4.6	2	1	3	5	2
5	5	5	5	24	4.8	5	3	5	4	5
3	1	5	2	16	3.2	2	1	5	3	3
5	5	4	5	24	4.8	2	1	1	3	2
5	4	4	5	22	4.4	3	2	3	3	2
5	5	5	5	25	5.0	3	1	1	3	3
5	5	5	4	23	4.6	2	1	2	3	3
4	5	5	3	22	4.4	4	2	5	3	4
5	5	5	5	25	5.0	3	2	5	3	3

LAMPIRAN 3

Correlations

Correlations

	X1.1	X1.2	X1.3	X1.4	X1.5	TOTAL
Pearson Correlation	1.000	.483*	.602*	.104	.089	.759**
Sig. (2-tailed)		.000	.000	.448	.613	.000
N	56	56	56	56	56	56
Pearson Correlation	.483*	1.000	.363*	.187	-.044	.700*
Sig. (2-tailed)	.000		.006	.165	.745	.000
N	56	56	56	56	56	56
Pearson Correlation	.602*	.363*	1.000	.211	.034	.807**
Sig. (2-tailed)	.000	.006		.119	.801	.000
N	56	56	56	56	56	56
Pearson Correlation	.104	.187	.211	1.000	.242	.515*
Sig. (2-tailed)	.448	.188	.110		.072	.000
N	56	56	56	56	56	56
Pearson Correlation	.089	-.044	-.034	.242	1.000	0.536**
Sig. (2-tailed)	.613	.745	.801	.072		.000
N	56	56	56	56	56	56
Pearson Correlation	.759**	.700*	.807**	.515*	0.536**	1.000
Sig. (2-tailed)	.000	.000	.000	.000	.000	
N	56	56	56	56	56	56

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

Correlations

Correlations

	X2.1	X2.2	X2.3	X2.4	X2.5	TOTAL
Pearson Correlation	1.000	-.256	.119	.211	.219	.454**
Sig. (2-tailed)		.057	.384	.118	.106	.002
N	56	56	56	56	56	56
Pearson Correlation	-.256	1.000	.529**	.284*	.266*	.606**
Sig. (2-tailed)	.057		.000	.034	.047	.000
N	56	56	56	56	56	56
Pearson Correlation	.119	.529**	1.000	.627**	.439**	.826**
Sig. (2-tailed)	.384	.000		.000	.001	.000
N	56	56	56	56	56	56
Pearson Correlation	.211	.284*	.627**	1.000	.656**	.854**
Sig. (2-tailed)	.118	.034	.000		.000	.000
N	56	56	56	56	56	56
Pearson Correlation	.219	.266*	.439**	.656**	1.000	.789**
Sig. (2-tailed)	.106	.047	.001	.000		.000
N	56	56	56	56	56	56
Pearson Correlation	.454**	.606**	.826**	.854**	.789**	1.000
Sig. (2-tailed)	.002	.000	.000	.000	.000	
N	56	56	56	56	56	56

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

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

Correlations

	X3.1	X3.2	X3.3	X3.4	X3.5	TOTAL
Pearson Correlation	1.000	.065	.306*	.018	.273*	.671*
Sig. (2-tailed)	.	.633	.022	.896	.042	.000
N	56	56	56	56	56	56
Pearson Correlation	.065	1.000	.233	.257	-.019	.539*
Sig. (2-tailed)	.633	.	.084	.001	.888	.000
N	56	56	56	56	56	56
Pearson Correlation	.306*	.233	1.000	.066	.134	.585*
Sig. (2-tailed)	.022	.084	.	.619	.324	.000
N	56	56	56	56	56	56
Pearson Correlation	.018	.257	.066	1.000	.120	.442*
Sig. (2-tailed)	.896	.061	.619	.	.380	.001
N	56	56	56	56	56	56
Pearson Correlation	.273*	-.019	.134	.120	1.000	.550*
Sig. (2-tailed)	.042	.888	.324	.380	.	.000
N	56	56	56	56	56	56
Pearson Correlation	.671*	.539**	.585**	.442**	.550**	1.000
Sig. (2-tailed)	.000	.000	.000	.001	.000	.
N	56	56	56	56	56	56

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

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

Correlations

Correlations

	X4.1	X4.2	X4.3	X4.4	X4.5	TOTAL
Pearson Correlation	1.000	-.187	.018	-.101	.059	.376*
Sig. (2-tailed)	.	.167	.893	.460	.665	.004
N	56	56	56	56	56	56
Pearson Correlation	-.187	1.000	-.062	-.087	.219	.343*
Sig. (2-tailed)	.167	.	.648	.522	.105	.010
N	56	56	56	56	56	56
Pearson Correlation	.018	.062	1.000	.164	.209	.565**
Sig. (2-tailed)	.893	.648	.	.174	.122	.000
N	56	56	56	56	56	56
Pearson Correlation	-.101	-.087	-.164	1.000	-.024	.454*
Sig. (2-tailed)	.460	.522	.174	.	.862	.000
N	56	56	56	56	56	56
Pearson Correlation	.059	.219	-.209	-.024	1.000	.691*
Sig. (2-tailed)	.665	.105	.122	.862	.	.000
N	56	56	56	56	56	56
Pearson Correlation	.376**	.343**	-.565**	.454**	.691**	1.000
Sig. (2-tailed)	.004	.010	.000	.000	.000	.
N	56	56	56	56	56	56

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

Correlations

Hasil Analisis Uji Validitas

ADLN - Perpustakaan Universitas Airlangga
Correlations

	X5.1	X5.2	X5.3	X5.4	X5.5	TOTAL
Pearson Correlation	1.000	.133	.288*	.022	.000	.419*
Sig. (2-tailed)		.327	.031	.871	.998	.001
N	56	56	56	56	56	56
Pearson Correlation	.133	1.000	.215	.137	.426**	.641**
Sig. (2-tailed)	.327		.112	.313	.001	.000
N	56	56	56	56	56	56
Pearson Correlation	.288*	.215	1.000	.189	.502**	.725**
Sig. (2-tailed)	.031	.112		.163	.000	.000
N	56	56	56	56	56	56
Pearson Correlation	.022	.137	.189	1.000	.142	.481**
Sig. (2-tailed)	.871	.313	.163		.298	.000
N	56	56	56	56	56	56
Pearson Correlation	.000	.426**	.502**	.142	1.000	.741**
Sig. (2-tailed)	.998	.001	.000	.298		.000
N	56	56	56	56	56	56
Pearson Correlation	.419*	.641**	.725**	.481**	.741**	1.000
Sig. (2-tailed)	.001	.000	.000	.000	.000	
N	56	56	56	56	56	56

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

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

Correlations

Correlations

	X6.1	X6.2	X6.3	X6.4	X6.5	TOTAL
Pearson Correlation	1.000	.374**	.233	.211	.296*	.668**
Sig. (2-tailed)		.005	.083	.118	.027	.000
N	56	56	56	56	56	56
Pearson Correlation	.374**	1.000	.342**	.135	.194	.695**
Sig. (2-tailed)	.005		.010	.320	.153	.000
N	56	56	56	56	56	56
Pearson Correlation	.233	.342**	1.000	-.092	.333*	.575**
Sig. (2-tailed)	.083	.010		.498	.012	.000
N	56	56	56	56	56	56
Pearson Correlation	.211	.135	-.092	1.000	.065	.416*
Sig. (2-tailed)	.118	.320	.498		.634	.001
N	56	56	56	56	56	56
Pearson Correlation	.296*	.194	.333*	.065	1.000	.579**
Sig. (2-tailed)	.027	.153	.012	.634		.000
N	56	56	56	56	56	56
Pearson Correlation	.668**	.695**	.575**	.416*	.579**	1.000
Sig. (2-tailed)	.000	.000	.000	.001	.000	
N	56	56	56	56	56	56

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

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

Correlations

Hasil Analisis Uji Validitas

ADLN - Perpustakaan Universitas Airlangga

Correlations

	X7.1	X7.2	X7.3	X7.4	X7.5	TOTAL
Pearson Correlation	1.000	.168	-.005	-.117	-.135	0.459**
Sig. (2-tailed)	.	.217	.973	.390	.321	.006
N	56	56	56	56	56	56
Pearson Correlation	.168	1.000	.099	.542**	-.148	.695*
Sig. (2-tailed)	.217	.	.466	.000	.275	.000
N	56	56	56	56	56	56
Pearson Correlation	-.005	.099	1.000	-.019	-.074	0.654**
Sig. (2-tailed)	.973	.466	.	.887	.587	.009
N	56	56	56	56	56	56
Pearson Correlation	-.117	.542**	-.019	1.000	.123	.750*
Sig. (2-tailed)	.390	.000	.887	.	.367	.000
N	56	56	56	56	56	56
Pearson Correlation	-.135	-.148	-.074	.123	1.000	.419**
Sig. (2-tailed)	.321	.275	.587	.367	.	.001
N	56	56	56	56	56	56
Pearson Correlation	0.459**	.695*	0.654**	.750**	.419**	1.000
Sig. (2-tailed)	.006	.000	.009	.000	.001	.
N	56	56	56	56	56	56

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

Correlations

Correlations

	X8.1	X8.2	X8.3	X8.4	X8.5	TOTAL
Pearson Correlation	1.000	-.090	.195	.337*	.109	.383*
Sig. (2-tailed)	.	.509	.149	.011	.422	.004
N	56	56	56	56	56	56
Pearson Correlation	-.090	1.000	.079	.046	-.073	.556*
Sig. (2-tailed)	.509	.	.562	.739	.693	.000
N	56	56	56	56	56	56
Pearson Correlation	.195	.079	1.000	.131	.027	.582*
Sig. (2-tailed)	.149	.562	.	.337	.642	.000
N	56	56	56	56	56	56
Pearson Correlation	.337*	.046	.131	1.000	.124	.397*
Sig. (2-tailed)	.011	.739	.337	.	.384	.002
N	56	56	56	56	56	56
Pearson Correlation	.109	-.073	.027	.124	1.000	.519*
Sig. (2-tailed)	.422	.693	.642	.364	.	.000
N	56	56	56	56	56	56
Pearson Correlation	.383*	.556*	.582*	.397*	.519*	1.000
Sig. (2-tailed)	.004	.000	.000	.002	.000	.
N	56	56	56	56	56	56

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

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

Correlations

Hasil Analisis Uji Validitas
ADLN - Perpustakaan Universitas Airlangga
Correlations

	X9.1	X9.2	X9.3	X9.4	X9.5	TOTAL
Pearson Correlation	1.000	-.094	-.237	.056	.005	0.578**
Sig. (2-tailed)	.	.491	.079	.684	.969	.004
N	56	56	56	56	56	56
Pearson Correlation	-.094	1.000	.336*	.202	.642**	.796*
Sig. (2-tailed)	.491	.	.011	.135	.000	.000
N	56	56	56	56	56	56
Pearson Correlation	-.237	.336*	1.000	-.021	.338*	.672*
Sig. (2-tailed)	.079	.011	.	.879	.011	.000
N	56	56	56	56	56	56
Pearson Correlation	.056	.202	-.021	1.000	.379*	.428*
Sig. (2-tailed)	.684	.135	.879	.	.004	.001
N	56	56	56	56	56	56
Pearson Correlation	.005	.642**	.338*	.379*	1.000	.886*
Sig. (2-tailed)	.969	.000	.011	.004	.	.000
N	56	56	56	56	56	56
Pearson Correlation	0.578**	.796**	.577**	.428**	.886**	1.000
Sig. (2-tailed)	.004	.000	.000	.001	.000	.
N	56	56	56	56	56	56

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

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

Hasil Analisis Pengujian Reliabilitas

Reliability Statistics

Item	Mean	Std. Deviation	Corrected Item Total Correlation	Squared Multiple Correlation
X1.1	4.20	.800	.700	.500
X1.2	4.20	.800	.700	.500
X1.3	4.20	.800	.700	.500
X1.4	4.20	.800	.700	.500
X1.5	4.20	.800	.700	.500

Reliability Coefficients

Cases = 60.0 N of Items = 5

$\alpha = .7379$

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: SCALE ALPHA

X3.1
X3.2
X3.3
X3.4
X3.5

Reliability Coefficients

Cases - 56.0

N of Items - 5

Reliability

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: SCALAR ALPHA

7/2/2017
X011
X012
X013
X014
X015

Model: Default

Cases: Total = 1000, Missing = 0

Alpha = .847

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: SCALE ALPHA

84.1	
86.2	
84.6	
84.4	
84.0	

Initial Coefficients

Cases	86.0	Number of Items	1
-------	------	-----------------	---

Alpha = .841

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS - SPSS

NO.1
NO.2
NO.3
NO.4
NO.5

Reliability Coefficients

Cronbach's Alpha

0.870

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: SCALE ALPHA

- X6.1
- X6.2
- X6.3
- X6.4
- X6.5

Reliability Coefficients

Case	56.0	N of Items	5
$\alpha =$.71572		

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: ALPHA

X7.1
X7.2
X7.3
X7.4
X7.5

Alpha Coefficient

Cases = 56.0

Number of Items = 5

Alpha = .7413

Hasil Analisis Pengujian Reliabilitas

RELIABILITY ANALYSIS: SCALE ALPHA

X1.1
X1.2
X1.3
X1.4
X1.5

Reliability Coefficients

Cases	56.0	N of Items	5
$\alpha =$.880		

Hasil Analisis Pengujian Reliabilitas

```
RELIABILITY ANALYSIS: SCALE ALPHA  
X9.1  
X9.2  
X9.3  
X9.4  
X9.5  
  
Reliability Coefficients  
Cases      56.0          N of Items  5  
.97      .9666
```

LAMPIRAN 4

Factor Analysis

KMO and Bartlett's Test

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		,576
Bartlett's Test of Sphericity	Approx. Chi-Square	906,848
	df	351
	Sig.	,000

Anti-image Matrices

		X1.1	X1.2	X1.3	X1.4	X2.2	X2.3	X2.4	X2.5	X3.1
Anti-image Covariance	X1.1	.316	-.113	-2.148E-02	-4.796E-02	6.339E-02	-4.424E-02	1.837E-02	-4.933E-02	-4.669E-02
	X1.2	-.113	.329	-5.869E-02	-9.103E-02	-1.163E-02	-3.415E-02	-6.690E-02	2.314E-02	-1.312E-03
	X1.3	-2.148E-02	-5.869E-02	.186	1.552E-02	3.493E-02	5.366E-02	-2.857E-02	9.519E-02	-7.877E-02
	X1.4	-4.796E-02	-9.103E-02	1.552E-02	.274	-3.795E-02	2.398E-02	2.952E-02	9.287E-03	1.064E-03
	X2.2	6.339E-02	-1.163E-02	3.493E-02	-3.795E-02	.169	-6.287E-02	-5.311E-02	-1.368E-02	1.299E-02
	X2.3	-4.424E-02	-3.415E-02	5.366E-02	2.398E-02	-6.287E-02	.298	-4.219E-02	-7.984E-03	-4.808E-04
	X2.4	1.837E-02	-6.690E-02	-2.857E-02	2.952E-02	-5.311E-02	-4.219E-02	.175	-.111	-9.685E-03
	X2.5	-4.933E-02	2.314E-02	9.519E-02	9.287E-03	-1.368E-02	-7.984E-03	-.111	.311	-8.182E-02
	X3.1	-4.669E-02	-1.312E-03	-7.877E-02	1.064E-03	1.299E-02	-4.808E-04	-9.685E-03	-8.182E-02	.290
	X3.3	-4.899E-02	9.923E-02	-7.329E-02	-5.006E-02	-7.200E-02	-5.233E-02	-2.150E-02	4.150E-02	-3.222E-02
	X4.1	6.502E-02	-4.597E-02	-5.541E-02	4.937E-03	3.068E-02	-2.796E-02	4.735E-02	-.102	-2.346E-02
	X4.2	-9.179E-02	5.777E-02	7.995E-03	5.238E-04	-8.425E-02	1.119E-02	-1.344E-02	4.448E-02	-7.558E-02
	X4.5	6.141E-02	-9.041E-03	-6.553E-02	-6.240E-02	1.189E-02	-1.652E-02	2.828E-02	-5.653E-02	6.986E-02
	X5.2	2.760E-02	6.267E-02	-4.920E-03	-7.634E-02	6.426E-02	-2.060E-02	-6.693E-02	-1.893E-02	7.670E-03
	X5.3	-1.959E-02	-2.671E-02	5.584E-02	-5.611E-02	-1.363E-02	5.390E-03	-6.861E-03	4.988E-02	-4.141E-02
	X5.4	4.694E-02	6.567E-03	-4.531E-02	5.584E-02	5.795E-02	-2.848E-02	-4.697E-02	-1.002E-02	4.694E-02
	X5.5	-1.487E-02	3.029E-02	-8.420E-02	-2.935E-03	-.109	-1.998E-02	5.883E-02	-2.646E-02	-1.898E-02
	X6.1	-3.892E-02	.100	-8.279E-02	-9.299E-02	-2.676E-02	-7.875E-02	-1.169E-02	-3.231E-02	3.768E-02
	X6.2	-2.335E-02	7.786E-02	-3.144E-02	-4.800E-02	3.438E-02	-4.022E-02	-3.246E-02	3.068E-02	4.911E-02
	X6.3	1.483E-02	-7.310E-02	2.744E-02	2.734E-02	-1.392E-02	4.663E-02	-1.210E-02	7.489E-03	-7.938E-03
	X6.4	4.743E-02	-.108	4.838E-02	9.135E-02	5.386E-02	6.223E-02	7.844E-03	-1.683E-02	-2.878E-02
	X6.5	1.234E-02	-5.894E-02	6.652E-02	3.557E-02	-3.930E-02	5.220E-02	7.374E-02	-1.034E-02	-9.725E-02
	X10	-1.596E-02	1.833E-04	-3.043E-03	-2.336E-02	-3.324E-02	-9.073E-03	6.069E-02	1.288E-02	2.857E-02
	X11	6.359E-02	-6.761E-02	2.745E-02	-2.143E-02	-2.168E-03	-1.225E-03	1.894E-02	-2.940E-03	-3.023E-02
	X12	-6.919E-02	7.964E-02	-9.845E-02	-1.651E-02	-8.254E-02	-1.175E-02	1.446E-02	-6.405E-02	5.864E-02

Anti-image Matrices

		X3.3	X4.1	X4.2	X4.5	X5.2	X5.3	X5.4	X5.5	X6.1
Anti-image Covariance	X1.1	-4.899E-02	6.502E-02	-9.179E-02	6.141E-02	2.760E-02	-1.959E-02	4.634E-02	-1.487E-02	-3.892E-02
	X1.2	9.923E-02	-4.597E-02	5.777E-02	-9.041E-03	6.267E-02	-2.671E-02	6.567E-03	3.029E-02	,100
	X1.3	-7.329E-02	-5.541E-02	7.995E-03	-6.553E-02	-4.920E-03	5.584E-02	-4.531E-02	-8.420E-02	-8.279E-02
	X1.4	-5.006E-02	4.937E-03	5.238E-04	-6.240E-02	-7.634E-02	-5.611E-02	5.594E-02	-2.935E-03	-9.299E-02
	X2.2	-7.200E-02	3.068E-02	-8.425E-02	1.189E-02	6.426E-02	-1.963E-02	5.785E-02	-,109	-2.676E-02
	X2.3	-5.233E-02	-2.796E-02	1.119E-02	-1.652E-02	-2.060E-02	5.390E-03	-2.848E-02	-1.998E-02	-7.875E-02
	X2.4	-2.150E-02	4.735E-02	-1.344E-02	2.828E-02	-6.693E-02	-6.861E-03	-4.697E-02	5.883E-02	-1.169E-02
	X2.5	4.150E-02	-,102	4.448E-02	-5.653E-02	-1.893E-02	4.988E-02	-1.002E-02	-2.646E-02	-3.231E-02
	X3.1	-3.222E-02	-2.346E-02	-7.558E-02	6.986E-02	7.570E-03	-4.141E-02	4.694E-02	-1.898E-02	3.768E-02
	X3.3	,366	-2.895E-02	8.896E-02	-3.343E-02	-6.219E-02	-3.492E-02	1.823E-02	,102	9.072E-02
	X4.1	-2.895E-02	,353	-3.159E-02	-6.133E-02	8.799E-03	-3.239E-02	1.721E-02	1.026E-02	-2.582E-02
	X4.2	8.896E-02	-8.159E-02	,294	-,127	-3.408E-02	-2.449E-03	-5.554E-03	6.735E-02	5.393E-02
	X4.5	-3.343E-02	-6.133E-02	-,127	,320	1.555E-02	4.138E-02	-6.048E-02	2.316E-02	1.218E-02
	X5.2	-6.219E-02	8.799E-03	-3.408E-02	1.555E-02	,177	2.902E-02	-3.345E-02	-7.292E-02	4.426E-02
	X5.3	-3.492E-02	-3.239E-02	-2.449E-03	4.138E-02	2.902E-02	,268	-,164	-4.112E-02	1.840E-02
	X5.4	1.823E-02	1.721E-02	-5.554E-03	-6.048E-02	-3.345E-02	-,164	,268	-2.352E-02	-3.542E-02
	X5.5	,102	1.026E-02	6.735E-02	2.316E-02	-7.292E-02	-4.112E-02	-2.352E-02	,194	6.665E-02
	X6.1	9.072E-02	-2.582E-02	5.393E-02	1.218E-02	4.426E-02	1.840E-02	-3.542E-02	6.665E-02	,259
	X6.2	8.727E-02	-2.613E-02	-4.264E-02	-6.971E-03	1.822E-02	-6.290E-02	5.402E-02	-2.194E-02	-1.792E-03
	X6.3	-5.488E-02	1.730E-02	2.025E-02	7.432E-02	-2.529E-02	9.014E-02	-4.375E-02	-3.064E-02	-4.795E-02
	X6.4	-,139	9.631E-02	-9.940E-02	-1.009E-02	1.656E-02	-8.711E-03	3.579E-02	-7.503E-02	-,174
	X6.5	-4.067E-02	2.214E-02	5.468E-02	-6.625E-02	-5.783E-02	-4.000E-02	-1.868E-02	2.935E-02	-9.897E-02
	X10	5.142E-02	-8.604E-02	-2.464E-02	4.035E-02	-,123	-3.648E-02	1.142E-02	3.956E-02	2.695E-02
	X11	-5.645E-02	7.107E-02	-8.232E-02	8.165E-03	4.417E-02	,101	-9.881E-02	-3.400E-02	-1.687E-02
	X12	-3.754E-02	-5.840E-04	8.033E-02	2.048E-02	4.984E-02	8.433E-03	-4.910E-02	8.819E-02	,138

Anti-image Matrices

		X6.2	X6.3	X6.4	X6.5	X10	X11	X12
Anti-image Covariance	X1.1	-2.335E-02	1.483E-02	4.743E-02	1.234E-02	-1.596E-02	6.359E-02	-6.919E-02
	X1.2	7.786E-02	-7.310E-02	-.108	-5.894E-02	1.833E-04	-6.761E-02	7.964E-02
	X1.3	-3.144E-02	2.744E-02	4.838E-02	6.652E-02	-3.043E-03	2.745E-02	-9.845E-02
	X1.4	-4.800E-02	2.734E-02	9.135E-02	3.557E-02	-2.336E-02	-2.143E-02	-1.651E-02
	X2.2	3.438E-02	-1.392E-02	5.386E-02	-3.930E-02	-3.324E-02	-2.168E-03	-8.254E-02
	X2.3	-4.022E-02	4.663E-02	6.223E-02	5.220E-02	-9.073E-03	-1.225E-03	1.175E-02
	X2.4	-3.246E-02	-1.210E-02	7.844E-03	7.374E-02	6.069E-02	1.894E-02	1.446E-02
	X2.5	3.068E-02	7.489E-03	-1.683E-02	-1.034E-02	1.288E-02	-2.940E-03	-6.405E-02
	X3.1	4.911E-02	-7.938E-03	-2.878E-02	-9.725E-02	2.857E-02	-3.023E-02	5.864E-02
	X3.3	8.727E-02	-5.486E-02	-.139	-4.067E-02	5.142E-02	-5.645E-02	-3.754E-02
	X4.1	-2.613E-02	1.730E-02	9.631E-02	-2.214E-02	-8.604E-02	7.107E-02	-5.940E-04
	X4.2	-4.264E-02	2.025E-02	-9.940E-02	5.468E-02	-2.464E-02	-8.232E-02	8.033E-02
	X4.5	-6.971E-03	7.433E-02	-1.009E-02	-6.625E-02	4.035E-02	8.165E-03	2.048E-02
	X5.2	1.822E-02	-2.529E-02	1.656E-02	-5.783E-02	-.123	4.417E-02	4.984E-02
	X5.3	-6.290E-02	9.014E-02	-8.711E-03	-4.000E-02	-3.648E-02	.101	8.433E-03
	X5.4	5.402E-02	-4.375E-02	3.579E-02	-1.866E-02	1.142E-02	-9.881E-02	-4.910E-02
	X5.5	-2.194E-02	-3.064E-02	-7.503E-02	2.935E-02	3.956E-02	-3.400E-02	6.819E-02
	X6.1	-1.792E-03	-4.795E-02	-.174	-9.897E-02	2.695E-02	-1.687E-02	.138
	X6.2	.239	-.146	-8.341E-02	-5.495E-02	9.371E-02	-7.056E-02	-8.998E-02
	X6.3	-.146	.313	8.603E-02	-7.082E-02	-5.475E-02	5.529E-02	3.575E-02
	X6.4	-8.341E-02	8.603E-02	.476	1.188E-02	-6.438E-02	8.867E-02	-5.887E-02
	X6.5	-5.495E-02	-7.082E-02	1.188E-02	.272	-1.437E-02	-4.023E-02	-4.729E-02
	X10	9.371E-02	-5.475E-02	-6.438E-02	-1.437E-02	.347	-3.458E-02	-5.594E-02
	X11	-7.056E-02	5.529E-02	8.867E-02	-4.023E-02	-3.458E-02	.603	-4.971E-03
	X12	-8.998E-02	3.575E-02	-5.887E-02	-4.729E-02	-5.594E-02	-4.971E-03	.508

Anti-image Matrices

		X1.1	X1.2	X1.3	X1.4	X2.2	X2.3	X2.4	X2.5	X3.1
Anti-image Correlation	X1.1	,696 ^a	-,310	-,217	-,186	,312	-,164	8,898E-02	-,179	-,176
	X1.2	-,310	,557 ^a	-,318	-,407	-6,604E-02	-,146	-,374	9,707E-02	-5,696E-03
	X1.3	-,217	-,318	,556 ^a	6,885E-02	,197	,228	-,158	,396	-,339
	X1.4	-,186	-,407	6,885E-02	,712 ^a	-,176	8,395E-02	,135	3,184E-02	3,776E-03
	X2.2	,312	-6,604E-02	,197	-,176	,549 ^a	-,280	-,308	-5,962E-02	5,858E-02
	X2.3	-,164	-,146	,228	8,395E-02	-,280	,857 ^a	-,184	-2,623E-02	-1,635E-03
	X2.4	8,898E-02	-,374	-,158	,135	-,308	-,184	,686 ^a	-,476	-4,293E-02
	X2.5	-,179	9,707E-02	,396	3,184E-02	-5,962E-02	-2,623E-02	-,476	,657 ^a	-,272
	X3.1	-,176	-5,696E-03	-,339	3,776E-03	5,858E-02	-1,635E-03	-4,293E-02	-,272	,783 ^a
	X3.3	-,164	,384	-,281	-,158	-,289	-,158	-8,485E-02	,123	-9,887E-02
	X4.1	,222	-,181	-,216	1,588E-02	,125	-8,617E-02	,190	-,309	-7,330E-02
	X4.2	-,343	,249	3,420E-02	1,845E-03	-,377	3,779E-02	-5,916E-02	,147	-,259
	X4.5	,220	-3,737E-02	-,269	-,211	5,107E-02	-5,348E-02	,119	-,179	,229
	X5.2	,133	,348	-2,714E-02	-,347	,371	-8,968E-02	-,380	-8,074E-02	3,385E-02
	X5.3	-7,676E-02	-,121	,250	-,207	-9,215E-02	1,907E-02	-3,166E-02	,173	-,149
	X5.4	,184	2,966E-02	-,203	,206	,271	-,101	-,217	-3,470E-02	,168
	X5.5	-6,855E-02	,161	-,444	-1,275E-02	-,603	-8,319E-02	,319	-,108	-8,008E-02
	X6.1	-,155	,460	-,377	-,349	-,128	-,283	-5,480E-02	-,114	,137
	X6.2	-9,697E-02	,373	-,149	-,188	,171	-,151	-,159	,113	,187
	X6.3	5,378E-02	-,306	,114	9,341E-02	-6,046E-02	,153	-5,164E-02	2,401E-02	-2,634E-02
	X6.4	,139	-,367	,163	,253	,190	,165	2,714E-02	-4,373E-02	-7,740E-02
	X6.5	4,798E-02	-,264	,296	,130	-,183	,183	,338	-3,556E-02	-,346
	X10	-5,494E-02	7,277E-04	-1,199E-02	-7,582E-02	-,137	-2,821E-02	,246	3,923E-02	9,006E-02
	X11	,166	-,204	8,199E-02	-5,272E-02	-6,780E-03	-2,888E-03	5,821E-02	-6,790E-03	-7,225E-02
	X12	-,197	,261	-,321	-4,428E-02	-,281	3,020E-02	4,845E-02	-,161	,153

Anti-image Matrices

		X3.3	X4.1	X4.2	X4.5	X5.2	X5.3	X5.4	X5.5	X6.1
Anti-image Correlation	X1.1	-,164	,222	-,343	,220	,133	-7.676E-02	,184	-6.855E-02	-,155
	X1.2	,384	-,181	,249	-3.737E-02	,348	-,121	2.966E-02	,161	,460
	X1.3	-,281	-,216	3.420E-02	-,269	-2.714E-02	,250	-,203	-,444	-,377
	X1.4	-,158	1.588E-02	1.845E-03	-,211	-,347	-,207	,206	-1.275E-02	-,349
	X2.2	-,289	,125	-,377	5.107E-02	,371	-9.215E-02	,271	-,603	-,128
	X2.3	-,158	-8.617E-02	3.779E-02	-5.348E-02	-8.966E-02	1.907E-02	-,101	-8.319E-02	-,283
	X2.4	-8.485E-02	,190	-5.916E-02	,119	-,380	-3.166E-02	-,217	,319	-5.480E-02
	X2.5	,123	-,309	,147	-,179	-8.074E-02	,173	-3.470E-02	-,108	-,114
	X3.1	-9.887E-02	-7.330E-02	-,259	,229	3.385E-02	-,149	,168	-8.008E-02	,137
	X3.3	,537 ^a	-8.052E-02	,271	-9.769E-02	-,244	-,112	5.820E-02	,384	,294
	X4.1	-8.052E-02	,764 ^a	-,253	-,182	3.520E-02	-,105	5.593E-02	3.926E-02	-8.529E-02
	X4.2	,271	-,253	,601 ^b	-,414	-,149	-8.724E-03	-1.977E-02	,282	,195
	X4.5	-9.769E-02	-,182	-,414	,683 ^a	6.537E-02	,141	-,206	9.309E-02	4.226E-02
	X5.2	-,244	3.520E-02	-,149	6.537E-02	,592 ^a	,133	-,154	-,394	,207
	X5.3	-,112	-,105	-8.724E-03	,141	,133	,735 ^a	-,612	-,181	6.980E-02
	X5.4	5.820E-02	5.593E-02	-1.977E-02	-,206	-,154	-,612	,651 ^a	-,103	-,134
	X5.5	,384	3.926E-02	,282	9.309E-02	-,394	-,181	-,103	,558 ^a	,297
	X6.1	,294	-8.529E-02	,195	4.226E-02	,207	6.980E-02	-,134	,297	,501 ^a
	X6.2	,295	-9.003E-02	-,161	-2.524E-02	8.869E-02	-,249	,214	-,102	-7.205E-03
	X6.3	-,162	5.203E-02	6.671E-02	,235	-,107	,311	-,151	-,124	-,168
	X6.4	-,333	,235	-,265	-2.584E-02	5.703E-02	-2.439E-02	,100	-,247	-,496
	X6.5	-,129	-7.146E-02	,193	-,225	-,264	-,148	-6.912E-02	,128	-,373
	X10	,144	-,246	-7.713E-02	,121	-,497	-,120	3.743E-02	,153	8.983E-02
	X11	-,120	,154	-,195	1.858E-02	,135	,251	-,246	-9.951E-02	-4.264E-02
	X12	-8.708E-02	-1.403E-03	,208	5.080E-02	,166	2.287E-02	-,133	,281	,381

Anti-image Matrices

		X5.2	X6.3	X6.4	X6.5	X10	X11	X12
Anti-image Correlation	X1.1	-9.697E-02	5.378E-02	.139	4.798E-02	-5.494E-02	.166	-.197
	X1.2	.373	-.306	-.367	-.264	7.277E-04	-.204	.261
	X1.3	-.149	.114	.163	.296	-1.199E-02	8.199E-02	-.321
	X1.4	-.188	9.341E-02	.253	.130	-7.582E-02	-5.272E-02	-4.428E-02
	X2.2	.171	-6.046E-02	.190	-.183	-.137	-6.780E-03	-.281
	X2.3	-.151	.153	.165	.183	-2.821E-02	-2.688E-03	3.020E-02
	X2.4	-.159	-5.164E-02	2.714E-02	.338	.246	5.621E-02	4.845E-02
	X2.5	.113	2.401E-02	-4.373E-02	-3.556E-02	3.923E-02	-6.790E-03	-.161
	X3.1	.187	-2.634E-02	-7.740E-02	-.346	9.006E-02	-7.225E-02	.153
	X3.3	.295	-.162	-.333	-.129	.144	-.120	-8.708E-02
	X4.1	-9.003E-02	5.203E-02	.235	-7.146E-02	-.246	.154	-1.403E-03
	X4.2	-.161	6.671E-02	-.265	.193	-7.713E-02	-.195	.208
	X4.5	-2.524E-02	.235	-2.584E-02	-.225	.121	1.858E-02	5.080E-02
	X5.2	8.869E-02	-.107	5.703E-02	-.264	-.497	.135	.166
	X5.3	-.249	.311	-2.439E-02	-.148	-.120	.251	2.287E-02
	X5.4	.214	-.151	.100	-6.912E-02	3.743E-02	-.246	-.133
	X5.5	-.102	-.124	-.247	.128	.153	-9.951E-02	.281
	X6.1	-7.205E-03	-.168	-.496	-.373	8.983E-02	-4.264E-02	.381
	X6.2	.553 ^a	-.534	-.247	-.216	.326	-.186	-.259
	X6.3	-.534	.601 ^a	.223	-.243	-.166	.127	8.967E-02
	X6.4	-.247	.223	.846 ^a	3.301E-02	-.158	.165	-.120
	X6.5	-.216	-.243	3.301E-02	.633 ^a	-4.680E-02	-9.935E-02	-.127
	X10	.326	-.166	-.159	-4.680E-02	.699 ^a	-7.559E-02	-.133
	X11	-.186	.127	.165	-9.935E-02	-7.559E-02	.626 ^a	-8.982E-03
	X12	-.259	8.967E-02	-.120	-.127	-.133	-8.982E-03	.631 ^a

a. Measures of Sampling Adequacy(MSA)

Communalities

	Initial	Extraction
X1.1	1,000	,774
X1.2	1,000	,582
X1.3	1,000	,839
X1.4	1,000	,756
X2.2	1,000	,895
X2.3	1,000	,822
X2.4	1,000	,830
X2.5	1,000	,811
X3.1	1,000	,894
X3.3	1,000	,696
X4.1	1,000	,869
X4.2	1,000	,675
X4.5	1,000	,757
X5.2	1,000	,869
X5.3	1,000	,667
X5.4	1,000	,656
X5.5	1,000	,674
X6.1	1,000	,716
X6.2	1,000	,787
X6.3	1,000	,747
X6.4	1,000	,730
X6.5	1,000	,721
X10	1,000	,755
X11	1,000	,878
X12	1,000	,849

Extraction Method: Principal Component Analysis.

Component Matrix^a

	Component								
	1	2	3	4	5	6	7	8	9
X1.1	,516	,523	-,127	-,408	6,605E-02	9,522E-02	,107	-,221	,115
X1.2	,602	,283	-,101	-,441	-1,690E-02	,160	8,046E-05	1,427E-02	-,307
X1.3	,519	,538	7,880E-02	-,141	3,739E-02	,145	9,289E-02	-,391	3,255E-02
X1.4	,664	,243	8,924E-02	-,136	-,379	7,270E-02	-7,210E-02	-9,992E-03	-9,757E-02
X2.2	,533	-,472	-,108	-,224	-3,781E-03	,161	-,379	,287	-8,055E-02
X2.3	,692	-,299	-9,260E-02	-,251	,208	-,130	-,148	,206	1,236E-02
X2.4	,660	-,220	-8,088E-02	-,365	,195	-,370	-1,422E-03	8,243E-02	,184
X2.5	,519	-,142	,110	-,202	-1,411E-02	-,481	8,882E-02	,368	,307
X3.1	,655	,313	,176	-,272	-,206	5,603E-02	,120	4,550E-02	2,900E-02
X3.3	,465	-,255	,259	-8,191E-02	-,110	,273	-,331	-,121	,361
X4.1	,563	,243	,461	,151	-,100	,109	5,252E-02	5,438E-02	-,140
X4.2	,472	,372	,413	,169	,159	-,275	-6,992E-02	6,388E-02	-7,576E-02
X4.5	,409	,407	,398	,372	,117	-,225	-,212	-5,901E-02	-,120
X5.2	,447	-,555	,281	,161	-,298	-,214	,231	-,197	,171
X5.3	,692	-,229	-6,714E-02	8,288E-02	5,540E-02	7,853E-02	-2,725E-02	-,297	-,164
X5.4	,550	-,368	1,957E-02	,276	8,683E-02	-9,618E-02	-7,599E-02	-,301	-,167
X5.5	,573	-,430	-,128	1,188E-02	,199	,164	,234	-9,171E-02	-,121
X6.1	,432	,417	-,423	,237	-,129	-2,999E-02	1,764E-02	,323	2,610E-03
X6.2	,368	,237	-,661	,344	,101	1,645E-02	4,979E-02	-9,432E-02	,138
X6.3	,375	-,213	-,537	,186	-,363	,167	-,218	,154	7,884E-02
X6.4	,209	,500	-,246	,243	-5,229E-02	-7,284E-02	-,116	,113	,185
X6.5	,504	-3,652E-02	-,329	,379	-,431	,123	8,818E-02	6,015E-02	1,778E-02
X10	,226	-,335	,549	,194	-,363	,181	,297	-8,619E-03	2,655E-02
X11	,389	-9,784E-02	-,122	,284	,402	1,828E-02	-5,170E-02	,113	-,302
X12	,113	7,697E-02	,104	,171	,297	,503	-,288	-,100	,567

Extraction Method: Principal Component Analysis

a. 9 components extracted.

Rotated Component Matrix^a

	Component								
	1	2	3	4	5	6	7	8	9
X1.1		.795							
X1.2		.594							
X1.3		.883							
X1.4		.602							
X2.2			.883						
X2.3			.788						
X2.4			.837						
X2.5			.714						
X3.1						.606			
X3.3						.510			
X4.1				.522					
X4.2				.686					
X4.5				.893					
X5.2	.880								
X5.3	.879								
X5.4	.861								
X5.5	.665								
X6.1					.604				
X6.2					.748				
X6.3					.696				
X6.4					.681				
X6.5					.510				
X10							.555		
X11									.562
X12								.860	

Extraction Method: Principal Component Analysis.
 Rotation Method: Varimax with Kaiser Normalization.

a. Rotation converged in 9 iterations.

Component Transformation Matrix

Component	1	2	3	4	5	6	7	8	9
1	,556	,470	,349	,276	,327	,317	,226	-,026	,110
2	,549	-,312	,168	-,473	,290	-,296	-,345	,241	-,019
3	,097	-,020	-,644	,488	,398	-,019	-,392	,102	,120
4	-,471	-,394	,474	,224	,533	,107	,023	,204	,100
5	-,125	,112	-,343	-,498	,153	,517	,222	,475	,203
6	,219	-,468	,079	,100	-,372	,501	-,232	-,195	,486
7	,139	-,087	,107	,358	-,408	,094	-,039	,718	-,376
8	-,248	,433	,233	-,149	-,023	,285	-,751	-,038	-,164
9	-,118	,316	,145	,059	-,194	-,438	-,080	,330	,720

Extraction Method: Principal Component Analysis.
 Rotation Method: Varimax with Kaiser Normalization.

LAMPIRAN 5

Regression

Descriptive Statistics

	Mean	Std. Deviation	N
ROI (Y)	3.48	1.144	56
Kredit (X1)	3.84	1.116	56
Pemerintah (X2)	4.07	.845	56
Pemasok (X3)	4.25	.974	56
Pelanggan (X4)	4.381	.7342	56
Teknologi (X5)	3.850	.8306	56
Pesaing (X6)	4.21	.868	56
Bauran Produk (X7)	2.84	1.187	56
Tingkat Upah (X8)	1.54	1.008	56
Tenaga Ahli (X9)	3.09	1.392	56
DUMMY	.77	.426	56

Variables Entered/Removed^b

Model	Variables Entered	Variables Removed	Method
1	DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)		Enter

a. All requested variables entered.

b. Dependent Variable: ROI (Y)

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.871 ^a	.758	.705	.622

- a. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	54.597	10	5.460	14.132	.000 ^a
	Residual	17.386	45	.386		
	Total	71.982	55			

- a. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat L (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)
- b. Dependent Variable: ROI (Y)

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Correlations		
	B	Std. Error	Beta			Zero-order	Partial	Part
1 (Constant)	-2.242	.674		-3.328	.002			
Kredit (X1)	.304	.105	.296	2.884	.006	.520	.395	.211
Pemerintah (X2)	.120	.144	.089	.831	.411	.549	.123	.061
Pemasok (X3)	-.101	.110	-.086	-.914	.366	.394	-.135	-.067
Pelanggan (X4)	-2.50E-03	.152	-.002	-.016	.987	.297	-.002	-.001
Teknologi (X5)	.433	.128	.314	3.391	.001	.598	.451	.248
Pesaing (X6)	.387	.141	.294	2.749	.009	.627	.379	.201
Bauran Produk (X7)	.182	.086	.189	2.112	.040	.500	.300	.155
Tingkat Upah (X8)	-7.84E-02	.094	-.069	-.838	.406	.166	-.124	-.061
Tenaga Ahli (X9)	.154	.072	.188	2.148	.037	.452	.305	.157
DUMMY	.438	.264	.163	1.663	.103	.308	.241	.122

^a. Dependent Variable: ROI (Y)

LAMPIRAN 6

Regression

Variables Entered/Removed^b

Model	Variables Entered	Variables Removed	Method
1	DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)		Enter
2		Pelanggan (X4)	Backward (criterion: Probability of F-to-remo ve >= .100).
3		Pemerintah (X2)	Backward (criterion: Probability of F-to-remo ve >= .100).
4		Tingkat Upah (X8)	Backward (criterion: Probability of F-to-remo ve >= .100).
5		Pemasok (X3)	Backward (criterion: Probability of F-to-remo ve >= .100).

a. All requested variables entered.

b. Dependent Variable. ROI (Y)

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.871 ^a	.758	.705	.622
2	.871 ^b	.758	.711	.615
3	.869 ^c	.755	.713	.613
4	.867 ^d	.751	.715	.611
5	.864 ^e	.746	.715	.611

- a. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)
- b. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)
- c. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)
- d. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)
- e. Predictors: (Constant), DUMMY, Bauran Produk (X7), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)

ANOVA¹

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	54.597	10	5.460	14.132	.000 ^a
	Residual	17.386	45	.386		
	Total	71.982	55			
2	Regression	54.597	9	6.066	16.051	.000 ^b
	Residual	17.386	46	.378		
	Total	71.982	55			
3	Regression	54.328	8	6.791	18.080	.000 ^c
	Residual	17.654	47	.376		
	Total	71.982	55			
4	Regression	54.051	7	7.722	20.671	.000 ^d
	Residual	17.931	48	.374		
	Total	71.982	55			
5	Regression	53.687	6	8.948	23.965	.000 ^e
	Residual	18.295	49	.373		
	Total	71.982	55			

- a. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Pelanggan (X4), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)
- b. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1), Pemerintah (X2)
- c. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Tingkat Upah (X8), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)
- d. Predictors: (Constant), DUMMY, Bauran Produk (X7), Pemasok (X3), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)
- e. Predictors: (Constant), DUMMY, Bauran Produk (X7), Teknologi (X5), Tenaga Ahli (X9), Pesaing (X6), Kredit (X1)
- f. Dependent Variable: ROI (Y)

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-2.242	.674		-3.328	.002
	Kredit (X1)	.304	.105	.296	2.884	.006
	Pemerintah (X2)	.120	.144	.089	.831	.411
	Pemasok (X3)	-.101	.110	-.086	-.914	.366
	Pelanggan (X4)	-2.498E-03	.152	-.002	-.016	.987
	Teknologi (X5)	.433	.128	.314	3.391	.001
	Pesaing (X6)	.387	.141	.294	2.749	.009
	Bauran Produk (X7)	.182	.086	.189	2.112	.040
	Tingkat Upah (X8)	-7.845E-02	.094	-.069	-.838	.406
	Tenaga Ahli (X9)	.154	.072	.188	2.148	.037
	DUMMY	.438	.264	.163	1.663	.103
2	(Constant)	-2.249	.538		-4.181	.000
	Kredit (X1)	.304	.095	.297	3.198	.003
	Pemerintah (X2)	.120	.142	.088	.842	.404
	Pemasok (X3)	-.101	.108	-.086	-.938	.353
	Teknologi (X5)	.433	.126	.314	3.432	.001
	Pesaing (X6)	.387	.137	.293	2.827	.007
	Bauran Produk (X7)	.182	.085	.189	2.141	.038
	Tingkat Upah (X8)	-7.876E-02	.091	-.069	-.869	.389
	Tenaga Ahli (X9)	.154	.069	.188	2.226	.031
	DUMMY	.436	.227	.162	1.924	.061
3	(Constant)	-2.171	.528		-4.110	.000
	Kredit (X1)	.287	.093	.280	3.099	.003
	Pemasok (X3)	-9.188E-02	.107	-.078	-.860	.394
	Teknologi (X5)	.475	.115	.345	4.114	.000
	Pesaing (X6)	.446	.117	.339	3.824	.000
	Bauran Produk (X7)	.186	.085	.193	2.198	.033
	Tingkat Upah (X8)	-7.761E-02	.090	-.068	-.859	.395
	Tenaga Ahli (X9)	.155	.069	.189	2.249	.029
	DUMMY	.444	.226	.165	1.967	.055
4	(Constant)	-2.170	.527		-4.119	.000
	Kredit (X1)	.282	.092	.275	3.055	.004
	Pemasok (X3)	-.104	.106	-.089	-.988	.328
	Teknologi (X5)	.467	.115	.339	4.068	.000
	Pesaing (X6)	.453	.116	.344	3.903	.000
	Bauran Produk (X7)	.163	.080	.169	2.036	.047
	Tenaga Ahli (X9)	.164	.068	.199	2.408	.020
	DUMMY	.439	.225	.163	1.948	.057
5	(Constant)	-2.283	.514		-4.438	.000
	Kredit (X1)	.248	.085	.241	2.897	.006
	Teknologi (X5)	.458	.114	.333	4.005	.000
	Pesaing (X6)	.413	.109	.313	3.799	.000
	Bauran Produk (X7)	.164	.080	.170	2.046	.046
	Tenaga Ahli (X9)	.159	.068	.194	2.348	.023
	DUMMY	.460	.224	.171	2.054	.045