



## **LAMPIRAN-LAMPIRAN**

## **Lampiran 1. Kuesioner Penelitian**

### **BAGIAN 1 : PENGANTAR/PERKENALAN**

Halo selamat pagi/siang/sore/malam,

Perkenalkan saya Irvan Sepriawan, mahasiswa Program Sarjana Program Studi Manajemen Fakultas Humaniora dan Bisnis Universitas Pembangunan Jaya. Saat ini saya sedang melakukan penelitian mengenai “Pengaruh Harga, Fasilitas, Dan Media Sosial Terhadap Keputusan Pembelian Di Kopi Nako Alam Sutera” sebagai pemenuhan tugas akhir atau syarat kelulusan dari studi yang saya jalani. Saya mohon kesediaan Anda untuk mengisi kuesioner penelitian saya dengan kriteria sebagai berikut:

- Pernah mengunjungi atau membeli produk di Kopi Nako Alam Sutera dalam kurun waktu tiga bulan terakhir;
- Aktif menggunakan media social Instagram & TikTok;
- Bersedia mengisi kuesioner secara lengkap.

Kuesioner ini akan memakan waktu sekitar 5-7 menit. Semua jawaban yang Anda berikan akan digunakan sepenuhnya hanya untuk tujuan akademik dan bersifat rahasia. Apabila Anda merasa tidak nyaman dalam proses pengisian kuesioner ini, Anda dapat berhenti kapan saja tanpa adanya paksaan. Atas perhatian dan kesediaannya untuk mengisi kuesioner ini saya ucapkan terima kasih.

### **BAGIAN 2 : PERTANYAAN SCREENING & DATA RESPONDEN**

1. Apakah Anda pernah mengunjungi atau membeli minuman/makanan di Kopi Nako Alam Sutera dalam 3 bulan terakhir?
  - Ya
  - Tidak (Cukup diisi sampai di sini, terima kasih atas partisipasi Anda)
2. Nama/Inisial
3. Usia
  - Dibawah 18 tahun
  - 18 - 25

- 26 - 35
  - Berusia 35 tahun keatas
4. Jenis Kelamin
- Laki-laki
  - Perempuan
5. Pekerjaan
- Pelajar/Mahasiswa
  - Karyawan
  - Wirswasta
  - Lainnya \_\_\_\_\_
6. Tingkat Pendapatan Per Bulan (dalam Rupiah)
- < Rp 1.500.000
  - Rp 1.500.001 – Rp 5.000.000
  - Rp 5.000.001 – Rp 10.000.000
  - Rp 10.000.001 – Rp 20.000.000
  - > Rp 20.000.001
7. Frekuensi kunjungan ke Kopi Nako Alam Sutera
- 1-2 kali/bulan
  - 3-4 kali/bulan
  - > 4 kali/bulan
8. Rata-rata pengeluaran per kunjungan
- < Rp 50.000
  - Rp 50.001 – Rp 100.000
  - Rp 100.001 – Rp 200.000
  - > Rp 200.001
9. Seberapa sering Anda menggunakan media sosial (Instagram atau TikTok.) dalam sehari?
- 1 – 3 Jam
  - 3 Jam lebih
  - Tidak (Cukup diisi sampai di sini, terima kasih atas partisipasi Anda)
10. Apakah Anda bersedia mengisi kuesioner ini dengan jujur dan lengkap?

- Ya
- Tidak (Cukup diisi sampai di sini, terima kasih atas partisipasi Anda)

### BAGIAN 3 : PERTANYAAN INTI

Berikan jawaban yang paling sesuai dengan pendapat Anda berdasarkan skala 1-5 berikut :

1 = Sangat Tidak Setuju

2 = Tidak Setuju

3 = Cukup Setuju

4 = Setuju

5 = Sangat Setuju

| Indikator           | Item Pertanyaan                                                                                                           | 1 | 2 | 3 | 4 | 5 |
|---------------------|---------------------------------------------------------------------------------------------------------------------------|---|---|---|---|---|
| <b>Harga</b>        |                                                                                                                           |   |   |   |   |   |
| HG1                 | Saya merasa harga produk di Kopi Nako Alam Sutera sesuai dengan kemampuan finansial saya.                                 |   |   |   |   |   |
| HG2                 | Saya menilai harga produk di Kopi Nako sepadan dengan kualitas kopi dan makanan yang ditawarkan.                          |   |   |   |   |   |
| HG3                 | Menurut saya, harga kopi di Kopi Nako lebih kompetitif dibandingkan dengan kedai kopi lain di sekitar Alam Sutera.        |   |   |   |   |   |
| HG4                 | Saya merasa harga yang saya bayarkan sebanding dengan manfaat yang saya peroleh dari produk di Kopi Nako.                 |   |   |   |   |   |
| <b>Fasilitas</b>    |                                                                                                                           |   |   |   |   |   |
| FS1                 | Saya merasa tata ruang Kopi Nako tersusun dengan baik dan memberikan kenyamanan kepada pengunjung.                        |   |   |   |   |   |
| FS2                 | Saya menganggap desain interior dan eksterior Kopi Nako menarik serta mendukung suasana santai maupun aktivitas bekerja.  |   |   |   |   |   |
| FS3                 | Saya merasa kursi dan meja yang tersedia di Kopi Nako nyaman digunakan dalam waktu yang lama.                             |   |   |   |   |   |
| FS4                 | Saya menilai pencahayaan di Kopi Nako cukup terang dan mampu menciptakan suasana yang menyenangkan.                       |   |   |   |   |   |
| FS5                 | Saya merasa elemen visual pada desain interior Kopi Nako memperkaya pengalaman saya sebagai pelanggan.                    |   |   |   |   |   |
| FS6                 | Saya menilai fasilitas tambahan seperti Wi-Fi, stop kontak, dan area parkir di Kopi Nako mendukung kenyamanan pengunjung. |   |   |   |   |   |
| <b>Media Sosial</b> |                                                                                                                           |   |   |   |   |   |
| MS1                 | Saya mengetahui keberadaan Kopi Nako dari media sosial seperti Instagram atau TikTok                                      |   |   |   |   |   |
| MS2                 | Saya merasa tertarik dengan cara Kopi Nako berinteraksi dengan pelanggan melalui media sosial.                            |   |   |   |   |   |

|                            |                                                                                                                   |  |  |  |  |  |  |
|----------------------------|-------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|--|
| MS3                        | Saya memutuskan untuk berkunjung ke Kopi Nako berdasarkan informasi yang saya peroleh dari media sosial           |  |  |  |  |  |  |
| MS4                        | Saya terdorong untuk mengeksplorasi menu atau promo Kopi Nako setelah melihatnya di media sosial.                 |  |  |  |  |  |  |
| MS5                        | Saya mengikuti akun resmi Kopi Nako di media sosial.                                                              |  |  |  |  |  |  |
| MS6                        | Saya terpengaruh oleh komentar atau ulasan pelanggan di media sosial dalam membentuk persepsi terhadap Kopi Nako. |  |  |  |  |  |  |
| <b>Keputusan Pembelian</b> |                                                                                                                   |  |  |  |  |  |  |
| KP1                        | Saya memiliki alasan yang jelas ketika memilih untuk membeli produk di Kopi Nako                                  |  |  |  |  |  |  |
| KP2                        | Saya memilih produk Kopi Nako berdasarkan informasi yang saya dapatkan.                                           |  |  |  |  |  |  |
| KP3                        | Saya merasa yakin dengan kualitas produk yang ditawarkan oleh Kopi Nako                                           |  |  |  |  |  |  |
| KP4                        | Saya akan merekomendasikan produk dari Kopi Nako kepada teman atau keluarga                                       |  |  |  |  |  |  |
| KP5                        | Saya ingin mengunjungi kembali Kopi Nako di masa mendatang karena pengalaman yang menyenangkan                    |  |  |  |  |  |  |

#### **BAGIAN 4 : PENUTUP**

Jawaban anda telah direkam dan disimpan serta akan dijaga kerahasiaannya, mohon untuk tidak lupa klik tombol “submit”. Apabila Anda memiliki pertanyaan atau masukan terkait kuesioner penelitian ini, Anda dapat menghubungi saya melalui email [Irvan.Septiawan@student.upj.ac.id](mailto:Irvan.Septiawan@student.upj.ac.id)

## Lampiran 2. Formulir Bimbingan

|                                                                                   |                                         |                      |
|-----------------------------------------------------------------------------------|-----------------------------------------|----------------------|
|  | <b>FORMULIR PEMBIMBINGAN SKRIPSI/TA</b> | SPT-I/03/SOP-28/F-03 |
|                                                                                   |                                         | No. ....             |

Nama Mahasiswa : Irvan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA yang diajukan : " Pengaruh Harga, FOMO (*Fear Of Missing Out*), dan ~~Pemasaran~~  
 Media Sosial Terhadap Keputusan Pembelian di Kopi Nako  
 Alam Sutera "

| No | Tanggal   | Materi Pembimbingan            | Paraf Mahasiswa                                                                      | Paraf Dosen Pembimbing                                                                |
|----|-----------|--------------------------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
| 1  | 28/2 2025 | Pengarahan Penyusunan Skripsi  |    |    |
| 2  | 7/3 2025  | Pengajuan Draft proposal BAB 1 |    |    |
| 3  | 14/3 2025 | Revisi BAB 1                   |   |   |
| 4  | 2/03 2025 | Pengajuan Draft BAB 2          |  |  |
| 5  | 13/4 2025 | Pengajuan Draft BAB 3          |  |  |
| 6  | 21/4 2025 | Finalisasi Bab 1-3             |  |  |
| 7  | 13/6 2026 | Bimbingan Bab 4                |  |  |
| 8  | 20/6 2026 | Revisi Bab 4                   |  |  |

\* Jika pembimbingan lebih dari minimal 8 kali, mohon membuat salinan formulir ini

|                                                                                     |                                                                                      |
|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
|  |  |
| Irvan Septiawan                                                                     | Zulfitri, S.E., M.M.                                                                 |

|                                                                                                                      |                                         |                      |
|----------------------------------------------------------------------------------------------------------------------|-----------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR PEMBIMBINGAN SKRIPSI/TA</b> | SPT-I/03/SOP-28/F-03 |
|                                                                                                                      |                                         | No. Rekaman          |

Nama Mahasiswa : Irvan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA yang diajukan : " Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera "

| No | Tanggal | Materi Pembimbingan | Paraf Mahasiswa                                                                     | Paraf Dosen Pembimbing                                                              |
|----|---------|---------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| 1  | 29/6/25 | Review Full Bab     |  |  |
| 2  |         |                     |                                                                                     |                                                                                     |
| 3  |         |                     |                                                                                     |                                                                                     |
| 4  |         |                     |                                                                                     |                                                                                     |
| 5  |         |                     |                                                                                     |                                                                                     |
| 6  |         |                     |                                                                                     |                                                                                     |
| 7  |         |                     |                                                                                     |                                                                                     |
| 8  |         |                     |                                                                                     |                                                                                     |

\* Jika pembimbingan lebih dari minimal 8 kali, mohon membuat salinan formulir ini

|                                                                                     |                     |
|-------------------------------------------------------------------------------------|---------------------|
|  |                     |
| Irvan Septiawan                                                                     | Zulkifli, S.E, M.M. |

### Lampiran 3. Formulir Revisi Skripsi TA Pembimbing

|                                                                                                                      |                                     |                      |
|----------------------------------------------------------------------------------------------------------------------|-------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI SKRIPSI / TA</b> | SPT-I/04/SOP-06/F-05 |
|                                                                                                                      |                                     | 2023                 |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen  
Judul Skripsi : Pengaruh Harga, Fasilitas dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 2 Juli 2025  
Dosen Pembimbing : Zulkifli, S.E., M.M

Berdasarkan hasil evaluasi pada Sidang Skripsi, maka Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

- 1) Penulisan diperbaiki mulai dari angka dan huruf.
- 2) Uji t (parsial) dalam Bab III, ditambahkan rumusan pengujian hipotesis secara parsial.
- 3) Tabel diperbaiki tidak terpisah halaman
- 4) Saran diperbaiki yang relevan

Tangerang Selatan, Rabu 2 Juli 2025



Zulkifli, S.E., M.M

\*Ditandatangani setelah mahasiswa menyelesaikan revisi

#### Lampiran 4. Formulir Revisi Skripsi TA Dosen Ketua Penguji

|                                                                                                                      |                                     |                      |
|----------------------------------------------------------------------------------------------------------------------|-------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI SKRIPSI / TA</b> | SPT-I/04/SOP-06/F-05 |
|                                                                                                                      |                                     | No. Rekam            |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen  
Judul Skripsi : Pengaruh Harga, Fasilitas dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 2 Juli 2025  
Dosen Penguji 1 : Windarko, S.T., M.M.

Berdasarkan hasil evaluasi pada Sidang Skripsi, maka Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

1. Karikatur Deskriptif Data. dgn nilai masing<sup>2</sup> Indikasi di Pembahasan.
2. Berikan sanggahan tdk ada kesalahan milih dlm Kopi Nako Medsos.

Tangerang Selatan, 2 Juli 2025



Windarko, S.T., M.M.

*\*Ditandatangani setelah mahasiswa menyelesaikan revisi*

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## Lampiran 5. Formulir Revisi Skripsi TA Dosen Anggota Penguji

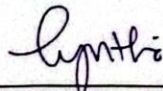
|                                                                                                                      |                                     |                      |
|----------------------------------------------------------------------------------------------------------------------|-------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI SKRIPSI / TA</b> | SPT-1/04/SOP-06/F-05 |
|                                                                                                                      |                                     | No. Revisi           |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen  
Judul Skripsi : Pengaruh Harga, Fasilitas dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 2 Juli 2025  
Dosen Penguji 2 : Chyntia Sari Dewi, S.E., M.Sc.

Berdasarkan hasil evaluasi pada Sidang Skripsi, maka Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

1. Karakteristik responden bisa diperbaiki.
2. Min max deskriptif ganti ke frekuensi.
3. Pembahasan harus memiliki analisa sendiri yg real bukan sekedar kata secara general.

Tangerang Selatan, 2 Juli 2025



Chyntia Sari Dewi, S.E., M.Sc.

*\*Ditandatangani setelah mahasiswa menyelesaikan revisi*

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## Lampiran 6. Formulir Pengajuan Sidang Skripsi

|                                                                                                                      |                                             |                      |
|----------------------------------------------------------------------------------------------------------------------|---------------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR PENGAJUAN SIDANG SKRIPSI/TA</b> | SPT-I/04/SOP-06/F-01 |
|                                                                                                                      |                                             | Tgl. Revisi          |

Nama Mahasiswa : Ivan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA : " Pengaruh Harga, Fasilitas dan Media Sosial Terhadap Keputusan Pembelian Di Kopi Nako Alam Sutera "

Dosen Pembimbing : 1. Zulkifli, S.E., M.M.  
 : 2.

Dosen Penguji : 1. Windarko, S.T., M.M. JAD : Lektor  
 : 2. Cynthia Sari Dewi, S.E., M.Sc. JAD : Lektor  
 : 3. JAD :

Jadwal Sidang : Tempat : Hari/Tanggal:

Telah memenuhi syarat Sidang Skripsi/TA: (mohon beri tanda V untuk syarat yang relevan)

| No | Syarat                                                           | Ya | Tidak |
|----|------------------------------------------------------------------|----|-------|
| 1  | IPK minimal 2.00                                                 | ✓  |       |
| 2  | Tidak ada nilai D untuk mata kuliah mayor/inti Prodi             | ✓  |       |
| 3  | MK Skripsi/TA tercantum di BRS semester berjalan                 | ✓  |       |
| 4  | Lulus minimal 1 mata kuliah KOTA untuk tiap rumpun               | ✓  |       |
| 5  | SPT-I/03/SOP-28/F-03 Formulir Pembimbingan Skripsi (minimal 8 x) | ✓  |       |
| 6  | Poin JSDP (minimal 75% persen dari syarat kelulusan)             | ✓  |       |
| 7  | Mengumpulkan dokumen Skripsi/TA (sesuai ketentuan Prodi)         | ✓  |       |

Tangerang Selatan, 24 Juni 2025

| Mengajukan                                                                          | Mengetahui                                                                          | Memeriksa                                                                            | Menyetujui                                                                            |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|  |  |  |  |
| Ivan Septiawan                                                                      | Zulkifli, S.E., M.M.                                                                | Dr. Yusuf Iskandar, S.Si., M.M.                                                      | Dr/ Dede Suleman, S.E., M.M., CMA                                                     |

## Lampiran 7. Formulir Persetujuan Penulisan

|                                                                                                                      |                                                      |                                                                                                      |
|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|------------------------------------------------------------------------------------------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR PERSETUJUAN PENULISAN<br/>SKRIPSI/TA</b> | SPT-1/03/SOP-28/F-02                                                                                 |
|                                                                                                                      |                                                      | <br>Rini Hekawati |

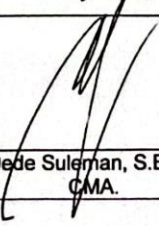
Nama Mahasiswa : Irvan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA yang diajukan : " Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera "

Telah disetujui untuk menulis Skripsi/TA.

Dosen Pembimbing Skripsi/TA yang ditugaskan Prodi adalah:

| No | Nama                 | NIDN       | JAD    |
|----|----------------------|------------|--------|
| 1  | Zulkifli, S.E., M.M. | 0411120203 | Lektor |

Tangerang Selatan, 14 Mei 2025

| Menugaskan,                                                                         | Menyetujui,                                                                         | Menerima,                                                                             |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|  |  |  |
| Dr. Yusuf Iskandar, S.Si., M.M.                                                     | Dr. Dede Suleman, S.E., M.M.,<br>CMA.                                               | Zulkifli, S.E., M.M.                                                                  |

## Lampiran 8. Formulir Pengajuan Skripsi

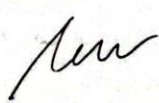
|                                                                                                                      |                                      |                      |
|----------------------------------------------------------------------------------------------------------------------|--------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR PENGAJUAN SKRIPSI/TA</b> | SPT-I/03/SOP-28/F-01 |
|                                                                                                                      |                                      | No. Revisi           |

Nama Mahasiswa : Ivan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA yang diajukan : " Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap  
 (disusun dalam kalimat Keputusan Pembelian di Kopi Nako Alam Sutera "  
 singkat, padat, jelas dan  
 menarik minat pembaca)

Telah memenuhi syarat pengajuan Skripsi/TA: (mohon beri tanda V untuk syarat yang relevan)

| No | Syarat                                                 | Ya | Tidak |
|----|--------------------------------------------------------|----|-------|
| 1  | Jumlah sks lulus (sesuai ketentuan Prodi)              | ✓  |       |
| 2  | Mata kuliah prasyarat (sesuai ketentuan Prodi)         | ✓  |       |
| 3  | IPK minimal 2,00                                       | ✓  |       |
| 4  | Tidak sedang terkena sanksi akademik/sanksi lainnya    | ✓  |       |
| 5  | Poin JSDP (sesuai ketentuan Prodi)                     | ✓  |       |
| 6  | Mengumpulkan Proposal Skripsi (sesuai ketentuan Prodi) | ✓  |       |
| 7  | MK Skripsi/TA tercantum di BRS semester berjalan       | ✓  |       |

Tangerang Selatan,

| Mengajukan,                                                                         | Menyetujui,                                                                         | Mengetahui,                                                                          |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
|  |  |  |
| Ivan Septiawan                                                                      | Windarko, S.T., M.M                                                                 | Dr. Dede Suleman, S.E., M.M.,<br>CMA                                                 |

Formulir dibuat rangkap 2 (dua): Asli : untuk prodi, Copy 1 : untuk mahasiswa

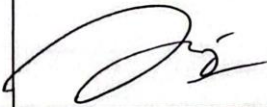
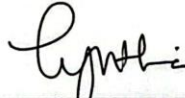
## Lampiran 9. Formulir Persetujuan Revisi Proposal Skripsi

|                                                                                                                      |                                                            |                      |
|----------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR PERSETUJUAN<br/>REVISI PROPOSAL SKRIPSI/TA</b> | SPT-I/03/SOP-28/F-02 |
|                                                                                                                      |                                                            | No. Revisi           |

Nama Mahasiswa : Irvan Septiawan  
 Prodi/NIM : Manajemen / 2021021160  
 Judul Skripsi/TA yang diajukan : " Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera "

Telah disetujui revisi proposal skripsinya dan dilanjutkan untuk menulis Skripsi/TA.

Tangerang Selatan, 19 Mei 2025

| Dosen Pembimbing,                                                                   | Ketua Penguji,                                                                      | Anggota Penguji,                                                                      |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|  |  |  |
| Zulkifli, S.E., M.M.                                                                | Windarko, S.T., M.M.                                                                | Cynthia Sari Dewi, S.E., M.Sc.                                                        |

## Lampiran 10. Formulir Revisi Proposal Pembimbing

|                                                                                                                      |                                              |                      |
|----------------------------------------------------------------------------------------------------------------------|----------------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI PROPOSAL SKRIPSI / TA</b> | SPT-I/04/SOP-06/F-05 |
|                                                                                                                      |                                              | Tan. Pembangunan     |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen / 2021021160  
Judul Proposal Skripsi : Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 7 Mei 2025  
Dosen Pembimbing : Zulkifli, S.E., M.M.

Berdasarkan hasil evaluasi pada Sidang Proposal Skripsi, maka Proposal Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

1. Penulisan diperbaiki kembali, walaupun dilakukan parafrase di Pelajar's kembali apakah sudah relevan dan Tujuan Penelitian diperbaiki
2. ditambahkan penjelasan persoalan keputusan pembelian yang disebabkan oleh Harga, Fasilitas dan media sosial
3. Mengutip atau citasi perlu banyak diperbaiki
4. ditambahkan penelitian terdahulu dalam pengembangan Hipotesis
5. Bab III metodologi (metode penelitian) diperbaiki penulisan nya mulai dari jenis Penelitian sampai dengan pengujian Hipotesis
6. Bahasa Inggris cetak miring
7. Tambahkan Jurnal Penelitian minimal 5 (Jurnal Internasional) pada Tabel Penelitian terdahulu.

Tangerang Selatan, 7 Mei 2025



Zulkifli, S.E., M.M.

## Lampiran 11. Formulir Revisi Proposal Dosen Ketua Penguji

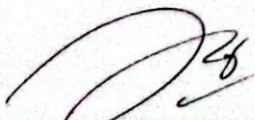
|                                                                                                                      |                                                  |                           |
|----------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|---------------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI PROPOSAL<br/>SKRIPSI / TA</b> | SPT-I/04/SOP-06/F-05      |
|                                                                                                                      |                                                  | <i>Idar P. Sukaryanto</i> |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen / 2021021160  
Judul Proposal Skripsi : Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 7 Mei 2025  
Ketua Penguji : Windarko, S.T., M.M.

Berdasarkan hasil evaluasi pada Sidang Proposal Skripsi, maka Proposal Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

1. Perkuat fenomena keputusannya Pembelian.
2. Sertakan data yg ada di BAZIS I
3. Perkuat lagi Kuantitas
4. Revisi Gup. tiap Variabel.

Tangerang Selatan, 7 Mei 2025



Windarko, S.T., M.M.

## Lampiran 12. Formulir Revisi Proposal Anggota Penguji

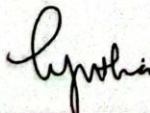
|                                                                                                                      |                                              |                      |
|----------------------------------------------------------------------------------------------------------------------|----------------------------------------------|----------------------|
| <br>Universitas<br>Pembangunan Jaya | <b>FORMULIR REVISI PROPOSAL SKRIPSI / TA</b> | SPT-I/04/SOP-06/F-05 |
|                                                                                                                      |                                              | No. Revisi           |

Nama Mahasiswa : Irvan Septiawan  
Program Studi/NIM : Manajemen / 2021021160  
Judul Proposal Skripsi : Pengaruh Harga, Fasilitas, dan Media Sosial Terhadap Keputusan Pembelian di Kopi Nako Alam Sutera  
Jadwal Sidang : Rabu, 7 Mei 2025  
Anggota Penguji : Cynthia Sari Dewi, S.E., M.Sc.

Berdasarkan hasil evaluasi pada Sidang Proposal Skripsi, maka Proposal Skripsi yang disusun oleh mahasiswa tersebut perlu dilakukan revisi, dengan rincian sebagai berikut:

1. Alasan kenapa hanya Kopi Nako alam sutera yg dijadikan objek? ✓
2. Return terkait masalah kenapa dg keputusan pembelian? ✓
3. Tujuan penelitian diperbaiki ✓
4. Jurnal Internasional di bab 2 ditambahkan 40% dr total. ✓
5. Objek penelitian diperbaiki, populasi - sample 35 kalimatnya banyak yang hanya pengulang
- 6.

Tangerang Selatan, 7 Mei 2025



Cynthia Sari Dewi, S.E., M.Sc.

φ

**Lampiran 13. Tabulasi Data**

| HG<br>1 | HG<br>2 | HG<br>3 | HG<br>4 | TO<br>TA<br>L<br>HG | FS1 | FS2 | FS3 | FS4 | FS5 | FS6 | TO<br>TA<br>L<br>FS |
|---------|---------|---------|---------|---------------------|-----|-----|-----|-----|-----|-----|---------------------|
| 3       | 3       | 3       | 3       | 12                  | 3   | 4   | 4   | 4   | 4   | 3   | 22                  |
| 3       | 4       | 3       | 4       | 14                  | 5   | 5   | 5   | 4   | 5   | 5   | 29                  |
| 5       | 5       | 4       | 5       | 19                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 5       | 4       | 3       | 3       | 15                  | 5   | 5   | 3   | 4   | 4   | 3   | 24                  |
| 5       | 5       | 5       | 5       | 20                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 4       | 4       | 4       | 4       | 16                  | 4   | 4   | 2   | 4   | 3   | 2   | 19                  |
| 5       | 5       | 5       | 5       | 20                  | 4   | 4   | 4   | 4   | 4   | 4   | 24                  |
| 5       | 5       | 3       | 4       | 17                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 4       | 4       | 4       | 3       | 15                  | 4   | 4   | 4   | 4   | 4   | 4   | 24                  |
| 4       | 4       | 5       | 4       | 17                  | 4   | 5   | 3   | 5   | 4   | 3   | 24                  |
| 4       | 5       | 4       | 4       | 17                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 4       | 4       | 4       | 4       | 16                  | 4   | 5   | 3   | 4   | 4   | 4   | 24                  |
| 5       | 4       | 5       | 5       | 19                  | 4   | 4   | 4   | 5   | 4   | 5   | 26                  |
| 4       | 4       | 3       | 4       | 15                  | 3   | 4   | 4   | 3   | 4   | 4   | 22                  |
| 2       | 2       | 2       | 3       | 9                   | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 4       | 4       | 5       | 4       | 17                  | 4   | 4   | 4   | 4   | 5   | 5   | 26                  |
| 4       | 4       | 4       | 3       | 15                  | 5   | 5   | 4   | 5   | 5   | 2   | 26                  |
| 5       | 4       | 5       | 5       | 19                  | 4   | 4   | 4   | 5   | 5   | 5   | 27                  |
| 5       | 5       | 5       | 5       | 20                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 3       | 3       | 3       | 3       | 12                  | 3   | 3   | 3   | 3   | 3   | 3   | 18                  |
| 4       | 4       | 4       | 4       | 16                  | 5   | 4   | 4   | 4   | 4   | 4   | 25                  |
| 5       | 5       | 5       | 5       | 20                  | 5   | 5   | 5   | 5   | 5   | 5   | 30                  |
| 5       | 5       | 5       | 4       | 19                  | 4   | 4   | 4   | 4   | 4   | 4   | 24                  |
| 4       | 5       | 4       | 5       | 18                  | 4   | 5   | 4   | 5   | 4   | 5   | 27                  |
| 3       | 3       | 3       | 3       | 12                  | 3   | 3   | 3   | 3   | 3   | 4   | 19                  |
| 3       | 3       | 4       | 3       | 13                  | 3   | 3   | 3   | 3   | 4   | 4   | 20                  |
| 5       | 4       | 3       | 5       | 17                  | 5   | 5   | 5   | 5   | 5   | 4   | 29                  |
| 5       | 4       | 4       | 5       | 18                  | 5   | 4   | 5   | 4   | 5   | 4   | 27                  |
| 4       | 4       | 5       | 4       | 17                  | 5   | 4   | 5   | 4   | 5   | 4   | 27                  |
| 5       | 4       | 5       | 4       | 18                  | 5   | 4   | 5   | 5   | 4   | 5   | 28                  |
| 5       | 4       | 4       | 5       | 18                  | 5   | 4   | 5   | 4   | 5   | 4   | 27                  |
| 4       | 5       | 4       | 5       | 18                  | 5   | 4   | 5   | 4   | 5   | 5   | 28                  |
| 5       | 4       | 5       | 5       | 19                  | 5   | 4   | 4   | 5   | 4   | 5   | 27                  |
| 4       | 5       | 4       | 4       | 17                  | 5   | 4   | 5   | 4   | 5   | 4   | 27                  |
| 5       | 4       | 5       | 5       | 19                  | 5   | 4   | 5   | 5   | 4   | 5   | 28                  |
| 5       | 4       | 5       | 5       | 19                  | 4   | 5   | 5   | 4   | 5   | 5   | 28                  |
| 5       | 4       | 5       | 4       | 18                  | 5   | 4   | 4   | 4   | 5   | 5   | 27                  |
| 5       | 4       | 5       | 4       | 18                  | 5   | 4   | 5   | 4   | 5   | 4   | 27                  |
| 5       | 4       | 5       | 5       | 19                  | 4   | 5   | 5   | 4   | 5   | 5   | 28                  |

|   |   |   |   |    |   |   |   |   |   |   |    |
|---|---|---|---|----|---|---|---|---|---|---|----|
| 4 | 3 | 3 | 5 | 15 | 5 | 5 | 4 | 4 | 4 | 5 | 27 |
| 5 | 5 | 5 | 4 | 19 | 4 | 4 | 4 | 4 | 3 | 5 | 24 |
| 4 | 3 | 5 | 4 | 16 | 4 | 4 | 3 | 4 | 3 | 4 | 22 |
| 4 | 4 | 5 | 5 | 18 | 4 | 4 | 5 | 4 | 5 | 5 | 27 |
| 3 | 4 | 3 | 3 | 13 | 3 | 4 | 4 | 3 | 4 | 4 | 22 |
| 3 | 3 | 3 | 2 | 11 | 3 | 4 | 4 | 3 | 3 | 3 | 20 |
| 5 | 4 | 5 | 5 | 19 | 5 | 4 | 5 | 4 | 5 | 5 | 28 |
| 4 | 3 | 4 | 3 | 14 | 3 | 4 | 3 | 3 | 4 | 3 | 20 |
| 3 | 4 | 3 | 2 | 12 | 3 | 4 | 3 | 3 | 5 | 3 | 21 |
| 5 | 4 | 5 | 4 | 18 | 5 | 4 | 5 | 4 | 5 | 4 | 27 |
| 2 | 2 | 3 | 2 | 9  | 4 | 4 | 3 | 4 | 4 | 3 | 22 |
| 3 | 3 | 3 | 3 | 12 | 5 | 5 | 5 | 3 | 5 | 5 | 28 |
| 4 | 4 | 4 | 4 | 16 | 5 | 4 | 5 | 5 | 5 | 5 | 29 |
| 4 | 4 | 4 | 4 | 16 | 3 | 4 | 4 | 3 | 3 | 2 | 19 |
| 2 | 4 | 4 | 4 | 14 | 4 | 4 | 3 | 3 | 4 | 3 | 21 |
| 4 | 5 | 5 | 5 | 19 | 5 | 5 | 5 | 4 | 5 | 4 | 28 |
| 4 | 4 | 3 | 3 | 14 | 3 | 4 | 4 | 3 | 4 | 4 | 22 |
| 5 | 4 | 5 | 4 | 18 | 3 | 4 | 3 | 3 | 3 | 4 | 20 |
| 5 | 4 | 5 | 5 | 19 | 5 | 5 | 5 | 5 | 5 | 5 | 30 |
| 5 | 5 | 5 | 5 | 20 | 3 | 3 | 3 | 3 | 4 | 3 | 19 |
| 4 | 4 | 5 | 5 | 18 | 5 | 4 | 5 | 4 | 5 | 4 | 27 |
| 5 | 4 | 5 | 4 | 18 | 4 | 5 | 4 | 4 | 5 | 4 | 26 |
| 5 | 4 | 4 | 5 | 18 | 5 | 3 | 4 | 4 | 4 | 4 | 24 |
| 5 | 4 | 5 | 4 | 18 | 5 | 5 | 5 | 5 | 4 | 5 | 29 |
| 4 | 5 | 5 | 5 | 19 | 5 | 5 | 4 | 5 | 4 | 4 | 27 |
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| 5 | 4 | 4 | 5 | 18 | 5 | 3 | 4 | 5 | 5 | 4 | 26 |
| 5 | 5 | 5 | 5 | 20 | 4 | 3 | 2 | 3 | 2 | 3 | 17 |
| 5 | 5 | 5 | 5 | 20 | 5 | 5 | 5 | 5 | 4 | 5 | 29 |
| 4 | 4 | 4 | 5 | 17 | 5 | 5 | 4 | 3 | 5 | 5 | 27 |
| 4 | 3 | 3 | 3 | 13 | 3 | 4 | 4 | 3 | 5 | 5 | 24 |
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| 3 | 3 | 3 | 3 | 12 | 4 | 5 | 5 | 5 | 5 | 4 | 28 |
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| 5 | 4 | 4 | 5 | 18 | 4 | 4 | 5 | 4 | 5 | 4 | 26 |
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| 5 | 5 | 4 | 4 | 18 | 4 | 4 | 4 | 4 | 4 | 4 | 24 |
| 5 | 5 | 5 | 5 | 20 | 4 | 4 | 5 | 5 | 5 | 4 | 27 |
| 4 | 4 | 3 | 3 | 14 | 3 | 4 | 4 | 2 | 2 | 3 | 18 |
| 4 | 3 | 3 | 4 | 14 | 5 | 5 | 5 | 5 | 4 | 5 | 29 |
| 5 | 4 | 4 | 2 | 15 | 4 | 4 | 5 | 5 | 5 | 5 | 28 |

|   |   |   |   |    |   |   |   |   |   |   |    |
|---|---|---|---|----|---|---|---|---|---|---|----|
| 2 | 4 | 5 | 3 | 14 | 4 | 4 | 5 | 4 | 5 | 5 | 27 |
| 5 | 3 | 3 | 3 | 14 | 4 | 4 | 4 | 4 | 4 | 4 | 24 |
| 2 | 5 | 2 | 4 | 13 | 4 | 4 | 3 | 3 | 4 | 4 | 22 |
| 2 | 3 | 2 | 4 | 11 | 5 | 4 | 5 | 4 | 5 | 4 | 27 |
| 3 | 4 | 4 | 4 | 15 | 4 | 4 | 3 | 4 | 4 | 4 | 23 |
| 5 | 4 | 5 | 4 | 18 | 5 | 3 | 5 | 4 | 3 | 5 | 25 |
| 4 | 5 | 3 | 4 | 16 | 4 | 3 | 5 | 1 | 4 | 5 | 22 |
| 2 | 3 | 4 | 4 | 13 | 4 | 3 | 5 | 4 | 3 | 4 | 23 |
| 4 | 5 | 4 | 5 | 18 | 5 | 4 | 3 | 5 | 4 | 3 | 24 |
| 4 | 3 | 4 | 4 | 15 | 4 | 3 | 4 | 4 | 3 | 4 | 22 |
| 4 | 4 | 5 | 4 | 17 | 4 | 4 | 4 | 5 | 5 | 5 | 27 |
| 4 | 5 | 4 | 5 | 18 | 2 | 5 | 4 | 3 | 5 | 4 | 23 |
| 5 | 4 | 5 | 4 | 18 | 5 | 4 | 5 | 4 | 5 | 4 | 27 |
| 3 | 5 | 3 | 5 | 16 | 5 | 3 | 5 | 4 | 4 | 5 | 26 |
| 3 | 4 | 5 | 3 | 15 | 5 | 3 | 3 | 4 | 5 | 3 | 23 |
| 4 | 5 | 4 | 5 | 18 | 3 | 4 | 5 | 2 | 4 | 3 | 21 |
| 4 | 5 | 3 | 4 | 16 | 4 | 5 | 2 | 5 | 4 | 3 | 23 |
| 4 | 5 | 4 | 1 | 14 | 4 | 5 | 3 | 4 | 5 | 3 | 24 |
| 5 | 4 | 3 | 4 | 16 | 5 | 4 | 3 | 5 | 4 | 3 | 24 |
| 4 | 5 | 4 | 3 | 16 | 4 | 5 | 4 | 5 | 3 | 4 | 25 |
| 3 | 4 | 5 | 5 | 17 | 3 | 3 | 4 | 3 | 5 | 4 | 22 |
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| 5 | 4 | 5 | 5 | 19 | 4 | 5 | 4 | 4 | 5 | 5 | 27 |
| 4 | 5 | 4 | 4 | 17 | 5 | 4 | 5 | 4 | 4 | 5 | 27 |
| 4 | 5 | 4 | 4 | 17 | 5 | 5 | 4 | 5 | 5 | 4 | 28 |
| 4 | 5 | 4 | 4 | 17 | 5 | 5 | 4 | 4 | 4 | 5 | 27 |
| 4 | 4 | 5 | 4 | 17 | 4 | 3 | 5 | 5 | 4 | 5 | 26 |
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| 4 | 4 | 5 | 5 | 18 | 5 | 4 | 5 | 5 | 4 | 4 | 27 |

|   |   |   |   |    |   |   |   |   |   |   |    |
|---|---|---|---|----|---|---|---|---|---|---|----|
| 5 | 5 | 4 | 4 | 18 | 4 | 5 | 5 | 4 | 5 | 5 | 28 |
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| 5 | 4 | 4 | 4 | 17 | 5 | 5 | 4 | 4 | 5 | 4 | 27 |
| 5 | 5 | 4 | 5 | 19 | 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 5 | 4 | 4 | 3 | 16 | 5 | 4 | 5 | 4 | 4 | 5 | 27 |
| 5 | 5 | 4 | 5 | 19 | 4 | 4 | 3 | 5 | 4 | 5 | 25 |
| 5 | 4 | 5 | 5 | 19 | 4 | 5 | 3 | 5 | 4 | 4 | 25 |
| 5 | 4 | 4 | 5 | 18 | 3 | 4 | 5 | 5 | 4 | 4 | 25 |
| 5 | 4 | 3 | 5 | 17 | 4 | 5 | 3 | 5 | 4 | 5 | 26 |
| 5 | 4 | 3 | 5 | 17 | 5 | 3 | 5 | 4 | 5 | 5 | 27 |
| 5 | 4 | 4 | 5 | 18 | 5 | 4 | 5 | 5 | 4 | 5 | 28 |
| 5 | 5 | 4 | 4 | 18 | 5 | 4 | 3 | 5 | 4 | 4 | 25 |
| 4 | 5 | 4 | 4 | 17 | 4 | 4 | 3 | 5 | 4 | 5 | 25 |
| 5 | 4 | 5 | 5 | 19 | 5 | 3 | 5 | 4 | 4 | 5 | 26 |
| 5 | 3 | 5 | 4 | 17 | 4 | 5 | 3 | 5 | 4 | 4 | 25 |
| 5 | 4 | 4 | 5 | 18 | 3 | 4 | 4 | 5 | 4 | 4 | 24 |
| 4 | 5 | 4 | 5 | 18 | 4 | 5 | 3 | 5 | 4 | 4 | 25 |
| 5 | 3 | 4 | 4 | 16 | 5 | 4 | 5 | 4 | 4 | 5 | 27 |
| 5 | 3 | 5 | 4 | 17 | 4 | 5 | 3 | 4 | 4 | 5 | 25 |
| 5 | 3 | 4 | 4 | 16 | 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 4 | 5 | 3 | 4 | 16 | 5 | 4 | 5 | 4 | 4 | 5 | 27 |
| 4 | 5 | 4 | 4 | 17 | 5 | 3 | 5 | 4 | 4 | 5 | 26 |
| 5 | 3 | 4 | 4 | 16 | 5 | 2 | 4 | 5 | 5 | 4 | 25 |
| 5 | 4 | 5 | 5 | 19 | 4 | 5 | 3 | 4 | 4 | 5 | 25 |
| 5 | 4 | 4 | 5 | 18 | 5 | 3 | 4 | 2 | 4 | 4 | 22 |
| 5 | 4 | 5 | 5 | 19 | 4 | 5 | 3 | 4 | 4 | 5 | 25 |
| 5 | 3 | 4 | 4 | 16 | 5 | 4 | 5 | 5 | 4 | 4 | 27 |
| 4 | 4 | 4 | 4 | 16 | 4 | 5 | 5 | 5 | 5 | 4 | 28 |
| 4 | 5 | 4 | 4 | 17 | 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 4 | 5 | 4 | 4 | 17 | 5 | 5 | 4 | 5 | 5 | 4 | 28 |
| 4 | 5 | 4 | 4 | 17 | 5 | 4 | 4 | 5 | 4 | 5 | 27 |
| 4 | 4 | 4 | 5 | 17 | 4 | 4 | 4 | 5 | 4 | 5 | 26 |
| 5 | 4 | 5 | 4 | 18 | 5 | 4 | 5 | 4 | 5 | 4 | 27 |
| 4 | 5 | 4 | 5 | 18 | 4 | 5 | 4 | 5 | 4 | 5 | 27 |
| 5 | 5 | 5 | 4 | 19 | 4 | 5 | 4 | 5 | 4 | 3 | 25 |
| 4 | 5 | 5 | 4 | 18 | 3 | 3 | 4 | 5 | 5 | 3 | 23 |
| 4 | 3 | 4 | 5 | 16 | 4 | 4 | 5 | 4 | 4 | 5 | 26 |
| 3 | 4 | 5 | 3 | 15 | 3 | 2 | 4 | 5 | 4 | 3 | 21 |
| 5 | 4 | 5 | 4 | 18 | 4 | 4 | 5 | 5 | 5 | 4 | 27 |
| 3 | 5 | 3 | 4 | 15 | 3 | 5 | 4 | 2 | 1 | 4 | 19 |
| 4 | 5 | 5 | 4 | 18 | 5 | 4 | 4 | 3 | 3 | 4 | 23 |
| 4 | 5 | 4 | 4 | 17 | 3 | 4 | 3 | 4 | 3 | 4 | 21 |
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| 4 | 5 | 4 | 4 | 17 | 4 | 5 | 4 | 4 | 5 | 4 | 26 |
| 4 | 5 | 4 | 4 | 17 | 4 | 5 | 5 | 4 | 5 | 4 | 27 |

|   |   |   |   |    |   |   |   |   |   |   |    |
|---|---|---|---|----|---|---|---|---|---|---|----|
| 5 | 4 | 5 | 4 | 18 | 4 | 2 | 5 | 4 | 4 | 5 | 24 |
| 3 | 4 | 5 | 4 | 16 | 5 | 4 | 3 | 4 | 4 | 5 | 25 |
| 5 | 4 | 4 | 3 | 16 | 4 | 5 | 4 | 4 | 3 | 3 | 23 |
| 3 | 4 | 3 | 5 | 15 | 4 | 5 | 3 | 4 | 5 | 3 | 24 |
| 2 | 4 | 5 | 5 | 16 | 4 | 3 | 5 | 5 | 4 | 4 | 25 |
| 5 | 4 | 3 | 5 | 17 | 5 | 4 | 3 | 4 | 4 | 5 | 25 |
| 3 | 4 | 4 | 5 | 16 | 4 | 3 | 4 | 5 | 4 | 4 | 24 |
| 5 | 5 | 3 | 4 | 17 | 4 | 5 | 5 | 4 | 5 | 5 | 28 |
| 4 | 5 | 3 | 3 | 15 | 4 | 3 | 5 | 3 | 3 | 5 | 23 |
| 4 | 3 | 3 | 3 | 13 | 4 | 4 | 3 | 3 | 4 | 3 | 21 |
| 4 | 5 | 4 | 3 | 16 | 4 | 3 | 3 | 5 | 5 | 3 | 23 |
| 5 | 4 | 5 | 3 | 17 | 5 | 5 | 3 | 1 | 4 | 4 | 22 |
| 4 | 3 | 3 | 4 | 14 | 5 | 4 | 4 | 3 | 4 | 3 | 23 |
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| 4 | 5 | 4 | 5 | 18 | 4 | 4 | 5 | 5 | 4 | 4 | 26 |
| 4 | 4 | 5 | 4 | 17 | 4 | 5 | 5 | 4 | 3 | 4 | 25 |
| 5 | 4 | 4 | 3 | 16 | 3 | 4 | 3 | 3 | 5 | 4 | 22 |
| 4 | 5 | 5 | 4 | 18 | 4 | 4 | 5 | 4 | 5 | 5 | 27 |
| 4 | 5 | 5 | 4 | 18 | 4 | 4 | 5 | 5 | 4 | 5 | 27 |
| 4 | 3 | 5 | 4 | 16 | 5 | 3 | 4 | 4 | 3 | 5 | 24 |
| 5 | 5 | 4 | 5 | 19 | 4 | 3 | 4 | 5 | 4 | 4 | 24 |
| 4 | 5 | 5 | 4 | 18 | 5 | 4 | 5 | 5 | 4 | 4 | 27 |
| 4 | 5 | 4 | 4 | 17 | 4 | 4 | 3 | 4 | 5 | 4 | 24 |
| 4 | 5 | 5 | 5 | 19 | 4 | 5 | 2 | 3 | 4 | 5 | 23 |
| 4 | 5 | 4 | 4 | 17 | 3 | 3 | 5 | 4 | 4 | 4 | 23 |
| 4 | 5 | 4 | 3 | 16 | 4 | 5 | 4 | 4 | 3 | 5 | 25 |
| 4 | 5 | 4 | 5 | 18 | 4 | 3 | 4 | 5 | 3 | 5 | 24 |
| 4 | 4 | 3 | 4 | 15 | 3 | 3 | 5 | 5 | 5 | 5 | 26 |
| 4 | 4 | 4 | 5 | 17 | 5 | 4 | 4 | 4 | 5 | 5 | 27 |
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| 4 | 5 | 4 | 4 | 17 | 4 | 3 | 5 | 4 | 5 | 5 | 26 |
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| 5 | 5 | 3 | 4 | 17 | 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 4 | 4 | 3 | 4 | 15 | 4 | 4 | 4 | 5 | 4 | 5 | 26 |
| 4 | 5 | 3 | 4 | 16 | 4 | 4 | 5 | 4 | 3 | 4 | 24 |
| 4 | 5 | 4 | 5 | 18 | 4 | 5 | 4 | 5 | 4 | 5 | 27 |
| 4 | 5 | 4 | 5 | 18 | 4 | 5 | 5 | 4 | 4 | 5 | 27 |
| 4 | 3 | 2 | 4 | 13 | 4 | 4 | 3 | 4 | 5 | 5 | 25 |

| MS<br>1 | MS<br>2 | MS<br>3 | MS<br>4 | MS<br>5 | MS<br>6 | TO<br>TA<br>L<br>MS | KP<br>1 | KP<br>2 | KP<br>3 | KP<br>4 | KP<br>5 | TOT<br>AL<br>KP |
|---------|---------|---------|---------|---------|---------|---------------------|---------|---------|---------|---------|---------|-----------------|
| 4       | 3       | 3       | 3       | 4       | 4       | 21                  | 4       | 4       | 3       | 4       | 4       | 19              |

|   |   |   |   |   |   |    |   |   |   |   |   |    |
|---|---|---|---|---|---|----|---|---|---|---|---|----|
| 4 | 4 | 4 | 4 | 5 | 4 | 25 | 4 | 4 | 4 | 4 | 4 | 20 |
| 3 | 4 | 4 | 4 | 4 | 4 | 23 | 4 | 4 | 4 | 4 | 4 | 20 |
| 3 | 2 | 3 | 3 | 4 | 3 | 18 | 2 | 3 | 3 | 3 | 4 | 15 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 3 | 3 | 2 | 1 | 1 | 15 | 2 | 2 | 3 | 2 | 4 | 13 |
| 4 | 4 | 4 | 4 | 4 | 4 | 24 | 4 | 4 | 4 | 4 | 4 | 20 |
| 5 | 4 | 5 | 5 | 3 | 5 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 4 | 4 | 4 | 4 | 4 | 4 | 24 | 4 | 4 | 4 | 4 | 4 | 20 |
| 1 | 3 | 1 | 1 | 1 | 3 | 10 | 4 | 4 | 3 | 3 | 3 | 17 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 4 | 4 | 5 | 5 | 5 | 28 | 4 | 3 | 4 | 5 | 5 | 21 |
| 4 | 4 | 4 | 4 | 5 | 5 | 26 | 5 | 4 | 4 | 5 | 4 | 22 |
| 4 | 3 | 4 | 2 | 4 | 4 | 21 | 4 | 5 | 4 | 4 | 4 | 21 |
| 5 | 5 | 5 | 3 | 3 | 5 | 26 | 3 | 3 | 3 | 3 | 3 | 15 |
| 4 | 4 | 5 | 4 | 3 | 4 | 24 | 4 | 4 | 4 | 4 | 4 | 20 |
| 1 | 5 | 3 | 4 | 3 | 5 | 21 | 4 | 5 | 4 | 4 | 4 | 21 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 4 | 5 | 4 | 5 | 5 | 23 |
| 3 | 3 | 3 | 3 | 2 | 4 | 18 | 3 | 3 | 3 | 3 | 3 | 15 |
| 4 | 4 | 4 | 4 | 3 | 4 | 23 | 5 | 4 | 4 | 4 | 4 | 21 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 3 | 4 | 4 | 3 | 4 | 4 | 22 | 3 | 3 | 4 | 4 | 4 | 18 |
| 5 | 5 | 4 | 5 | 4 | 4 | 27 | 4 | 4 | 4 | 4 | 5 | 21 |
| 3 | 3 | 3 | 3 | 3 | 3 | 18 | 3 | 3 | 3 | 3 | 3 | 15 |
| 4 | 3 | 4 | 3 | 3 | 4 | 21 | 2 | 2 | 3 | 3 | 4 | 14 |
| 4 | 4 | 5 | 4 | 4 | 5 | 26 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 4 | 5 | 4 | 5 | 5 | 28 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 4 | 4 | 5 | 5 | 23 |
| 5 | 4 | 5 | 4 | 5 | 5 | 28 | 5 | 4 | 5 | 5 | 5 | 24 |
| 4 | 5 | 5 | 4 | 5 | 5 | 28 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 4 | 5 | 4 | 5 | 5 | 28 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 4 | 5 | 5 | 5 | 24 |
| 5 | 4 | 5 | 4 | 5 | 5 | 28 | 5 | 4 | 5 | 5 | 5 | 24 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 4 | 4 | 5 | 5 | 23 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 5 | 5 | 24 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 4 | 5 | 5 | 4 | 3 | 26 | 4 | 2 | 4 | 4 | 5 | 19 |
| 5 | 4 | 4 | 4 | 4 | 3 | 24 | 4 | 3 | 4 | 4 | 5 | 20 |
| 5 | 4 | 4 | 5 | 4 | 2 | 24 | 3 | 2 | 3 | 4 | 4 | 16 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 5 | 5 | 24 |
| 3 | 3 | 4 | 4 | 3 | 3 | 20 | 2 | 3 | 4 | 4 | 3 | 16 |
| 3 | 3 | 4 | 3 | 3 | 3 | 19 | 4 | 3 | 3 | 4 | 4 | 18 |
| 5 | 4 | 5 | 4 | 5 | 5 | 28 | 5 | 5 | 4 | 5 | 5 | 24 |
| 3 | 4 | 3 | 3 | 4 | 3 | 20 | 3 | 4 | 4 | 4 | 3 | 18 |

|   |   |   |   |   |   |    |   |   |   |   |   |    |
|---|---|---|---|---|---|----|---|---|---|---|---|----|
| 4 | 4 | 5 | 4 | 3 | 3 | 23 | 3 | 4 | 4 | 3 | 5 | 19 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 3 | 3 | 4 | 3 | 3 | 3 | 19 | 3 | 4 | 4 | 4 | 4 | 19 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 2 | 3 | 4 | 2 | 4 | 4 | 19 | 2 | 2 | 3 | 2 | 3 | 12 |
| 3 | 3 | 3 | 3 | 3 | 3 | 18 | 3 | 3 | 2 | 3 | 3 | 14 |
| 4 | 4 | 5 | 4 | 4 | 4 | 25 | 4 | 4 | 4 | 4 | 4 | 20 |
| 4 | 4 | 4 | 4 | 4 | 3 | 23 | 4 | 4 | 4 | 4 | 3 | 19 |
| 4 | 4 | 4 | 3 | 3 | 3 | 21 | 2 | 4 | 4 | 4 | 2 | 16 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 4 | 5 | 5 | 5 | 5 | 24 |
| 5 | 4 | 4 | 3 | 3 | 3 | 22 | 4 | 4 | 3 | 3 | 3 | 17 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 4 | 5 | 4 | 4 | 5 | 4 | 26 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 4 | 5 | 4 | 5 | 5 | 4 | 27 | 4 | 4 | 5 | 5 | 4 | 22 |
| 4 | 5 | 5 | 4 | 4 | 5 | 27 | 5 | 4 | 5 | 4 | 4 | 22 |
| 5 | 4 | 5 | 5 | 4 | 4 | 27 | 5 | 4 | 4 | 5 | 4 | 22 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 5 | 4 | 4 | 3 | 5 | 26 | 4 | 5 | 5 | 5 | 4 | 23 |
| 4 | 5 | 5 | 5 | 4 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 | 5 | 5 | 5 | 4 | 4 | 23 |
| 5 | 4 | 4 | 3 | 4 | 4 | 24 | 5 | 4 | 4 | 5 | 5 | 23 |
| 5 | 5 | 4 | 4 | 5 | 4 | 27 | 5 | 5 | 4 | 4 | 5 | 23 |
| 1 | 1 | 1 | 1 | 1 | 1 | 6  | 3 | 2 | 3 | 2 | 3 | 13 |
| 5 | 5 | 3 | 5 | 5 | 5 | 28 | 5 | 4 | 5 | 5 | 4 | 23 |
| 4 | 5 | 5 | 4 | 5 | 3 | 26 | 5 | 4 | 4 | 5 | 3 | 21 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 5 | 5 | 5 | 5 | 25 |
| 4 | 5 | 5 | 4 | 4 | 4 | 26 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 5 | 5 | 3 | 5 | 5 | 28 | 4 | 4 | 4 | 5 | 5 | 22 |
| 4 | 5 | 3 | 4 | 3 | 3 | 22 | 4 | 3 | 3 | 3 | 3 | 16 |
| 4 | 4 | 5 | 4 | 4 | 4 | 25 | 4 | 4 | 4 | 4 | 4 | 20 |
| 3 | 4 | 4 | 3 | 3 | 4 | 21 | 3 | 3 | 3 | 3 | 3 | 15 |
| 4 | 3 | 3 | 4 | 3 | 4 | 21 | 3 | 4 | 4 | 4 | 3 | 18 |
| 5 | 4 | 5 | 4 | 4 | 4 | 26 | 5 | 4 | 4 | 5 | 5 | 23 |
| 4 | 4 | 4 | 2 | 4 | 2 | 20 | 2 | 2 | 4 | 4 | 2 | 14 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 4 | 4 | 4 | 22 |
| 5 | 5 | 5 | 5 | 5 | 5 | 30 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 5 | 5 | 3 | 5 | 5 | 28 | 4 | 4 | 3 | 3 | 4 | 18 |
| 4 | 4 | 4 | 4 | 4 | 4 | 24 | 4 | 4 | 4 | 4 | 4 | 20 |
| 3 | 4 | 3 | 4 | 4 | 4 | 22 | 3 | 3 | 4 | 3 | 4 | 17 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 4 | 3 | 4 | 4 | 4 | 4 | 23 | 3 | 4 | 4 | 3 | 5 | 19 |
| 5 | 3 | 5 | 5 | 3 | 5 | 26 | 5 | 3 | 4 | 5 | 4 | 21 |
| 2 | 5 | 4 | 5 | 1 | 3 | 20 | 4 | 5 | 4 | 2 | 5 | 20 |
| 4 | 3 | 5 | 5 | 4 | 3 | 24 | 2 | 4 | 3 | 4 | 4 | 17 |

|   |   |   |   |   |   |    |   |   |   |   |   |    |
|---|---|---|---|---|---|----|---|---|---|---|---|----|
| 5 | 4 | 3 | 5 | 4 | 3 | 24 | 3 | 4 | 4 | 3 | 4 | 18 |
| 3 | 3 | 4 | 3 | 4 | 4 | 21 | 3 | 4 | 3 | 3 | 3 | 16 |
| 5 | 4 | 2 | 5 | 4 | 3 | 23 | 4 | 3 | 4 | 5 | 4 | 20 |
| 2 | 4 | 5 | 3 | 4 | 5 | 23 | 4 | 5 | 4 | 1 | 5 | 19 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 3 | 5 | 4 | 4 | 3 | 5 | 24 | 5 | 4 | 3 | 4 | 5 | 21 |
| 3 | 4 | 3 | 5 | 4 | 3 | 22 | 4 | 4 | 3 | 4 | 3 | 18 |
| 4 | 5 | 4 | 3 | 4 | 5 | 25 | 2 | 4 | 5 | 1 | 4 | 16 |
| 4 | 2 | 5 | 4 | 2 | 4 | 21 | 4 | 1 | 4 | 4 | 5 | 18 |
| 2 | 4 | 1 | 5 | 2 | 4 | 18 | 1 | 4 | 5 | 2 | 5 | 17 |
| 4 | 5 | 4 | 3 | 5 | 4 | 25 | 5 | 4 | 3 | 4 | 5 | 21 |
| 5 | 4 | 3 | 5 | 5 | 4 | 26 | 5 | 4 | 5 | 3 | 4 | 21 |
| 4 | 5 | 3 | 4 | 5 | 3 | 24 | 2 | 3 | 4 | 3 | 3 | 15 |
| 4 | 3 | 4 | 4 | 3 | 4 | 22 | 3 | 4 | 3 | 4 | 3 | 17 |
| 5 | 4 | 3 | 4 | 5 | 3 | 24 | 4 | 5 | 3 | 3 | 4 | 19 |
| 3 | 4 | 3 | 3 | 4 | 3 | 20 | 3 | 4 | 4 | 4 | 4 | 19 |
| 5 | 4 | 4 | 4 | 5 | 5 | 27 | 4 | 4 | 5 | 4 | 5 | 22 |
| 4 | 4 | 4 | 4 | 3 | 5 | 24 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 4 | 4 | 4 | 4 | 2 | 23 | 5 | 5 | 5 | 4 | 5 | 24 |
| 4 | 5 | 5 | 4 | 4 | 3 | 25 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 4 | 5 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 4 | 4 | 22 |
| 4 | 4 | 5 | 3 | 5 | 4 | 25 | 4 | 5 | 4 | 5 | 5 | 23 |
| 4 | 5 | 4 | 5 | 5 | 5 | 28 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 5 | 5 | 4 | 4 | 4 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 4 | 4 | 5 | 3 | 5 | 4 | 25 | 5 | 4 | 5 | 5 | 4 | 23 |
| 4 | 5 | 4 | 4 | 5 | 5 | 27 | 5 | 5 | 4 | 4 | 5 | 23 |
| 4 | 5 | 4 | 5 | 5 | 4 | 27 | 5 | 5 | 5 | 4 | 5 | 24 |
| 5 | 4 | 5 | 5 | 3 | 4 | 26 | 4 | 5 | 4 | 4 | 5 | 22 |
| 5 | 5 | 5 | 4 | 5 | 4 | 28 | 4 | 5 | 4 | 5 | 5 | 23 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 | 4 | 5 | 5 | 4 | 5 | 23 |
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| 5 | 4 | 5 | 3 | 5 | 4 | 26 | 5 | 4 | 5 | 5 | 4 | 23 |
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| 5 | 4 | 4 | 5 | 4 | 4 | 26 | 4 | 5 | 5 | 4 | 5 | 23 |
| 5 | 5 | 4 | 5 | 4 | 4 | 27 | 5 | 5 | 5 | 4 | 4 | 23 |
| 5 | 4 | 4 | 4 | 5 | 5 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 4 | 5 | 5 | 4 | 5 | 4 | 27 | 4 | 5 | 5 | 4 | 4 | 22 |
| 5 | 4 | 4 | 5 | 5 | 4 | 27 | 4 | 5 | 5 | 4 | 5 | 23 |
| 4 | 4 | 5 | 5 | 4 | 4 | 26 | 5 | 5 | 4 | 5 | 5 | 24 |
| 4 | 5 | 4 | 4 | 3 | 5 | 25 | 5 | 4 | 5 | 4 | 4 | 22 |
| 3 | 4 | 4 | 5 | 4 | 4 | 24 | 5 | 4 | 4 | 5 | 4 | 22 |
| 5 | 2 | 4 | 5 | 4 | 4 | 24 | 4 | 5 | 4 | 4 | 5 | 22 |
| 5 | 3 | 4 | 4 | 5 | 5 | 26 | 5 | 4 | 5 | 4 | 3 | 21 |
| 5 | 5 | 3 | 5 | 4 | 5 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 5 | 4 | 5 | 3 | 4 | 4 | 25 | 4 | 5 | 4 | 5 | 5 | 23 |

|   |   |   |   |   |   |    |   |   |   |   |   |    |
|---|---|---|---|---|---|----|---|---|---|---|---|----|
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 5 | 3 | 4 | 4 | 5 | 21 |
| 5 | 4 | 5 | 5 | 3 | 4 | 26 | 4 | 5 | 4 | 5 | 5 | 23 |
| 5 | 4 | 5 | 3 | 5 | 4 | 26 | 5 | 4 | 5 | 4 | 4 | 22 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 4 | 4 | 5 | 3 | 4 | 20 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 4 | 5 | 3 | 5 | 4 | 21 |
| 5 | 5 | 3 | 4 | 5 | 4 | 26 | 5 | 4 | 5 | 4 | 4 | 22 |
| 4 | 5 | 4 | 5 | 5 | 4 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 5 | 4 | 5 | 4 | 4 | 22 |
| 5 | 4 | 5 | 5 | 4 | 5 | 28 | 4 | 5 | 3 | 4 | 4 | 20 |
| 4 | 5 | 3 | 4 | 4 | 5 | 25 | 5 | 4 | 5 | 4 | 4 | 22 |
| 4 | 4 | 5 | 4 | 5 | 4 | 26 | 3 | 4 | 4 | 4 | 4 | 19 |
| 5 | 3 | 5 | 4 | 5 | 5 | 27 | 4 | 5 | 4 | 5 | 5 | 23 |
| 3 | 4 | 5 | 2 | 4 | 4 | 22 | 5 | 4 | 3 | 5 | 4 | 21 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 4 | 4 | 5 | 4 | 5 | 22 |
| 5 | 4 | 5 | 3 | 4 | 4 | 25 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 4 | 5 | 5 | 4 | 4 | 27 | 5 | 3 | 4 | 5 | 4 | 21 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 5 | 3 | 5 | 4 | 4 | 21 |
| 5 | 3 | 5 | 4 | 5 | 4 | 26 | 5 | 4 | 5 | 5 | 4 | 23 |
| 5 | 4 | 5 | 4 | 4 | 5 | 27 | 5 | 4 | 5 | 4 | 4 | 22 |
| 5 | 4 | 5 | 5 | 4 | 4 | 27 | 5 | 4 | 5 | 4 | 5 | 23 |
| 4 | 5 | 5 | 5 | 4 | 4 | 27 | 5 | 5 | 5 | 5 | 5 | 25 |
| 5 | 5 | 4 | 5 | 5 | 4 | 28 | 4 | 5 | 5 | 4 | 5 | 23 |
| 5 | 4 | 4 | 4 | 5 | 5 | 27 | 5 | 5 | 5 | 4 | 4 | 23 |
| 4 | 4 | 5 | 5 | 4 | 5 | 27 | 4 | 4 | 5 | 4 | 5 | 22 |
| 3 | 4 | 4 | 5 | 5 | 4 | 25 | 5 | 4 | 4 | 4 | 4 | 21 |
| 4 | 5 | 4 | 5 | 4 | 5 | 27 | 4 | 5 | 4 | 5 | 4 | 22 |
| 4 | 5 | 4 | 5 | 4 | 5 | 27 | 4 | 5 | 4 | 5 | 4 | 22 |
| 5 | 4 | 5 | 3 | 4 | 4 | 25 | 4 | 5 | 4 | 5 | 5 | 23 |
| 4 | 5 | 3 | 5 | 5 | 4 | 26 | 5 | 4 | 4 | 5 | 4 | 22 |
| 5 | 5 | 4 | 5 | 3 | 4 | 26 | 4 | 5 | 4 | 3 | 4 | 20 |
| 5 | 5 | 4 | 2 | 3 | 5 | 24 | 3 | 4 | 5 | 5 | 4 | 21 |
| 5 | 5 | 3 | 4 | 5 | 5 | 27 | 5 | 4 | 3 | 4 | 5 | 21 |
| 4 | 3 | 3 | 5 | 5 | 5 | 25 | 4 | 5 | 5 | 4 | 4 | 22 |
| 4 | 3 | 3 | 2 | 3 | 4 | 19 | 5 | 4 | 3 | 4 | 4 | 20 |
| 4 | 3 | 1 | 3 | 1 | 3 | 15 | 3 | 3 | 3 | 4 | 2 | 15 |
| 3 | 4 | 5 | 4 | 5 | 3 | 24 | 3 | 4 | 5 | 3 | 4 | 19 |
| 5 | 5 | 4 | 4 | 5 | 4 | 27 | 5 | 4 | 5 | 5 | 4 | 23 |
| 4 | 5 | 4 | 4 | 5 | 4 | 26 | 4 | 4 | 5 | 4 | 5 | 22 |
| 5 | 4 | 3 | 4 | 5 | 4 | 25 | 2 | 4 | 3 | 4 | 5 | 18 |
| 5 | 4 | 5 | 5 | 3 | 4 | 26 | 4 | 3 | 4 | 4 | 5 | 20 |
| 5 | 3 | 4 | 4 | 5 | 4 | 25 | 4 | 4 | 5 | 5 | 4 | 22 |
| 5 | 3 | 4 | 2 | 4 | 2 | 20 | 4 | 3 | 5 | 4 | 3 | 19 |
| 5 | 4 | 3 | 4 | 3 | 4 | 23 | 4 | 3 | 3 | 5 | 5 | 20 |
| 3 | 4 | 4 | 3 | 3 | 5 | 22 | 4 | 3 | 5 | 3 | 5 | 20 |
| 3 | 3 | 2 | 2 | 2 | 3 | 15 | 4 | 3 | 5 | 4 | 5 | 21 |
| 5 | 3 | 4 | 4 | 5 | 4 | 25 | 5 | 4 | 4 | 5 | 4 | 22 |

|   |   |   |   |   |   |    |   |   |   |   |   |    |
|---|---|---|---|---|---|----|---|---|---|---|---|----|
| 4 | 5 | 5 | 4 | 3 | 3 | 24 | 4 | 3 | 3 | 4 | 5 | 19 |
| 4 | 3 | 2 | 2 | 3 | 3 | 17 | 5 | 4 | 4 | 3 | 3 | 19 |
| 3 | 2 | 3 | 3 | 4 | 3 | 18 | 3 | 4 | 4 | 4 | 3 | 18 |
| 2 | 5 | 3 | 5 | 5 | 4 | 24 | 4 | 3 | 5 | 4 | 3 | 19 |
| 2 | 3 | 3 | 4 | 3 | 4 | 19 | 5 | 4 | 4 | 5 | 4 | 22 |
| 4 | 5 | 5 | 5 | 4 | 4 | 27 | 4 | 4 | 5 | 5 | 5 | 23 |
| 5 | 4 | 5 | 4 | 5 | 3 | 26 | 4 | 5 | 4 | 5 | 4 | 22 |
| 4 | 4 | 5 | 3 | 2 | 4 | 22 | 4 | 5 | 4 | 4 | 5 | 22 |
| 2 | 1 | 3 | 3 | 2 | 3 | 14 | 5 | 4 | 4 | 5 | 4 | 22 |
| 5 | 5 | 4 | 4 | 5 | 4 | 27 | 4 | 4 | 5 | 4 | 4 | 21 |
| 4 | 5 | 4 | 5 | 4 | 5 | 27 | 4 | 5 | 4 | 4 | 5 | 22 |
| 4 | 3 | 3 | 2 | 2 | 3 | 17 | 5 | 4 | 5 | 5 | 4 | 23 |
| 3 | 4 | 4 | 4 | 5 | 5 | 25 | 5 | 4 | 5 | 4 | 3 | 21 |
| 5 | 4 | 4 | 5 | 5 | 5 | 28 | 5 | 5 | 5 | 5 | 4 | 24 |
| 5 | 4 | 4 | 5 | 5 | 3 | 26 | 3 | 4 | 5 | 4 | 4 | 20 |
| 5 | 5 | 2 | 4 | 5 | 2 | 23 | 5 | 5 | 5 | 4 | 4 | 23 |
| 5 | 4 | 4 | 4 | 4 | 3 | 24 | 4 | 5 | 4 | 4 | 4 | 21 |
| 2 | 3 | 2 | 4 | 5 | 4 | 20 | 4 | 5 | 3 | 4 | 5 | 21 |
| 3 | 4 | 4 | 5 | 4 | 3 | 23 | 4 | 5 | 5 | 4 | 5 | 23 |
| 4 | 4 | 4 | 4 | 2 | 4 | 22 | 4 | 4 | 4 | 4 | 4 | 20 |
| 5 | 4 | 4 | 5 | 4 | 5 | 27 | 5 | 4 | 4 | 4 | 5 | 22 |
| 3 | 2 | 3 | 4 | 3 | 4 | 19 | 3 | 4 | 5 | 4 | 4 | 20 |
| 2 | 3 | 2 | 3 | 4 | 4 | 18 | 4 | 3 | 4 | 4 | 3 | 18 |
| 3 | 4 | 4 | 5 | 4 | 5 | 25 | 4 | 5 | 3 | 4 | 3 | 19 |
| 4 | 5 | 4 | 4 | 5 | 3 | 25 | 5 | 4 | 4 | 5 | 3 | 21 |
| 4 | 3 | 4 | 5 | 3 | 4 | 23 | 4 | 5 | 4 | 4 | 5 | 22 |
| 4 | 3 | 4 | 4 | 5 | 3 | 23 | 4 | 4 | 5 | 5 | 4 | 22 |
| 4 | 3 | 4 | 4 | 4 | 5 | 24 | 4 | 4 | 4 | 3 | 4 | 19 |
| 4 | 5 | 5 | 5 | 4 | 3 | 26 | 5 | 5 | 5 | 5 | 4 | 24 |
| 4 | 5 | 4 | 5 | 4 | 5 | 27 | 4 | 5 | 4 | 5 | 4 | 22 |
| 4 | 5 | 5 | 5 | 4 | 4 | 27 | 4 | 4 | 5 | 5 | 4 | 22 |
| 4 | 3 | 5 | 4 | 2 | 3 | 21 | 4 | 5 | 5 | 3 | 4 | 21 |

## Lampiran 14. Hasil Uji di Aplikasi SPSS

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .619             | 4          |

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .769             | 6          |

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .640             | 6          |

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .732             | 5          |

### Correlations

|                     |              | Keputusan | Harga | Fasilitas | Media_Sosial |
|---------------------|--------------|-----------|-------|-----------|--------------|
| Pearson Correlation | Keputusan    | 1.000     | .423  | .704      | .686         |
|                     | Harga        | .423      | 1.000 | .360      | .330         |
|                     | Fasilitas    | .704      | .360  | 1.000     | .694         |
|                     | Media_Sosial | .686      | .330  | .694      | 1.000        |
| Sig. (1-tailed)     | Keputusan    | .         | .000  | .000      | .000         |
|                     | Harga        | .000      | .     | .000      | .000         |
|                     | Fasilitas    | .000      | .000  | .         | .000         |
|                     | Media_Sosial | .000      | .000  | .000      | .            |
| N                   | Keputusan    | 217       | 217   | 217       | 217          |
|                     | Harga        | 217       | 217   | 217       | 217          |
|                     | Fasilitas    | 217       | 217   | 217       | 217          |
|                     | Media_Sosial | 217       | 217   | 217       | 217          |

### Model Summary<sup>b</sup>

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate | R Square Change | Change Statistics |     |     | Sig. F Change |
|-------|-------------------|----------|-------------------|----------------------------|-----------------|-------------------|-----|-----|---------------|
|       |                   |          |                   |                            |                 | F Change          | df1 | df2 |               |
| 1     | .771 <sup>a</sup> | .594     | .588              | 1.74866                    | .594            | 103.739           | 3   | 213 | .000          |

a. Predictors: (Constant), Media\_Sosial, Harga, Fasilitas

b. Dependent Variable: Keputusan

### Coefficients<sup>a</sup>

| Model |              | Unstandardized Coefficients |            | Standardized Coefficients Beta | t     | Sig. | Correlations |         |      | Collinearity Statistics |       |
|-------|--------------|-----------------------------|------------|--------------------------------|-------|------|--------------|---------|------|-------------------------|-------|
|       |              | B                           | Std. Error |                                |       |      | Zero-order   | Partial | Part | Tolerance               | VIF   |
| 1     | (Constant)   | .910                        | 1.251      |                                | .728  | .467 |              |         |      |                         |       |
|       | Harga        | .208                        | .061       | .161                           | 3.422 | .001 | .423         | .228    | .149 | .858                    | 1.165 |
|       | Fasilitas    | .398                        | .062       | .400                           | 6.464 | .000 | .704         | .405    | .282 | .499                    | 2.003 |
|       | Media_Sosial | .267                        | .046       | .356                           | 5.823 | .000 | .686         | .371    | .254 | .511                    | 1.956 |

a. Dependent Variable: Keputusan

### Descriptive Statistics

|                    | N   | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|-----|---------|---------|--------|----------------|
| HG1                | 217 | 2.00    | 5.00    | 4.2304 | .80069         |
| HG2                | 217 | 2.00    | 5.00    | 4.1982 | .75302         |
| HG3                | 217 | 2.00    | 5.00    | 4.1152 | .77016         |
| HG4                | 217 | 1.00    | 5.00    | 4.1705 | .77188         |
| Valid N (listwise) | 217 |         |         |        |                |

### Descriptive Statistics

|                    | N   | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|-----|---------|---------|--------|----------------|
| MS1                | 217 | 1.00    | 5.00    | 4.2442 | .92310         |
| MS2                | 217 | 1.00    | 5.00    | 4.0553 | .80317         |
| MS3                | 217 | 1.00    | 5.00    | 4.1659 | .91294         |
| MS4                | 217 | 1.00    | 5.00    | 4.0461 | .89116         |
| MS5                | 217 | 1.00    | 5.00    | 4.0599 | .95796         |
| MS6                | 217 | 1.00    | 5.00    | 4.0691 | .83323         |
| Valid N (listwise) | 217 |         |         |        |                |

### Descriptive Statistics

|                    | N   | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|-----|---------|---------|--------|----------------|
| FS1                | 217 | 2.00    | 5.00    | 4.2350 | .72333         |
| FS2                | 217 | 2.00    | 5.00    | 4.1659 | .72657         |
| FS3                | 217 | 2.00    | 5.00    | 4.1843 | .82391         |
| FS4                | 217 | 1.00    | 5.00    | 4.1751 | .81464         |
| FS5                | 217 | 1.00    | 5.00    | 4.2535 | .72985         |
| FS6                | 217 | 2.00    | 5.00    | 4.2535 | .74864         |
| Valid N (listwise) | 217 |         |         |        |                |

### Descriptive Statistics

|                    | N   | Minimum | Maximum | Mean   | Std. Deviation |
|--------------------|-----|---------|---------|--------|----------------|
| KP1                | 217 | 1.00    | 5.00    | 4.1889 | .86403         |
| KP2                | 217 | 1.00    | 5.00    | 4.1152 | .78209         |
| KP3                | 217 | 2.00    | 5.00    | 4.2673 | .73440         |
| KP4                | 217 | 1.00    | 5.00    | 4.1751 | .79741         |
| KP5                | 217 | 2.00    | 5.00    | 4.2673 | .73440         |
| Valid N (listwise) | 217 |         |         |        |                |

### Correlations

|       |                     | HG1    | HG2    | HG3    | HG4    | Harga  |
|-------|---------------------|--------|--------|--------|--------|--------|
| HG1   | Pearson Correlation | 1      | .254** | .385** | .348** | .736** |
|       | Sig. (2-tailed)     |        | .000   | .000   | .000   | .000   |
|       | N                   | 217    | 217    | 217    | 217    | 217    |
| HG2   | Pearson Correlation | .254** | 1      | .200** | .228** | .608** |
|       | Sig. (2-tailed)     | .000   |        | .003   | .001   | .000   |
|       | N                   | 217    | 217    | 217    | 217    | 217    |
| HG3   | Pearson Correlation | .385** | .200** | 1      | .309** | .694** |
|       | Sig. (2-tailed)     | .000   | .003   |        | .000   | .000   |
|       | N                   | 217    | 217    | 217    | 217    | 217    |
| HG4   | Pearson Correlation | .348** | .228** | .309** | 1      | .691** |
|       | Sig. (2-tailed)     | .000   | .001   | .000   |        | .000   |
|       | N                   | 217    | 217    | 217    | 217    | 217    |
| Harga | Pearson Correlation | .736** | .608** | .694** | .691** | 1      |
|       | Sig. (2-tailed)     | .000   | .000   | .000   | .000   |        |
|       | N                   | 217    | 217    | 217    | 217    | 217    |

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

### Correlations

|           |                     | FS1    | FS2    | FS3    | FS4    | FS5    | FS6    | Fasilitas |
|-----------|---------------------|--------|--------|--------|--------|--------|--------|-----------|
| FS1       | Pearson Correlation | 1      | .172*  | .315** | .331** | .299** | .291** | .663**    |
|           | Sig. (2-tailed)     |        | .011   | .000   | .000   | .000   | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| FS2       | Pearson Correlation | .172*  | 1      | .003   | .146*  | .200** | .135*  | .446**    |
|           | Sig. (2-tailed)     | .011   |        | .967   | .031   | .003   | .047   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| FS3       | Pearson Correlation | .315** | .003   | 1      | .179** | .299** | .427** | .636**    |
|           | Sig. (2-tailed)     | .000   | .967   |        | .008   | .000   | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| FS4       | Pearson Correlation | .331** | .146*  | .179** | 1      | .252** | .193** | .598**    |
|           | Sig. (2-tailed)     | .000   | .031   | .008   |        | .000   | .004   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| FS5       | Pearson Correlation | .299** | .200** | .299** | .252** | 1      | .195** | .618**    |
|           | Sig. (2-tailed)     | .000   | .003   | .000   | .000   |        | .004   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| FS6       | Pearson Correlation | .291** | .135*  | .427** | .193** | .195** | 1      | .625**    |
|           | Sig. (2-tailed)     | .000   | .047   | .000   | .004   | .004   |        | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |
| Fasilitas | Pearson Correlation | .663** | .446** | .636** | .598** | .618** | .625** | 1         |
|           | Sig. (2-tailed)     | .000   | .000   | .000   | .000   | .000   | .000   |           |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217       |

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

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

### Correlations

|              |                     | MS1    | MS2    | MS3    | MS4    | MS5    | MS6    | Media_Sosial |
|--------------|---------------------|--------|--------|--------|--------|--------|--------|--------------|
| MS1          | Pearson Correlation | 1      | .300** | .496** | .346** | .423** | .273** | .704**       |
|              | Sig. (2-tailed)     |        | .000   | .000   | .000   | .000   | .000   | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| MS2          | Pearson Correlation | .300** | 1      | .303** | .410** | .405** | .340** | .659**       |
|              | Sig. (2-tailed)     | .000   |        | .000   | .000   | .000   | .000   | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| MS3          | Pearson Correlation | .496** | .303** | 1      | .298** | .349** | .393** | .699**       |
|              | Sig. (2-tailed)     | .000   | .000   |        | .000   | .000   | .000   | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| MS4          | Pearson Correlation | .346** | .410** | .298** | 1      | .338** | .357** | .670**       |
|              | Sig. (2-tailed)     | .000   | .000   | .000   |        | .000   | .000   | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| MS5          | Pearson Correlation | .423** | .405** | .349** | .338** | 1      | .337** | .708**       |
|              | Sig. (2-tailed)     | .000   | .000   | .000   | .000   |        | .000   | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| MS6          | Pearson Correlation | .273** | .340** | .393** | .357** | .337** | 1      | .649**       |
|              | Sig. (2-tailed)     | .000   | .000   | .000   | .000   | .000   |        | .000         |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |
| Media_Sosial | Pearson Correlation | .704** | .659** | .699** | .670** | .708** | .649** | 1            |
|              | Sig. (2-tailed)     | .000   | .000   | .000   | .000   | .000   | .000   |              |
|              | N                   | 217    | 217    | 217    | 217    | 217    | 217    | 217          |

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

### Correlations

|           |                     | KP1    | KP2    | KP3    | KP4    | KP5    | Keputusan |
|-----------|---------------------|--------|--------|--------|--------|--------|-----------|
| KP1       | Pearson Correlation | 1      | .344** | .431** | .530** | .343** | .780**    |
|           | Sig. (2-tailed)     |        | .000   | .000   | .000   | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |
| KP2       | Pearson Correlation | .344** | 1      | .301** | .316** | .381** | .673**    |
|           | Sig. (2-tailed)     | .000   |        | .000   | .000   | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |
| KP3       | Pearson Correlation | .431** | .301** | 1      | .291** | .313** | .662**    |
|           | Sig. (2-tailed)     | .000   | .000   |        | .000   | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |
| KP4       | Pearson Correlation | .530** | .316** | .291** | 1      | .268** | .702**    |
|           | Sig. (2-tailed)     | .000   | .000   | .000   |        | .000   | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |
| KP5       | Pearson Correlation | .343** | .381** | .313** | .268** | 1      | .651**    |
|           | Sig. (2-tailed)     | .000   | .000   | .000   | .000   |        | .000      |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |
| Keputusan | Pearson Correlation | .780** | .673** | .662** | .702** | .651** | 1         |
|           | Sig. (2-tailed)     | .000   | .000   | .000   | .000   | .000   |           |
|           | N                   | 217    | 217    | 217    | 217    | 217    | 217       |

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

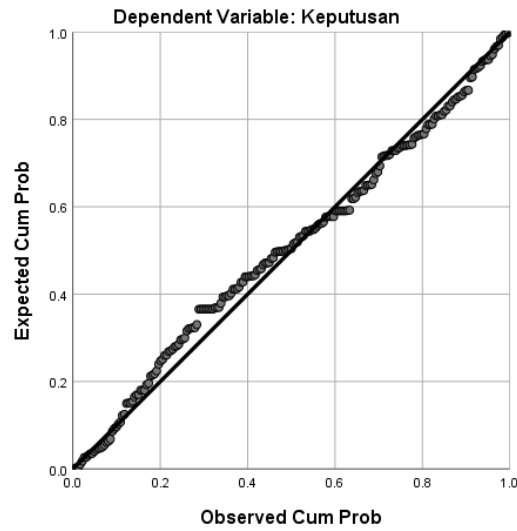
# ANOVA<sup>a</sup>

| Model |            | Sum of Squares | df  | Mean Square | F       | Sig.              |
|-------|------------|----------------|-----|-------------|---------|-------------------|
| 1     | Regression | 951.642        | 3   | 317.214     | 103.739 | .000 <sup>b</sup> |
|       | Residual   | 651.316        | 213 | 3.058       |         |                   |
|       | Total      | 1602.959       | 216 |             |         |                   |

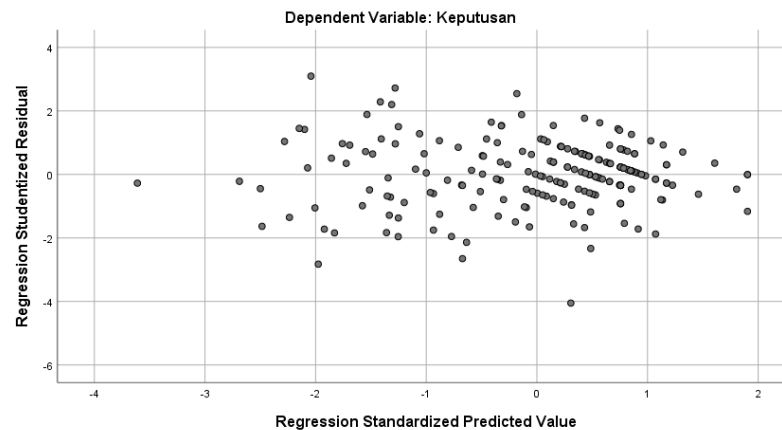
a. Dependent Variable: Keputusan

b. Predictors: (Constant), Media\_Sosial, Harga, Fasilitas

Normal P-P Plot of Regression Standardized Residual



Scatterplot



Correlations

|                |                         | Harga                   | Fasilitas | Media_Sosial | Unstandardized Residual |       |
|----------------|-------------------------|-------------------------|-----------|--------------|-------------------------|-------|
| Spearman's rho | Harga                   | Correlation Coefficient | 1.000     | .355**       | .402**                  | -.046 |
|                |                         | Sig. (2-tailed)         | .         | .000         | .000                    | .497  |
|                |                         | N                       | 217       | 217          | 217                     | 217   |
|                | Fasilitas               | Correlation Coefficient | .355**    | 1.000        | .714**                  | -.006 |
|                |                         | Sig. (2-tailed)         | .000      | .            | .000                    | .927  |
|                |                         | N                       | 217       | 217          | 217                     | 217   |
|                | Media_Sosial            | Correlation Coefficient | .402**    | .714**       | 1.000                   | .037  |
|                |                         | Sig. (2-tailed)         | .000      | .000         | .                       | .585  |
|                |                         | N                       | 217       | 217          | 217                     | 217   |
|                | Unstandardized Residual | Correlation Coefficient | -.046     | -.006        | .037                    | 1.000 |
|                |                         | Sig. (2-tailed)         | .497      | .927         | .585                    | .     |
|                |                         | N                       | 217       | 217          | 217                     | 217   |

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