LAMPIRAN 1 :

KUESIONER PENELITIAN

Kualitas Produk (X_1)

	Nilai/Skor	5	4	3	2	1
No.	Pernyataan	Sangat Setuju	Setuju	Ragu-ragu/ Netral	Tidak Setuju	Sangat Tidak Setuju
1	Kualitas bahan baku lebih ditingkatkan agar tercipta kualitas produk yang memiliki daya tahan produk					
2	Kualitas pendukung bahan baku lebih selektif dalam memilih agar tercipta produk yang benar-benar berkualitas					
3	Fungsi produk sesuai dengan kebutuhan karena motifnya yang menarik					

Promosi (X_2)

	Nilai/Skor	5	4	3	2	1
No.	Pernyataan	Sangat Setuju	Setuju	Ragu-ragu/ Netral	Tidak Setuju	Sangat Tidak Setuju
1	Dalam peningkatan penjualan Mebel Promosi lewat Sosial Media sangat berpengaruh dalam penjualan					
2	Iklan melalui baliho,poster,brosur lebih kreatif dan modern mengikuti perkembangan zaman dan diberi informasi tentang produk seperti kelebihan produk dibandingkan produk lain					
3	Adanya Bonus pembelian setiap pembelian produk dengan syarat dan ketentuan minimum pembelian					

Desain (X_3)

	Nilai/Skor	5	4	3	2	1
No.	Pernyataan	Sangat Setuju	Setuju	Ragu-ragu/ Netral	Tidak Setuju	Sangat Tidak Setuju
1	Desain dalam menciptakan produk lebih varian agar pembeli dapat banyak pilihan bentuk					
2	Model produk mengikuti zaman sehingga menarik minat pembeli					
3	warna produk bisa disesuaikan dengan desain produk atau permintaan pembeli					

Keputusan Pembelian (Y)

	Nilai/Skor	5	4	3	2	1
No.	Pernyataan	Sangat Setuju	Setuju	Ragu-ragu/ Netral	Tidak Setuju	Sangat Tidak Setuju
1	Tentang pertimbangan aspek baik dan buruk saat membeli produk					
2	Pencarian informasi dalam membeli produk melalui media dan brosur di sebutkan kegunaannya dan manfaatnya					
3	Kualitas produk tetap terus dijaga dan ditingkatkan,agar pembeli tidak kecewa dan berpindah keproduk lainnya					

Lampiran 2. Tabulasi

X1.1	X1.2	X1.3	X1.4	Total	X2.1	X2.2	X2.3	X2.4	Total	X3.1	X3.2	X3.3	X3.4	Total	Y1.1	Y1.2	Y1.3	Y1.4	Total
3	4	4	4	15	5	5	5	5	20	4	4	4	4	16	4	4	4	5	17
3	3	5	4	15	5	5	5	5	20	4	5	5	5	19	4	4	4	5	17
3	4	3	4	14	5	5	4	4	18	4	4	4	4	16	4	4	4	4	16
3	3	4	4	14	5	5	5	5	20	4	5	5	4	18	4	4	4	4	16
4	3	5	5	17	5	5	5	4	19	5	5	5	5	20	5	5	5	4	19
5	4	4	4	17	5	4	5	5	19	4	5	4	4	17	4	4	4	4	16
4	4	4	5	17	5	4	5	4	18	4	4	4	4	16	4	4	4	4	16
2	5	5	4	16	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
2	3	5	3	13	5	5	5	5	20	5	5	5	5	20	4	5	5	5	19
3	3	4	4	14	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
3	3	4	4	14	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
2	4	5	5	16	5	5	5	5	20	4	5	5	5	19	4	5	5	5	19
3	1	4	5	13	5	4	5	5	19	4	5	5	5	19	4	5	5	4	18
2	2	4	4	12	4	3	4	4	15	4	4	4	4	16	4	4	4	4	16
4	5	4	2	15	5	4	4	4	17	4	5	5	4	18	4	4	4	4	16
2	2	4	4	12	5	5	4	4	18	4	5	5	5	19	5	4	4	4	17
3	3	4	3	13	3	4	4	4	15	4	4	4	4	16	4	4	3	3	14
4	4	4	4	16	4	5	5	5	19	5	5	4	4	18	4	4	4	4	16
4	3	4	4	15	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
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2	3	4	4	13	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
2	3	4	3	12	4	4	4	4	16	4	4	4	4	16	3	3	4	4	14
3	3	5	4	15	5	5	5	5	20	5	5	5	5	20	5	5	5	5	20
2	2	5	3	12	4	4	4	5	17	4	5	5	4	18	4	3	4	4	15
3	5	4	4	16	5	5	5	5	20	4	5	5	5	19	4	4	4	5	17
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3	3	4	5	15	5	4	5	5	19	4	5	5	5	19	4	4	4	5	17
3	3	4	5	15	5	3	3	5	16	5	5	5	5	20	4	4	4	2	14
4	5	4	4	17	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
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2	2	2	4	10	4	5	3	3	15	3	5	5	4	17	4	4	4	3	15
4	4	4	4	16	5	5	5	5	20	5	5	5	5	20	4	4	4	5	17
4	4	4	4	16	5	5	5	5	20	5	5	5	5	20	4	4	4	5	17
2	2	2	2	8	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
4	5	5	5	19	5	4	5	5	19	5	5	5	5	20	4	5	4	4	17
2	5	5	4	16	4	5	4	5	18	5	5	3	4	17	4	4	4	4	16
2	2	5	4	13	4	4	4	4	16	4	4	4	4	16	4	4	4	4	16
3	4	5	4	16	5	5	5	5	20	5	5	5	5	20	4	4	4	4	16
4	5	5	3	17	5	4	5	4	18	5	5	3	4	17	4	5	4	4	17

Lampiran 3

Uji Validitas

1. KUALITAS PRODUK (X1)

CORRELATIONS

/VARIABLES=X1.1 X1.2 X1.3 X1.4 A

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

Correlations

		X1.1	X1.2	X1.3	X1.4	A
X1.1	Pearson Correlation	1	,458**	,051	,123	,678**
	Sig. (2-tailed)		,003	,754	,449	,000
	N	40	40	40	40	40
X1.2	Pearson Correlation	,458**	1	,262	-,031	,764**
	Sig. (2-tailed)	,003		,102	,850	,000
	N	40	40	40	40	40
X1.3	Pearson Correlation	,051	,262	1	,236	,569**
	Sig. (2-tailed)	,754	,102		,143	,000
	N	40	40	40	40	40
X1.4	Pearson Correlation	,123	-,031	,236	1	,457**
	Sig. (2-tailed)	,449	,850	,143		,003
	N	40	40	40	40	40
A	Pearson Correlation	,678**	,764**	,569**	,457**	1
	Sig. (2-tailed)	,000	,000	,000	,003	
	N	40	40	40	40	40

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

2. PROMOSI (X2)

CORRELATIONS

/VARIABLES=X2.1 X2.2 X2.3 X2.4 B

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

Correlations

		X2.1	X2.2	X2.3	X2.4	B
X2.1	Pearson Correlation	1	,350*	,567**	,475**	,757**
	Sig. (2-tailed)		,027	,000	,002	,000
	N	40	40	40	40	40
X2.2	Pearson Correlation	,350*	1	,495**	,345*	,709**
	Sig. (2-tailed)	,027		,001	,029	,000
	N	40	40	40	40	40
X2.3	Pearson Correlation	,567**	,495**	1	,655**	,873**
	Sig. (2-tailed)	,000	,001		,000	,000
	N	40	40	40	40	40
X2.4	Pearson Correlation	,475**	,345*	,655**	1	,787**
	Sig. (2-tailed)	,002	,029	,000		,000
	N	40	40	40	40	40
B	Pearson Correlation	,757**	,709**	,873**	,787**	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	40	40	40	40	40

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

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

3. DESAIN (X3)

```
CORRELATIONS
  /VARIABLES=X3.1 X3.2 X3.3 X3.4 C
  /PRINT=TWOTAIL NOSIG
  /MISSING=PAIRWISE.
```

Correlations

		X3.1	X3.2	X3.3	X3.4	C
X3.1	Pearson Correlation	1	,397*	,022	,419**	,564**
	Sig. (2-tailed)		,011	,894	,007	,000
	N	40	40	40	40	40
X3.2	Pearson Correlation	,397*	1	,622**	,632**	,851**
	Sig. (2-tailed)	,011		,000	,000	,000
	N	40	40	40	40	40

X3.3	Pearson Correlation	,022	,622**	1	,725**	,790**
	Sig. (2-tailed)	,894	,000		,000	,000
	N	40	40	40	40	40
X3.4	Pearson Correlation	,419**	,632**	,725**	1	,897**
	Sig. (2-tailed)	,007	,000	,000		,000
	N	40	40	40	40	40
C	Pearson Correlation	,564**	,851**	,790**	,897**	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	40	40	40	40	40

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

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

4. KEPUTUSAN PEMBELIAN (Y)

CORRELATIONS

/VARIABLES=Y1.1 Y1.2 Y1.3 Y1.4 D

/PRINT=TWOTAIL NOSIG

/MISSING=PAIRWISE.

Correlations

		Y1.1	Y1.2	Y1.3	Y1.4	D
Y1.1	Pearson Correlation	1	,445**	,333*	,089	,572**
	Sig. (2-tailed)		,004	,036	,587	,000
	N	40	40	40	40	40
Y1.2	Pearson Correlation	,445**	1	,599**	,171	,739**
	Sig. (2-tailed)	,004		,000	,292	,000
	N	40	40	40	40	40
Y1.3	Pearson Correlation	,333*	,599**	1	,391*	,799**
	Sig. (2-tailed)	,036	,000		,013	,000
	N	40	40	40	40	40
Y1.4	Pearson Correlation	,089	,171	,391*	1	,695**
	Sig. (2-tailed)	,587	,292	,013		,000
	N	40	40	40	40	40
D	Pearson Correlation	,572**	,739**	,799**	,695**	1
	Sig. (2-tailed)	,000	,000	,000	,000	
	N	40	40	40	40	40

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

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

Lampiran 4

Hasil Uji Reabilitas

Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	40	100,0
	Excluded[a]	0	,0
	Total	40	100,0

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

Reliability Statistics

Cronbach's Alpha	N of Items
,885	20

Lampiran 5

Hasil Uji Normalitas

Variables Entered/Removed[a]

Model	Variables Entered	Variables Removed	Method
1	Kualitas Produk, Harga dan Promosi[b]	.	Enter

a. Dependent Variable: Keputusan Pembelian

b. All requested variables entered.

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,664[a]	,441	,394	1,027

a. Predictors: (Constant), Kualitas Produk, Harga, Promosi

b. Dependent Variable: Keputusan Pembelian

ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	29,981	3	9,994	9,469	,000[b]
	Residual	37,994	36	1,055		
	Total	67,975	39			

a. Dependent Variable : Keputusan Pembelian

b. Predictors: (Constant), Kualitas Produk, Harga, Promosi

```
NPAR TESTS
  /K-S(NORMAL)=RES_1
  /MISSING ANALYSIS.
```

Npar Tests

One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		40
Normal Parameters[a,b]	Mean	,0000000
	Std. Deviation	,98701625
Most Extreme Differences	Absolute	,081
	Positive	,081
	Negative	-,067
Test Statistic		,081
Asymp. Sig. (2-tailed)		,200[c,d]

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

d. This is a lower bound of the true significance.

Heteroskedastisitas

Correlations

			Motivasi	Lingkungan Kerja	Disiplin Kerja	Abs_Res
Spearman's rho	Motivasi	Correlation Coefficient	1,000	,462**	,286	-,074
		Sig. (2-tailed)	.	,003	,074	,650
		N	40	40	40	40
	Lingkungan Kerja	Correlation Coefficient	,462**	1,000	,696**	-,003
		Sig. (2-tailed)	,003	.	,000	,988
		N	40	40	40	40
	Disiplin Kerja	Correlation Coefficient	,286	,696**	1,000	,224
		Sig. (2-tailed)	,074	,000	.	,165
		N	40	40	40	40
	Abs_Res	Correlation Coefficient	-,074	-,003	,224	1,000
		Sig. (2-tailed)	,650	,988	,165	.
		N	40	40	40	40

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

Lampiran 6

Hasil Uji Multikolinieritas

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	7,191	1,932		3,722	,001		
	Kualitas Produk	-,056	,088	-,092	-,636	,529	,744	1,344
	Harga	,415	,143	,562	2,908	,006	,415	2,407
	Promosi	,150	,144	,184	1,043	,304	,502	1,993

a. Dependent Variable : Keputusan Pembelian

Lampiran 7

Analisis Regresi Linear Berganda

Coefficients[a]

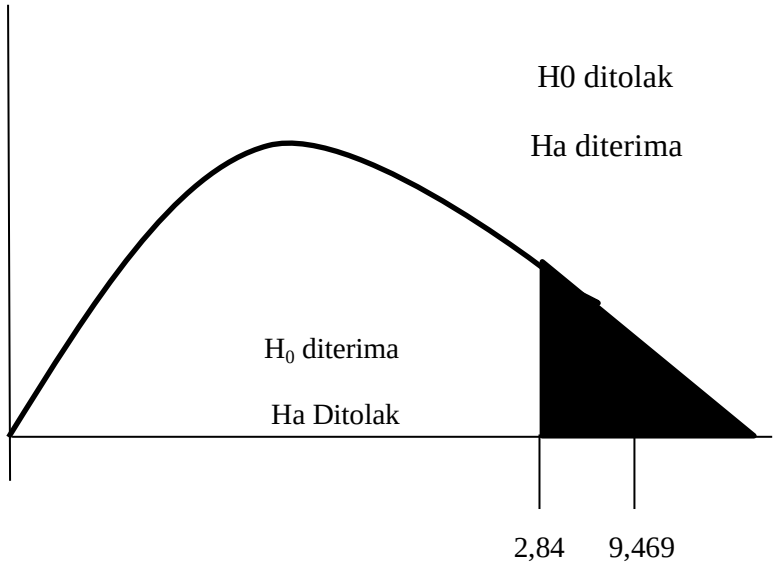
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	7,191	1,932		3,722	,001
	Kualitas Produk	-,056	,088	-,092	-,636	,529
	Harga	,415	,143	,562	2,908	,006
	Promosi	,150	,144	,184	1,043	,304

a. Dependent Variable : Keputusan Pembelian

Lampiran 8

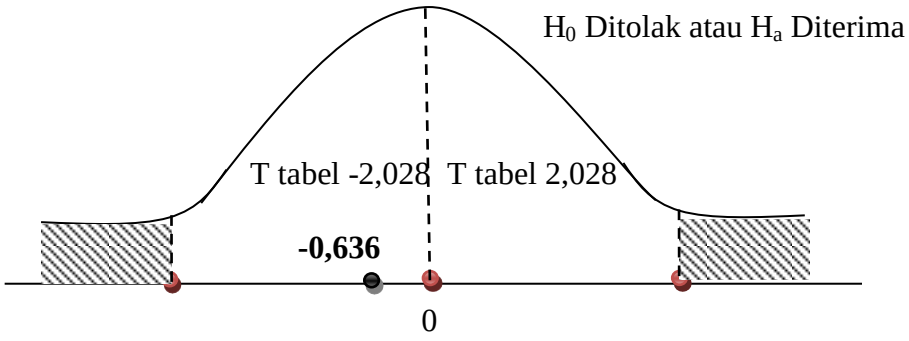
Gambar 4.1

Kurva Uji F



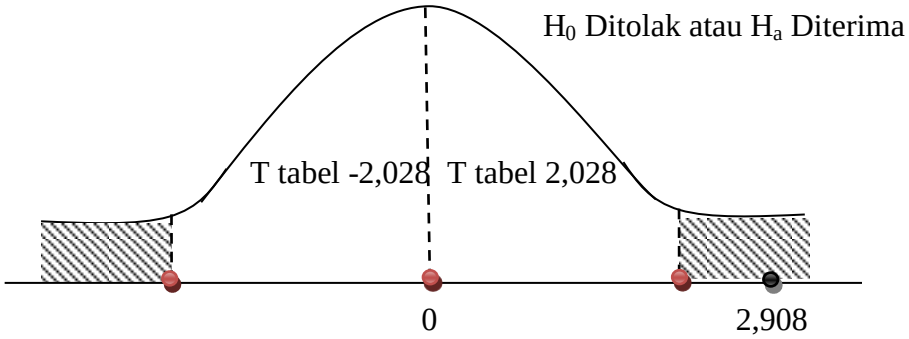
Gambar 4.2

Kurva Uji t Kualitas Produk (X1)



Gambar 4.3

Kurva Uji t Promosi (X2)



Gambar 4.4

Kurva Uji t Desain (X3)