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LAMPIRAN

Lampiran

Lampiran 1

Kuesioner penelitian

Assalamualaikum, Wr. Wb.

Saya adalah mahasiswa Program Studi Manajemen yang sedang melakukan penelitian skripsi dengan judul **“Pengaruh Persepsi Saluran Distribusi dan Persepsi Harga Produk Alat Kesehatan terhadap Kinerja Penjualan PT Mitra Duta Medika.”**

Demi tercapainya tujuan penelitian ini, maka peneliti memohon kesediaan Saudara/i untuk mengisi kuesioner ini dengan pernyataan yang telah disediakan sesuai dengan keadaan yang sebenarnya. Jawaban yang diberikan oleh Saudara/i tidak akan dinilai salah atau benar, semua informasi yang diterima sebagai hasil jawaban ini akan dijamin kerahasiaannya karena semata-mata hanya untuk ilmu pengetahuan.

Atas kesediaan Saudara/i untuk meluangkan waktunya dalam pengisian kuesioner ini, peneliti mengucapkan terima kasih.

Hormat Saya,

Ardha Aptriansyah

NPM 19210028

A. Profil Responden

1. Nama

.....*

2. Jenis kelamin

 Laki-laki Perempuan

3. Usia.....

4. Jabatan di Perusahaan.....

B. Petunjuk Pengisian

Kuesioner ini bertujuan untuk meneliti pengaruh Pengaruh Persepsi Saluran Distribusi dan Persepsi Harga Produk terhadap Kinerja Penjualan di PT.Mitra Duta Medika . Jawaban Anda akan dijaga kerahasiaannya dan hanya digunakan untuk keperluan penelitian akademik. Pilihlah jawaban yang paling sesuai dengan kondisi dan pendapat Anda terhadap pernyataan yang diberikan. Setiap pernyataan hanya membutuhkan satu pernyataan dengan skala penilaian :

1. Sangat Setuju (SS)
2. Setuju (S)
3. Netral (N)
4. Tidak Setuju (TS)
5. Sangat Tidak Setuju (STS)

PERNYATAAN KUESIONER

A. Variabel Persepsi Saluran Distribusi (PSD)

No	PERNYATAAN	JAWABAN				
		SS	S	N	TS	STS
Kesesuaian tipe saluran dengan karakteristik produk						
PSD 1	Saluran distribusi yang tersedia mempermudah saya dalam menawarkan produk.					
PSD 2	Saluran distribusi sesuai dengan kebutuhan pelanggan yang saya hadapi.					
PSD 3	Tipe saluran distribusi yang dipakai mendukung kelancaran aktivitas penjualan saya.					
Jumlah wilayah yang tercakup dalam jaringan distribusi						
PSD 4	Produk yang saya jual sudah tersedia di wilayah target penjualan saya.					
PSD 5	Jaringan distribusi perusahaan mempermudah saya menjangkau lebih banyak pelanggan.					
PSD 6	Luasnya jaringan distribusi membantu saya mencapai target penjualan.					
Biaya logistik per unit produk						
PSD 7	Biaya distribusi yang berlaku tidak menyulitkan saya dalam mencapai target.					
PSD 8	Efisiensi biaya distribusi berdampak positif terhadap harga jual produk.					
PSD 9	Biaya distribusi yang terkendali membuat saya lebih leluasa menawarkan produk.					
Kemudahan memperoleh produk melalui saluran distribusi						

PSD 10	Produk mudah saya dapatkan ketika pelanggan membutuhkan					
PSD 11	Ketersediaan produk di saluran distribusi mendukung saya melayani pelanggan tepat waktu.					
PSD 12	Ketersediaan produk di saluran distribusi mendukung saya melayani pelanggan tepat waktu.					

A. Variabel Persepsi Harga Produk (PHP)

No	PERNYATAAN	JAWABAN				
		SS	S	N	TS	STS
Harga produk dibandingkan dengan pesaing sejenis						
PHP 13	Harga produk tidak menjadi kendala saat saya menawarkan ke pelanggan					
PHP 14	Sebagian besar pelanggan menerima harga produk dengan baik.					
PHP 15	Harga produk tidak mengurangi peluang saya mendapatkan pelanggan baru.					
Frekuensi perubahan harga						
PHP 16	Harga produk yang saya jual relatif stabil dalam periode tertentu.					
PHP 17	Perubahan harga yang terjadi masih bisa saya komunikasikan dengan baik kepada pelanggan.					
PHP 18	Stabilitas harga produk mendukung kelancaran proses penjualan saya.					
Kejelasan informasi harga sebelum pembelian						
PHP 19	Informasi harga produk selalu jelas					

	saat saya melakukan penawaran.					
PHP 20	Kejelasan harga memudahkan saya menjelaskan ke pelanggan.					
PHP 21	Transparansi harga meningkatkan kepercayaan pelanggan kepada saya					

C. Variabel Kinerja Penjualan (KP)

No	PERNYATAAN	JAWABAN				
		SS	S	N	TS	STS
Tingkat pembelian ulang oleh pelanggan lama						
KP 22	Pelanggan lama sering membeli ulang produk melalui saya.					
KP 23	Hubungan baik dengan pelanggan lama mempermudah proses penjualan saya.					
KP 24	Pembelian ulang pelanggan lama membantu saya mencapai target bulanan.					
Persentase pangsa pasar dalam industri sejenis						
KP 25	Produk yang saya jual cukup diminati dibandingkan produk pesaing.					
KP 26	Peningkatan pangsa pasar terlihat dari bertambahnya pelanggan baru.					
KP 27	Saya merasa produk perusahaan memiliki posisi yang kuat di pasar.					
Tingkat kepuasan terhadap kualitas produk/jasa						
KP 28	Pelanggan saya umumnya puas dengan kualitas produk.					
KP 29	Kualitas produk mempermudah saya					

No	PERNYATAAN	JAWABAN				
		SS	S	N	TS	STS
	dalam meyakinkan pelanggan.					
KP 30	Kepuasan pelanggan berdampak pada meningkatnya repeat order.					
Loyalitas pelanggan berdasarkan pengalaman pembelian						
KP 31	Pelanggan saya cenderung setia membeli produk perusahaan.					
KP 32	Pengalaman positif pelanggan membuat mereka merekomendasikan produk kepada orang lain.					
KP 33	Loyalitas pelanggan membantu saya menjaga stabilitas penjualan					

Lampiran 2
HASIL UJI VALIDITAS

A. Variabel Persepsi Sauran Distribusi

Responden	Butir Pertanyaan												Total X1
	1	2	3	4	5	6	7	8	9	10	11	12	
1.	3	1	1	3	2	1	1	2	5	4	1	3	27
2.	4	5	4	4	5	5	5	4	3	5	4	5	53
3.	5	3	5	5	5	5	5	5	5	5	3	4	55
4.	4	3	3	5	4	5	5	3	4	4	3	3	46
5.	3	3	3	3	4	4	2	3	2	1	2	4	34
6.	4	5	3	4	2	3	3	3	4	3	3	3	40
7.	4	5	4	4	4	3	5	5	4	3	4	5	50
8.	5	5	4	5	5	5	5	5	5	3	3	2	52
9.	4	5	4	5	5	3	5	5	5	5	4	4	54
10.	3	4	4	5	2	4	2	2	3	2	3	3	37
11.	4	3	4	4	4	4	5	5	5	4	3	4	49
12.	1	3	5	4	2	5	4	5	3	3	3	4	42
13.	5	5	4	3	4	2	5	3	5	3	5	5	49
14.	4	3	2	3	4	4	3	5	3	5	2	3	41
15.	4	4	4	2	3	2	5	3	2	3	4	3	39
16.	5	4	5	4	5	4	5	1	3	5	5	3	49
17.	5	3	5	5	1	4	4	4	5	5	2	4	47
18.	4	4	4	5	4	4	5	2	5	3	4	4	48
19.	3	5	4	4	2	5	3	3	3	3	3	3	41
20.	4	4	3	3	4	1	3	4	3	4	3	1	37
21.	1	2	4	4	3	3	5	3	2	3	3	3	36
22.	4	3	3	3	5	2	2	4	4	3	2	2	37
23.	4	5	4	4	4	5	5	4	4	3	4	3	49
24.	5	4	4	4	4	5	1	5	4	5	5	5	51
25.	4	5	5	5	5	5	4	5	5	4	4	4	55
26.	5	5	4	5	4	4	5	5	4	4	3	4	52
27.	5	4	3	4	5	5	3	5	4	5	1	5	49
28.	5	5	5	5	4	4	5	5	4	4	4	4	54
29.	4	4	3	5	5	5	5	4	5	4	3	5	52
30.	5	5	5	5	5	5	5	5	5	5	4	5	59

Correlations

	PSD01	PSD02	PSD03	PSD04	PSD05	PSD06	PSD07	PSD08	PSD09	PSD10	PSD11	PSD12	TOTAL
Pearson Correlation	1	.462*	.173	.229	.474**	.131	.196	.249	.518**	.505**	.253	.223	.616**
Sig. (2-tailed)		.010	.361	.224	.008	.490	.299	.184	.003	.004	.178	.235	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.462*	1	.437*	.306	.325	.281	.386*	.270	.157	.024	.598**	.241	.633**
Sig. (2-tailed)	.010		.016	.100	.080	.133	.035	.149	.407	.900	.000	.199	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.173	.437*	1	.492**	.098	.445*	.542**	.230	.095	.134	.599**	.294	.633**
Sig. (2-tailed)	.361	.016		.006	.608	.014	.002	.222	.616	.481	.000	.115	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.229	.306	.492**	1	.159	.625**	.389*	.250	.524**	.267	.157	.286	.645**
Sig. (2-tailed)	.224	.100	.006		.402	.000	.034	.182	.003	.153	.408	.126	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.474**	.325	.098	.159	1	.242	.350	.359	.250	.333	.286	.209	.595**
Sig. (2-tailed)	.008	.080	.608	.402		.198	.058	.052	.182	.072	.125	.268	.001
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.131	.281	.445*	.625**	.242	1	.247	.339	.128	.214	.131	.420*	.598**
Sig. (2-tailed)	.490	.133	.014	.000	.198		.189	.067	.499	.257	.491	.021	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.196	.386*	.542**	.389*	.350	.247	1	.174	.203	.173	.470**	.225	.631**
Sig. (2-tailed)	.299	.035	.002	.034	.058	.189		.358	.282	.360	.009	.231	.000
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.249	.270	.230	.250	.359	.339	.174	1	.310	.372*	-.036	.311	.552**
Sig. (2-tailed)	.184	.149	.222	.182	.052	.067	.358		.096	.043	.849	.094	.002
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.518**	.157	.095	.524**	.250	.128	.203	.310	1	.377*	.048	.308	.537**
Sig. (2-tailed)	.003	.407	.616	.003	.182	.499	.282	.096		.040	.801	.097	.002
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.505**	.024	.134	.267	.333	.214	.173	.372*	.377*	1	.084	.279	.527**
Sig. (2-tailed)	.004	.900	.481	.153	.072	.257	.360	.043	.040		.659	.135	.003
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.253	.598**	.599**	.157	.286	.131	.470**	-.036	.048	.084	1	.269	.541**
Sig. (2-tailed)	.178	.000	.000	.408	.125	.491	.009	.849	.801	.659		.151	.002
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.223	.241	.294	.286	.209	.420*	.225	.311	.308	.279	.269	1	.570**
Sig. (2-tailed)	.235	.199	.115	.126	.268	.021	.231	.094	.097	.135	.151		.001
N	30	30	30	30	30	30	30	30	30	30	30	30	30
Pearson Correlation	.616**	.633**	.633**	.645**	.595**	.598**	.631**	.552**	.537**	.527**	.541**	.570**	1
Sig. (2-tailed)	.000	.000	.000	.000	.001	.000	.000	.002	.002	.003	.002	.001	
N	30	30	30	30	30	30	30	30	30	30	30	30	30

*. Correlation is significant at the 0.05 level (2-tailed).
 **. Correlation is significant at the 0.01 level (2-tailed).

B. Variabel Persepsi Harga Produk

Responden	Butir Pertanyaan									Total X2
	1	2	3	4	5	6	7	8	9	
1.	2	1	3	3	3	3	4	4	2	25
2.	3	4	1	4	4	1	2	4	3	26
3.	3	3	3	5	4	3	3	3	3	30
4.	3	3	5	5	4	5	5	3	3	36
5.	3	2	3	4	4	3	3	5	3	30
6.	4	3	5	3	3	5	5	5	4	37
7.	3	4	4	4	3	4	3	3	3	31
8.	5	3	3	5	4	3	2	5	5	35
9.	4	4	4	4	4	4	3	3	4	34
10.	4	3	4	3	3	4	5	4	4	34
11.	4	3	4	3	4	4	3	3	4	32
12.	3	3	5	3	5	5	3	4	3	34
13.	3	5	3	3	2	3	4	4	3	30
14.	3	2	3	3	5	3	2	3	3	27
15.	5	4	1	3	4	1	4	2	5	29
16.	5	5	5	4	4	5	5	5	5	43
17.	3	2	4	3	4	4	3	3	3	29
18.	3	4	5	5	3	5	4	4	3	36
19.	4	3	3	4	4	3	4	4	4	33
20.	3	3	3	3	3	3	3	5	3	29
21.	2	3	4	4	2	4	3	2	2	26
22.	3	2	3	5	3	3	4	2	3	28
23.	5	4	3	4	4	3	4	5	5	37
24.	3	5	3	3	3	3	3	3	3	29
25.	4	4	5	5	5	5	3	4	4	39
26.	5	3	4	4	4	4	3	3	5	35
27.	2	1	3	2	2	3	2	3	2	20
28.	3	4	4	5	5	4	5	5	3	38
29.	3	3	5	5	5	5	4	5	3	38
30.	4	4	4	5	4	4	3	5	4	37

Correlations

		PHP01	PHP02	PHP03	PHP04	PHP05	PHP06	PHP07	PHP08	PHP09	TOTAL
PHP01	Pearson Correlation	1	.432*	.005	.165	.358	.005	.183	.239	1.000**	.623**
	Sig. (2-tailed)		.017	.980	.384	.052	.980	.334	.204	.000	.000
	N	30	30	30	30	30	30	30	30	30	30
PHP02	Pearson Correlation	.432*	1	.080	.256	.079	.080	.238	.186	.432*	.536**
	Sig. (2-tailed)	.017		.675	.173	.677	.675	.205	.326	.017	.002
	N	30	30	30	30	30	30	30	30	30	30
PHP03	Pearson Correlation	.005	.080	1	.271	.173	1.000**	.384*	.239	.005	.640**
	Sig. (2-tailed)	.980	.675		.148	.360	.000	.036	.204	.980	.000
	N	30	30	30	30	30	30	30	30	30	30
PHP04	Pearson Correlation	.165	.256	.271	1	.385*	.271	.158	.193	.165	.541**
	Sig. (2-tailed)	.384	.173	.148		.036	.148	.404	.307	.384	.002
	N	30	30	30	30	30	30	30	30	30	30
PHP05	Pearson Correlation	.358	.079	.173	.385*	1	.173	-.034	.270	.358	.509**
	Sig. (2-tailed)	.052	.677	.360	.036		.360	.860	.150	.052	.004
	N	30	30	30	30	30	30	30	30	30	30
PHP06	Pearson Correlation	.005	.080	1.000**	.271	.173	1	.384*	.239	.005	.640**
	Sig. (2-tailed)	.980	.675	.000	.148	.360		.036	.204	.980	.000
	N	30	30	30	30	30	30	30	30	30	30
PHP07	Pearson Correlation	.183	.238	.384*	.158	-.034	.384*	1	.229	.183	.532**
	Sig. (2-tailed)	.334	.205	.036	.404	.860	.036		.223	.334	.002
	N	30	30	30	30	30	30	30	30	30	30
PHP08	Pearson Correlation	.239	.186	.239	.193	.270	.239	.229	1	.239	.549**
	Sig. (2-tailed)	.204	.326	.204	.307	.150	.204	.223		.204	.002
	N	30	30	30	30	30	30	30	30	30	30
PHP09	Pearson Correlation	1.000**	.432*	.005	.165	.358	.005	.183	.239	1	.623**
	Sig. (2-tailed)	.000	.017	.980	.384	.052	.980	.334	.204		.000
	N	30	30	30	30	30	30	30	30	30	30
TOTAL	Pearson Correlation	.623**	.536**	.640**	.541**	.509**	.640**	.532**	.549**	.623**	1
	Sig. (2-tailed)	.000	.002	.000	.002	.004	.000	.002	.002	.000	
	N	30	30	30	30	30	30	30	30	30	30

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

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

C. Variabel Kinerja Penjualan

Responden	Butir Pertanyaan												Total Y
	1	2	3	4	5	6	7	8	9	10	11	12	
1.	4	3	3	3	5	3	3	3	3	3	4	3	40
2.	5	4	5	3	5	4	4	4	5	5	3	5	52
3.	4	4	5	4	4	5	5	5	5	5	4	5	55
4.	4	5	5	3	5	4	5	5	4	5	4	4	53
5.	3	4	2	3	3	5	3	3	3	2	4	4	39
6.	4	5	4	4	5	5	5	5	4	4	3	3	51
7.	4	5	4	4	4	3	5	3	4	4	5	3	48
8.	3	5	3	3	3	5	4	2	3	3	1	4	39
9.	4	3	4	2	4	3	3	3	4	4	3	4	41
10.	3	3	3	4	4	4	3	5	4	3	4	3	43
11.	4	5	4	5	4	3	5	3	3	4	5	4	49
12.	5	4	5	5	5	5	4	3	3	5	4	5	53
13.	3	3	4	4	3	4	3	4	4	4	4	2	42
14.	3	4	4	4	5	4	4	2	4	4	3	5	46
15.	4	4	4	5	1	4	4	4	5	4	5	5	49
16.	3	3	5	2	5	5	3	5	2	5	4	4	46
17.	4	4	4	5	4	3	4	3	5	4	4	5	49
18.	2	4	3	4	5	3	4	4	4	3	4	3	43
19.	5	5	3	3	4	4	5	4	3	3	4	4	47
20.	4	4	4	3	3	5	4	3	3	4	3	3	43
21.	5	3	3	4	2	2	3	3	4	3	3	2	37
22.	4	3	5	5	4	4	3	4	5	5	4	3	49
23.	3	4	1	4	3	1	4	4	4	5	4	3	40
24.	4	4	3	3	5	3	4	3	3	4	5	4	45
25.	4	5	5	4	5	5	5	3	4	5	4	5	54
26.	3	3	2	2	2	2	3	3	4	1	1	3	29
27.	3	3	3	3	3	2	3	3	1	3	2	4	33
28.	3	4	2	3	4	3	4	1	3	4	3	3	37
29.	5	3	3	5	5	4	3	5	5	3	4	5	50
30.	2	2	3	1	2	3	4	2	2	4	3	3	31

Correlations

		KP01	KP02	KP03	KP04	KP05	KP06	KP07	KP08	KP09	KP10	KP11	KP12	TOTAL
KP01	Pearson Correlation	1	.272	.401*	.400*	.247	.188	.202	.245	.373*	.230	.263	.348	.581**
	Sig. (2-tailed)		.146	.028	.028	.189	.319	.285	.191	.042	.221	.160	.059	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP02	Pearson Correlation	.272	1	.193	.311	.303	.315	.817**	.013	.139	.217	.206	.302	.548**
	Sig. (2-tailed)	.146		.306	.094	.103	.090	.000	.945	.465	.250	.275	.105	.002
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP03	Pearson Correlation	.401*	.193	1	.242	.408*	.590**	.307	.328	.259	.654**	.263	.420*	.737**
	Sig. (2-tailed)	.028	.306		.198	.025	.001	.099	.077	.166	.000	.160	.021	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP04	Pearson Correlation	.400*	.311	.242	1	.154	.111	.182	.257	.556**	.230	.489**	.247	.596**
	Sig. (2-tailed)	.028	.094	.198		.418	.559	.335	.171	.001	.222	.006	.188	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP05	Pearson Correlation	.247	.303	.408*	.154	1	.324	.253	.258	.081	.380*	.284	.327	.590**
	Sig. (2-tailed)	.189	.103	.025	.418		.081	.178	.168	.669	.039	.128	.078	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP06	Pearson Correlation	.188	.315	.590**	.111	.324	1	.230	.262	.085	.267	.094	.393*	.566**
	Sig. (2-tailed)	.319	.090	.001	.559	.081		.221	.161	.657	.154	.620	.031	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP07	Pearson Correlation	.202	.817**	.307	.182	.253	.230	1	.037	.119	.421*	.283	.288	.554**
	Sig. (2-tailed)	.285	.000	.099	.335	.178	.221		.846	.531	.021	.129	.122	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP08	Pearson Correlation	.245	.013	.328	.257	.258	.262	.037	1	.388*	.213	.350	.080	.510**
	Sig. (2-tailed)	.191	.945	.077	.171	.168	.161	.846		.034	.259	.058	.673	.004
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP09	Pearson Correlation	.373*	.139	.259	.556**	.081	.085	.119	.388*	1	.188	.242	.210	.521**
	Sig. (2-tailed)	.042	.465	.166	.001	.669	.657	.531	.034		.321	.198	.265	.003
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP10	Pearson Correlation	.230	.217	.654**	.230	.380*	.267	.421*	.213	.188	1	.418*	.293	.647**
	Sig. (2-tailed)	.221	.250	.000	.222	.039	.154	.021	.259	.321		.021	.116	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP11	Pearson Correlation	.263	.206	.263	.489**	.284	.094	.283	.350	.242	.418*	1	.154	.581**
	Sig. (2-tailed)	.160	.275	.160	.006	.128	.620	.129	.058	.198	.021		.416	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
KP12	Pearson Correlation	.348	.302	.420*	.247	.327	.393*	.288	.080	.210	.293	.154	1	.574**
	Sig. (2-tailed)	.059	.105	.021	.188	.078	.031	.122	.673	.265	.116	.416		.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30
TOTAL	Pearson Correlation	.581**	.548**	.737**	.596**	.590**	.566**	.554**	.510**	.521**	.647**	.581**	.574**	1
	Sig. (2-tailed)	.001	.002	.000	.001	.001	.001	.001	.001	.004	.003	.000	.001	.001
	N	30	30	30	30	30	30	30	30	30	30	30	30	30

*. Correlation is significant at the 0.05 level (2-tailed).
 **. Correlation is significant at the 0.01 level (2-tailed).

LAMPIRAN 3 HASIL UJI RELIABILITAS

A. Variabel Persepsi Saluran Distribusi (X1)

Reliability Statistics	
Cronbach's Alpha	N of Items
.826	12

Item-Total Statistics				
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation	Cronbach's Alpha if Item Deleted
psd01	42.1333	49.982	.520	.810
psd02	42.1667	49.592	.538	.808
psd03	42.3000	50.493	.549	.809
psd04	42.0000	51.034	.572	.808
psd05	42.3000	49.459	.481	.813
psd06	42.2667	48.892	.477	.814
psd07	42.1333	47.637	.507	.812
psd08	42.2333	50.185	.430	.818
psd09	42.2000	51.476	.433	.817
psd10	42.3667	51.482	.419	.818
psd11	42.9000	51.266	.434	.817
psd12	42.4667	50.878	.469	.814

B. Variabel Persepsi Harga Produk (X2)

Reliability Statistics	
Cronbach's Alpha	N of Items
.749	9

Item-Total Statistics				
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
PHP01	28.7667	20.461	.494	.716
PHP02	29.0000	20.759	.364	.738
PHP03	28.6000	19.559	.487	.716
PHP04	28.3667	21.206	.395	.731
PHP05	28.5333	21.568	.362	.736
PHP06	28.6000	19.559	.487	.716
PHP07	28.7667	21.151	.378	.734
PHP08	28.4667	20.740	.386	.733
PHP09	28.7667	20.461	.494	.716

C. Variabel Kinerja Penjualan (Y)

Reliability Statistics	
Cronbach's Alpha	N of Items
.822	12

Item-Total Statistics				
	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
KP01	40.7333	41.306	.491	.809
KP02	40.6000	41.697	.455	.811
KP03	40.8333	37.592	.652	.793
KP04	40.8667	39.844	.485	.809
KP05	40.5667	39.357	.466	.811
KP06	40.7667	39.978	.442	.813
KP07	40.5667	41.978	.468	.811
KP08	40.9667	41.068	.385	.817
KP09	40.7667	41.151	.404	.815
KP10	40.6000	39.490	.551	.803
KP11	40.8333	40.282	.471	.810
KP12	40.6667	40.782	.472	.810

LAMPIRAN 4
TABULASI DATA RESPONDEN

1. **Variabel Persepsi Saluran Distribusi**

Responden	Butir Pertanyaan												Total
	1	2	3	4	5	6	7	8	9	10	11	12	
1.	3	1	1	3	2	1	1	2	5	4	1	3	27
2.	4	5	4	4	5	5	5	4	3	5	4	5	53
3.	5	3	5	5	5	5	5	5	5	5	3	4	55
4.	4	3	3	5	4	5	5	3	4	4	3	3	46
5.	3	3	3	3	4	4	2	3	2	1	2	4	34
6.	4	5	3	4	2	3	3	3	4	3	3	3	40
7.	4	5	4	4	4	3	5	5	4	3	4	5	50
8.	5	5	4	5	5	5	5	5	5	3	3	2	52
9.	4	5	4	5	5	3	5	5	5	5	4	4	54
10.	3	4	4	5	2	4	2	2	3	2	3	3	37
11.	4	3	4	4	4	4	5	5	5	4	3	4	49
12.	1	3	5	4	2	5	4	5	3	3	3	4	42
13.	5	5	4	3	4	2	5	3	5	3	5	5	49
14.	4	3	2	3	4	4	3	5	3	5	2	3	41
15.	4	4	4	2	3	2	5	3	2	3	4	3	39
16.	5	4	5	4	5	4	5	1	3	5	5	3	49
17.	5	3	5	5	1	4	4	4	5	5	2	4	47
18.	4	4	4	5	4	4	5	2	5	3	4	4	48
19.	3	5	4	4	2	5	3	3	3	3	3	3	41
20.	4	4	3	3	4	1	3	4	3	4	3	1	37
21.	1	2	4	4	3	3	5	3	2	3	3	3	36
22.	4	3	3	3	5	2	2	4	4	3	2	2	37
23.	4	5	4	4	4	5	5	4	4	3	4	3	49
24.	5	4	4	4	4	5	1	5	4	5	5	5	51
25.	4	5	5	5	5	5	4	5	5	4	4	4	55
26.	5	5	4	5	4	4	5	5	4	4	3	4	52
27.	5	4	3	4	5	5	3	5	4	5	1	5	49
28.	5	5	5	5	4	4	5	5	4	4	4	4	54
29.	4	4	3	5	5	5	5	4	5	4	3	5	52
30.	5	5	5	5	5	5	5	5	5	5	4	5	59
31.	5	5	5	5	5	5	3	5	5	5	5	5	58
32.	5	4	5	5	5	5	3	5	5	5	5	5	57
33.	3	5	3	3	3	4	2	3	3	2	3	3	37
34.	4	2	4	4	2	2	3	2	3	3	2	2	33

38.	5	5	5	4	5	5	5	5	4	43
39.	3	3	4	3	3	3	4	4	2	29
40.	4	4	4	5	3	4	5	5	5	39
41.	3	3	1	2	4	1	1	3	3	21
42.	5	5	5	5	3	4	5	5	5	42
43.	3	3	2	3	3	1	4	4	3	26
44.	2	2	4	5	1	4	2	2	2	24
45.	4	1	4	5	4	5	5	4	4	36
46.	3	3	3	5	5	3	3	3	4	32
47.	4	2	3	2	3	2	3	2	4	25
48.	4	5	5	4	5	2	4	5	4	38
49.	2	2	2	3	3	3	3	3	2	23
50.	3	2	1	2	3	1	3	3	3	21
51.	4	2	4	1	2	4	1	3	4	25
52.	3	2	3	3	2	3	2	4	3	25
53.	1	4	1	3	3	1	1	3	1	18
54.	4	5	2	4	5	2	4	4	4	34
55.	1	3	3	1	3	3	3	2	1	20
56.	3	2	1	3	2	1	4	1	3	20
57.	4	5	5	3	5	5	5	3	4	39
58.	2	1	4	2	1	4	3	4	2	23
59.	3	5	3	4	3	5	2	3	4	32
60.	3	5	5	4	3	5	4	5	3	37

C. Variabel Kinerja Penjualan (Y)

Responden	Butir Pertanyaan												Total Y
	1	2	3	4	5	6	7	8	9	10	11	12	
1.	4	3	3	3	5	3	3	3	3	3	4	3	40
2.	5	4	5	3	5	4	4	4	5	5	3	5	52
3.	4	4	5	4	4	5	5	5	5	5	4	5	55
4.	4	5	5	3	5	4	5	5	4	5	4	4	53
5.	3	4	2	3	3	5	3	3	3	2	4	4	39
6.	4	5	4	4	5	5	5	5	4	4	3	3	51
7.	4	5	4	4	4	3	5	3	4	4	5	3	48
8.	3	5	3	3	3	5	4	2	3	3	1	4	39
9.	4	3	4	2	4	3	3	3	4	4	3	4	41
10.	3	3	3	4	4	4	3	5	4	3	4	3	43
11.	4	5	4	5	4	3	5	3	3	4	5	4	49
12.	5	4	5	5	5	5	4	3	3	5	4	5	53
13.	3	3	4	4	3	4	3	4	4	4	4	2	42
14.	3	4	4	4	5	4	4	2	4	4	3	5	46
15.	4	4	4	5	1	4	4	4	5	4	5	5	49
16.	3	3	5	2	5	5	3	5	2	5	4	4	46
17.	4	4	4	5	4	3	4	3	5	4	4	5	49
18.	2	4	3	4	5	3	4	4	4	3	4	3	43
19.	5	5	3	3	4	4	5	4	3	3	4	4	47
20.	4	4	4	3	3	5	4	3	3	4	3	3	43
21.	5	3	3	4	2	2	3	3	4	3	3	2	37
22.	4	3	5	5	4	4	3	4	5	5	4	3	49
23.	3	4	1	4	3	1	4	4	4	5	4	3	40
24.	4	4	3	3	5	3	4	3	3	4	5	4	45
25.	4	5	5	4	5	5	5	3	4	5	4	5	54
26.	3	3	2	2	2	2	3	3	4	1	1	3	29
27.	3	3	3	3	3	2	3	3	1	3	2	4	33
28.	3	4	2	3	4	3	4	1	3	4	3	3	37
29.	5	3	3	5	5	4	3	5	5	3	4	5	50
30.	2	2	3	1	2	3	4	2	2	4	3	3	31
31.	3	5	5	5	4	3	5	5	5	5	5	5	55
32.	5	5	5	5	5	4	5	5	5	5	5	5	59
33.	3	3	3	5	2	2	2	3	5	2	4	4	38
34.	3	4	3	3	5	4	1	3	2	3	3	1	35
35.	5	5	3	5	5	5	5	4	5	5	5	5	57
36.	5	5	5	5	3	3	5	5	5	5	5	5	56
37.	2	3	4	3	3	3	2	4	3	3	3	2	35

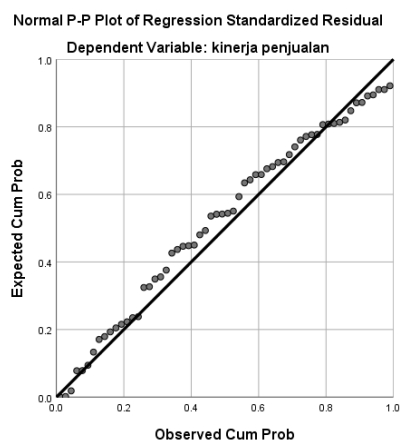
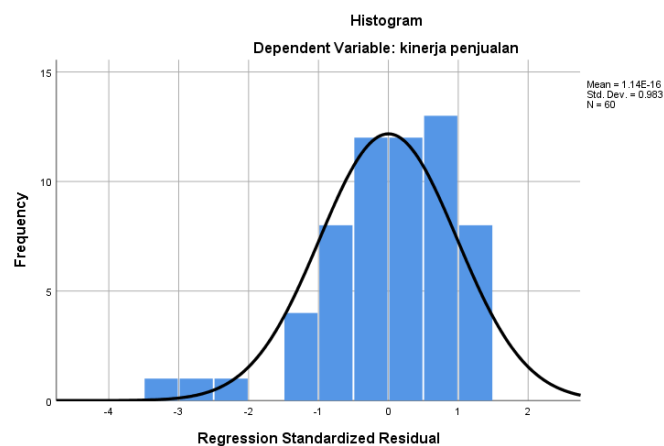
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39.	4	3	3	2	2	2	3	5	2	3	2	3	34
40.	4	4	5	5	5	5	3	5	4	5	5	4	54
41.	3	3	4	2	1	3	4	1	4	4	2	3	34
42.	4	5	5	5	5	5	3	2	5	5	5	5	54
43.	4	3	4	5	1	2	5	4	4	4	3	3	42
44.	4	2	3	2	4	2	2	2	1	3	4	1	30
45.	5	5	5	5	3	4	4	5	5	3	5	5	54
46.	3	4	4	4	3	4	4	3	4	4	5	5	47
47.	3	2	2	3	4	2	2	3	3	2	3	3	32
48.	4	4	5	5	5	5	4	5	5	5	5	5	57
49.	3	4	3	1	3	3	4	2	1	3	3	3	33
50.	1	1	5	2	1	2	1	2	2	5	5	1	28
51.	3	4	3	5	4	1	5	1	5	5	2	5	43
52.	4	3	3	3	3	4	4	2	3	3	4	2	38
53.	1	3	3	4	1	3	3	1	3	3	3	4	32
54.	4	5	5	5	2	5	4	5	5	4	5	5	54
55.	3	3	3	3	3	2	3	3	3	3	3	3	35
56.	1	4	3	1	1	1	3	4	1	3	2	2	26
57.	4	4	5	4	5	3	4	5	3	5	4	5	51
58.	3	2	3	4	4	4	2	1	4	3	1	1	32
59.	3	2	4	2	2	4	2	2	3	4	4	2	34
60.	5	5	5	5	5	5	5	5	5	3	5	5	58

LAMPIRAN 5

HASIL UJI ASUMSI KLASIK

A. Output Hasil Uji Normalitas

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residual
N		60
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	6.44963242
Most Extreme Differences	Absolute	.092
	Positive	.075
	Negative	-.092
Test Statistic		.092
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.		

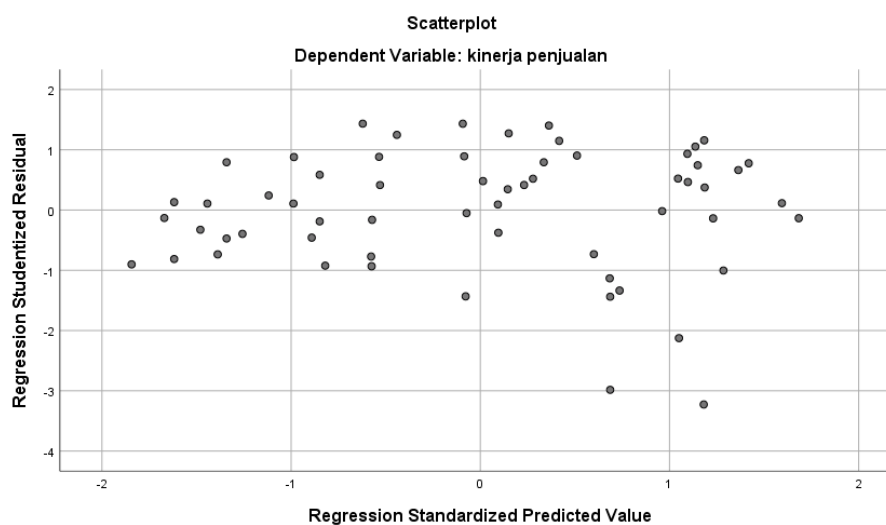


B. Output Hasil Uji Multikolineritas

Coefficients ^a								
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	12.060	4.215		2.861	.006		
	persepsi saluran distribusi	.292	.134	.319	2.176	.034	.399	2.504
	persepsi harga produk	.601	.202	.437	2.976	.004	.399	2.504

a. Dependent Variable: kinerja penjualan

C. Output Hasil Uji Heteroskedastisitas



D. Output Hasil Uji Linearitas

1. Uji Linearitas Variabel Persepsi Saluran Distribusi terhadap Kinerja Penjualan

ANOVA Table							
			Sum of Squares	df	Mean Square	F	Sig.
kinerja penjualan * persepsi saluran distribusi	Between Groups	(Combined)	3583.683	29	123.575	2.615	.005
		Linearity	2165.919	1	2165.919	45.826	.000
		Deviation from Linearity	1417.764	28	50.634	1.071	.425
	Within Groups		1417.917	30	47.264		
	Total		5001.600	59			

2. Uji Linearitas Variabel Persepsi Harga Produk terhadap Kinerja Penjualan

ANOVA Table							
			Sum of Squares	df	Mean Square	F	Sig.
kinerja penjualan * persepsi harga produk	Between Groups	(Combined)	3063.683	21	145.890	2.861	.002
		Linearity	2343.502	1	2343.502	45.953	.000
		Deviation from Linearity	720.182	20	36.009	.706	.795
	Within Groups		1937.917	38	50.998		
	Total		5001.600	59			

LAMPIRAN 6

HASIL SPSS

A. Output Analisis Statistik Deskriptif Variabel Persepsi Saluran Distribusi

Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
psd01	60	1.00	5.00	3.8000	1.10162
psd02	60	1.00	5.00	3.7500	1.14426
psd03	60	1.00	5.00	3.7667	.94540
psd04	60	1.00	5.00	3.8000	1.03825
psd05	60	1.00	5.00	3.5833	1.33139
psd06	60	1.00	5.00	3.7333	1.20545
psd07	60	1.00	5.00	3.6833	1.33393
psd08	60	1.00	5.00	3.7167	1.26346
psd09	60	1.00	5.00	3.7167	1.23634
psd10	60	1.00	5.00	3.6500	1.10200
psd11	60	1.00	5.00	3.3833	1.19450
psd12	60	1.00	5.00	3.5667	1.28045
Valid N (listwise)	60				

B. Output Analisis Statistik Deskriptif Variabel Persepsi Harga Produk

Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
PHP13	60	1.00	5.00	3.3833	.99305
PHP14	60	1.00	5.00	3.3167	1.21421
PHP15	60	1.00	5.00	3.5167	1.22808
PHP16	60	1.00	5.00	3.7000	1.09390
PHP17	60	1.00	5.00	3.4500	1.04840
PHP18	60	1.00	5.00	3.4333	1.22636
PHP19	60	1.00	5.00	3.4667	1.14191
PHP20	60	1.00	5.00	3.6833	1.06551
PHP21	60	1.00	5.00	3.3667	.97366
Valid N (listwise)	60				

C. Output Analisis Statistik Deskriptif Variabel Kinerja Penjualan

Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
KP22	60	1.00	5.00	3.5833	1.01333
KP23	60	1.00	5.00	3.7500	1.00212
KP24	60	1.00	5.00	3.7667	1.03115
KP25	60	1.00	5.00	3.6667	1.21665
KP26	60	1.00	5.00	3.5833	1.33139
KP27	60	1.00	5.00	3.4667	1.17122
KP28	60	1.00	5.00	3.6667	1.06829
KP29	60	1.00	5.00	3.4333	1.28045
KP30	60	1.00	5.00	3.6667	1.18846
KP31	60	1.00	5.00	3.8333	.99433
KP32	60	1.00	5.00	3.7167	1.12131
KP33	60	1.00	5.00	3.6667	1.24420
Valid N (listwise)	60				

D. Output Hasil Analisis Korelasi

Model Summary ^b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.714 ^a	.509	.492	6.56181
a. Predictors: (Constant), persepsi harga produk , persepsi saluran distribusi				
b. Dependent Variable: kinerja penjualan				

E. Output Analisis Regresi Linier Berganda

Coefficients ^a								
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	12.060	4.215		2.861	.006		
	persepsi saluran distribusi	.292	.134	.319	2.176	.034	.399	2.504
	persepsi harga produk	.601	.202	.437	2.976	.004	.399	2.504

a. Dependent Variable: kinerja penjualan

F. Uji Koefisien Determinasi (Uji R²)

Model Summary ^b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.714 ^a	.509	.492	6.56181

a. Predictors: (Constant), persepsi harga produk , persepsi saluran distribusi

b. Dependent Variable: kinerja penjualan

LAMPIRAN 7 HASIL UJI HIPOTESIS

A. Hasil Uji t

Coefficients ^a								
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	12.060	4.215		2.861	.006		
	persepsi saluran distribusi	.292	.134	.319	2.176	.034	.399	2.504
	persepsi harga produk	.601	.202	.437	2.976	.004	.399	2.504

a. Dependent Variable: kinerja penjualan

B. Hasil Uji f

ANOVA ^a						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2547.332	2	1273.666	29.581	.000 ^b
	Residual	2454.268	57	43.057		
	Total	5001.600	59			

a. Dependent Variable: kinerja penjualan

b. Predictors: (Constant), persepsi harga produk , persepsi saluran distribusi

LAMPIRAN 8
TABEL t

df \ Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002
81	0.67753	1.29209	1.66388	1.98969	2.37327	2.63790	3.19392
82	0.67749	1.29196	1.66365	1.98932	2.37269	2.63712	3.19262
83	0.67746	1.29183	1.66342	1.98896	2.37212	2.63637	3.19135
84	0.67742	1.29171	1.66320	1.98861	2.37156	2.63563	3.19011
85	0.67739	1.29159	1.66298	1.98827	2.37102	2.63491	3.18890
86	0.67735	1.29147	1.66277	1.98793	2.37049	2.63421	3.18772
87	0.67732	1.29136	1.66256	1.98761	2.36998	2.63353	3.18657
88	0.67729	1.29125	1.66235	1.98729	2.36947	2.63286	3.18544
89	0.67726	1.29114	1.66216	1.98698	2.36898	2.63220	3.18434
90	0.67723	1.29103	1.66196	1.98667	2.36850	2.63157	3.18327
91	0.67720	1.29092	1.66177	1.98638	2.36803	2.63094	3.18222
92	0.67717	1.29082	1.66159	1.98609	2.36757	2.63033	3.18119
93	0.67714	1.29072	1.66140	1.98580	2.36712	2.62973	3.18019
94	0.67711	1.29062	1.66123	1.98552	2.36667	2.62915	3.17921
95	0.67708	1.29053	1.66105	1.98525	2.36624	2.62858	3.17825
96	0.67705	1.29043	1.66088	1.98498	2.36582	2.62802	3.17731
97	0.67703	1.29034	1.66071	1.98472	2.36541	2.62747	3.17639
98	0.67700	1.29025	1.66055	1.98447	2.36500	2.62693	3.17549
99	0.67698	1.29016	1.66039	1.98422	2.36461	2.62641	3.17460
100	0.67695	1.29007	1.66023	1.98397	2.36422	2.62589	3.17374
101	0.67693	1.28999	1.66008	1.98373	2.36384	2.62539	3.17289
102	0.67690	1.28991	1.65993	1.98350	2.36346	2.62489	3.17206
103	0.67688	1.28982	1.65978	1.98326	2.36310	2.62441	3.17125
104	0.67686	1.28974	1.65964	1.98304	2.36274	2.62393	3.17045
105	0.67683	1.28967	1.65950	1.98282	2.36239	2.62347	3.16967
106	0.67681	1.28959	1.65936	1.98260	2.36204	2.62301	3.16890
107	0.67679	1.28951	1.65922	1.98238	2.36170	2.62256	3.16815
108	0.67677	1.28944	1.65909	1.98217	2.36137	2.62212	3.16741
109	0.67675	1.28937	1.65895	1.98197	2.36105	2.62169	3.16669
110	0.67673	1.28930	1.65882	1.98177	2.36073	2.62126	3.16598
111	0.67671	1.28922	1.65870	1.98157	2.36041	2.62085	3.16528
112	0.67669	1.28916	1.65857	1.98137	2.36010	2.62044	3.16460
113	0.67667	1.28909	1.65845	1.98118	2.35980	2.62004	3.16392
114	0.67665	1.28902	1.65833	1.98099	2.35950	2.61964	3.16326
115	0.67663	1.28896	1.65821	1.98081	2.35921	2.61926	3.16262
116	0.67661	1.28889	1.65810	1.98063	2.35892	2.61888	3.16198
117	0.67659	1.28883	1.65798	1.98045	2.35864	2.61850	3.16135
118	0.67657	1.28877	1.65787	1.98027	2.35837	2.61814	3.16074
119	0.67656	1.28871	1.65776	1.98010	2.35809	2.61778	3.16013
120	0.67654	1.28865	1.65765	1.97993	2.35782	2.61742	3.15954

LAMPIRAN 9
TABEL F

Titik Persentase Distribusi F untuk Probabilita = 0,05

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
91	3.95	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.90	1.86	1.83	1.80	1.78
92	3.94	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.89	1.86	1.83	1.80	1.78
93	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.78
94	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.77
95	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.82	1.80	1.77
96	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
97	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
98	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
99	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
100	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.97	1.93	1.89	1.85	1.82	1.79	1.77
101	3.94	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.93	1.88	1.85	1.82	1.79	1.77
102	3.93	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.77
103	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
104	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
105	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.81	1.79	1.76
106	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
107	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
108	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.78	1.76
109	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
110	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
111	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
112	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.96	1.92	1.88	1.84	1.81	1.78	1.76
113	3.93	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.92	1.87	1.84	1.81	1.78	1.76
114	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
115	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
116	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
117	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
118	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
119	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
120	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
121	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
122	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
123	3.92	3.07	2.68	2.45	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
124	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
125	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
126	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.87	1.83	1.80	1.77	1.75
127	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
128	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75