

LAMPIRAN KUESIONER

Lampiran 1. 1 Kuisisioner Penelitian

KUISISIONER PENELITIAN

IDENTITAS RESPONDEN

1. Nama Lengkap :
2. Nama Email :
3. Jenis Kelamin : Laki-laki Perempuan
4. Usia :
5. Pekerjaan : Pelajar Mahasiswa Irt Dll

KETERANGAN

- | | | | |
|----|-----------------|-----|-----------------------|
| SS | : Sangat Setuju | TS | : Tidak Setuju |
| S | : Setuju | STS | : Sangat Tidak Setuju |
| KS | : Kurang Setuju | | |

PETUNJUK PENGISIAN KUISISIONER

1. Bapak/Ibu diminta untuk memberikan tanggapan atau pernyataan yang ada pada kuisisioner ini yang sesuai dengan keadaan, pendapat, dan perasaan Bapak/Ibu, Bukan berdasarkan pendapat umum atau orang lain.
2. Berikanlah tanda checklist pada kolom yang Bapak/Ibu anggap sesuai dengan jawaban pada Bapak/Ibu.

No.	PERNYATAAN	JAWABAN				
		SS	S	KS	TS	STS
Variabel X1 Kualitas Produk						
1	Bentuk, meliputi ukuran, bentuk, atau struktur fisik produk Wardah yang ditawarkan sesuai dengan macam-macam jenis kulit					
2	Fitur, karakteristik produk Wardah yang ditawarkan selalu dijamin keasliannya					
3	Tingkat karakteristik produk skincare Wardah yang ditawarkan adalah yang utama					
4	Kesan kualitas produk Wardah yang ditawarkan sesuai keinginan konsumen					
5	Ketahanan produk skincare Wardah yang ditawarkan adalah sangat baik					
6	Keandalan produk skincare Wardah yang ditawarkan adalah sangat baik					
7	Kemudahan perbaikan/penggantian produk skincare Wardah adalah sangat baik					
8	Gaya yang diberikan dari pemakaian produk wardah adalah sangat baik					
9	Desain produk skincare Wardah adalah sangat baik					
Variabel X2 Harga						
1	Harga produk Wardah masih terjangkau oleh konsumen					
2	Harga produk Wardah yang ditawarkan sesuai dengan kualitas yang sangat baik					

3	Harga yang ditawarkan produk Wardah sesuai dengan manfaat yang konsumen dapatkan					
4	Harga yang ditetapkan produk Wardah tidak beda jauh dengan merek produk lain					
Variabel X3 Diskon						
1	Saya suka membeli semua varian produk Wardah yang mempunyai potongan harga					
2	Saya lebih suka membeli produk Wardah dengan potongan harga yang <i>double</i> , meskipun saya tidak menyukai produk tersebut					
3	Saya selalu membeli semua varian produk Wardah dengan jumlah yang banyak					
4	Saya akan membeli produk Wardah berkelipatan yang mempunyai potongan harga					
Variabel Y Keputusan Pembelian						
1	Konsumen dapat menemukan beragam produk skincare Wardah sesuai kebutuhan					
2	Saat menggunakan skincare Wardah konsumen merasakan sensasi nyaman sesuai manfaat produk					
3	Produk Wardah tersedia disegala pelosok daerah					
4	Konsumen membeli produk Wardah karena sudah terpercaya dari banyak orang					

LAMPIRAN TABULASI PENELITIAN

Berdasarkan Umur

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid <15 Th	19	19.8	19.8	19.8
15-20 Th	25	26.0	26.0	45.8
21-30 Th	25	26.0	26.0	71.9
31-40 Th	22	22.9	22.9	94.8
41-50 Th	5	5.2	5.2	100.0
Total	96	100.0	100.0	

Berdasarkan Pendidikan

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid ,SMA	19	19.8	19.8	19.8
SMA	36	37.5	37.5	57.3
D3	27	28.1	28.1	85.4
s1	14	14.6	14.6	100.0
Total	96	100.0	100.0	

Berdasarkan Pekerjaan

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Pelajar/Mahasiswa	29	30.2	30.2	30.2
Karyawan Swasta	26	27.1	27.1	57.3
PNS	41	42.7	42.7	100.0
Total	96	100.0	100.0	

Berdasarkan Lama sebagai konsumen

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid <3 Th	19	19.8	19.8	19.8
3-5 Th	23	24.0	24.0	43.8
6-10 Th	23	24.0	24.0	67.7
>11 Th	21	21.9	21.9	89.6
5.00	10	10.4	10.4	100.0
Total	96	100.0	100.0	

P1

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	25	26.0	26.0	26.0
4.00	9	9.4	9.4	35.4
5.00	62	64.6	64.6	100.0
Total	96	100.0	100.0	

P2

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	26	27.1	27.1	27.1
4.00	6	6.3	6.3	33.3
5.00	64	66.7	66.7	100.0
Total	96	100.0	100.0	

P3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	7	7.3	7.3	7.3
4.00	49	51.0	51.0	58.3
5.00	40	41.7	41.7	100.0
Total	96	100.0	100.0	

P4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	26	27.1	27.1	27.1
4.00	19	19.8	19.8	46.9
5.00	51	53.1	53.1	100.0
Total	96	100.0	100.0	

P5

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 4.00	82	85.4	85.4	85.4
5.00	14	14.6	14.6	100.0
Total	96	100.0	100.0	

P6

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	25	26.0	26.0	26.0
4.00	9	9.4	9.4	35.4
5.00	62	64.6	64.6	100.0
Total	96	100.0	100.0	

P5

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 4.00	82	85.4	85.4	85.4
5.00	14	14.6	14.6	100.0
Total	96	100.0	100.0	

P7

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	5	5.2	5.2	5.2
4.00	67	69.8	69.8	75.0
5.00	24	25.0	25.0	100.0
Total	96	100.0	100.0	

P8

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	25	26.0	26.0	26.0
4.00	7	7.3	7.3	33.3
5.00	64	66.7	66.7	100.0
Total	96	100.0	100.0	

P9

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	10	10.4	10.4	10.4
4.00	50	52.1	52.1	62.5
5.00	36	37.5	37.5	100.0
Total	96	100.0	100.0	

H1

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	24	25.0	25.0	25.0
4.00	20	20.8	20.8	45.8
5.00	52	54.2	54.2	100.0
Total	96	100.0	100.0	

H2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	30	31.3	31.3	31.3
	4.00	20	20.8	20.8	52.1
	5.00	46	47.9	47.9	100.0
	Total	96	100.0	100.0	

H3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	29	30.2	30.2	30.2
	4.00	22	22.9	22.9	53.1
	5.00	45	46.9	46.9	100.0
	Total	96	100.0	100.0	

H4

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	15	15.6	15.6	15.6
	4.00	41	42.7	42.7	58.3
	5.00	40	41.7	41.7	100.0
	Total	96	100.0	100.0	

D1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	28	29.2	29.2	29.2
	4.00	18	18.8	18.8	47.9
	5.00	50	52.1	52.1	100.0
	Total	96	100.0	100.0	

D2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	11	11.5	11.5	11.5
	4.00	38	39.6	39.6	51.0
	5.00	47	49.0	49.0	100.0
	Total	96	100.0	100.0	

D3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	11	11.5	11.5	11.5
	4.00	68	70.8	70.8	82.3
	5.00	17	17.7	17.7	100.0
	Total	96	100.0	100.0	

KP1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	25	26.0	26.0	26.0
	4.00	19	19.8	19.8	45.8
	5.00	52	54.2	54.2	100.0
	Total	96	100.0	100.0	

KP2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.00	26	27.1	27.1	27.1
	4.00	9	9.4	9.4	36.5
	5.00	61	63.5	63.5	100.0
	Total	96	100.0	100.0	

KP3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	11	11.5	11.5	11.5
4.00	68	70.8	70.8	82.3
5.00	17	17.7	17.7	100.0
Total	96	100.0	100.0	

KP4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 3.00	13	13.5	13.5	13.5
4.00	24	25.0	25.0	38.5
5.00	59	61.5	61.5	100.0
Total	96	100.0	100.0	

Reliability Statistics

Cronbach's Alpha	N of Items
.652	9

Item Statistics

	Mean	Std. Deviation	N
P1	4.3854	.87503	96
P2	4.3958	.88828	96
P3	4.3438	.61264	96
P4	4.2604	.86139	96
P5	4.1458	.35479	96
P6	4.3854	.87503	96
P7	4.1979	.51544	96
P8	4.4063	.87753	96
P9	4.2708	.64038	96

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
P1	34.4063	7.865	.669	.526
P2	34.3958	7.779	.675	.523
P3	34.4479	9.829	.445	.604
P4	34.5313	9.367	.342	.622
P5	34.6458	11.494	.122	.657
P6	34.4063	9.423	.321	.628
P7	34.5938	11.738	-.026	.681
P8	34.3854	10.408	.130	.677
P9	34.5208	10.505	.241	.642

Reliability Statistics

Cronbach's Alpha	N of Items
.676	4

Item Statistics

	Mean	Std. Deviation	N
H1	4.2917	.84501	96
H2	4.1667	.87860	96
H3	4.1667	.86653	96
H4	4.2604	.71443	96

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
H1	12.5938	5.107	-.064	.903
H2	12.7188	2.688	.734	.398
H3	12.7188	2.710	.742	.395

H4	12.6250	3.395	.635	.512
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Reliability Statistics

Cronbach's Alpha	N of Items
.517	3

Item Statistics

	Mean	Std. Deviation	N
D1	4.2292	.87635	96
D2	4.3750	.68441	96
D3	4.0625	.53925	96

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
D1	8.4375	.796	.490	.093
D2	8.2917	1.135	.498	.134
D3	8.6042	1.926	.076	.716

Reliability Statistics

Cronbach's Alpha	N of Items
.690	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
KP1	12.9063	3.054	.349	.715

KP2	12.8229	2.084	.769	.386
KP3	13.1250	4.026	.236	.741
KP4	12.7083	2.819	.609	.541

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.710 ^a	.505	.488	1.57147	2.344

a. Predictors: (Constant), X3=Diskon Harga, X1=Kualitas Produk, X2=Kualitas Harga

b. Dependent Variable: Y=Keputusan Pembelian

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	231.429	3	77.143	31.238	.000 ^b
	Residual	227.196	92	2.470		
	Total	458.625	95			

a. Dependent Variable: Y=Keputusan Pembelian

b. Predictors: (Constant), X3=Diskon Harga, X1=Kualitas Produk, X2=Kualitas Harga

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
(Constant)	-.371	1.946		-.191	.849		
X1=Kualitas Produk	.202	.052	.317	3.870	.000	.802	1.246
X2=Kualitas Harga	.097	.092	.104	1.057	.293	.554	1.806

X3=Diskon Harga	.639	.140	.444	4.560	.000	.568	1.760
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a. Dependent Variable: Y=Keputusan Pembelian

Collinearity Diagnostics^a

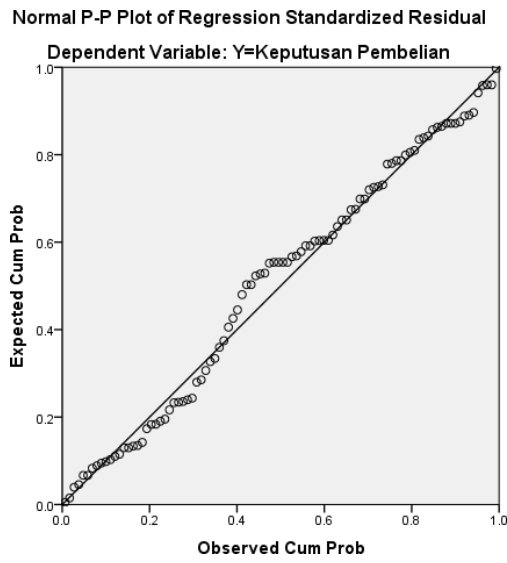
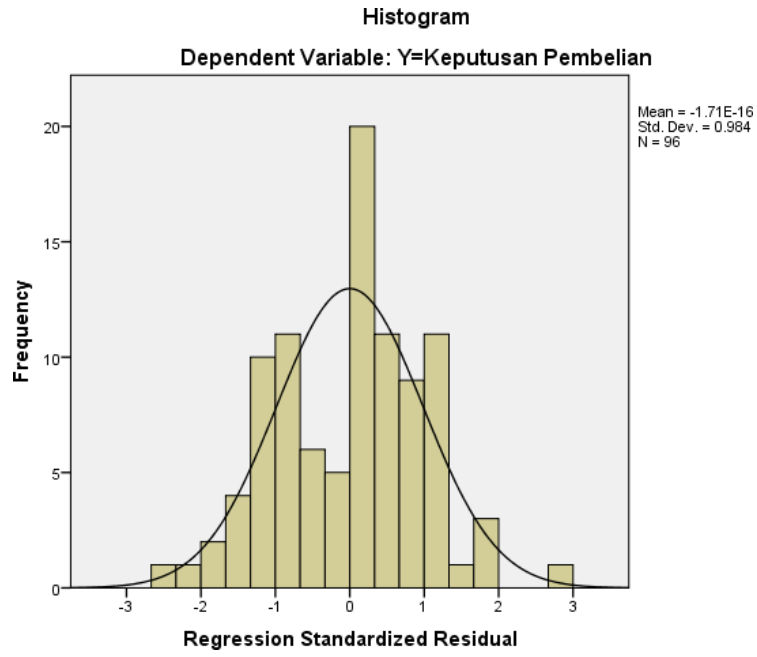
Mode	Dimensi	Eigenvalue	Condition Index	Variance Proportions			
				(Constant)	X1=Kualitas Produk	X2=Kualitas Harga	X3=Diskon Harga
1	1	3.979	1.000	.00	.00	.00	.00
	2	.011	18.691	.17	.10	.40	.06
	3	.006	26.335	.00	.07	.53	.90
	4	.004	32.440	.83	.83	.07	.03

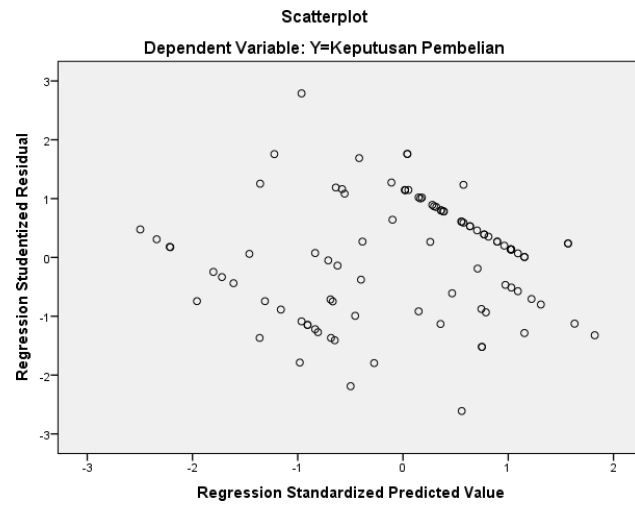
a. Dependent Variable: Y=Keputusan Pembelian

Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	13.2914	20.0314	17.1875	1.56080	96
Std. Predicted Value	-2.496	1.822	.000	1.000	96
Standard Error of Predicted Value	.173	.586	.308	.090	96
Adjusted Predicted Value	13.2113	20.1290	17.1899	1.56324	96
Residual	-4.05899	4.31695	.00000	1.54646	96
Std. Residual	-2.583	2.747	.000	.984	96
Stud. Residual	-2.611	2.788	-.001	1.005	96
Deleted Residual	-4.14612	4.44743	-.00244	1.61247	96
Stud. Deleted Residual	-2.698	2.898	-.001	1.015	96
Mahal. Distance	.166	12.207	2.969	2.460	96
Cook's Distance	.000	.115	.011	.018	96
Centered Leverage Value	.002	.128	.031	.026	96

a. Dependent Variable: Y=Keputusan Pembelian





LAMPIRAN HASIL PENGOLAHAN DATA

No	Hasil Kuesioner Kualitas Produk (X1)						No	Hasil Kuesioner Harga (X2)					
	1	2	3	4	5	JLH		1	2	3	4	5	JLH
1	4	4	5	5	4	22	1	3	4	3	4	5	19
2	5	5	5	4	5	24	2	3	5	5	5	5	23
3	4	4	4	4	4	20	3	4	4	5	4	4	21
4	5	4	5	5	5	24	4	3	5	3	5	5	21
5	3	3	3	4	3	16	5	3	5	5	3	4	20
6	4	5	4	2	4	19	6	4	4	4	4	4	20
7	5	5	3	5	5	23	7	5	5	5	5	3	23
8	5	5	5	5	5	25	8	5	5	4	5	5	24
9	4	5	4	5	4	22	9	5	4	5	4	4	22
10	5	5	3	5	5	23	10	3	5	4	5	3	20
11	3	3	3	5	3	17	11	3	3	4	5	3	18
12	4	4	4	5	4	21	12	4	4	4	4	4	20
13	4	4	4	5	4	21	13	3	4	5	4	4	20
14	4	4	4	5	4	21	14	5	4	5	4	4	22
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18	5	4	5	5	5	24	18	5	5	4	5	5	24
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21	5	4	5	5	5	24	21	4	5	4	5	5	23
22	4	5	3	5	4	21	22	3	4	4	4	3	18
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45	3	5	5	3	4	20	45	4	4	4	5	4	21
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75	4	4	4	5	4	21	75	4	4	4	4	4	20
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81	5	4	5	5	5	24	81	5	5	4	5	5	24
82	4	4	4	5	4	21	82	3	4	5	4	4	20
83	5	5	5	5	5	25	83	5	5	5	5	5	25
84	5	4	5	5	5	24	84	4	5	4	5	5	23
85	4	5	3	5	4	21	85	3	4	4	4	3	18
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87	4	4	5	5	4	22	87	5	4	5	4	5	23
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89	5	5	4	5	5	24	89	3	5	5	5	4	22
90	4	5	3	5	4	21	90	4	4	4	4	4	20
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92	4	3	3	4	4	18	92	5	4	5	4	3	21
93	5	5	5	4	5	24	93	4	5	5	5	5	24
94	5	5	5	5	5	25	94	4	4	5	5	4	22
95	4	5	4	5	5	23	95	5	3	5	5	5	23
96	3	4	4	4	3	18	96	3	3	4	4	3	17

No	Hasil Kuesioner Diskon Harga (X3)						No	Hasil Kuesioner Keputusan Pembelian (Y)					
	1	2	3	4	5	JLH		1	2	3	4	5	JLH
1	3	3	4	5	3	18	1	5	4	5	5	5	24
2	4	4	4	4	4	20	2	4	4	4	5	4	21
3	3	4	5	4	4	20	3	5	5	5	5	5	25
4	5	4	5	4	4	22	4	5	4	5	5	5	24
5	5	4	5	4	5	23	5	5	5	5	5	4	24
6	3	5	4	5	5	22	6	5	4	5	4	3	21
7	4	4	5	5	4	22	7	4	5	5	5	5	24
8	5	5	4	5	5	24	8	3	5	5	5	5	23
9	4	5	3	5	4	21	9	4	4	5	4	4	21
10	5	4	4	5	5	23	10	3	5	3	5	5	21
11	4	3	3	4	4	18	11	4	5	3	5	4	21
12	5	5	5	4	5	24	12	5	4	4	4	5	22
13	5	5	5	5	5	25	13	3	5	5	3	4	20
14	5	5	5	5	5	25	14	5	5	5	4	5	24
15	5	4	5	5	5	24	15	5	5	5	5	5	25
16	4	5	3	5	4	21	16	4	5	4	5	5	23
17	5	4	4	4	5	22	17	3	4	4	4	3	18
18	4	4	5	5	4	22	18	3	5	5	5	4	22
19	5	4	5	4	5	23	19	5	4	5	4	5	23
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21	4	5	3	5	4	21	21	3	5	5	5	4	22
22	4	4	4	4	4	20	22	3	5	5	5	4	22
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25	4	5	4	2	4	19	25	5	4	5	4	3	21
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33	4	4	4	4	4	20	33	4	4	4	4	4	20
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