**Lampiran 1**

**KUISIONER PENELITIAN**

Saya yang bernama Ayu Nasyiroh Mahasiswi Fakultas Ekonomi Program Studi Manajemen. Mengharapkan ketersediaan Bapak/Ibu/Saudara/i untuk menjawab beberapa pertanyaan/pernyataan di bawah ini, menurut jawaban anda yang sesuai. Jawaban Bapak/Ibu/Saudara/i saya butuhkan guna membantu menyelesaikan penelitian saya yang berjudul “ Pengaruh Pemasangan Iklan di Media Sosial Terhadap Peningkatan Volume Penjualan Pada Produk Lipstik Makeover (Studi Kasus Pada Masyarakat Dusun V Perumnas Simalingkar Kecamatan Medan Tuntungan)”. Data-data yang nantinya diperoleh hanya digunakan untuk kepentingan Akademik. Atas waktu yang diluangkan saya ucapkan terima kasih .

Petunjuk Pengisian :

1. Bacalah dengan teliti setiap pertanyaan dan seluruh jawabannya.
2. Pilihlah jawaban yang paling sesuai menurut anda dan berilah tanda Cheklist (√) pada jawaban yang anda pilih
3. Jawablah pertanyaan dengan jujur dan benar, sesuai dengan pengetahuan Anda
4. Mohon untuk tidak mengisi kotak kode yang berada di sebelah kanan pertanyaan
5. Kuesioner ini dipergunakan hanya untuk penelitian akademis.

Salam Hormat,

(Ayu Nasyiroh)

**DAFTAR PERNYATAAN**

1. **Pernyataan Iklan Media sosial**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No.** | **Pernyataan** | **SS** | **S** | **RG** | **TS** | **STS** |
| 1. | Teks dalam iklan online *lipstick Makeover* di media sosial mudah dimengerti saudari. |  |  |  |  |  |
| 2. | Pesan gambar iklan online *lipstick Makeover* di media sosial menarik perhatian saudari. |  |  |  |  |  |
| 3. | iklan online *lipstick Makeover* di media sosial memudahkan saudari untuk membeli produk tersebut |  |  |  |  |  |
| 4. | Desain iklan online *lipstick Makeover* di Media sosialmenarik perhatian saudari |  |  |  |  |  |
| 5. | Gaya bahasa iklan online *lipstick Makeover* di media sosial mudah dimengerti |  |  |  |  |  |
| 6. | Tayangan gambar iklan online *lipstick Makeover* di media sosial menarik untuk saudari lihat. |  |  |  |  |  |
| 7. | Pesan Iklan online *lipstick Makeover* di media sosial mudah saudari ingat. |  |  |  |  |  |
| 8. | Menurut saudari iklan online *lipstick Makeover* di media sosial merupakan komunikatif |  |  |  |  |  |

1. **Pernyataan Peningkatan Volume Penjualan**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No.** | **Pernyataan** | **SS** | **S** | **RG** | **TS** | **STS** |
| 1. | Harga produk *lipstick Makeover* yang dijual secara online terjangkau |  |  |  |  |  |
| 2. | Saudari tertarik membeli *lipstick Makeover* secara online |  |  |  |  |  |
| 3. | Harga *online* *lipstick Makeover* yang dijual lebih murah daripada offline |  |  |  |  |  |
| 4. | Pembelian secara online pada produk *lipstick Makeover* sangat memudahkan transaksi saudari |  |  |  |  |  |
| 5. | Saudari memiliki keuntungan tersendiri saat berbelanja secara online. |  |  |  |  |  |
| 6 | Kualitas Produk sesuai dengan harga |  |  |  |  |  |
| 7 | Harga cukup ekonomis |  |  |  |  |  |
| 8 | Memiliki Nilai ekonomi tersendiri dibangingakan produk lain |  |  |  |  |  |

**Lampiran 2. Jawaban Responden**

* + - * 1. **Jawaban Media Sosial**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **NO** | **X1** | **X2** | **X3** | **X4** | **X5** | **X6** | **X7** | **X8** | **Total** |
| 1 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 38 |
| 2 | 2 | 5 | 5 | 4 | 3 | 3 | 5 | 5 | 32 |
| 3 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 36 |
| 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 39 |
| 5 | 4 | 2 | 4 | 5 | 5 | 5 | 2 | 4 | 31 |
| 6 | 5 | 3 | 3 | 5 | 5 | 5 | 3 | 3 | 32 |
| 7 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 |
| 8 | 3 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 38 |
| 9 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 10 | 5 | 2 | 4 | 4 | 4 | 4 | 2 | 4 | 29 |
| 11 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 38 |
| 12 | 4 | 2 | 4 | 4 | 4 | 4 | 2 | 4 | 28 |
| 13 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 36 |
| 14 | 3 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 38 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 16 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 17 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 39 |
| 18 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 19 | 3 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 35 |
| 20 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 37 |
| 21 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 22 | 5 | 2 | 3 | 4 | 4 | 4 | 2 | 3 | 27 |
| 23 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 24 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 25 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 26 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 38 |
| 27 | 5 | 5 | 5 | 3 | 3 | 3 | 5 | 5 | 34 |
| 28 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 29 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 36 |
| 30 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 36 |
| 31 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 36 |
| 32 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 23 |
| 33 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 34 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 35 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 37 |
| 36 | 5 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 31 |
| 37 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 38 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 39 | 5 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 31 |
| 40 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 41 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 37 |
| 42 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 43 | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 26 |
| 44 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 35 |
| 45 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 46 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 47 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 50 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 51 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 52 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 |
| 53 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 54 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 55 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 56 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 57 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 58 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 59 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 60 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 61 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 62 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 63 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 64 | 5 | 3 | 3 | 5 | 5 | 5 | 3 | 3 | 32 |
| 65 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 66 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 67 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 68 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 69 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 70 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 71 | 4 | 2 | 4 | 4 | 4 | 4 | 2 | 4 | 28 |
| 72 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 37 |
| 73 | 4 | 2 | 3 | 4 | 4 | 4 | 2 | 4 | 27 |
| 74 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 35 |
| 75 | 3 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 36 |
| 76 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 39 |
| 77 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 78 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 38 |
| 79 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 80 | 3 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 35 |
| 81 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 37 |
| 82 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 83 | 5 | 2 | 3 | 4 | 4 | 4 | 2 | 3 | 27 |
| 84 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 85 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |

* + - * 1. **Jawaban Volume Penjualan**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **NO** | **Y1** | **Y2** | **Y3** | **Y4** | **Y5** | **Y6** | **Y7** | **Y8** | **Total** |
| 1 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 2 | 5 | 2 | 3 | 3 | 3 | 3 | 5 | 2 | 26 |
| 3 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 37 |
| 4 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 35 |
| 5 | 2 | 4 | 4 | 5 | 5 | 5 | 2 | 4 | 31 |
| 6 | 3 | 5 | 4 | 4 | 4 | 5 | 3 | 5 | 33 |
| 7 | 3 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 22 |
| 8 | 5 | 3 | 4 | 5 | 4 | 5 | 5 | 3 | 34 |
| 9 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 10 | 2 | 5 | 5 | 3 | 3 | 4 | 2 | 5 | 29 |
| 11 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 12 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 28 |
| 13 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 14 | 5 | 3 | 4 | 3 | 4 | 5 | 5 | 3 | 32 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 16 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 17 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 18 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 19 | 5 | 3 | 3 | 2 | 3 | 4 | 5 | 3 | 28 |
| 20 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 39 |
| 21 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 22 | 2 | 5 | 5 | 5 | 5 | 4 | 2 | 5 | 33 |
| 23 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 24 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 25 | 5 | 5 | 2 | 4 | 4 | 5 | 5 | 5 | 35 |
| 26 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 27 | 5 | 5 | 5 | 5 | 5 | 3 | 5 | 5 | 38 |
| 28 | 5 | 5 | 4 | 3 | 4 | 5 | 5 | 5 | 36 |
| 29 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 30 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 31 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 5 | 35 |
| 32 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 2 | 21 |
| 33 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 34 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 35 | 5 | 5 | 3 | 3 | 4 | 4 | 5 | 5 | 34 |
| 36 | 3 | 5 | 5 | 5 | 5 | 4 | 3 | 5 | 35 |
| 37 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 38 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 39 | 3 | 5 | 4 | 5 | 5 | 4 | 3 | 5 | 34 |
| 40 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 41 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 39 |
| 42 | 5 | 5 | 5 | 3 | 3 | 5 | 5 | 5 | 36 |
| 43 | 3 | 5 | 5 | 5 | 5 | 3 | 3 | 5 | 34 |
| 44 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 33 |
| 45 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 46 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 47 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 50 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 51 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 52 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 24 |
| 53 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 54 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 55 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 56 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 57 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 58 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 59 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 60 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 39 |
| 61 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 62 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 63 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 64 | 3 | 5 | 5 | 5 | 5 | 5 | 3 | 5 | 36 |
| 65 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 66 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 67 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 68 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 69 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 70 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 32 |
| 71 | 2 | 5 | 5 | 3 | 3 | 4 | 2 | 5 | 29 |
| 72 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 73 | 2 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 28 |
| 74 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 38 |
| 75 | 5 | 3 | 4 | 3 | 4 | 5 | 5 | 3 | 32 |
| 76 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 77 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 78 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 40 |
| 79 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 38 |
| 80 | 5 | 4 | 3 | 2 | 3 | 4 | 5 | 3 | 29 |
| 81 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 38 |
| 82 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 38 |
| 83 | 2 | 5 | 5 | 5 | 5 | 4 | 2 | 5 | 33 |
| 84 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 38 |
| 85 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 39 |

**Lampiran 3: Karakteristik Responden**

**Uji Validitas Iklan Media Sosial (X)**

|  |  |  |  |
| --- | --- | --- | --- |
| **Pernyataan** | **r table** | **r hitung** | **Keterangan** |
| Item 1 | 0,213 | 0.402 | Valid |
| Item 2 | 0,213 | 0.807 | Valid |
| Item 3 | 0,213 | 0.813 | Valid |
| Item 4 | 0,213 | 0.740 | Valid |
| Item 5 | 0,213 | 0.749 | Valid |
| Item 6 | 0,213 | 0.749 | Valid |
| Item 7 | 0,213 | 0.799 | Valid |
| Item 8 | 0,213 | 0.790 | Valid |

Sumber: Output SPSS, 2020

**Uji Validitas Peningkatan Volume Penjualan (Y)**

|  |  |  |  |
| --- | --- | --- | --- |
| **Pernyataan** | **r table** | **r hitung** | **Keterangan** |
| Item 1 | 0,213 | .503 | Valid |
| Item 2 | 0,213 | .726 | Valid |
| Item 3 | 0,213 | .696 | Valid |
| Item 4 | 0,213 | .702 | Valid |
| Item 5 | 0,213 | .736 | Valid |
| Item 6 | 0,213 | .660 | Valid |
| Item 7 | 0,213 | .503 | Valid |
| Item 8 | 0,213 | .714 | Valid |

Sumber: Output SPSS, 2020

**Karakteristik Responden Berdasarkan Gender**

|  |  |  |  |
| --- | --- | --- | --- |
| No | JenisKelamin | Jumlah | Persentase |
| 1 | Laki-laki | 0 | 0 |
| 2 | Perempuan | 85 | 100% |
| **Total** | | **85** | **100%** |

**Karakteristik Responden Berdasarkan Usia**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Rentang Usia** | **Jumlah** | **Persentase (%)** |
| 1. | 18-30 | 28 | 32,94 |
| 2. | 31-50 | 41 | 48,23 |
| 3. | 51-60 | 16 | 18,83 |
|  | **jumlah** | **85** | **100** |

**Pernyataan 1: Teks dalam iklan online lipstick Makeover di media sosial mudah dimengerti saudari.**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 7 | 8,24 |
| 4. | Setuju | 11 | 12,94 |
| 5. | Sangat Setuju | 65 | 76,47 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 2: Pesan gambar iklan online *lipstick Makeover* di media sosial menarik perhatian saudari**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 7 | 8,24 |
| 3. | Ragu-ragu | 8 | 9,41 |
| 4. | Setuju | 14 | 16,47 |
| 5. | Sangat Setuju | 56 | 65,88 |
| **Jumlah** | | 85 | **100** |

**Pernyataan 3: Iklan online lipstick Makeover di media sosial memudahkan saudari untuk membeli produk tersebut**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0 |
| 3. | Ragu-ragu | 9 | 10,59 |
| 4. | Setuju | 22 | 25,88 |
| 5. | Sangat Setuju | 54 | 63,53 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 4: Desain iklan online lipstick Makeover di Media sosial menarik perhatian saudari**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0,00 |
| 3. | Ragu-ragu | 5 | 5,88 |
| 4. | Setuju | 23 | 27,06 |
| 5. | Sangat Setuju | 57 | 67,06 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 5: Gaya bahasa iklan online lipstick Makeover di media sosial mudah dimengerti**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0,00 |
| 3. | Ragu-ragu | 6 | 7,06 |
| 4. | Setuju | 20 | 23,53 |
| 5. | Sangat Setuju | 59 | 69,41 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 6: Tayangan gambar iklan online *lipstick Makeover* di media sosial menarik untuk saudari lihat**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0,00 |
| 3. | Ragu-ragu | 6 | 7,06 |
| 4. | Setuju | 20 | 23,53 |
| 5. | Sangat Setuju | 59 | 69,41 |
| **Jumlah** | | 85 | **100** |

**Sumber : Data diolah Tahun 2020**

**Pernyataan 7: Pesan Iklan online *lipstick Makeover* di media sosial mudah saudari ingat.**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 7 | 8,24 |
| 3. | Ragu-ragu | 8 | 9,41 |
| 4. | Setuju | 14 | 16,47 |
| 5. | Sangat Setuju | 56 | 65,88 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 8: Menurut saudari iklan online lipstick Makeover di media sosial merupakan komunikatif**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0,00 |
| 3. | Ragu-ragu | 8 | 9,41 |
| 4. | Setuju | 24 | 28,24 |
| 5. | Sangat Setuju | 53 | 62,35 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 1: Harga produk lipstick Makeover yang dijual secara online terjangkau**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 7 | 8,24 |
| 3. | Ragu-ragu | 8 | 9,41 |
| 4. | Setuju | 14 | 16,47 |
| 5. | Sangat Setuju | 56 | 65,88 |
| **Jumlah** | | 85 | 100 |

Sumber : Data diolah Tahun 2020

**Pernyataan 2: Saudari tertarik membeli *lipstick Makeover* secara online**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 6 | 7,06 |
| 4. | Setuju | 11 | 12,94 |
| 5. | Sangat Setuju | 66 | 77,65 |
| **Jumlah** | | 85 | 100 |

Sumber : Data diolah Tahun 2020

**Pernyataan 3: Harga online lipstick Makeover yang dijual lebih murah daripada offline**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 6 | 7,06 |
| 4. | Setuju | 19 | 22,35 |
| 5. | Sangat Setuju | 58 | 68,24 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 4:** **Pembelian secara online pada produk *lipstick Makeover* sangat memudahkan transaksi saudari**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 11 | 12,94 |
| 4. | Setuju | 13 | 15,29 |
| 5. | Sangat Setuju | 59 | 69,41 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 5:** **Saudari memiliki keuntungan tersendiri saat berbelanja secara online.**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 7 | 8,24 |
| 4. | Setuju | 25 | 29,41 |
| 5. | Sangat Setuju | 51 | 60,00 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 6: Kualitas Produk sesuai dengan harga**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 0 | 0,00 |
| 3. | Ragu-ragu | 6 | 7,06 |
| 4. | Setuju | 20 | 23,53 |
| 5. | Sangat Setuju | 59 | 69,41 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 7 :** **Harga cukup ekonomis**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 7 | 8,24 |
| 3. | Ragu-ragu | 8 | 9,41 |
| 4. | Setuju | 14 | 16,47 |
| 5. | Sangat Setuju | 56 | 65,88 |
| **Jumlah** | | 85 | **100** |

Sumber : Data diolah Tahun 2020

**Pernyataan 8: Memiliki Nilai ekonomi tersendiri dibangingakan produk lain**

|  |  |  |  |
| --- | --- | --- | --- |
| **No.** | **Pernyataan** | **Jumlah** | **Persentase (%)** |
| 1. | Sangat Tidak Setuju | 0 | 0 |
| 2. | Tidak Setuju | 2 | 2,35 |
| 3. | Ragu-ragu | 7 | 8,24 |
| 4. | Setuju | 11 | 12,94 |
| 5. | Sangat Setuju | 65 | 76,47 |
| **Jumlah** | | 70 | **100** |

Sumber : Data diolah Tahun 2020

**Regresi Linier Sederhana**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Correlations | | |
| B | Std. Error | Beta | Zero-order | Partial | Part |  |
| 1 | (Constant) | 5,601 | 2,118 |  | 2,645 | 0,010 |  |  |  |  |
| Periklanan\_Media\_Sosial | 0,844 | 0,058 | 0,848 | 14,602 | 0,000 |  | 1,000 | 1,000 |  |
| A. Dependent Variable: Peningkatan\_Volume\_Penjualan | | | | | | | | | |

Sumber: Output SPSS, 2020

**Tabel 4.24**

**Hasil Uji Signifikansi Parsial (Uji-t)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | **Sig.** |
| B | Std. Error | Beta |
| 1 | (Constant) | 5,601 | 2,118 |  | 2,645 | 0,010 |
| Periklanan\_Media\_Sosial | 0,844 | 0,058 | 0,848 | 14,602 | 0,000 |
| a. Dependent Variable: Peningkatan\_Volume\_Penjualan | | | | | | |

**Uji Koefisien Determinasi (R2)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Model Summaryb** | | | | | | | | | |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Change Statistics | | | | |
| R Square Change | F Change | df1 | df2 | Sig. F Change |
| 1 | 0,848a | 0,720 | 0,716 | 2,48201 | 0,720 | 213,211 | 1 | 83 | 0,000 |
| a. Predictors: (Constant), Media\_Sosial | | | | | | | | | |
| b. Dependent Variable: Volume\_Penjualan | | | | | | | | | |

**Lampiran 4 : Hasil Uji Regresi Linear Sederhana**

**Regresi Linier Sederhana**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Correlations | | |
| B | Std. Error | Beta | Zero-order | Partial | Part |  |
| 1 | (Constant) | 5,601 | 2,118 |  | 2,645 | 0,010 |  |  |  |  |
| Periklanan\_Media\_Sosial | 0,844 | 0,058 | 0,848 | 14,602 | 0,000 |  | 1,000 | 1,000 |  |
| A. Dependent Variable: Peningkatan\_Volume\_Penjualan | | | | | | | | | |

Sumber: Output SPSS, 2020

**Hasil Uji Signifikansi Parsial (Uji-t)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | **Sig.** |
| B | Std. Error | Beta |
| 1 | (Constant) | 5,601 | 2,118 |  | 2,645 | 0,010 |
| Periklanan\_Media\_Sosial | 0,844 | 0,058 | 0,848 | 14,602 | 0,000 |
| a. Dependent Variable: Peningkatan\_Volume\_Penjualan | | | | | | |

**Uji Koefisien Determinasi (R2)**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Model Summaryb** | | | | | | | | | |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Change Statistics | | | | |
| R Square Change | F Change | df1 | df2 | Sig. F Change |
| 1 | 0,848a | 0,720 | 0,716 | 2,48201 | 0,720 | 213,211 | 1 | 83 | 0,000 |
| a. Predictors: (Constant), Media\_Sosial | | | | | | | | | |
| b. Dependent Variable: Volume\_Penjualan | | | | | | | | | |

**Hasil Uji Signifikansi Parsial (Uji-t)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | **Sig.** |
| B | Std. Error | Beta |
| 1 | (Constant) | 5,601 | 2,118 |  | 2,645 | 0,010 |
| Periklanan\_Media\_Sosial | 0,844 | 0,058 | 0,848 | 14,602 | 0,000 |
| a. Dependent Variable: Peningkatan\_Volume\_Penjualan | | | | | | |

**Lampiran 5: rtabel dan ttabel**

**Tabel r untuk df = 51 – 100**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **df = (N-2)** | **Tingkat signifikansi untuk uji satu arah** | | | | |
| **0.05** | **0.025** | **0.01** | **0.005** | **0.0005** |
| **Tingkat signifikansi untuk uji dua arah** | | | | |
| **0.1** | **0.05** | **0.02** | **0.01** | **0.001** |
| 51 | 0.2284 | 0.2706 | 0.3188 | 0.3509 | 0.4393 |
| 52 | 0.2262 | 0.2681 | 0.3158 | 0.3477 | 0.4354 |
| 53 | 0.2241 | 0.2656 | 0.3129 | 0.3445 | 0.4317 |
| 54 | 0.2221 | 0.2632 | 0.3102 | 0.3415 | 0.4280 |
| 55 | 0.2201 | 0.2609 | 0.3074 | 0.3385 | 0.4244 |
| 56 | 0.2181 | 0.2586 | 0.3048 | 0.3357 | 0.4210 |
| 57 | 0.2162 | 0.2564 | 0.3022 | 0.3328 | 0.4176 |
| 58 | 0.2144 | 0.2542 | 0.2997 | 0.3301 | 0.4143 |
| 59 | 0.2126 | 0.2521 | 0.2972 | 0.3274 | 0.4110 |
| 60 | 0.2108 | 0.2500 | 0.2948 | 0.3248 | 0.4079 |
| 61 | 0.2091 | 0.2480 | 0.2925 | 0.3223 | 0.4048 |
| 62 | 0.2075 | 0.2461 | 0.2902 | 0.3198 | 0.4018 |
| 63 | 0.2058 | 0.2441 | 0.2880 | 0.3173 | 0.3988 |
| 64 | 0.2042 | 0.2423 | 0.2858 | 0.3150 | 0.3959 |
| 65 | 0.2027 | 0.2404 | 0.2837 | 0.3126 | 0.3931 |
| 66 | 0.2012 | 0.2387 | 0.2816 | 0.3104 | 0.3903 |
| 67 | 0.1997 | 0.2369 | 0.2796 | 0.3081 | 0.3876 |
| 68 | 0.1982 | 0.2352 | 0.2776 | 0.3060 | 0.3850 |
| 69 | 0.1968 | 0.2335 | 0.2756 | 0.3038 | 0.3823 |
| 70 | 0.1954 | 0.2319 | 0.2737 | 0.3017 | 0.3798 |
| 80 | 0.1829 | 0.2172 | 0.2565 | 0.2830 | 0.3568 |
| 81 | 0.1818 | 0.2159 | 0.2550 | 0.2813 | 0.3547 |
| 82 | 0.1807 | 0.2146 | 0.2535 | 0.2796 | 0.3527 |
| 83 | 0.1796 | 0.2133 | 0.2520 | 0.2780 | 0.3507 |
| 84 | 0.1786 | 0.2120 | 0.2505 | 0.2764 | 0.3487 |
| 85 | 0.1775 | 0.2108 | 0.2491 | 0.2748 | 0.3468 |
| 86 | 0.1765 | 0.2096 | 0.2477 | 0.2732 | 0.3449 |
| 87 | 0.1755 | 0.2084 | 0.2463 | 0.2717 | 0.3430 |
| 88 | 0.1745 | 0.2072 | 0.2449 | 0.2702 | 0.3412 |
| 89 | 0.1735 | 0.2061 | 0.2435 | 0.2687 | 0.3393 |
| 90 | 0.1726 | 0.2050 | 0.2422 | 0.2673 | 0.3375 |
| 91 | 0.1716 | 0.2039 | 0.2409 | 0.2659 | 0.3358 |
| 92 | 0.1707 | 0.2028 | 0.2396 | 0.2645 | 0.3341 |
| 93 | 0.1698 | 0.2017 | 0.2384 | 0.2631 | 0.3323 |
| 94 | 0.1689 | 0.2006 | 0.2371 | 0.2617 | 0.3307 |
| 95 | 0.1680 | 0.1996 | 0.2359 | 0.2604 | 0.3290 |
| 96 | 0.1671 | 0.1986 | 0.2347 | 0.2591 | 0.3274 |
| 97 | 0.1663 | 0.1975 | 0.2335 | 0.2578 | 0.3258 |
| 98 | 0.1654 | 0.1966 | 0.2324 | 0.2565 | 0.3242 |
| 99 | 0.1646 | 0.1956 | 0.2312 | 0.2552 | 0.3226 |
| 100 | 0.1638 | 0.1946 | 0.2301 | 0.2540 | 0.3211 |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **d.f.** | **TINGKAT SIGNIFIKANSI** | | | | | | |
| dua sisi | 20% | 10% | 5% | 2% | 1% | 0,20% | 0,10% |
| satu sisi | 10% | 5% | 2,50% | 1% | 0,50% | 0,10% | 0,05% |
| 1 | 3,078 | 6,314 | 12,706 | 31,821 | 63,657 | 318,309 | 636,619 |
| 2 | 1,886 | 2,92 | 4,303 | 6,965 | 9,925 | 22,327 | 31,599 |
| 3 | 1,638 | 2,353 | 3,182 | 4,541 | 5,841 | 10,215 | 12,924 |
| 4 | 1,533 | 2,132 | 2,776 | 3,747 | 4,604 | 7,173 | 8,61 |
| 5 | 1,476 | 2,015 | 2,571 | 3,365 | 4,032 | 5,893 | 6,869 |
| 6 | 1,44 | 1,943 | 2,447 | 3,143 | 3,707 | 5,208 | 5,959 |
| 7 | 1,415 | 1,895 | 2,365 | 2,998 | 3,499 | 4,785 | 5,408 |
| 8 | 1,397 | 1,86 | 2,306 | 2,896 | 3,355 | 4,501 | 5,041 |
| 9 | 1,383 | 1,833 | 2,262 | 2,821 | 3,25 | 4,297 | 4,781 |
| 10 | 1,372 | 1,812 | 2,228 | 2,764 | 3,169 | 4,144 | 4,587 |
| 11 | 1,363 | 1,796 | 2,201 | 2,718 | 3,106 | 4,025 | 4,437 |
| 12 | 1,356 | 1,782 | 2,179 | 2,681 | 3,055 | 3,93 | 4,318 |
| 13 | 1,35 | 1,771 | 2,16 | 2,65 | 3,012 | 3,852 | 4,221 |
| 14 | 1,345 | 1,761 | 2,145 | 2,624 | 2,977 | 3,787 | 4,14 |
| 15 | 1,341 | 1,753 | 2,131 | 2,602 | 2,947 | 3,733 | 4,073 |
| 16 | 1,337 | 1,746 | 2,12 | 2,583 | 2,921 | 3,686 | 4,015 |
| 17 | 1,333 | 1,74 | 2,11 | 2,567 | 2,898 | 3,646 | 3,965 |
| 18 | 1,33 | 1,734 | 2,101 | 2,552 | 2,878 | 3,61 | 3,922 |
| 19 | 1,328 | 1,729 | 2,093 | 2,539 | 2,861 | 3,579 | 3,883 |
| 20 | 1,325 | 1,725 | 2,086 | 2,528 | 2,845 | 3,552 | 3,85 |
| 21 | 1,323 | 1,721 | 2,08 | 2,518 | 2,831 | 3,527 | 3,819 |
| 22 | 1,321 | 1,717 | 2,074 | 2,508 | 2,819 | 3,505 | 3,792 |
| 23 | 1,319 | 1,714 | 2,069 | 2,5 | 2,807 | 3,485 | 3,768 |
| 24 | 1,318 | 1,711 | 2,064 | 2,492 | 2,797 | 3,467 | 3,745 |
| 25 | 1,316 | 1,708 | 2,06 | 2,485 | 2,787 | 3,45 | 3,725 |
| 26 | 1,315 | 1,706 | 2,056 | 2,479 | 2,779 | 3,435 | 3,707 |
| 27 | 1,314 | 1,703 | 2,052 | 2,473 | 2,771 | 3,421 | 3,69 |
| 28 | 1,313 | 1,701 | 2,048 | 2,467 | 2,763 | 3,408 | 3,674 |
| 29 | 1,311 | 1,699 | 2,045 | 2,462 | 2,756 | 3,396 | 3,659 |
| 30 | 1,31 | 1,697 | 2,042 | 2,457 | 2,75 | 3,385 | 3,646 |
| 31 | 1,309 | 1,696 | 2,04 | 2,453 | 2,744 | 3,375 | 3,633 |
| 32 | 1,309 | 1,694 | 2,037 | 2,449 | 2,738 | 3,365 | 3,622 |
| 33 | 1,308 | 1,692 | 2,035 | 2,445 | 2,733 | 3,356 | 3,611 |
| 34 | 1,307 | 1,691 | 2,032 | 2,441 | 2,728 | 3,348 | 3,601 |
| 35 | 1,306 | 1,69 | 2,03 | 2,438 | 2,724 | 3,34 | 3,591 |
| 36 | 1,306 | 1,688 | 2,028 | 2,434 | 2,719 | 3,333 | 3,582 |
| 37 | 1,305 | 1,687 | 2,026 | 2,431 | 2,715 | 3,326 | 3,574 |
| 38 | 1,304 | 1,686 | 2,024 | 2,429 | 2,712 | 3,319 | 3,566 |
| 39 | 1,304 | 1,685 | 2,023 | 2,426 | 2,708 | 3,313 | 3,558 |
| 40 | 1,303 | 1,684 | 2,021 | 2,423 | 2,704 | 3,307 | 3,551 |
| 41 | 1,303 | 1,683 | 2,02 | 2,421 | 2,701 | 3,301 | 3,544 |
| 42 | 1,302 | 1,682 | 2,018 | 2,418 | 2,698 | 3,296 | 3,538 |
| 43 | 1,302 | 1,681 | 2,017 | 2,416 | 2,695 | 3,291 | 3,532 |
| 44 | 1,301 | 1,68 | 2,015 | 2,414 | 2,692 | 3,286 | 3,526 |
| 45 | 1,301 | 1,679 | 2,014 | 2,412 | 2,69 | 3,281 | 3,52 |
| 46 | 1,3 | 1,679 | 2,013 | 2,41 | 2,687 | 3,277 | 3,515 |
| 47 | 1,3 | 1,678 | 2,012 | 2,408 | 2,685 | 3,273 | 3,51 |
| 48 | 1,299 | 1,677 | 2,011 | 2,407 | 2,682 | 3,269 | 3,505 |
| 49 | 1,299 | 1,677 | 2,01 | 2,405 | 2,68 | 3,265 | 3,5 |
| 50 | 1,299 | 1,676 | 2,009 | 2,403 | 2,678 | 3,261 | 3,496 |
| 51 | 1,298 | 1,675 | 2,008 | 2,402 | 2,676 | 3,258 | 3,492 |
| 52 | 1,298 | 1,675 | 2,007 | 2,4 | 2,674 | 3,255 | 3,488 |
| 53 | 1,298 | 1,674 | 2,006 | 2,399 | 2,672 | 3,251 | 3,484 |
| 54 | 1,297 | 1,674 | 2,005 | 2,397 | 2,67 | 3,248 | 3,48 |
| 55 | 1,297 | 1,673 | 2,004 | 2,396 | 2,668 | 3,245 | 3,476 |
| 56 | 1,297 | 1,673 | 2,003 | 2,395 | 2,667 | 3,242 | 3,473 |
| 57 | 1,297 | 1,672 | 2,002 | 2,394 | 2,665 | 3,239 | 3,47 |
| 58 | 1,296 | 1,672 | 2,002 | 2,392 | 2,663 | 3,237 | 3,466 |
| 59 | 1,296 | 1,671 | 2,001 | 2,391 | 2,662 | 3,234 | 3,463 |
| 60 | 1,296 | 1,671 | 2 | 2,39 | 2,66 | 3,232 | 3,46 |
| 61 | 1,296 | 1,67 | 2 | 2,389 | 2,659 | 3,229 | 3,457 |
| 62 | 1,295 | 1,67 | 1,999 | 2,388 | 2,657 | 3,227 | 3,454 |
| 63 | 1,295 | 1,669 | 1,998 | 2,387 | 2,656 | 3,225 | 3,452 |
| 64 | 1,295 | 1,669 | 1,998 | 2,386 | 2,655 | 3,223 | 3,449 |
| 65 | 1,295 | 1,669 | 1,997 | 2,385 | 2,654 | 3,22 | 3,447 |
| 66 | 1,295 | 1,668 | 1,997 | 2,384 | 2,652 | 3,218 | 3,444 |
| 67 | 1,294 | 1,668 | 1,996 | 2,383 | 2,651 | 3,216 | 3,442 |
| 68 | 1,294 | 1,668 | 1,995 | 2,382 | 2,65 | 3,214 | 3,439 |
| 69 | 1,294 | 1,667 | 1,995 | 2,382 | 2,649 | 3,213 | 3,437 |
| 70 | 1,294 | 1,667 | 1,994 | 2,381 | 2,648 | 3,211 | 3,435 |
| 71 | 1,294 | 1,667 | 1,994 | 2,38 | 2,647 | 3,209 | 3,433 |
| 72 | 1,293 | 1,666 | 1,993 | 2,379 | 2,646 | 3,207 | 3,431 |
| 73 | 1,293 | 1,666 | 1,993 | 2,379 | 2,645 | 3,206 | 3,429 |
| 74 | 1,293 | 1,666 | 1,993 | 2,378 | 2,644 | 3,204 | 3,427 |
| 75 | 1,293 | 1,665 | 1,992 | 2,377 | 2,643 | 3,202 | 3,425 |
| 76 | 1,293 | 1,665 | 1,992 | 2,376 | 2,642 | 3,201 | 3,423 |
| 77 | 1,293 | 1,665 | 1,991 | 2,376 | 2,641 | 3,199 | 3,421 |
| 78 | 1,292 | 1,665 | 1,991 | 2,375 | 2,64 | 3,198 | 3,42 |
| 79 | 1,292 | 1,664 | 1,99 | 2,374 | 2,64 | 3,197 | 3,418 |
| 80 | 1,292 | 1,664 | 1,99 | 2,374 | 2,639 | 3,195 | 3,416 |
| 81 | 1,292 | 1,664 | 1,99 | 2,373 | 2,638 | 3,194 | 3,415 |
| 82 | 1,292 | 1,664 | 1,989 | 2,373 | 2,637 | 3,193 | 3,413 |
| 83 | 1,292 | 1,663 | 1,989 | 2,372 | 2,636 | 3,191 | 3,412 |
| 84 | 1,292 | 1,663 | 1,989 | 2,372 | 2,636 | 3,19 | 3,41 |
| 85 | 1,292 | 1,663 | 1,988 | 2,371 | 2,635 | 3,189 | 3,409 |
| 86 | 1,291 | 1,663 | 1,988 | 2,37 | 2,634 | 3,188 | 3,407 |
| 87 | 1,291 | 1,663 | 1,988 | 2,37 | 2,634 | 3,187 | 3,406 |
| 88 | 1,291 | 1,662 | 1,987 | 2,369 | 2,633 | 3,185 | 3,405 |
| 89 | 1,291 | 1,662 | 1,987 | 2,369 | 2,632 | 3,184 | 3,403 |
| 90 | 1,291 | 1,662 | 1,987 | 2,368 | 2,632 | 3,183 | 3,402 |
| 91 | 1,291 | 1,662 | 1,986 | 2,368 | 2,631 | 3,182 | 3,401 |
| 92 | 1,291 | 1,662 | 1,986 | 2,368 | 2,63 | 3,181 | 3,399 |
| 93 | 1,291 | 1,661 | 1,986 | 2,367 | 2,63 | 3,18 | 3,398 |
| 94 | 1,291 | 1,661 | 1,986 | 2,367 | 2,629 | 3,179 | 3,397 |
| 95 | 1,291 | 1,661 | 1,985 | 2,366 | 2,629 | 3,178 | 3,396 |
| 96 | 1,29 | 1,661 | 1,985 | 2,366 | 2,628 | 3,177 | 3,395 |
| 97 | 1,29 | 1,661 | 1,985 | 2,365 | 2,627 | 3,176 | 3,394 |
| 98 | 1,29 | 1,661 | 1,984 | 2,365 | 2,627 | 3,175 | 3,393 |
| 99 | 1,29 | 1,66 | 1,984 | 2,365 | 2,626 | 3,175 | 3,392 |
| 100 | 1,29 | 1,66 | 1,984 | 2,364 | 2,626 | 3,174 | 3,39 |