**Lampiran I**

**KUESIONER**

Kepada Yth Bapak/Ibu Responden

di-

Tempat

Puji syukur kita panjatkan kehadirat Allah SWT karena atas limpahan rahmat, hidayah dan taufik-Nya lah sehingga angket penelitian ini yang berjudul “**Pengaruh Karaktersitik wirausaha dan inovasi yang ada di keberhasilan usaha UMKM kuliner ayam di Lubuk Pakam Deliserdang**”. Sehubungan dengan hal tersebut, maka mohon kesediaan Bapak/Ibu untuk mengisi angket ini walaupun disadari bahwa kesibukan selalu menyertai aktivitas, tugas dan pekerjaan Bapak/Ibu. Dalam mengisi angket ini, mohon kesediannya untuk menjawab secara jujur dan objektif, serta tidak merasa ragu karena angket ini hanya untuk kebutuhan penelitian, yang tidak sama sekali dimaksudkan untuk memberi penilaian yang dapat merugikan akademik Bapak/Ibu.

Atas kesediaan dan kerjasama yang baik ini diucapkan banyak terima kasih, semoga Allah SWT meridhoi kita semua, Amin.

Medan, Mei 2021

Peneliti

**Siti Khotimah**

NPM : 173114125

1. **IDENTITAS RESPONDEN**

Nama : .........................................................................

Jenis Kelamin : .........................................................................

Lama Usaha : .........................................................................

1. **PETUNJUK PENGISIAN**
   1. Bacalah baik-baik setiap pernyataan dalam angket ini sebelum menjawabnya.
   2. Berilah jawaban dengan memberi tanda (√) pada kolom yang tersedia.

SS = Sangat Setuju

S = Setuju

KS = Kurang Setuju

TS = Tidak Setuju

STS = Sangat Tidak Setuju

* 1. bila ada sesuatu yang kurang jelas. mohon ditanyakan pada peneliti.

**Karakteristik Wirausaha (X1)**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **No** | **Pernyataan** | | **SS** | | **S** | | **KS** | | **KS** | | **STS** |
| ***Passion* (Semangat)** | | | | | | | | | | | |
| 1 | Saya antusias dengan sesuatu yang berhubungan dengan kewirausahaan | |  | |  | |  | |  | |  |
| 2 | Saya bersemangat melakukan kegiatan usaha atau bisnis | |  | |  | |  | |  | |  |
| **I*ndependet* (Mandiri)** | | | | | | | | | | | |
| 3 | Saya berusaha menyelesaikan masalah dengan kemampuan yang dimiliki | |  | |  | |  | |  | |  |
| ***Creative dan Inovatif* (kreatif dan Inovasi)** | | | | | | | | | | | |
| 4 | Saya dapat menciptakan ide-ide baru dan dapat mengembangkannya | |  | |  | |  | |  | |  |
| 5 | Saya dapat berinovasi dengan ide yang sudah ada | |  | |  | |  | |  | |  |
| ***Market sensitivity* (peka terhadap pasar)** | | | | | | | | | | | |
| 6 | Saya dapat beradaptasi dengan perubahan permintaan pasar | |  | |  | |  | |  | |  |
| ***Calculated risk taker* (memperhitungkan resiko)** | | | | | | | | | | | |
| 7 | Saya berani dalam mengambil resiko ketika terjadi penawaran produk |  | |  | |  | |  | |  | | |
| ***Persistent* (gigih)** | | | | | | | | | | | | |
| 8 | Saya percaya diri dalam mengembangkan usaha |  | |  | |  | |  | |  | | |
| 9 | Saya mempunyai keyakinan teguh untuk sukses dalam berwirausaha |  | |  | |  | |  | |  | | |
| ***High Ethical standart* (standart etika tinggi)** | | | | | | | | | | | | |
| 10 | Saya menghargai karya orang lain |  | |  | |  | |  | |  | | |

**Inovasi (X2)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No** | **Pernyataan** | **SS** | **S** | **KS** | **KS** | **STS** |
| **Produk baru** | | | | | | |
| 1 | Saya membuat variasi produk baru |  |  |  |  |  |
| 2 | Saya menambah variasi pilihan rasa baru |  |  |  |  |  |
| 3 | Saya membuat produk dengan cara /teknik baru |  |  |  |  |  |
| **Fokus pada Pelanggan** | | | | | | |
| 4 | Saya membuat kemasan baru atau memperbaiki kemasan agar konsumen dapat mengulang pembelian |  |  |  |  |  |
| 5 | Saya mendesain produk yang akan menarik perhatian konsumen |  |  |  |  |  |
| 6 | Saya menjamin konsumen bahwa kualitas produk ayam yang dijual bisa diandalkan |  |  |  |  |  |
| **Orientasi pesaing** | | | | | | |
| 7 | Saya menggunakan alat modern untuk menunjang produksi |  |  |  |  |  |
| 8 | Saya menerima pesanan produk dari dalam maupun luar kota |  |  |  |  |  |
| **Penggunaan metode atau teknologi baru** | | | | | | |
| 9 | Media online dapat dijadikan sebagai alat dalam melakukan riset pasar |  |  |  |  |  |
| 10 | Saya akan mudah dalam melakukan riset pasar melalui penggunaan media sosial |  |  |  |  |  |

**Keberhasilan Usaha (Y)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No** | **Pernyataan** | **SS** | **S** | **KS** | **KS** | **STS** |
| **Meningkatnya omzet** | | | | | | |
| 1 | Pendapatan bersih terus meningkat setiap tahun |  |  |  |  |  |
| 2 | Saya mampu bertahan dalam kondisi apapun sehingga mampu mengembalikan modal yang telah diinvestasikan |  |  |  |  |  |
| 3 | Saya akan selalu memberikan sesuatu yang baru dalam menarik pelanggan agar pelanggan datang kembali |  |  |  |  |  |
| **Bertambahnya jumlah karyawan** | | | | | | |
| 4 | Saya dapat melakukan pertambahan karyawan setiap tahunnya |  |  |  |  |  |
| 5 | Saya dapat mempertahankan hubungan yang baik dengan karyawan maupun pelanggan |  |  |  |  |  |
| 6 | Saya berusaha selalu memberikan arahan kepada karyawan dengan baik dan sopan |  |  |  |  |  |
| **Meningkatnya volume penjualan** | | | | | | |
| 7 | Penjualan usaha yang saya miliki mengalami peningkatan yang cukup signifikan |  |  |  |  |  |
| 8 | Jumlah pelanggan tetap setiap hari bertambah |  |  |  |  |  |
| **Meningkatnya jumlah pelanggan dan transaksi** | | | | | | |
| 9 | Jumlah transaksi usaha semakin meningkat tiap tahunnya |  |  |  |  |  |
| 10 | Usaha yang saya miliki mengalami peningkatan jumlah pelanggan |  |  |  |  |  |

**Lampiran II**

**VALIDITAS VARIABEL KARAKTERSITIK WIRAUSAHA (X1)**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| no | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 1 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 2 | 3 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 |
| 3 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 4 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 |
| 5 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 |
| 6 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 5 |
| 7 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 |
| 8 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 |
| 9 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 10 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |
| 11 | 5 | 4 | 5 | 3 | 4 | 5 | 3 | 5 | 4 | 4 |
| 12 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 |
| 13 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 |
| 14 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 |
| 15 | 3 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 5 |
| 16 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 |
| 17 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 |
| 18 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 19 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 20 | 3 | 4 | 5 | 4 | 4 | 3 | 4 | 5 | 4 | 4 |
| 21 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 |
| 22 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 |
| 23 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 |
| 24 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 |
| 25 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 |
| 26 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 5 |
| 27 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 |
| 28 | 5 | 4 | 3 | 3 | 4 | 3 | 4 | 5 | 4 | 4 |
| 29 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 |
| 30 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |

**VALIDITAS VARIABEL INOVASI (X2)**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| NO | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 1 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 |
| 3 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 6 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 7 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 8 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 9 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 10 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 11 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 |
| 12 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 13 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 14 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 15 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 16 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 17 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 18 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 19 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 |
| 20 | 4 | 4 | 5 | 5 | 4 | 3 | 4 | 4 | 4 | 4 |
| 21 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 22 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 23 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 24 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 25 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 26 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 27 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 28 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 29 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 |
| 30 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |

**VALIDITAS VARIABEL KEBERHASILAN USAHA (Y)**

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| NO | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 1 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |
| 2 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 |
| 3 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 |
| 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 |
| 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 4 |
| 6 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 |
| 7 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 |
| 8 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 9 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 10 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 11 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 |
| 12 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 13 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 14 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 15 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 |
| 16 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 17 | 4 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 |
| 18 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 19 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 20 | 4 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 |
| 21 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 22 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 23 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 |
| 24 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 |
| 25 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 26 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 27 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |
| 28 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 |
| 29 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 |
| 30 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 |

**OUTPUT VALIDITAS DAN RELIABELITAS**

**VALIDTAS VARIABEL KARAKTERSITIK WIRAUSAHA (X1)**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Item-Total Statistics** | | | | |
|  | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Cronbach's Alpha if Item Deleted |
| p1 | 39.13 | 10.326 | .513 | .812 |
| p2 | 39.00 | 11.862 | .470 | .812 |
| p3 | 39.03 | 11.620 | .475 | .811 |
| p4 | 39.13 | 11.016 | .549 | .803 |
| p5 | 39.07 | 10.064 | .703 | .784 |
| p6 | 38.97 | 11.206 | .504 | .808 |
| p7 | 39.17 | 11.799 | .498 | .810 |
| p8 | 38.93 | 11.720 | .423 | .816 |
| p9 | 38.97 | 11.826 | .471 | .812 |
| p10 | 38.90 | 11.610 | .527 | .807 |

**RELIABILITAS** **VARIABEL KARAKTERSITIK WIRAUSAHA (X1)**

|  |  |  |
| --- | --- | --- |
| **Reliability Statistics** | | |
| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
| .824 | .827 | 10 |

**VALIDITAS VARIABEL INOVASI (X2)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Item-Total Statistics** | | | | | |
|  | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Squared Multiple Correlation | Cronbach's Alpha if Item Deleted |
| p1 | 38.57 | 7.633 | .568 | .543 | .849 |
| p2 | 38.47 | 7.085 | .737 | .742 | .834 |
| p3 | 38.23 | 7.426 | .579 | .818 | .849 |
| p4 | 38.30 | 7.252 | .636 | .810 | .843 |
| p5 | 38.47 | 7.292 | .648 | .771 | .842 |
| p6 | 38.60 | 7.421 | .573 | .751 | .849 |
| p7 | 38.73 | 8.202 | .545 | .479 | .854 |
| p8 | 38.73 | 8.064 | .446 | .800 | .859 |
| p9 | 38.67 | 7.954 | .415 | .811 | .862 |
| p10 | 38.73 | 7.720 | .610 | .798 | .847 |

**RELIABILITAS** **VARIABEL INOVASI (X2)**

|  |  |  |
| --- | --- | --- |
| **Reliability Statistics** | | |
| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
| .862 | .864 | 10 |

**VALIDITAS VARIABEL KEBERHASILAN USAHA (Y)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Item-Total Statistics** | | | | | |
|  | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Squared Multiple Correlation | Cronbach's Alpha if Item Deleted |
| p1 | 38.67 | 10.782 | .459 | .440 | .865 |
| p2 | 38.33 | 9.678 | .589 | .810 | .857 |
| p3 | 38.33 | 9.195 | .732 | .846 | .843 |
| p4 | 38.47 | 9.085 | .754 | .769 | .841 |
| p5 | 38.57 | 9.702 | .672 | .565 | .849 |
| p6 | 38.63 | 9.895 | .641 | .605 | .852 |
| p7 | 38.80 | 11.062 | .504 | .590 | .864 |
| p8 | 38.87 | 10.671 | .499 | .827 | .863 |
| p9 | 38.90 | 10.438 | .525 | .821 | .861 |
| p10 | 38.83 | 10.902 | .480 | .773 | .864 |

**RELIABELITAS VARIABEL KEBERHASILAN USAHA (Y)**

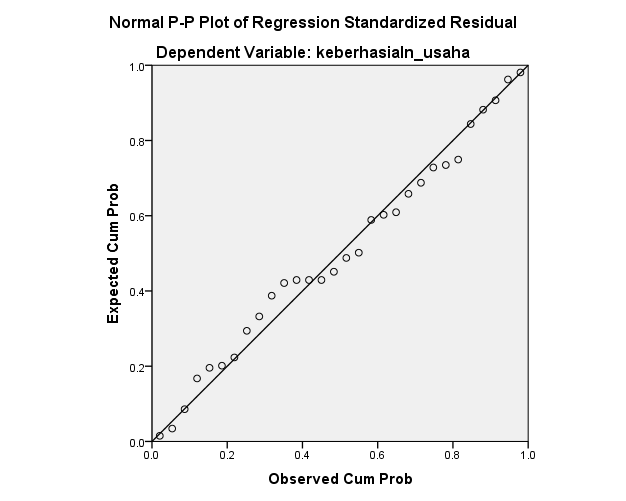
|  |  |  |
| --- | --- | --- |
| **Reliability Statistics** | | |
| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
| .869 | .869 | 10 |

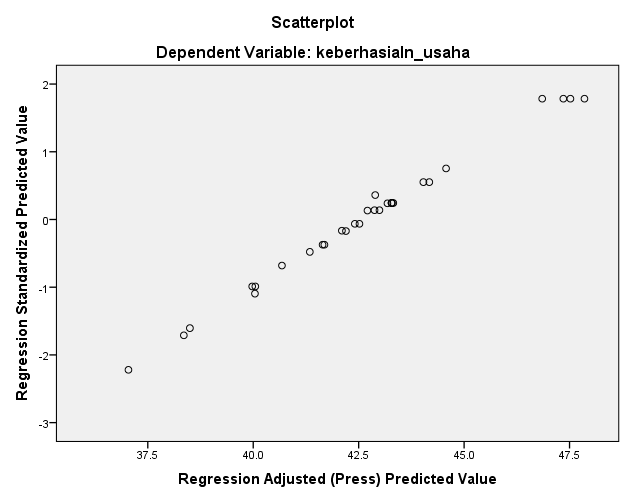
**Lampiran III**

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Tabulasi Jawaban Responden Variabel (X1)** | | | | | | | | | | | |
| **karakteristik wirausaha( X1 )** | | | | | | | | | | | |
| No. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 1 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 43 |
| 2 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 48 |
| 3 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 44 |
| 4 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 47 |
| 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 4 | 45 |
| 6 | 4 | 4 | 4 | 4 | 3 | 5 | 4 | 5 | 4 | 4 | 41 |
| 7 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 46 |
| 8 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 9 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 5 | 44 |
| 10 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 11 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 42 |
| 12 | 5 | 4 | 5 | 3 | 4 | 4 | 3 | 5 | 4 | 4 | 41 |
| 13 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 46 |
| 14 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 45 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 16 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 45 |
| 17 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 37 |
| 18 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 46 |
| 19 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 45 |
| 20 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 44 |
| 21 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 23 | 5 | 4 | 5 | 3 | 4 | 5 | 3 | 5 | 4 | 4 | 42 |
| 24 | 3 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 43 |
| 25 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 46 |
| 26 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 | 39 |
| 27 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 45 |
| 28 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 48 |
| 29 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 43 |
| 30 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Tabel** | | | | | | | | | | | |
| **TABULASI JAWABAN RESPONDEN VARIABEL(X2)** | | | | | | | | | | | |
| **Inovasi ( X2 )** | | | | | | | | | | | |
| No. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 1 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 44 |
| 2 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 43 |
| 3 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 44 |
| 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 44 |
| 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 4 | 45 |
| 6 | 3 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 41 |
| 7 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 46 |
| 8 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 48 |
| 9 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 5 | 44 |
| 10 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 11 | 3 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 40 |
| 12 | 5 | 4 | 5 | 3 | 4 | 4 | 3 | 5 | 4 | 4 | 41 |
| 13 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 46 |
| 14 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 45 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 16 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 45 |
| 17 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 37 |
| 18 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 44 |
| 19 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 45 |
| 20 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 42 |
| 21 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 22 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 38 |
| 23 | 5 | 4 | 5 | 3 | 4 | 5 | 3 | 5 | 4 | 4 | 42 |
| 24 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 43 |
| 25 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 44 |
| 26 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 | 39 |
| 27 | 3 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 43 |
| 28 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 46 |
| 29 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 43 |
| 30 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Tabel** | | | | | | | | | | | |
| **TABULASI JAWABAN RESPONDEN VARIABEL(Y)** | | | | | | | | | | | |
| **keberhasilan usaha ( Y )** | | | | | | | | | | | |
| No. | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | Total |
| 1 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 44 |
| 2 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 5 | 5 | 44 |
| 3 | 3 | 4 | 4 | 3 | 4 | 5 | 4 | 4 | 5 | 5 | 41 |
| 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 44 |
| 5 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 42 |
| 6 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 7 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 42 |
| 8 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 44 |
| 9 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 44 |
| 10 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 11 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 37 |
| 12 | 4 | 4 | 4 | 3 | 4 | 5 | 4 | 5 | 4 | 4 | 41 |
| 13 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 45 |
| 14 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 43 |
| 15 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 46 |
| 16 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 43 |
| 17 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 36 |
| 18 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 43 |
| 19 | 5 | 4 | 3 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 43 |
| 20 | 4 | 5 | 4 | 3 | 4 | 4 | 5 | 4 | 4 | 5 | 42 |
| 21 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 44 |
| 22 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 37 |
| 23 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 44 |
| 24 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 42 |
| 25 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 45 |
| 26 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 5 | 4 | 38 |
| 27 | 4 | 4 | 5 | 5 | 3 | 4 | 4 | 3 | 5 | 5 | 42 |
| 28 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 45 |
| 29 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 | 5 | 41 |
| 30 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 47 |

**HASIL OUTPUT SPSS**



|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Coefficientsa** | | | | | | | | |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | T | Sig. | Collinearity Statistics | |
| B | Std. Error | Beta | Tolerance | VIF |
| 1 | (Constant) | 6.995 | 3.879 |  | 1.803 | .083 |  |  |
| Karakteristik\_wirausaha | .264 | .144 | .298 | 1.826 | .079 | .332 | 3.016 |
| Inovasi | .542 | .145 | .611 | 3.744 | .001 | .332 | 3.016 |
| a. Dependent Variable: keberhasilan\_usaha | | | | | | | | |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Model Summaryb** | | | | | |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
| 1 | .872a | .761 | .744 | 1.519 | 2.184 |
| a. Predictors: (Constant), Inovasi, Karakteristik\_wirausaha | | | | | |
| b. Dependent Variable: keberhasilan\_usaha | | | | | |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **ANOVAa** | | | | | | |
| Model | | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 198.649 | 2 | 99.324 | 43.034 | .000b |
| Residual | 62.318 | 27 | 2.308 |  |  |
| Total | 260.967 | 29 |  |  |  |
| a. Dependent Variable: keberhasilan\_usaha | | | | | | |
| b. Predictors: (Constant), Inovasi, Karakteristik\_wirausaha | | | | | | |