**Lampiran 1. Tabulasi Penelitian**

**Tabulasi Data Variabel Penetapan Harga (X1)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No Responden**  **(Y)** | **Nomor Item Peryataan**  **(X)** | | | | | **Total X** |
| 1 | 2 | 3 | 4 | 5 |
| 1 | 3 | 3 | 5 | 4 | 5 | 20 |
| 2 | 4 | 3 | 5 | 4 | 3 | 19 |
| 3 | 4 | 3 | 5 | 4 | 4 | 20 |
| 4 | 5 | 3 | 2 | 4 | 5 | 19 |
| 5 | 5 | 3 | 2 | 4 | 5 | 19 |
| 6 | 4 | 3 | 3 | 5 | 4 | 19 |
| 7 | 2 | 3 | 5 | 4 | 5 | 19 |
| 8 | 4 | 3 | 5 | 4 | 3 | 19 |
| 9 | 5 | 2 | 5 | 4 | 3 | 19 |
| 10 | 4 | 2 | 5 | 4 | 4 | 19 |
| 11 | 2 | 5 | 5 | 2 | 5 | 19 |
| 12 | 3 | 5 | 5 | 2 | 4 | 19 |
| 13 | 4 | 5 | 5 | 2 | 3 | 19 |
| 14 | 4 | 5 | 5 | 2 | 5 | 21 |
| 15 | 4 | 5 | 5 | 2 | 3 | 19 |
| 16 | 5 | 3 | 2 | 4 | 4 | 18 |
| 17 | 4 | 2 | 5 | 4 | 5 | 20 |
| 18 | 4 | 5 | 2 | 5 | 3 | 19 |
| 19 | 4 | 5 | 5 | 2 | 4 | 20 |
| 20 | 3 | 5 | 2 | 4 | 5 | 19 |
| 21 | 4 | 5 | 5 | 4 | 2 | 20 |
| 22 | 5 | 5 | 2 | 3 | 4 | 19 |
| 23 | 2 | 5 | 3 | 4 | 5 | 19 |
| 24 | 4 | 2 | 5 | 4 | 4 | 19 |
| 25 | 4 | 5 | 5 | 4 | 2 | 20 |
| 26 | 3 | 2 | 5 | 4 | 5 | 19 |
| 27 | 3 | 3 | 5 | 4 | 4 | 19 |
| 28 | 4 | 5 | 2 | 4 | 4 | 19 |
| 29 | 3 | 2 | 5 | 4 | 5 | 19 |
| 30 | 4 | 5 | 5 | 4 | 2 | 20 |
|  | ∑X1 | | | | | 578 |

Keterangan

5 : Sangat Setuju 3: Kurang Setuju 1: Sangat Tidak Setuju

4 : Setuju 2 : Tidak Setuju

**Tabulasi Data Variabel Saluran Distribusi (X2)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No Responden**  **(Y)** | **Nomor Item Peryataan**  **(X)** | | | | | **Total X2** |
| 1 | 2 | 3 | 4 | 5 |
| 1 | 4 | 3 | 4 | 5 | 5 | 21 |
| 2 | 5 | 3 | 4 | 2 | 5 | 19 |
| 3 | 2 | 4 | 4 | 4 | 5 | 19 |
| 4 | 4 | 4 | 3 | 5 | 5 | 21 |
| 5 | 3 | 4 | 4 | 3 | 5 | 19 |
| 6 | 4 | 4 | 2 | 4 | 5 | 19 |
| 7 | 5 | 3 | 4 | 2 | 5 | 19 |
| 8 | 4 | 3 | 4 | 5 | 5 | 21 |
| 9 | 2 | 5 | 4 | 2 | 5 | 18 |
| 10 | 5 | 4 | 3 | 4 | 5 | 21 |
| 11 | 4 | 4 | 4 | 2 | 5 | 19 |
| 12 | 2 | 3 | 4 | 5 | 5 | 19 |
| 13 | 4 | 5 | 4 | 2 | 5 | 20 |
| 14 | 5 | 4 | 4 | 4 | 5 | 22 |
| 15 | 4 | 4 | 4 | 2 | 5 | 19 |
| 16 | 5 | 2 | 3 | 5 | 5 | 20 |
| 17 | 4 | 5 | 4 | 2 | 5 | 20 |
| 18 | 2 | 4 | 4 | 4 | 5 | 19 |
| 19 | 3 | 3 | 4 | 5 | 5 | 20 |
| 20 | 3 | 5 | 4 | 2 | 5 | 19 |
| 21 | 4 | 4 | 4 | 4 | 5 | 21 |
| 22 | 5 | 2 | 4 | 3 | 5 | 19 |
| 23 | 4 | 5 | 4 | 2 | 5 | 20 |
| 24 | 3 | 4 | 3 | 4 | 5 | 19 |
| 25 | 4 | 4 | 4 | 2 | 5 | 19 |
| 26 | 5 | 3 | 4 | 5 | 5 | 22 |
| 27 | 4 | 4 | 4 | 3 | 5 | 20 |
| 28 | 3 | 4 | 4 | 4 | 5 | 20 |
| 29 | 4 | 4 | 2 | 5 | 5 | 20 |
| 30 | 5 | 3 | 4 | 3 | 5 | 20 |
|  | ∑X2 | | | | | 594 |

Keterangan

5 : Sangat Setuju 3: Kurang Setuju 1: Sangat Tidak Setuju

4 : Setuju 2 : Tidak Setuju

**Tabulasi Data Variabel Pendapatan (Y)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **No Responden**  **(Y)** | **Nomor Item Peryataan**  **(X)** | | | | | **Total Y** |
| 1 | 2 | 3 | 4 | 5 |  |
| 1 | 5 | 3 | 5 | 5 | 5 | 23 |
| 2 | 3 | 4 | 5 | 5 | 3 | 20 |
| 3 | 5 | 5 | 5 | 2 | 5 | 22 |
| 4 | 5 | 5 | 5 | 4 | 2 | 21 |
| 5 | 5 | 5 | 5 | 3 | 2 | 20 |
| 6 | 5 | 5 | 5 | 5 | 2 | 22 |
| 7 | 5 | 4 | 5 | 4 | 4 | 22 |
| 8 | 5 | 3 | 5 | 3 | 5 | 21 |
| 9 | 2 | 5 | 5 | 5 | 3 | 20 |
| 10 | 4 | 5 | 5 | 3 | 5 | 22 |
| 11 | 5 | 3 | 5 | 5 | 3 | 21 |
| 12 | 5 | 5 | 4 | 2 | 5 | 21 |
| 13 | 3 | 5 | 5 | 5 | 5 | 23 |
| 14 | 5 | 4 | 5 | 4 | 4 | 22 |
| 15 | 3 | 5 | 5 | 5 | 3 | 21 |
| 16 | 5 | 5 | 5 | 3 | 2 | 20 |
| 17 | 5 | 5 | 5 | 2 | 5 | 22 |
| 18 | 4 | 4 | 5 | 5 | 4 | 22 |
| 19 | 5 | 5 | 5 | 2 | 5 | 22 |
| 20 | 2 | 5 | 5 | 5 | 4 | 21 |
| 21 | 5 | 5 | 5 | 4 | 4 | 23 |
| 22 | 5 | 2 | 4 | 5 | 5 | 21 |
| 23 | 4 | 5 | 5 | 3 | 5 | 22 |
| 24 | 5 | 2 | 5 | 5 | 4 | 21 |
| 25 | 4 | 5 | 3 | 4 | 5 | 21 |
| 26 | 4 | 5 | 5 | 5 | 4 | 23 |
| 27 | 5 | 4 | 4 | 3 | 5 | 21 |
| 28 | 4 | 5 | 5 | 5 | 4 | 23 |
| 29 | 5 | 3 | 5 | 4 | 5 | 22 |
| 30 | 4 | 5 | 5 | 5 | 4 | 23 |
|  | ∑Y | | | | | 648 |

Keterangan

5 : Sangat Setuju 3: Kurang Setuju 1: Sangat Tidak Setuju

4 : Setuju 2 : Tidak Setuju

**Lampiran 2. Hasil Regresi**

REGRESSION

/MISSING LISTWISE

/STATISTICS COEFF OUTS R ANOVA

/CRITERIA=PIN(.05) POUT(.10)

/NOORIGIN

/DEPENDENT Y

/METHOD=ENTER X1 X2

/SCATTERPLOT=(\*ZRESID ,\*ZPRED)

/RESIDUALS DURBIN HISTOGRAM(ZRESID) NORMPROB(ZRESID)

/CASEWISE PLOT(ZRESID) ALL

/SAVE RESID.

**Regression**

|  |  |  |
| --- | --- | --- |
| **Notes** | | |
| Output Created | | 20-JUL-2020 00:12:36 |
| Comments | |  |
| Input | Active Dataset | DataSet0 |
| Filter | <none> |
| Weight | <none> |
| Split File | <none> |
| N of Rows in Working Data File | 30 |
| Missing Value Handling | Definition of Missing | User-defined missing values are treated as missing. |
| Cases Used | Statistics are based on cases with no missing values for any variable used. |
| Syntax | | REGRESSION  /MISSING LISTWISE  /STATISTICS COEFF OUTS R ANOVA  /CRITERIA=PIN(.05) POUT(.10)  /NOORIGIN  /DEPENDENT Y  /METHOD=ENTER X1 X2  /SCATTERPLOT=(\*ZRESID ,\*ZPRED)  /RESIDUALS DURBIN HISTOGRAM(ZRESID) NORMPROB(ZRESID)  /CASEWISE PLOT(ZRESID) ALL  /SAVE RESID. |
| Resources | Processor Time | 00:00:00.81 |
| Elapsed Time | 00:00:01.09 |
| Memory Required | 1644 bytes |
| Additional Memory Required for Residual Plots | 904 bytes |
| Variables Created or Modified | RES\_1 | Unstandardized Residual |

[DataSet0]

|  |  |  |  |
| --- | --- | --- | --- |
| **Variables Entered/Removeda** | | | |
| Model | Variables Entered | Variables Removed | Method |
| 1 | Saluran Distribusi, Penetapan Hargab | . | Enter |
| a. Dependent Variable: Pendapatan | | | |
| b. All requested variables entered. | | | |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Model Summaryb** | | | | | |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
| 1 | .593a | .352 | .304 | .808 | 2.293 |
| a. Predictors: (Constant), Saluran Distribusi, Penetapan Harga | | | | | |
| b. Dependent Variable: Pendapatan | | | | | |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **ANOVAa** | | | | | | |
| Model | | Sum of Squares | df | Mean Square | F | Sig. |
| 1 | Regression | 9.568 | 2 | 4.784 | 7.326 | .003b |
| Residual | 17.632 | 27 | .653 |  |  |
| Total | 27.200 | 29 |  |  |  |
| a. Dependent Variable: Pendapatan | | | | | | |
| b. Predictors: (Constant), Saluran Distribusi, Penetapan Harga | | | | | | |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Coefficientsa** | | | | | | |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | 3.903 | 5.157 |  | .757 | .456 |
| Penetapan Harga | .497 | .273 | .299 | 1.822 | .080 |
| Saluran Distribusi | .410 | .160 | .422 | 2.570 | .016 |
| a. Dependent Variable: Pendapatan | | | | | | |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Casewise Diagnosticsa** | | | | |
| Case Number | Std. Residual | Pendapatan | Predicted Value | Residual |
| 1 | .672 | 23 | 22.46 | .543 |
| 2 | -1.410 | 20 | 21.14 | -1.139 |
| 3 | .450 | 22 | 21.64 | .364 |
| 4 | -1.188 | 21 | 21.96 | -.960 |
| 5 | -1.410 | 20 | 21.14 | -1.139 |
| 6 | 1.065 | 22 | 21.14 | .861 |
| 7 | 1.065 | 22 | 21.14 | .861 |
| 8 | -1.188 | 21 | 21.96 | -.960 |
| 9 | -.902 | 20 | 20.73 | -.729 |
| 10 | .050 | 22 | 21.96 | .040 |
| 11 | -.172 | 21 | 21.14 | -.139 |
| 12 | -.172 | 21 | 21.14 | -.139 |
| 13 | 1.795 | 23 | 21.55 | 1.450 |
| 14 | -1.688 | 22 | 23.36 | -1.364 |
| 15 | -.172 | 21 | 21.14 | -.139 |
| 16 | -1.303 | 20 | 21.05 | -1.053 |
| 17 | -.057 | 22 | 22.05 | -.046 |
| 18 | 1.065 | 22 | 21.14 | .861 |
| 19 | -.057 | 22 | 22.05 | -.046 |
| 20 | -.172 | 21 | 21.14 | -.139 |
| 21 | .672 | 23 | 22.46 | .543 |
| 22 | -.172 | 21 | 21.14 | -.139 |
| 23 | .557 | 22 | 21.55 | .450 |
| 24 | -.172 | 21 | 21.14 | -.139 |
| 25 | -.787 | 21 | 21.64 | -.636 |
| 26 | .779 | 23 | 22.37 | .630 |
| 27 | -.680 | 21 | 21.55 | -.550 |
| 28 | 1.795 | 23 | 21.55 | 1.450 |
| 29 | .557 | 22 | 21.55 | .450 |
| 30 | 1.180 | 23 | 22.05 | .954 |
| a. Dependent Variable: Pendapatan | | | | |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Residuals Statisticsa** | | | | | |
|  | Minimum | Maximum | Mean | Std. Deviation | N |
| Predicted Value | 20.73 | 23.36 | 21.60 | .574 | 30 |
| Residual | -1.364 | 1.450 | .000 | .780 | 30 |
| Std. Predicted Value | -1.517 | 3.071 | .000 | 1.000 | 30 |
| Std. Residual | -1.688 | 1.795 | .000 | .965 | 30 |
| a. Dependent Variable: Pendapatan | | | | | |

**Charts**





