

## LAMPIRAN

### Lampiran 1 Surat Tugas Pembimbing Skripsi



## UNIVERSITAS GALUH FAKULTAS EKONOMI

PROGRAM STUDI MANAJEMEN : TERAKREDITASI "B" SK. NO. 5278/SK/BAN-PT/Akred/S/IX/2020  
PROGRAM STUDI AKUNTANSI : TERAKREDITASI "B" SK. NO. 4682/SK/BAN-PT/Akred/S/VIII/2020  
Jl. RE. Martadinata No. 150 Telp/Fax. (0265) 772060 - 778374 Ciamis 46251

### SURAT TUGAS MEMBIMBING SKRIPSI

Nomor : 2706/34/ST/AK/D/X/2025

Dekan Fakultas Ekonomi Universitas Galuh Ciamis dengan ini memberi tugas membimbing skripsi kepada :

Nama : **Dr. Apri Budianto, Drs., M.M.**  
sebagai Pembimbing I

Nama : **Dr. Andini Grace Tinia, S.E., M.M.**  
sebagai Pembimbing II

Dalam penulisan/penyusunan skripsi mahasiswa untuk dan atas :

Nama : **SARAH DWI SEPTIANI**  
NIM : 3402220197  
Program Studi : **Manajemen**  
Judul Skripsi : **PENGARUH INFLUENCER AUTHENTICITY DAN KEMUDAHAN  
TRANSAKSI TERHADAP MINAT BELI PRODUK SKINCARE PADA  
GENERASI Z DI TIKTOK SHOP**

Surat tugas ini berlaku sampai dengan skripsi selesai paling lambat 1 (satu) tahun setelah penetapan surat tugas ini.

Demikian agar dilaksanakan sebagaimana mestinya.



Ciamis, 29 Oktober 2025  
Dekan,

**Dr. Nurdiana Mulyatini, S.E., M.M.**  
NIK. 3112770079

Tembusan :

- Yth. Ketua Program Studi yang bersangkutan
- Yth. Mahasiswa yang bersangkutan

## Lampiran 2 Surat Izin Penelitian



### UNIVERSITAS GALUH FAKULTAS EKONOMI

PROGRAM STUDI MANAJEMEN : TERAKREDITASI "B" SK. NO. 5278/SK/BAN-PT/Akred/S/IX/2020  
PROGRAM STUDI AKUNTANSI : TERAKREDITASI "B" SK. NO. 4682/SK/BAN-PT/Akred/S/VIII/2020  
Jl. RE. Martadinata No. 150 Telp/Fax. (0265) 772060 - 778374 Ciamis 46251

Nomor : 340/34/SP/AK/DI/IV/2026  
Lampiran : -  
Perihal : Ijin Penelitian Skripsi

Kepada Yth.  
Dekan Fakultas Ekonomi Universitas Galuh Ciamis  
di  
Tempat

Dengan Hormat,  
Berdasarkan Program Akademik Fakultas Ekonomi Universitas Galuh Ciamis, dalam rangka menyelesaikan studi mahasiswa diwajibkan untuk menyusun skripsi. Untuk keperluan tersebut kiranya Bapak/Ibu dapat membantu mahasiswa kami dalam melakukan penelitian dan pengumpulan data. Adapun mahasiswa yang dimaksud adalah:

Nama : Sarah Dwi Septiani  
Nomor Pokok / NIM : 3402220197  
Asal Program Studi : Manajemen  
Tempat Tanggal Lahir : Ciamis, 04 September 2003  
Telepon / HP : 0856247772252  
Alamat : Dusun Linggaharja RT/RW 003/001 Desa Mekarsari Kec. Tambaksari Kab. Ciamis  
Lamanya Penelitian : Maret 2026 - Mei 2026  
Judul Penelitian : Pengaruh Influencer Authenticity dan Kemudahan Transaksi terhadap Keputusan Pembelian Produk Skincare di Tiktok Shop (Suatu Studi pada Mahasiswa Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Angkatan 2022)

Demikian permohonan ini kami sampaikan, atas perhatian dan kerjasamanya kami ucapkan terima kasih.

Ciamis, 09 April 2026

Dekan



Dr. Nurdiana Mulyatini, SE., MM

NIK. 3112770079

### Lampiran 3 Surat Balasan Izin Penelitian



## UNIVERSITAS GALUH FAKULTAS EKONOMI

PROGRAM STUDI MANAJEMEN : TERAKREDITASI "B" SK. NO. 5278/SK/BAN-PT/Akred/S/IX/2020  
PROGRAM STUDI AKUNTANSI : TERAKREDITASI "B" SK. NO. 4682/SK/BAN-PT/Akred/S/VIII/2020  
Jl. RE. Martadinata No. 150 Telp/Fax. (0265) 772060 - 778374 Ciamis 46251

Nomor : 348/34/SP/AK/D/IV/2026  
Lampiran : 1 Lembar  
Perihal : Izin Penelitian

Kepada Yth. Saudara/i  
Sarah Dwi Septiani  
di  
Ciamis

Assalamu'alaikum Wr. Wb.

Dengan ini Dekan Fakultas Ekonomi Universitas Galuh Ciamis memberikan ijin kepada mahasiswa berikut ini untuk melakukan penelitian skripsi selama tidak mengganggu kegiatan di Fakultas Ekonomi Universitas Galuh.

Nama : Sarah Dwi Septiani  
NIM : 3402220197  
Program Studi : Manajemen  
Lama Penelitian : 3 Bulan  
Judul Penelitian : Pengaruh Influencer Authenticity Dan Kemudahan Transaksi Terhadap Keputusan Pembelian Produk Skincare Di Tiktok Shop (Suatu Studi Pada Mahasiswa Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Angka

Selanjutnya sebagai pendukung, kami lampirkan data sebagai berikut:

1. Data Jumlah Mahasiswa Fakultas Ekonomi Angkatan 2022 - 2025

Demikian kami sampaikan. Atas perhatian dan kerjasama yang baik diucapkan terima kasih.

Wassalamu'alaikum Wr. Wb.

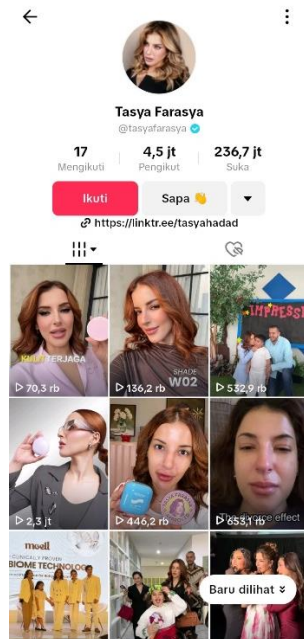
Ciamis, 9 April 2026  
Dekan,

**Dr. Nurdiana Mulyatini, S.E., M.M.**  
NIK. 3112770079

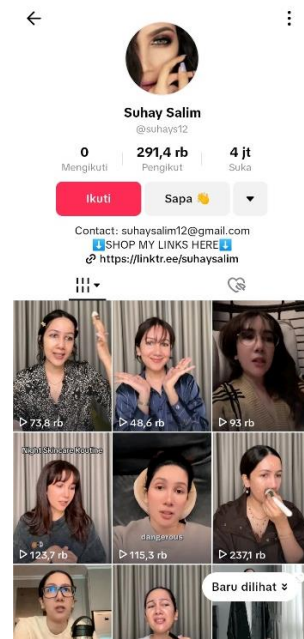
**Lampiran 4 Data Mahasiswa Program Studi Manajemen Tahun Angkatan 2022**

| <b>No</b>              | <b>Kelas</b> | <b>Jumlah Mahasiswa Aktif</b> | <b>Jumlah Mahasiswa Aktif yang Pernah Membeli Skincare di TikTok Shop</b> |
|------------------------|--------------|-------------------------------|---------------------------------------------------------------------------|
| 1                      | A            | 39                            | 11                                                                        |
| 2                      | B            | 27                            | 11                                                                        |
| 3                      | C            | 35                            | 11                                                                        |
| 4                      | D            | 38                            | 10                                                                        |
| 5                      | E            | 37                            | 16                                                                        |
| 6                      | F            | 37                            | 10                                                                        |
| 7                      | G            | 32                            | 10                                                                        |
| 8                      | H            | 44                            | 18                                                                        |
| 9                      | Karyawan     | 39                            | 9                                                                         |
| <b>Jumlah Populasi</b> |              | <b>328</b>                    | <b>106</b>                                                                |

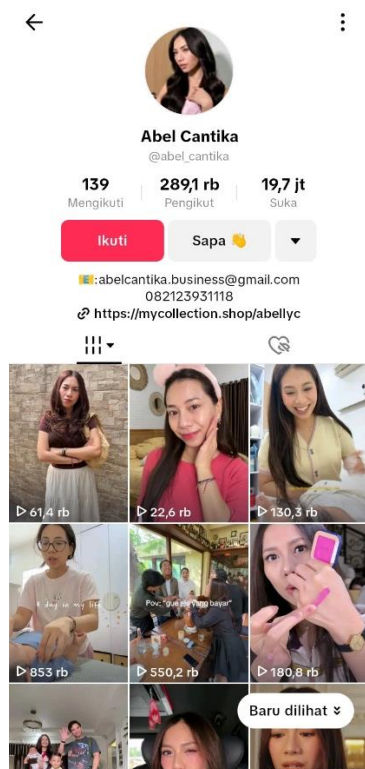
## Lampiran 5 Dokumentasi Influencer Skincare pada TikTok Shop



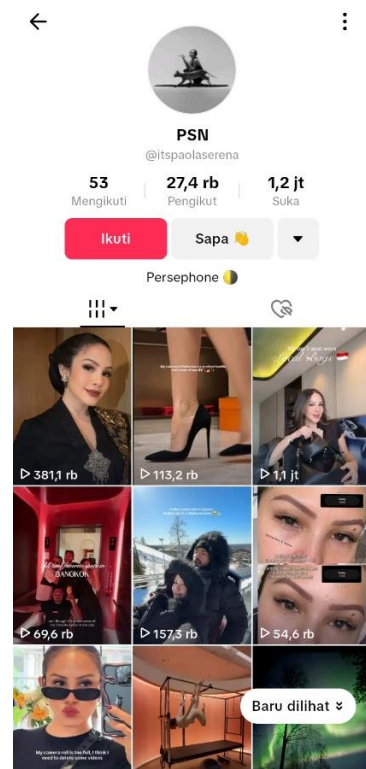
Gambar L5.1  
Akun TikTok Tasya Farasya



Gambar L5.2  
Akun TikTok Suhay Salim



Gambar L5.3  
Akun TikTok Abel Cantika



Gambar L5.4  
Akun TikTok Paola Serena

## Lampiran 6 Dokumentasi Kemudahan Transaksi TikTok Shop

Metode pembayaran

Informasi Anda aman dan terenkripsi >

Saldo tidak mencukupi: Rp7.616

COD

Bayar di tempat ⓘ



PayLater

Aktifkan >

Diskon 60%, min. pesanan Rp5000 >

Belanja s.d. Rp25.000.000, cicil sampai 12 bulan



Transfer virtual account

>



GoPay

Sambungkan >

Tautkan akun GoPay Anda dengan Tokopedia



OVO

Sambungkan >

Tautkan akun OVO Anda dengan Tokopedia



QRIS

+

Tambah kartu kredit/debit

>

Lanjutkan

Diproses oleh tokopedia

## Lampiran 7 Kuesioner Penelitian

### SURAT PENGANTAR KUESIONER PENELITIAN

Kepada Yth.

Saudara/i Mahasiswa Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Angkatan 2022 Pengguna TikTok Shop  
di

Tempat

**Assalamu'alaikum Wr. Wb**

Sehubungan dengan penyusunan tugas akhir skripsi sebagai salah satu syarat menempuh gelar Sarjana Manajemen Fakultas Ekonomi Universitas Galuh Ciamis, saya yang bertanda tangan di bawah ini:

Nama : Sarah Dwi Septiani

NIM : 3402220197

Saya bermaksud untuk melakukan penelitian dan memohon kesediaan Saudara/i untuk mengisi kuesioner yang saya sediakan. Adapun penelitian ini berjudul **“Pengaruh *Influencer Authenticity* dan Kemudahan Transaksi terhadap Keputusan Pembelian Produk Skincare di TikTok Shop (Suatu Studi pada Mahasiswa Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Angkatan 2022)”**. Besar harapan saya atas kesediaan Saudara/i untuk mengisi kuesioner ini dengan memberikan jawaban yang jujur, terbuka dan apa adanya. Pengumpulan data ini hanya akan digunakan untuk penyusunan tugas akhir saja dan semua jawaban dan identitas akan digunakan untuk kepentingan penelitian ini saja.

Atas segala perhatian, bantuan dan kesediaan Saudara/i dalam meluangkan waktu untuk mengisi kuesioner ini saya ucapkan terima kasih.

Hormat Peneliti,

Sarah Dwi Septiani

## I. PETUNJUK PENGISIAN

1. Bacalah setiap pernyataan dengan seksama sebelum memberikan jawaban.
2. Isilah identitas responden sesuai dengan kolom yang tersedia.
3. Kuesioner ini ditujukan kepada Mahasiswa Program Studi Manajemen Fakultas Ekonomi Universitas Galuh Angkatan 2022 yang pernah membeli produk skincare melalui TikTok Shop.
4. Berilah tanda ceklis (✓) pada salah satu jawaban yang sesuai dengan kondisi dan pengalaman Saudara/i.
5. Tidak ada jawaban benar atau salah. Jawablah sesuai keadaan yang sebenarnya.

### Kriteria Penilaian:

| Keterangan                | Skor |
|---------------------------|------|
| Sangat Setuju (SS)        | 5    |
| Setuju (S)                | 4    |
| Kurang Setuju (KS)        | 3    |
| Tidak Setuju (TS)         | 2    |
| Sangat Tidak Setuju (STS) | 1    |

### Pertanyaan Penyaringan (*Screening Question*)

| No | Pertanyaan                                                           | Jawaban             |
|----|----------------------------------------------------------------------|---------------------|
| 1  | Apakah Saudara/i pernah membeli produk skincare melalui TikTok Shop? | ( ) Ya<br>( ) Tidak |

Apabila menjawab "**Tidak**", maka responden tidak dapat melanjutkan pengisian kuesioner.

## II. IDENTITAS RESPONDEN

Jenis Kelamin : ( ) Laki-laki ( ) Perempuan

Usia : ( )  $\leq 20$  Tahun  
( ) 21 – 25 Tahun  
( )  $\geq 25$  Tahun

Kelas : ( ) A ( ) B ( ) C ( ) D ( ) E ( ) F ( ) G ( ) H ( ) Karyawan

Frekuensi pembelian skincare melalui TikTok Shop: ( ) 1 kali ( ) 2-3 kali ( ) 4-5 kali ( )  $\geq 5$  kali

**PERNYATAAN MENGENAI INFLUENCER AUTHENTICITY (X1)**

| No                                   | Pernyataan                                                                                                                     | SS | S | KS | TS | STS |
|--------------------------------------|--------------------------------------------------------------------------------------------------------------------------------|----|---|----|----|-----|
| <b>Connectedness (Keterhubungan)</b> |                                                                                                                                |    |   |    |    |     |
| 1                                    | Cara influencer menyampaikan informasi mengenai produk skincare terasa dekat dengan kehidupan sehari-hari audiens.             |    |   |    |    |     |
| 2                                    | Influencer membangun komunikasi yang terasa akrab dengan audiens ketika membahas produk skincare.                              |    |   |    |    |     |
| <b>Originality (Orisinalitas)</b>    |                                                                                                                                |    |   |    |    |     |
| 3                                    | Influencer memiliki gaya menyampaikan konten yang khas sehingga mudah dibedakan dari influencer lainnya.                       |    |   |    |    |     |
| 4                                    | Konten yang dibuat influencer mencerminkan karakter yang alami dan tidak dibuat-buat.                                          |    |   |    |    |     |
| <b>Transparency (Transparansi)</b>   |                                                                                                                                |    |   |    |    |     |
| 5                                    | Influencer menjelaskan secara terbuka apabila konten mengenai produk skincare merupakan hasil kerja sama dengan suatu merek.   |    |   |    |    |     |
| 6                                    | Informasi mengenai produk skincare yang disampaikan influencer dijelaskan secara jelas tanpa menyembunyikan informasi penting. |    |   |    |    |     |
| <b>Integrity (Integritas)</b>        |                                                                                                                                |    |   |    |    |     |
| 7                                    | Influencer menyampaikan informasi mengenai produk skincare secara jujur sesuai dengan kondisi produk yang dipromosikan.        |    |   |    |    |     |
| 8                                    | Influencer tidak melebih-lebihkan manfaat produk skincare dalam konten promosi yang dibuat.                                    |    |   |    |    |     |
| <b>Expertise (Keahlian)</b>          |                                                                                                                                |    |   |    |    |     |
| 9                                    | Influencer menunjukkan pengetahuan yang baik ketika menjelaskan manfaat dan penggunaan produk skincare.                        |    |   |    |    |     |
| 10                                   | Penjelasan influencer mengenai produk skincare menunjukkan pemahaman yang baik terhadap produk yang dipromosikan.              |    |   |    |    |     |

**PERNYATAAN MENGENAI KEMUDAHAN TRANSAKSI (X2)**

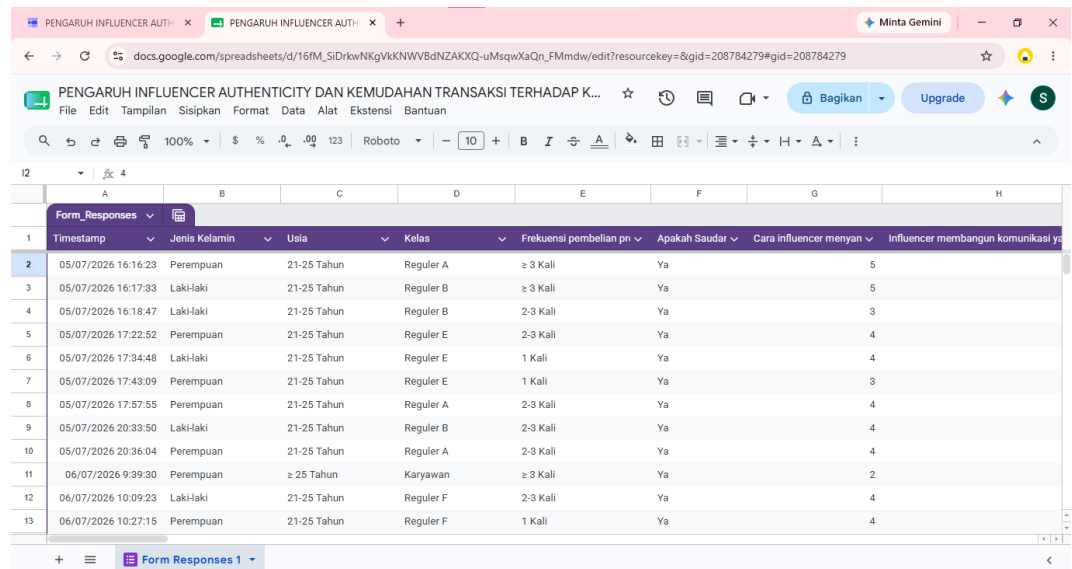
| No                                | Pernyataan                                                                                                                    | SS | S | KS | TS | STS |
|-----------------------------------|-------------------------------------------------------------------------------------------------------------------------------|----|---|----|----|-----|
| <b>Mudah Dipelajari</b>           |                                                                                                                               |    |   |    |    |     |
| 1                                 | Cara melakukan transaksi pembelian produk skincare di TikTok Shop mudah dipelajari meskipun baru pertama kali menggunakannya. |    |   |    |    |     |
| 2                                 | Cara menggunakan fitur transaksi di TikTok Shop dapat dipelajari tanpa bantuan orang lain.                                    |    |   |    |    |     |
| 3                                 | Penggunaan fitur transaksi di TikTok Shop dapat dikuasai dalam waktu yang relatif singkat.                                    |    |   |    |    |     |
| <b>Mudah Digunakan</b>            |                                                                                                                               |    |   |    |    |     |
| 4                                 | Fitur transaksi di TikTok Shop mudah digunakan.                                                                               |    |   |    |    |     |
| 5                                 | Proses pembayaran di TikTok Shop dapat dilakukan tanpa mengalami kesulitan yang berarti.                                      |    |   |    |    |     |
| 6                                 | Seluruh tahapan transaksi di TikTok Shop dapat diselesaikan dengan mudah.                                                     |    |   |    |    |     |
| <b>Jelas dan Mudah Dimengerti</b> |                                                                                                                               |    |   |    |    |     |
| 7                                 | Informasi yang ditampilkan selama proses transaksi di TikTok Shop disajikan secara jelas.                                     |    |   |    |    |     |
| 8                                 | Petunjuk penggunaan fitur transaksi di TikTok Shop disampaikan dengan bahasa yang mudah dimengerti.                           |    |   |    |    |     |
| 9                                 | Tata letak menu transaksi di TikTok Shop memudahkan pengguna menemukan fitur yang dibutuhkan.                                 |    |   |    |    |     |
| 10                                | Prosedur transaksi di TikTok Shop disusun secara runtut sehingga mudah diikuti oleh pengguna.                                 |    |   |    |    |     |

### PERNYATAAN MENGENAI KEPUTUSAN PEMBELIAN (Y)

| No                      | Pernyataan                                                                                                                          | SS | S | KS | TS | STS |
|-------------------------|-------------------------------------------------------------------------------------------------------------------------------------|----|---|----|----|-----|
| <b>Pemilihan Produk</b> |                                                                                                                                     |    |   |    |    |     |
| 1                       | Produk skincare yang dibeli melalui TikTok Shop dipilih berdasarkan kebutuhan dan manfaat yang diharapkan.                          |    |   |    |    |     |
| 2                       | Pemilihan produk skincare dilakukan setelah membandingkan beberapa pilihan produk yang tersedia di TikTok Shop.                     |    |   |    |    |     |
| <b>Pemilihan Merek</b>  |                                                                                                                                     |    |   |    |    |     |
| 3                       | Merek produk skincare menjadi salah satu pertimbangan sebelum melakukan pembelian melalui TikTok Shop.                              |    |   |    |    |     |
| 4                       | Merek produk skincare yang dipilih dianggap lebih sesuai dibandingkan merek lain yang sejenis.                                      |    |   |    |    |     |
| <b>Pilihan Penyalur</b> |                                                                                                                                     |    |   |    |    |     |
| 5                       | TikTok Shop dipilih sebagai tempat membeli produk skincare setelah mempertimbangkan beberapa platform belanja online.               |    |   |    |    |     |
| 6                       | TikTok Shop dipilih sebagai tempat membeli produk skincare karena dianggap paling sesuai untuk melakukan pembelian produk skincare. |    |   |    |    |     |
| <b>Waktu Pembelian</b>  |                                                                                                                                     |    |   |    |    |     |
| 7                       | Pembelian produk skincare melalui TikTok Shop dilakukan pada waktu yang dianggap paling sesuai dengan kebutuhan..                   |    |   |    |    |     |
| 8                       | Pembelian produk skincare melalui TikTok Shop dilakukan pada waktu yang telah direncanakan sebelumnya.                              |    |   |    |    |     |
| <b>Jumlah Pembelian</b> |                                                                                                                                     |    |   |    |    |     |
| 9                       | Jumlah produk skincare yang dibeli melalui TikTok Shop disesuaikan dengan kebutuhan penggunaan.                                     |    |   |    |    |     |
| 10                      | Jumlah produk skincare yang dibeli melalui TikTok Shop telah dipertimbangkan sebelum melakukan pembelian.                           |    |   |    |    |     |

## Lampiran 8 Jawaban Responden pada Google Forms

<https://forms.gle/j4ULLRPUG2iWgCq86>



| 1  | Timestamp           | Jenis Kelamin | Usia        | Kelas     | Frekuensi pembelian | Apakah Saudar | Cara influencer menyany | Influencer membangun komunikasi |
|----|---------------------|---------------|-------------|-----------|---------------------|---------------|-------------------------|---------------------------------|
| 2  | 05/07/2026 16:16:23 | Perempuan     | 21-25 Tahun | Reguler A | ≥ 3 Kali            | Ya            |                         | 5                               |
| 3  | 05/07/2026 16:17:33 | Laki-laki     | 21-25 Tahun | Reguler B | ≥ 3 Kali            | Ya            |                         | 5                               |
| 4  | 05/07/2026 16:18:47 | Laki-laki     | 21-25 Tahun | Reguler B | 2-3 Kali            | Ya            |                         | 3                               |
| 5  | 05/07/2026 17:22:52 | Perempuan     | 21-25 Tahun | Reguler E | 2-3 Kali            | Ya            |                         | 4                               |
| 6  | 05/07/2026 17:34:48 | Laki-laki     | 21-25 Tahun | Reguler E | 1 Kali              | Ya            |                         | 4                               |
| 7  | 05/07/2026 17:43:09 | Perempuan     | 21-25 Tahun | Reguler E | 1 Kali              | Ya            |                         | 3                               |
| 8  | 05/07/2026 17:57:55 | Perempuan     | 21-25 Tahun | Reguler A | 2-3 Kali            | Ya            |                         | 4                               |
| 9  | 05/07/2026 20:33:50 | Laki-laki     | 21-25 Tahun | Reguler B | 2-3 Kali            | Ya            |                         | 4                               |
| 10 | 05/07/2026 20:36:04 | Perempuan     | 21-25 Tahun | Reguler A | 2-3 Kali            | Ya            |                         | 4                               |
| 11 | 06/07/2026 9:39:30  | Perempuan     | ≥ 25 Tahun  | Karyawan  | ≥ 3 Kali            | Ya            |                         | 2                               |
| 12 | 06/07/2026 10:09:23 | Laki-laki     | 21-25 Tahun | Reguler F | 2-3 Kali            | Ya            |                         | 4                               |
| 13 | 06/07/2026 10:27:15 | Perempuan     | 21-25 Tahun | Reguler F | 1 Kali              | Ya            |                         | 4                               |

**Lampiran 9 Jawaban Responden Variabel *Influencer Authenticity***

| Res | Pernyataan <i>Influencer Authenticity</i> (X1) |   |   |   |   |   |   |   |   |    | Total<br>X1 |
|-----|------------------------------------------------|---|---|---|---|---|---|---|---|----|-------------|
|     | 1                                              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |             |
| 1   | 5                                              | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4  | 46          |
| 2   | 5                                              | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 5  | 48          |
| 3   | 3                                              | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4  | 37          |
| 4   | 4                                              | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5  | 44          |
| 5   | 4                                              | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 41          |
| 6   | 3                                              | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 4  | 34          |
| 7   | 4                                              | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5  | 42          |
| 8   | 4                                              | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 5  | 45          |
| 9   | 4                                              | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4  | 42          |
| 10  | 2                                              | 2 | 4 | 4 | 4 | 4 | 3 | 3 | 2 | 5  | 33          |
| 11  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4  | 41          |
| 12  | 4                                              | 4 | 3 | 5 | 4 | 4 | 3 | 4 | 4 | 4  | 39          |
| 13  | 2                                              | 3 | 2 | 2 | 2 | 1 | 1 | 2 | 1 | 2  | 18          |
| 14  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4  | 39          |
| 15  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 16  | 4                                              | 4 | 4 | 5 | 5 | 4 | 4 | 3 | 3 | 4  | 40          |
| 17  | 4                                              | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4  | 41          |
| 18  | 4                                              | 4 | 4 | 4 | 5 | 4 | 3 | 4 | 4 | 4  | 40          |
| 19  | 4                                              | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4  | 38          |
| 20  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4  | 39          |
| 21  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 22  | 5                                              | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5  | 50          |
| 23  | 4                                              | 4 | 4 | 5 | 4 | 3 | 3 | 4 | 4 | 4  | 39          |
| 24  | 3                                              | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 38          |
| 25  | 4                                              | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4  | 38          |
| 26  | 4                                              | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4  | 40          |
| 27  | 5                                              | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5  | 48          |
| 28  | 5                                              | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 5  | 47          |
| 29  | 4                                              | 4 | 4 | 4 | 5 | 5 | 3 | 5 | 5 | 4  | 43          |
| 30  | 4                                              | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 3 | 5  | 42          |
| 31  | 4                                              | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4  | 42          |
| 32  | 4                                              | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4  | 38          |
| 33  | 4                                              | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4  | 39          |
| 34  | 3                                              | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3  | 33          |
| 35  | 3                                              | 4 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3  | 30          |
| 36  | 3                                              | 4 | 3 | 3 | 2 | 2 | 3 | 1 | 3 | 3  | 27          |
| 37  | 3                                              | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 30          |
| 38  | 4                                              | 4 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 4  | 44          |
| 39  | 4                                              | 5 | 4 | 4 | 5 | 4 | 3 | 3 | 4 | 4  | 40          |
| 40  | 5                                              | 4 | 4 | 5 | 5 | 4 | 3 | 3 | 3 | 3  | 39          |
| 41  | 4                                              | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4  | 37          |
| 42  | 3                                              | 3 | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4  | 40          |
| 43  | 3                                              | 4 | 3 | 5 | 4 | 4 | 4 | 5 | 3 | 4  | 39          |
| 44  | 3                                              | 3 | 2 | 3 | 2 | 3 | 3 | 4 | 4 | 4  | 31          |

| Res | Pernyataan Influencer Authenticity (X1) |     |     |     |     |     |     |     |     |     | Total<br>X1 |
|-----|-----------------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------------|
|     | 1                                       | 2   | 3   | 4   | 5   | 6   | 7   | 8   | 9   | 10  |             |
| 45  | 4                                       | 4   | 3   | 4   | 5   | 5   | 3   | 4   | 3   | 4   | 39          |
| 46  | 4                                       | 5   | 4   | 4   | 5   | 4   | 3   | 5   | 4   | 4   | 42          |
| 47  | 5                                       | 5   | 3   | 4   | 4   | 5   | 3   | 4   | 4   | 5   | 42          |
| 48  | 5                                       | 4   | 5   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 47          |
| 49  | 5                                       | 5   | 4   | 4   | 4   | 3   | 4   | 5   | 4   | 4   | 42          |
| 50  | 4                                       | 5   | 4   | 3   | 4   | 5   | 4   | 5   | 4   | 5   | 43          |
| 51  | 4                                       | 5   | 5   | 5   | 5   | 4   | 5   | 5   | 2   | 3   | 43          |
| 52  | 5                                       | 4   | 4   | 5   | 4   | 3   | 4   | 4   | 5   | 5   | 43          |
| 53  | 4                                       | 4   | 4   | 4   | 4   | 5   | 3   | 4   | 4   | 4   | 40          |
| 54  | 3                                       | 4   | 5   | 4   | 3   | 5   | 4   | 5   | 4   | 3   | 40          |
| 55  | 4                                       | 3   | 5   | 4   | 4   | 5   | 4   | 5   | 3   | 5   | 42          |
| 56  | 4                                       | 5   | 4   | 5   | 5   | 3   | 4   | 5   | 4   | 5   | 44          |
| 57  | 4                                       | 5   | 5   | 5   | 4   | 4   | 5   | 3   | 3   | 5   | 43          |
| 58  | 4                                       | 5   | 5   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 44          |
| 59  | 5                                       | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 44          |
| 60  | 4                                       | 5   | 4   | 4   | 5   | 4   | 5   | 5   | 4   | 5   | 45          |
| 61  | 5                                       | 5   | 4   | 5   | 4   | 3   | 5   | 4   | 5   | 4   | 44          |
| 62  | 4                                       | 4   | 3   | 4   | 5   | 5   | 3   | 4   | 2   | 4   | 38          |
| 63  | 4                                       | 4   | 5   | 4   | 4   | 5   | 3   | 5   | 4   | 5   | 43          |
| 64  | 3                                       | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 5   | 4   | 42          |
| 65  | 4                                       | 5   | 5   | 4   | 4   | 3   | 5   | 4   | 4   | 4   | 42          |
| 66  | 4                                       | 4   | 3   | 3   | 4   | 5   | 4   | 4   | 3   | 4   | 38          |
| 67  | 4                                       | 4   | 4   | 5   | 4   | 4   | 5   | 3   | 3   | 4   | 40          |
| 68  | 4                                       | 4   | 4   | 4   | 5   | 5   | 4   | 3   | 3   | 4   | 40          |
| 69  | 3                                       | 4   | 3   | 5   | 4   | 5   | 3   | 4   | 5   | 4   | 40          |
| 70  | 4                                       | 4   | 5   | 5   | 3   | 4   | 5   | 5   | 4   | 4   | 43          |
| 71  | 5                                       | 4   | 4   | 3   | 4   | 4   | 5   | 5   | 4   | 5   | 43          |
| 72  | 4                                       | 4   | 5   | 3   | 4   | 4   | 5   | 4   | 3   | 4   | 40          |
| 73  | 4                                       | 4   | 5   | 3   | 4   | 4   | 4   | 5   | 5   | 4   | 42          |
| 74  | 5                                       | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 46          |
| 75  | 5                                       | 4   | 4   | 5   | 3   | 4   | 4   | 5   | 3   | 5   | 42          |
| 76  | 5                                       | 3   | 5   | 5   | 3   | 3   | 2   | 3   | 5   | 5   | 39          |
| 77  | 4                                       | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 45          |
| 78  | 5                                       | 4   | 4   | 4   | 4   | 5   | 3   | 5   | 4   | 4   | 42          |
| 79  | 3                                       | 4   | 4   | 3   | 4   | 3   | 3   | 4   | 4   | 3   | 35          |
| 80  | 3                                       | 4   | 3   | 4   | 4   | 5   | 3   | 3   | 4   | 5   | 38          |
| 81  | 4                                       | 5   | 3   | 4   | 3   | 5   | 4   | 3   | 5   | 4   | 40          |
| 82  | 4                                       | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 5   | 45          |
| 83  | 5                                       | 3   | 4   | 4   | 4   | 5   | 5   | 3   | 4   | 4   | 41          |
| 84  | 4                                       | 4   | 3   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 43          |
| Jml | 335                                     | 345 | 336 | 347 | 342 | 346 | 327 | 339 | 326 | 352 | 3395        |

| Frekuensi |    |    |    |    |    |    |    |    |    |    |
|-----------|----|----|----|----|----|----|----|----|----|----|
|           | 1  | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10 |
| 5         | 18 | 22 | 19 | 25 | 22 | 29 | 21 | 26 | 18 | 26 |
| 4         | 49 | 50 | 48 | 46 | 50 | 39 | 36 | 38 | 43 | 49 |
| 3         | 15 | 11 | 15 | 12 | 8  | 14 | 25 | 18 | 19 | 8  |
| 2         | 2  | 1  | 2  | 1  | 4  | 1  | 1  | 1  | 3  | 1  |
| 1         | 0  | 0  | 0  | 0  | 0  | 1  | 1  | 1  | 1  | 0  |
| Jumlah    | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 |

| Uji Validitas |       |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q             | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |
| V             | 0,629 | 0,485 | 0,537 | 0,470 | 0,553 | 0,487 | 0,532 | 0,553 | 0,451 | 0,571 |
| Ket           | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid |

| Uji Reliabilitas |             |            |
|------------------|-------------|------------|
| Cronbach's Alpha | Jumlah Item | Keterangan |
| 0,834            | 10          | Reliabel   |

### Lampiran 10 Jawaban Responden Variabel Kemudahan Transaksi

| Res | Pernyataan Kemudahan Transaksi |   |   |   |   |   |   |   |   |    | Total<br>X2 |
|-----|--------------------------------|---|---|---|---|---|---|---|---|----|-------------|
|     | 1                              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |             |
| 1   | 5                              | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4  | 47          |
| 2   | 4                              | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5  | 46          |
| 3   | 3                              | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3  | 36          |
| 4   | 4                              | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4  | 42          |
| 5   | 4                              | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4  | 43          |
| 6   | 3                              | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 4  | 34          |
| 7   | 4                              | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3  | 40          |
| 8   | 3                              | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4  | 41          |
| 9   | 4                              | 5 | 4 | 4 | 4 | 3 | 5 | 5 | 5 | 4  | 43          |
| 10  | 4                              | 3 | 3 | 3 | 4 | 5 | 4 | 4 | 3 | 4  | 37          |
| 11  | 4                              | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4  | 42          |
| 12  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5  | 41          |
| 13  | 4                              | 4 | 3 | 4 | 4 | 5 | 5 | 5 | 5 | 4  | 43          |
| 14  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 15  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 16  | 4                              | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5  | 47          |
| 17  | 5                              | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4  | 46          |
| 18  | 4                              | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 41          |
| 19  | 3                              | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4  | 37          |
| 20  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 21  | 4                              | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5  | 46          |
| 22  | 4                              | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 5  | 45          |
| 23  | 4                              | 4 | 3 | 4 | 5 | 4 | 4 | 4 | 3 | 4  | 39          |
| 24  | 4                              | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4  | 37          |
| 25  | 5                              | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 5  | 40          |
| 26  | 5                              | 5 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4  | 40          |
| 27  | 4                              | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 4  | 44          |
| 28  | 4                              | 4 | 4 | 3 | 4 | 3 | 5 | 4 | 5 | 4  | 40          |
| 29  | 4                              | 4 | 3 | 5 | 5 | 4 | 4 | 5 | 4 | 4  | 42          |
| 30  | 4                              | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4  | 43          |
| 31  | 4                              | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4  | 43          |
| 32  | 4                              | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 38          |
| 33  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40          |
| 34  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4  | 39          |
| 35  | 3                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 39          |
| 36  | 3                              | 3 | 3 | 5 | 5 | 4 | 5 | 5 | 4 | 4  | 41          |
| 37  | 3                              | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 30          |
| 38  | 5                              | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 5  | 49          |
| 39  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4  | 41          |
| 40  | 5                              | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5  | 50          |
| 41  | 4                              | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4  | 43          |
| 42  | 4                              | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4  | 37          |
| 43  | 3                              | 5 | 4 | 5 | 4 | 5 | 3 | 4 | 2 | 1  | 36          |
| 44  | 2                              | 4 | 4 | 5 | 5 | 4 | 3 | 3 | 4 | 4  | 38          |
| 45  | 5                              | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 3 | 4  | 43          |

| Res | Pernyataan Kemudahan Transaksi |     |     |     |     |     |     |     |     |     | Total<br>X2 |
|-----|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------------|
|     | 1                              | 2   | 3   | 4   | 5   | 6   | 7   | 8   | 9   | 10  |             |
| 46  | 4                              | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4   | 42          |
| 47  | 5                              | 5   | 5   | 5   | 4   | 5   | 5   | 5   | 4   | 4   | 47          |
| 48  | 5                              | 5   | 4   | 5   | 5   | 5   | 3   | 5   | 5   | 5   | 47          |
| 49  | 5                              | 4   | 4   | 5   | 4   | 3   | 4   | 5   | 4   | 5   | 43          |
| 50  | 4                              | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 5   | 4   | 44          |
| 51  | 4                              | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 45          |
| 52  | 4                              | 3   | 5   | 4   | 4   | 5   | 3   | 4   | 5   | 5   | 42          |
| 53  | 3                              | 3   | 4   | 4   | 5   | 5   | 5   | 4   | 4   | 4   | 41          |
| 54  | 5                              | 4   | 3   | 5   | 4   | 5   | 4   | 5   | 3   | 5   | 43          |
| 55  | 5                              | 3   | 5   | 4   | 5   | 5   | 3   | 5   | 5   | 4   | 44          |
| 56  | 3                              | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 44          |
| 57  | 5                              | 5   | 4   | 5   | 5   | 4   | 4   | 5   | 4   | 5   | 46          |
| 58  | 5                              | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 5   | 5   | 46          |
| 59  | 4                              | 3   | 4   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 42          |
| 60  | 4                              | 5   | 4   | 5   | 4   | 4   | 5   | 2   | 5   | 4   | 42          |
| 61  | 4                              | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 3   | 5   | 43          |
| 62  | 4                              | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 47          |
| 63  | 5                              | 5   | 4   | 4   | 5   | 4   | 3   | 4   | 5   | 4   | 43          |
| 64  | 4                              | 5   | 4   | 5   | 4   | 4   | 4   | 5   | 4   | 4   | 43          |
| 65  | 3                              | 4   | 4   | 5   | 4   | 4   | 4   | 3   | 4   | 4   | 39          |
| 66  | 4                              | 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 42          |
| 67  | 5                              | 4   | 4   | 5   | 4   | 5   | 5   | 4   | 4   | 5   | 45          |
| 68  | 5                              | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 42          |
| 69  | 4                              | 3   | 4   | 5   | 4   | 3   | 5   | 4   | 3   | 5   | 40          |
| 70  | 4                              | 4   | 5   | 5   | 2   | 4   | 4   | 4   | 5   | 5   | 42          |
| 71  | 5                              | 4   | 4   | 5   | 4   | 5   | 5   | 4   | 4   | 3   | 43          |
| 72  | 4                              | 4   | 3   | 4   | 5   | 5   | 3   | 4   | 4   | 3   | 39          |
| 73  | 4                              | 5   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 45          |
| 74  | 3                              | 4   | 4   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 44          |
| 75  | 5                              | 4   | 5   | 4   | 4   | 3   | 4   | 5   | 3   | 5   | 42          |
| 76  | 5                              | 2   | 2   | 4   | 5   | 3   | 5   | 5   | 5   | 5   | 41          |
| 77  | 5                              | 4   | 5   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 46          |
| 78  | 4                              | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 5   | 5   | 46          |
| 79  | 4                              | 4   | 3   | 4   | 3   | 3   | 4   | 4   | 4   | 3   | 36          |
| 80  | 5                              | 5   | 5   | 5   | 5   | 4   | 4   | 5   | 4   | 4   | 46          |
| 81  | 4                              | 3   | 5   | 4   | 3   | 5   | 4   | 3   | 4   | 5   | 40          |
| 82  | 3                              | 4   | 4   | 4   | 5   | 5   | 5   | 4   | 4   | 5   | 43          |
| 83  | 4                              | 4   | 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 45          |
| 84  | 4                              | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 41          |
| Jml | 343                            | 346 | 343 | 376 | 352 | 357 | 353 | 353 | 353 | 354 | 3530        |

| Frekuensi |    |    |    |    |    |    |    |    |    |    |
|-----------|----|----|----|----|----|----|----|----|----|----|
|           | 1  | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10 |
| 5         | 22 | 25 | 21 | 44 | 26 | 31 | 28 | 25 | 29 | 27 |
| 4         | 48 | 45 | 50 | 36 | 50 | 43 | 44 | 52 | 44 | 50 |
| 3         | 13 | 13 | 12 | 4  | 6  | 10 | 11 | 6  | 10 | 6  |
| 2         | 1  | 1  | 1  | 0  | 2  | 0  | 0  | 1  | 1  | 0  |
| 1         | 0  | 0  | 0  | 0  | 0  | 0  | 0  | 0  | 0  | 1  |
| Jumlah    | 84 | 84 | 84 | 84 | 84 | 84 | 83 | 84 | 84 | 84 |

| Uji validitas |       |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q             | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |
| V             | 0,369 | 0,338 | 0,436 | 0,463 | 0,251 | 0,291 | 0,362 | 0,357 | 0,392 | 0,371 |
| Ket           | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid |

| Uji Reliabilitas |             |            |
|------------------|-------------|------------|
| Cronbach's Alpha | Jumlah Item | Keterangan |
| 0,703            | 10          | Reliabel   |

### Lampiran 11 Jawaban Responden Keputusan Pembelian

| Res | Pernyataan Keputusan Pembelian |   |   |   |   |   |   |   |   |    | Total (Y) |
|-----|--------------------------------|---|---|---|---|---|---|---|---|----|-----------|
|     | 1                              | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |           |
| 1   | 4                              | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4  | 48        |
| 2   | 5                              | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5  | 47        |
| 3   | 3                              | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3  | 34        |
| 4   | 4                              | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5  | 43        |
| 5   | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40        |
| 6   | 3                              | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 5 | 5  | 38        |
| 7   | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5  | 43        |
| 8   | 4                              | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 5  | 43        |
| 9   | 5                              | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4  | 43        |
| 10  | 3                              | 3 | 3 | 1 | 3 | 2 | 3 | 4 | 3 | 3  | 28        |
| 11  | 5                              | 4 | 4 | 4 | 5 | 3 | 4 | 3 | 4 | 4  | 40        |
| 12  | 5                              | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 5 | 5  | 41        |
| 13  | 4                              | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4  | 46        |
| 14  | 4                              | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 4  | 37        |
| 15  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40        |
| 16  | 4                              | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5  | 43        |
| 17  | 5                              | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5  | 46        |
| 18  | 5                              | 5 | 5 | 4 | 4 | 3 | 4 | 4 | 4 | 5  | 43        |
| 19  | 4                              | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4  | 39        |
| 20  | 5                              | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4  | 40        |
| 21  | 4                              | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5  | 47        |
| 22  | 5                              | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5  | 50        |
| 23  | 4                              | 4 | 2 | 5 | 4 | 4 | 4 | 4 | 4 | 4  | 39        |
| 24  | 4                              | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4  | 39        |
| 25  | 4                              | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4  | 39        |
| 26  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40        |
| 27  | 4                              | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 41        |
| 28  | 5                              | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 5  | 47        |
| 29  | 4                              | 4 | 5 | 5 | 5 | 4 | 3 | 5 | 4 | 5  | 44        |
| 30  | 4                              | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4  | 37        |
| 31  | 4                              | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4  | 45        |
| 32  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40        |
| 33  | 4                              | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4  | 40        |
| 34  | 4                              | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4  | 37        |
| 35  | 3                              | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3  | 33        |
| 36  | 4                              | 4 | 5 | 5 | 2 | 3 | 3 | 4 | 4 | 4  | 38        |
| 37  | 3                              | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3  | 30        |
| 38  | 5                              | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5  | 46        |
| 39  | 4                              | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 5  | 43        |
| 40  | 5                              | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5  | 50        |
| 41  | 4                              | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4  | 43        |
| 42  | 4                              | 4 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4  | 42        |
| 43  | 3                              | 2 | 5 | 4 | 4 | 3 | 3 | 4 | 3 | 4  | 35        |
| 44  | 4                              | 3 | 3 | 4 | 2 | 2 | 3 | 4 | 2 | 3  | 30        |

| Res        | Pernyataan Keputusan Pembelian |            |            |            |            |            |            |            |            |            | Total<br>(Y) |
|------------|--------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--------------|
|            | 1                              | 2          | 3          | 4          | 5          | 6          | 7          | 8          | 9          | 10         |              |
| 45         | 4                              | 5          | 5          | 4          | 5          | 5          | 4          | 4          | 4          | 5          | 45           |
| 46         | 4                              | 4          | 5          | 4          | 3          | 5          | 3          | 4          | 4          | 4          | 40           |
| 47         | 5                              | 5          | 4          | 4          | 5          | 4          | 4          | 4          | 5          | 5          | 45           |
| 48         | 4                              | 4          | 5          | 4          | 4          | 4          | 4          | 5          | 5          | 5          | 44           |
| 49         | 4                              | 4          | 3          | 5          | 4          | 5          | 4          | 5          | 4          | 5          | 43           |
| 50         | 4                              | 5          | 3          | 4          | 5          | 4          | 4          | 5          | 4          | 5          | 43           |
| 51         | 5                              | 5          | 5          | 4          | 4          | 5          | 4          | 4          | 4          | 5          | 45           |
| 52         | 5                              | 4          | 3          | 4          | 3          | 4          | 5          | 5          | 4          | 5          | 42           |
| 53         | 2                              | 3          | 4          | 5          | 5          | 5          | 4          | 4          | 3          | 4          | 39           |
| 54         | 4                              | 5          | 4          | 5          | 4          | 5          | 4          | 5          | 4          | 3          | 43           |
| 55         | 5                              | 5          | 4          | 3          | 5          | 4          | 4          | 5          | 4          | 5          | 44           |
| 56         | 4                              | 5          | 4          | 5          | 3          | 5          | 4          | 5          | 4          | 5          | 44           |
| 57         | 5                              | 4          | 5          | 5          | 4          | 3          | 3          | 4          | 5          | 4          | 42           |
| 58         | 5                              | 5          | 4          | 4          | 5          | 4          | 5          | 4          | 4          | 4          | 44           |
| 59         | 5                              | 5          | 5          | 4          | 5          | 4          | 4          | 4          | 5          | 5          | 46           |
| 60         | 4                              | 2          | 5          | 4          | 5          | 5          | 4          | 5          | 2          | 4          | 40           |
| 61         | 4                              | 5          | 4          | 4          | 5          | 5          | 4          | 5          | 4          | 4          | 44           |
| 62         | 5                              | 5          | 4          | 4          | 5          | 5          | 5          | 4          | 5          | 5          | 47           |
| 63         | 4                              | 4          | 3          | 4          | 5          | 5          | 4          | 4          | 5          | 5          | 43           |
| 64         | 5                              | 5          | 4          | 5          | 5          | 4          | 4          | 5          | 4          | 5          | 46           |
| 65         | 4                              | 4          | 4          | 5          | 4          | 4          | 5          | 4          | 3          | 4          | 41           |
| 66         | 5                              | 5          | 5          | 5          | 4          | 4          | 4          | 3          | 5          | 4          | 44           |
| 67         | 4                              | 4          | 4          | 5          | 4          | 4          | 5          | 5          | 4          | 5          | 44           |
| 68         | 5                              | 5          | 4          | 4          | 4          | 4          | 4          | 4          | 5          | 5          | 44           |
| 69         | 4                              | 5          | 3          | 5          | 4          | 3          | 5          | 4          | 4          | 3          | 40           |
| 70         | 4                              | 4          | 4          | 5          | 4          | 5          | 5          | 4          | 4          | 4          | 43           |
| 71         | 4                              | 5          | 4          | 4          | 5          | 4          | 5          | 5          | 4          | 5          | 45           |
| 72         | 5                              | 4          | 4          | 3          | 4          | 4          | 5          | 5          | 3          | 4          | 41           |
| 73         | 4                              | 3          | 4          | 4          | 4          | 5          | 4          | 4          | 5          | 4          | 41           |
| 74         | 5                              | 5          | 3          | 4          | 4          | 4          | 4          | 5          | 5          | 5          | 44           |
| 75         | 4                              | 5          | 4          | 5          | 3          | 5          | 4          | 3          | 4          | 5          | 42           |
| 76         | 5                              | 5          | 3          | 3          | 5          | 5          | 5          | 5          | 3          | 4          | 43           |
| 77         | 5                              | 5          | 4          | 4          | 5          | 5          | 4          | 5          | 5          | 4          | 46           |
| 78         | 5                              | 5          | 5          | 4          | 5          | 5          | 5          | 4          | 5          | 5          | 48           |
| 79         | 3                              | 4          | 4          | 3          | 3          | 4          | 4          | 3          | 4          | 4          | 36           |
| 80         | 5                              | 5          | 5          | 4          | 4          | 3          | 4          | 3          | 4          | 5          | 42           |
| 81         | 4                              | 3          | 5          | 4          | 3          | 5          | 4          | 3          | 5          | 5          | 41           |
| 82         | 4                              | 4          | 5          | 5          | 5          | 4          | 4          | 5          | 4          | 4          | 44           |
| 83         | 4                              | 4          | 5          | 4          | 4          | 4          | 4          | 5          | 4          | 4          | 42           |
| 84         | 5                              | 5          | 4          | 4          | 4          | 5          | 5          | 5          | 4          | 4          | 45           |
| <b>Jml</b> | <b>357</b>                     | <b>361</b> | <b>354</b> | <b>352</b> | <b>349</b> | <b>353</b> | <b>352</b> | <b>363</b> | <b>360</b> | <b>376</b> | <b>3522</b>  |

| Frekuensi |    |    |    |    |    |    |    |    |    |    |
|-----------|----|----|----|----|----|----|----|----|----|----|
|           | 1  | 2  | 3  | 4  | 5  | 6  | 7  | 8  | 9  | 10 |
| 5         | 29 | 35 | 28 | 22 | 24 | 29 | 22 | 31 | 28 | 37 |
| 4         | 47 | 39 | 44 | 54 | 46 | 39 | 49 | 41 | 45 | 40 |
| 3         | 7  | 8  | 11 | 7  | 12 | 14 | 13 | 12 | 9  | 7  |
| 2         | 1  | 2  | 1  | 0  | 2  | 2  | 0  | 0  | 2  | 0  |
| 1         | 0  | 0  | 0  | 1  | 0  | 0  | 0  | 0  | 0  | 0  |
| Jumlah    | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 | 84 |

| Uji validitas |       |       |       |       |       |       |       |       |       |       |
|---------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q             | 1     | 2     | 3     | 4     | 5     | 6     | 7     | 8     | 9     | 10    |
| V             | 0,517 | 0,587 | 0,265 | 0,327 | 0,474 | 0,536 | 0,517 | 0,441 | 0,516 | 0,569 |
| Ket           | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid | Valid |

| Uji Reliabilitas |             |            |
|------------------|-------------|------------|
| Cronbach's Alpha | Jumlah Item | Keterangan |
| 0,800            | 10          | Reliabel   |

## Lampiran 12 Hasil Olah data SPSS

### 1. Pengaruh *Influencer Authenticity* terhadap Keputusan Pembelian

#### a. Analisis Koefisien Korelasi Sederhana

| Correlations            |                     |                         |                     |
|-------------------------|---------------------|-------------------------|---------------------|
|                         |                     | Influencer Authenticity | Keputusan Pembelian |
| Influencer Authenticity | Pearson Correlation | 1                       | ,534 <sup>***</sup> |
|                         | Sig. (2-tailed)     |                         | <,001               |
|                         | N                   | 84                      | 84                  |
| Keputusan Pembelian     | Pearson Correlation | ,534 <sup>***</sup>     | 1                   |
|                         | Sig. (2-tailed)     | <,001                   |                     |
|                         | N                   | 84                      | 84                  |

\*\*\*. Correlation is significant at the 0.001 level (2-tailed).

#### b. Analisis Koefisien Determinasi

| Model Summary |                   |          |                   |                            |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1             | .534 <sup>a</sup> | .285     | .276              | 3.518                      |

a. Predictors: (Constant), InfluencerAuthenticity

#### c. Uji t

| Coefficients <sup>a</sup> |                        |                             |            |                           |      |
|---------------------------|------------------------|-----------------------------|------------|---------------------------|------|
| Model                     |                        | Unstandardized Coefficients |            | Standardized Coefficients | Sig. |
|                           |                        | B                           | Std. Error | Beta                      |      |
| 1                         | (Constant)             | 23.101                      | 3.315      |                           | .000 |
|                           | InfluencerAuthenticity | .466                        | .081       | .534                      | .000 |

a. Dependent Variable: KeputusanPembelian

## 2. Pengaruh Kemudahan Transaksi terhadap Keputusan Pembelian

### a. Analisis Koefisien Korelasi Sederhana

| Correlations        |                     |                     |                     |
|---------------------|---------------------|---------------------|---------------------|
|                     |                     | Kemudahan Transaksi | Keputusan Pembelian |
| Kemudahan Transaksi | Pearson Correlation | 1                   | ,752***             |
|                     | Sig. (2-tailed)     |                     | <,001               |
|                     | N                   | 84                  | 84                  |
| Keputusan Pembelian | Pearson Correlation | ,752***             | 1                   |
|                     | Sig. (2-tailed)     | <,001               |                     |
|                     | N                   | 84                  | 84                  |

\*\*\*. Correlation is significant at the 0.001 level (2-tailed).

### b. Analisis Koefisien Determinasi

| Model Summary |                   |          |                   |                            |
|---------------|-------------------|----------|-------------------|----------------------------|
| Model         | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1             | .752 <sup>a</sup> | .566     | .561              | 2.741                      |

a. Predictors: (Constant), KemudahanTransaksi

### c. Uji t

| Coefficients <sup>a</sup> |                    |                             |            |                           |      |
|---------------------------|--------------------|-----------------------------|------------|---------------------------|------|
| Model                     |                    | Unstandardized Coefficients |            | Standardized Coefficients | Sig. |
|                           |                    | B                           | Std. Error | Beta                      |      |
| 1                         | (Constant)         | 3.988                       | 3.680      |                           | .282 |
|                           | KemudahanTransaksi | .903                        | .087       | .752                      | .000 |

a. Dependent Variable: KeputusanPembelian

3. Pengaruh *Influencer Authenticity* dan Kemudahan Transaksi terhadap Keputusan Pembelian

a. Analisis Koefisien Korelasi Berganda dan Analisis Koefisien Determinasi

**Model Summary**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | .781 <sup>a</sup> | .609     | .600              | 2.616                      |

a. Predictors: (Constant), KemudahanTransaksi, InfluencerAuthenticity

b. Analisis Regresi Linier Berganda

**Coefficients<sup>a</sup>**

| Model |                        | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|-------|------------------------|-----------------------------|------------|---------------------------|-------|------|
|       |                        | B                           | Std. Error | Beta                      |       |      |
| 1     | (Constant)             | 1.210                       | 3.634      |                           | .333  | .740 |
|       | InfluencerAuthenticity | .205                        | .068       | .235                      | 2.995 | .004 |
|       | KemudahanTransaksi     | .772                        | .094       | .643                      | 8.201 | .000 |

a. Dependent Variable: KeputusanPembelian

c. Uji F

**ANOVA<sup>a</sup>**

| Model |            | Sum of Squares | df | Mean Square | F      | Sig.              |
|-------|------------|----------------|----|-------------|--------|-------------------|
| 1     | Regression | 865.041        | 2  | 432.521     | 63.178 | .000 <sup>b</sup> |
|       | Residual   | 554.530        | 81 | 6.846       |        |                   |
|       | Total      | 1419.571       | 83 |             |        |                   |

a. Dependent Variable: KeputusanPembelian

b. Predictors: (Constant), KemudahanTransaksi, InfluencerAuthenticity

## Lampiran 13 Distribusi T Tabel

Titik Persentase Distribusi t (df = 81 –120)

| Pr<br>df | 0.25<br>0.50 | 0.10<br>0.20 | 0.05<br>0.10 | 0.025<br>0.050 | 0.01<br>0.02 | 0.005<br>0.010 | 0.001<br>0.002 |
|----------|--------------|--------------|--------------|----------------|--------------|----------------|----------------|
| 81       | 0.67753      | 1.29209      | 1.66388      | 1.98969        | 2.37327      | 2.63790        | 3.19392        |
| 82       | 0.67749      | 1.29195      | 1.66365      | 1.98932        | 2.37269      | 2.63712        | 3.19262        |
| 83       | 0.67746      | 1.29183      | 1.66342      | 1.98905        | 2.37212      | 2.63637        | 3.19135        |
| 84       | 0.67742      | 1.29171      | 1.66320      | 1.98881        | 2.37156      | 2.63563        | 3.19011        |
| 85       | 0.67739      | 1.29159      | 1.66298      | 1.98857        | 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      | 1.66236      | 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      | 1.66106      | 1.98525        | 2.36624      | 2.62858        | 3.17825        |
| 96       | 0.67705      | 1.29043      | 1.66089      | 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        | 3.17205        |
| 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        | 3.16226        |
| 115      | 0.67663      | 1.28895      | 1.65821      | 1.98081        | 2.35920      | 2.61925        | 3.16262        |
| 116      | 0.67661      | 1.28889      | 1.65810      | 1.98063        | 2.35892      | 2.61886        | 3.16198        |
| 117      | 0.67659      | 1.28883      | 1.65798      | 1.98045        | 2.35864      | 2.61849        | 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 14 Distribusi F Tabel

| Tabel F (0,05 / 5%) |        |        |        |        |        |        |        |        |        |        |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| df2                 | df1    |        |        |        |        |        |        |        |        |        |
|                     | 1      | 2      | 3      | 4      | 5      | 6      | 7      | 8      | 9      | 10     |
| 81                  | 3,9589 | 3,1093 | 2,7173 | 2,4844 | 2,3273 | 2,2127 | 2,1248 | 2,0549 | 1,9976 | 1,9497 |
| 82                  | 3,9574 | 3,1079 | 2,7159 | 2,4830 | 2,3259 | 2,2113 | 2,1234 | 2,0534 | 1,9961 | 1,9482 |
| 83                  | 3,9560 | 3,1065 | 2,7146 | 2,4817 | 2,3245 | 2,2099 | 2,1220 | 2,0520 | 1,9947 | 1,9468 |
| 84                  | 3,9546 | 3,1052 | 2,7132 | 2,4803 | 2,3231 | 2,2086 | 2,1206 | 2,0506 | 1,9933 | 1,9454 |
| 85                  | 3,9532 | 3,1038 | 2,7119 | 2,4790 | 2,3218 | 2,2072 | 2,1193 | 2,0493 | 1,9919 | 1,9440 |
| 86                  | 3,9519 | 3,1026 | 2,7106 | 2,4777 | 2,3205 | 2,2059 | 2,1180 | 2,0480 | 1,9906 | 1,9426 |
| 87                  | 3,9506 | 3,1013 | 2,7094 | 2,4765 | 2,3193 | 2,2047 | 2,1167 | 2,0467 | 1,9893 | 1,9413 |
| 88                  | 3,9493 | 3,1001 | 2,7082 | 2,4753 | 2,3181 | 2,2034 | 2,1155 | 2,0454 | 1,9880 | 1,9400 |
| 89                  | 3,9481 | 3,0989 | 2,7070 | 2,4741 | 2,3169 | 2,2022 | 2,1143 | 2,0442 | 1,9868 | 1,9388 |
| 90                  | 3,9469 | 3,0977 | 2,7058 | 2,4729 | 2,3157 | 2,2011 | 2,1131 | 2,0430 | 1,9856 | 1,9376 |
| 91                  | 3,9457 | 3,0966 | 2,7047 | 2,4718 | 2,3145 | 2,1999 | 2,1119 | 2,0418 | 1,9844 | 1,9364 |
| 92                  | 3,9445 | 3,0954 | 2,7036 | 2,4707 | 2,3134 | 2,1988 | 2,1108 | 2,0407 | 1,9833 | 1,9352 |
| 93                  | 3,9434 | 3,0943 | 2,7025 | 2,4696 | 2,3123 | 2,1977 | 2,1097 | 2,0395 | 1,9821 | 1,9341 |
| 94                  | 3,9423 | 3,0933 | 2,7014 | 2,4685 | 2,3113 | 2,1966 | 2,1086 | 2,0384 | 1,9810 | 1,9329 |
| 95                  | 3,9412 | 3,0922 | 2,7004 | 2,4675 | 2,3102 | 2,1955 | 2,1075 | 2,0374 | 1,9799 | 1,9318 |
| 96                  | 3,9402 | 3,0912 | 2,6994 | 2,4665 | 2,3092 | 2,1945 | 2,1065 | 2,0363 | 1,9789 | 1,9308 |
| 97                  | 3,9391 | 3,0902 | 2,6984 | 2,4655 | 2,3082 | 2,1935 | 2,1054 | 2,0353 | 1,9778 | 1,9298 |
| 98                  | 3,9381 | 3,0892 | 2,6974 | 2,4645 | 2,3072 | 2,1925 | 2,1044 | 2,0343 | 1,9768 | 1,9287 |
| 99                  | 3,9371 | 3,0882 | 2,6965 | 2,4636 | 2,3063 | 2,1915 | 2,1033 | 2,0333 | 1,9758 | 1,9277 |
| 100                 | 3,9361 | 3,0873 | 2,6955 | 2,4626 | 2,3053 | 2,1906 | 2,1025 | 2,0323 | 1,9748 | 1,9267 |
| 101                 | 3,9352 | 3,0864 | 2,6946 | 2,4617 | 2,3044 | 2,1897 | 2,1016 | 2,0314 | 1,9739 | 1,9257 |
| 102                 | 3,9343 | 3,0855 | 2,6937 | 2,4608 | 2,3035 | 2,1888 | 2,1007 | 2,0305 | 1,9729 | 1,9238 |
| 103                 | 3,9333 | 3,0846 | 2,6928 | 2,4599 | 2,3026 | 2,1879 | 2,0998 | 2,0286 | 1,9720 | 1,9238 |
| 104                 | 3,9324 | 3,0837 | 2,6920 | 2,4591 | 2,3017 | 2,1870 | 2,0989 | 2,0286 | 1,9711 | 1,9229 |
| 105                 | 3,9316 | 3,0829 | 2,6911 | 2,4582 | 2,3009 | 2,1861 | 2,0980 | 2,0278 | 1,9702 | 1,9220 |
| 106                 | 3,9307 | 3,0820 | 2,6903 | 2,4574 | 2,3001 | 2,1853 | 2,0972 | 2,0269 | 1,9694 | 1,9212 |
| 107                 | 3,9298 | 3,0812 | 2,6895 | 2,4566 | 2,2992 | 2,1845 | 2,0963 | 2,0261 | 1,9685 | 1,9203 |
| 108                 | 3,9290 | 3,0804 | 2,6887 | 2,4558 | 2,2984 | 2,1837 | 2,0955 | 2,0252 | 1,9677 | 1,9195 |
| 109                 | 3,9282 | 3,0796 | 2,6879 | 2,4550 | 2,2976 | 2,1829 | 2,0947 | 2,0244 | 1,9669 | 1,9186 |
| 110                 | 3,9274 | 3,0788 | 2,6871 | 2,4542 | 2,2968 | 2,1821 | 2,0939 | 2,0236 | 1,9661 | 1,9178 |
| 111                 | 3,9266 | 3,0781 | 2,6863 | 2,4535 | 2,2960 | 2,1813 | 2,0931 | 2,0229 | 1,9653 | 1,9171 |
| 112                 | 3,9258 | 3,0773 | 2,6856 | 2,4527 | 2,2954 | 2,1806 | 2,0924 | 2,0221 | 1,9645 | 1,9162 |
| 113                 | 3,9254 | 3,0766 | 2,6849 | 2,4520 | 2,2946 | 2,1798 | 2,0916 | 2,0213 | 1,9637 | 1,9155 |
| 114                 | 3,9243 | 3,0759 | 2,6842 | 2,4513 | 2,2939 | 2,1791 | 2,0909 | 2,0206 | 1,9630 | 1,9147 |
| 115                 | 3,9236 | 3,0751 | 2,6835 | 2,4506 | 2,2932 | 2,1784 | 2,0902 | 2,0199 | 1,9622 | 1,9140 |
| 116                 | 3,9229 | 3,0744 | 2,6828 | 2,4499 | 2,2925 | 2,1777 | 2,0895 | 2,0192 | 1,9615 | 1,9133 |
| 117                 | 3,9222 | 3,0738 | 2,6821 | 2,4492 | 2,2918 | 2,1770 | 2,0888 | 2,0185 | 1,9608 | 1,9125 |
| 118                 | 3,9215 | 3,0731 | 2,6815 | 2,4485 | 2,2912 | 2,1763 | 2,0881 | 2,0178 | 1,9601 | 1,9118 |
| 119                 | 3,9208 | 3,0724 | 2,6808 | 2,4479 | 2,2905 | 2,1757 | 2,0874 | 2,0171 | 1,9594 | 1,9111 |
| 120                 | 3,9201 | 3,0718 | 2,6802 | 2,4472 | 2,2899 | 2,1750 | 2,0868 | 2,0164 | 1,9588 | 1,9105 |

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