

## Lampiran I – SK Bimbingan



# 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 : 2561/34/ST/AK/D/X/2025

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

Nama : **H. M. Aziz Basari, S.Sos., M.M.**  
sebagai Pembimbing I

Nama : **Anisa Lisara, S.Pd., M.M.**  
sebagai Pembimbing II

Dalam penulisan/penyusunan skripsi mahasiswa untuk dan atas :

Nama : **LIA ERNAWATI**  
NIM : 3402220156  
Program Studi : **Manajemen**  
Judul Skripsi : **PENGARUH DIGITAL DISTRIBUTION SYSTEM TERHADAP KINERJA PENJUALAN MITRA PADA UMKM FASHION ONLINE (Studi Pada Distributor Mayshira)**

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

Demikian agar dilaksanakan sebagaimana mestinya.



Ciamis, 27 Oktober 2025  
Dekan,

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

Tembusan :

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

## Lampiran II – Surat Izin Penelitian dari Program Studi

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                             |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|-------------------------|--------------------|--------------|--------------------|---------------------------|----------------------|-----------------------|--------------|---------------|--------|-------------------------------------------------------------------------------|--------------------|--------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <b>UNIVERSITAS GALUH</b><br><b>FAKULTAS EKONOMI</b><br><small>PROGRAM STUDI MANAJEMEN : TERAKREDITASI "B" SK. NO. 5278/SK/BAN-PT/Akred/S/IX/2020</small><br><small>PROGRAM STUDI AKUNTANSI : TERAKREDITASI "B" SK. NO. 4682/SK/BAN-PT/Akred/S/VIII/2020</small><br><small>Jl. RE. Martadinata No. 150 Telp/Fax. (0265) 772060 - 778374 Ciamis 46251</small> |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <table border="0"> <tr> <td>Nomor</td> <td>: 108/34/SP/AK/D/I/2026</td> </tr> <tr> <td>Lampiran</td> <td>: -</td> </tr> <tr> <td>Perihal</td> <td>: Ijin Penelitian Skripsi</td> </tr> </table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                             | Nomor   | : 108/34/SP/AK/D/I/2026 | Lampiran           | : -          | Perihal            | : Ijin Penelitian Skripsi |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Nomor                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | : 108/34/SP/AK/D/I/2026                                                                                                                                                                                                                                                                                                                                     |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Lampiran                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | : -                                                                                                                                                                                                                                                                                                                                                         |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Perihal                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | : Ijin Penelitian Skripsi                                                                                                                                                                                                                                                                                                                                   |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <p>Kepada Yth,<br/>Distributor Mayshira (Kak Arlini)</p> <p>di</p> <p>Tempat</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <p>Dengan Hormat,</p> <p>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 pada Perusahaan/Dinas/Instansi yang Bapak/Ibu Pimpin. Adapun mahasiswa yang dimaksud adalah :</p>                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                             |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <table border="0"> <tr> <td>N a m a</td> <td>: Lia Ernawati</td> </tr> <tr> <td>Nomor Pokok / NIM.</td> <td>: 3402220156</td> </tr> <tr> <td>Asal Program Studi</td> <td>: Manajemen</td> </tr> <tr> <td>Tempat Tanggal Lahir</td> <td>: Ciamis 24 Juli 2002</td> </tr> <tr> <td>Telepon / HP</td> <td>: 82116933029</td> </tr> <tr> <td>Alamat</td> <td>: Dusun Mandalamekar RT.13 RW.05 Desa Harumandala Kec.Cigugur Kab.Pangandaran</td> </tr> <tr> <td>Lamanya Penelitian</td> <td>: Januari s/d Maret 2026</td> </tr> <tr> <td>Judul Penelitian</td> <td>: Pengaruh Saluran Distribusi Digital Terhadap Kinerja Penjualan Mitra pada UMKM Fashion Online (Studi pada Distributor Mayshira)</td> </tr> </table> |                                                                                                                                                                                                                                                                                                                                                             | N a m a | : Lia Ernawati          | Nomor Pokok / NIM. | : 3402220156 | Asal Program Studi | : Manajemen               | Tempat Tanggal Lahir | : Ciamis 24 Juli 2002 | Telepon / HP | : 82116933029 | Alamat | : Dusun Mandalamekar RT.13 RW.05 Desa Harumandala Kec.Cigugur Kab.Pangandaran | Lamanya Penelitian | : Januari s/d Maret 2026 | Judul Penelitian | : Pengaruh Saluran Distribusi Digital Terhadap Kinerja Penjualan Mitra pada UMKM Fashion Online (Studi pada Distributor Mayshira) |
| N a m a                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | : Lia Ernawati                                                                                                                                                                                                                                                                                                                                              |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Nomor Pokok / NIM.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | : 3402220156                                                                                                                                                                                                                                                                                                                                                |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Asal Program Studi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | : Manajemen                                                                                                                                                                                                                                                                                                                                                 |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Tempat Tanggal Lahir                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | : Ciamis 24 Juli 2002                                                                                                                                                                                                                                                                                                                                       |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Telepon / HP                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | : 82116933029                                                                                                                                                                                                                                                                                                                                               |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Alamat                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | : Dusun Mandalamekar RT.13 RW.05 Desa Harumandala Kec.Cigugur Kab.Pangandaran                                                                                                                                                                                                                                                                               |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Lamanya Penelitian                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | : Januari s/d Maret 2026                                                                                                                                                                                                                                                                                                                                    |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| Judul Penelitian                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | : Pengaruh Saluran Distribusi Digital Terhadap Kinerja Penjualan Mitra pada UMKM Fashion Online (Studi pada Distributor Mayshira)                                                                                                                                                                                                                           |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <p>Demikian permohonan ini kami sampaikan, atas perhatian dan kerjasamanya kami ucapkan terima kasih.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                                                                                             |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |
| <p>Ciamis, 22 Januari 2026</p> <p>Dekan,</p> <div style="text-align: center;"> <br/>       Dr. Nurhidayah Mulyatini, S.E., M.M.<br/> <small>Nrk. 110770079</small> </div>                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                             |         |                         |                    |              |                    |                           |                      |                       |              |               |        |                                                                               |                    |                          |                  |                                                                                                                                   |

### Lampiran III – Surat Balasan Penelitaian

**MAYSHIRA**

 Kp. Dukuh. Gang Jabon 1. RT 01/RW 02. No 33. Desa Pasir Mukti, Citeureup Bogor

Hal : Balasan

Kepada Yth:  
Fakultas Ekonomi Universitas Galuh  
Ditempat

Dengan Hormat,

Yang bertanda tangan dibawah ini :

Nama : Arlini Nuzu Rahmita  
Jabatan : Owner Mayshira  
Menerangkan bahwa  
Nama : Lia Ernawati  
NIM : 3402220156  
Jurusan : Manajemen  
Universitas : Universitas Galuh

Telah kami setuju untuk mengadakan penelitian di Mayshira dengan permasalahan dan judul:

**Pengaruh Saluran Distribusi Digital Terhadap Kinerja Penjualan Mitra Pada UMKM Fashion Online (Studi pada Distributor Mayshira)**

Demikian surat ini kami sampaikan dan atas kerja samanya kami mengucapkan terima kasih

Bogor, 13 Maret 2026

Hormat Kami  
Owner Mayshira

  
Arlini Nuzu Rahmita

**Lampiran IV – Kuesioner Penelitian**  
**SURAT PENGHANTAR ANGKET KUESIONER**

Kepada Yth

Bapak/Ibu

Di

Tempat

*Assalamualaikum Wr,Wb*

Dalam rangka memenuhi Tugas Akhir Skripsi pada program sarjana Studi Manajemen Fakultas Ekonomi Universitas Galuh Ciamis, saya memohon kesediaan Bapak/Ibu meluangkan waktu untuk dapat mengisi angket/kuesioner yang peneliti sediakan. Adapun skripsi ini berjudul **“Pengaruh Saluran Distribusi Digital Terhadap Kinerja Penjualan Mitra (Studi pada Distributor Mayshira)”**

Pengumpulan data ini hanya akan digunakan untuk penyusunan tugas akhir saja, untuk itu semua jawaban dari Bapak/Ibu akan dijamin kerahasiaannya dan sama sekali tidak ada hubungannya dengan kondisi Bapak/Ibu.

Atas perhatian ini, bantuan dan kesediaan Bapak/Ibu dalam mengisi angket ini, saya ucapkan terimakasih.

*Wassalamu’alaikum Wr.Wb*

Hormat Saya,

Lia Ernawati  
 3402220156

**PENGARUH SALURAN DISTRIBUSI DIGITAL TERHADAP KINERJA  
PENJUALAN MITRA (Studi Pada Distributor Mayshira)**

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**PETUJUK PENGISIAN**

1. Bacalah pertanyaan-pertanyaan dengan seksama.
2. Identitas data diri anda sesuai dengan kolom yang tersedia
3. Pernyataan-pernyataan dibawah ini berkaitan dengan Saluran Distribusi Digital (Jangkauan Geografis, Efisiensi Operasional, Keandalan dan Kualitas, Perilaku Saluran Distribusi, Kepuasan Pelanggan) dan Kinerja Penjualan Mitra (Profitabilitas, Volume Penjualan, Pencapaian Target, dan Pangsa Pasar).
4. Jawaban atas pernyataan dilakukan dengan cara memberi tanda (✓) pada salah satu pilihan dari lima kemungkinan jawaban berdasarkan pendapat/tanggapan Bapak/Ibu. Jawablah pernyataan dibawah ini sesuai dengan apa yang anda rasakan dan menurut pendapat anda benar.

**Keterangan**

| SS            | S      | R         | TS           | STS                 |
|---------------|--------|-----------|--------------|---------------------|
| Sangat setuju | Setuju | Ragu-ragu | Tidak setuju | Sangat tidak setuju |

### IDENTITAS RESPONDEN

Untuk kebutuhan data dari penelitian ini, saya mengharapkan Bapak/Ibu untuk mengisi data-data dibawah ini:

Jenis Kelamin : ☐ Laki-Laki ☐ Perempuan

Usia : ☐ < 20 tahun  
☐ 20-30 tahun  
☐ 31-40 tahun  
☐ > 40 tahun

Domisi : ☐ Bogor  
☐ Yang Lain:

Status Kemitraan : ☐ Agen  
☐ Sub Agen  
☐ Reseller

Lama Menjadi Mitra : ☐ < 1 tahun  
☐ 1-2 tahun  
☐ 2-3 tahun  
☐ > 3 tahun

Platform Digital untuk : ☐ WhatsApp

Promosi/Berjualan  
☐ Instagram  
☐ Facebook  
☐ Tiktok  
☐ Shopee

( ) Yang Lain:

Rata-rata Omset Bulanan : ( ) < Rp. 1.500.000

( ) Rp. 1.500.000 – Rp. 4.500.000

( ) Rp. 4.500.000 – Rp. 7.500.000

( ) > Rp. 7.500.000

**KUESIONER**  
**SALURAN DISTRIBUSI DIGITAL (X)**

| No                                 | Pertanyaan                                                                                                                                                               | Jawaban Pertanyaan |          |          |           |            |
|------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|----------|----------|-----------|------------|
|                                    |                                                                                                                                                                          | SS<br>(5)          | S<br>(4) | R<br>(3) | TS<br>(2) | STS<br>(1) |
| <b>Jangkauan Geografis</b>         |                                                                                                                                                                          |                    |          |          |           |            |
| 1                                  | Grup WhatsApp dan grup Telegram pusat sangat membantu dalam mempercepat penyampaian informasi produk terbaru tanpa terhalang jarak geografis.                            |                    |          |          |           |            |
| 2                                  | Informasi katalog dan foto produk di grup Telegram pusat selalu diperbarui secara tepat waktu.                                                                           |                    |          |          |           |            |
| 3                                  | Konten yang di dapatkan sangat praktis untuk langsung digunakan oleh mitra dalam menawarkan produk kepada pelanggan.                                                     |                    |          |          |           |            |
| <b>Efisiensi Operasional</b>       |                                                                                                                                                                          |                    |          |          |           |            |
| 1                                  | Sistem rekap pesanan ( <i>list order</i> ) melalui fitur Note atau Komentar LINE prosesnya berjalan dengan cepat.                                                        |                    |          |          |           |            |
| 2                                  | Sistem <i>list order</i> di grup LINE menghemat waktu karena tidak perlu menghubungi admin secara personal satu persatu.                                                 |                    |          |          |           |            |
| 3                                  | Prosedur pemesanan barang dengan sistem ketik di aplikasi LINE sangat praktis dan efisien dalam meringankan beban kerja harian.                                          |                    |          |          |           |            |
| <b>Keandalan dan Kualitas</b>      |                                                                                                                                                                          |                    |          |          |           |            |
| 1                                  | Penyimpanan bukti pembayaran di fitur Album Foto LINE sangat aman dan memperkecil risiko struk transfer hilang.                                                          |                    |          |          |           |            |
| 2                                  | Catatan transaksi keuangan dari Distributor Mayshira selalu akurat dan meminimalkan risiko terjadinya selisih angka                                                      |                    |          |          |           |            |
| 3                                  | Riwayat pembayaran di dalam aplikasi LINE tersusun rapi sehingga memudahkan pencatatan pengeluaran sewaktu-waktu.                                                        |                    |          |          |           |            |
| <b>Perilaku Saluran Distribusi</b> |                                                                                                                                                                          |                    |          |          |           |            |
| 1                                  | Aturan mengenai uang muka ( <i>DP</i> ) dan kejelasan status pesanan barang (Pre Order atau Ready Pusat) disampaikan secara transparan oleh admin melalui aplikasi LINE. |                    |          |          |           |            |

|                           |                                                                                                                                                         |  |  |  |  |  |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|--|--|
| 2                         | Informasi pembagian komisi atau keuntungan bagi agen, sub agen dan reseller ditulis secara jelas di dalam grup secara lebih transparan                  |  |  |  |  |  |
| 3                         | Pihak Distributor Mayshira bertindak tegas dan adil dalam menegakkan aturan grup yang telah disepakati Bersama.                                         |  |  |  |  |  |
| <b>Kepuasan Pelanggan</b> |                                                                                                                                                         |  |  |  |  |  |
| 1                         | Kualitas foto dan video produk di katalog Telegram pusat memiliki resolusi yang jernih, sehingga memudahkan saya dalam menarik perhatian calon konsumen |  |  |  |  |  |
| 2                         | Perlengkapan bahan promosi dari telegram pusat membantu merespon pertanyaan konsumen dengan cepat                                                       |  |  |  |  |  |
| 3                         | Konten pemasaran yang disediakan di Telegram pusat selalu diperbarui sehingga aktivitas berjalan Bersama Mayshira terasa memuaskan.                     |  |  |  |  |  |

**KUESIONER  
KINERJA PENJUALAN MITRA (Y)**

| No                                 | Pertanyaan                                                                                                                       | Jawaban Pertanyaan |     |     |      |       |
|------------------------------------|----------------------------------------------------------------------------------------------------------------------------------|--------------------|-----|-----|------|-------|
|                                    |                                                                                                                                  | (SS)               | (S) | (R) | (TS) | (STS) |
| <b>Profitabilitas (Margin)</b>     |                                                                                                                                  |                    |     |     |      |       |
| 1                                  | Keuntungan yang diperoleh dari hasil penjualan produk Mayshira mengalami peningkatan yang stabil.                                |                    |     |     |      |       |
| 2                                  | Margin keuntungan yang didapatkan sebagai mitra mampu menutup biaya operasional harian dengan sangat baik.                       |                    |     |     |      |       |
| 3                                  | Hasil keuntungan dari penjualan produk Mayshira memberikan dampak positif bagi pertumbuhan modal usaha kemitraan.                |                    |     |     |      |       |
| <b>Volume Penjualan</b>            |                                                                                                                                  |                    |     |     |      |       |
| 1                                  | Jumlah produk yang saya jual mengalami peningkatan yang stabil setiap bulannya.                                                  |                    |     |     |      |       |
| 2                                  | Target omzet atau volume penjualan pribadi secara umum dapat dicapai dengan baik sejak bermitra dengan Mayshira.                 |                    |     |     |      |       |
| 3                                  | Pemanfaatan materi promosi digital yang disediakan membantu meningkatkan jumlah pesanan dari pelanggan.                          |                    |     |     |      |       |
| <b>Pencapaian Target</b>           |                                                                                                                                  |                    |     |     |      |       |
| 1                                  | Target penjualan yang ditentukan secara umum dapat terpenuhi dengan baik.                                                        |                    |     |     |      |       |
| 2                                  | Produk yang telah dipesan dari distributor dapat tersalurkan kepada konsumen secara tepat waktu sesuai target yang direncanakan. |                    |     |     |      |       |
| 3                                  | Kemudahan sistem operasional lewat aplikasi digital membantu mempercepat pemenuhan pesanan dari pelanggan                        |                    |     |     |      |       |
| <b>Pangsa Pasar (Market Share)</b> |                                                                                                                                  |                    |     |     |      |       |
| 1                                  | Produk yang saya pasarkan berhasil menjangkau konsumen baru dari luar daerah                                                     |                    |     |     |      |       |
| 2                                  | Produk-produk brand pusat yang diambil dari Distributor Mayshira mampu                                                           |                    |     |     |      |       |

|          |                                                                                           |  |  |  |  |  |
|----------|-------------------------------------------------------------------------------------------|--|--|--|--|--|
|          | bersaing di pasaran dan sangat diminati oleh konsumen.                                    |  |  |  |  |  |
| <b>3</b> | Jumlah pelanggan aktif di toko/bisnis kemitraan saya terus bertambah dari waktu ke waktu. |  |  |  |  |  |



## 2. Hasil Uji Validitas Kinerja Penjualan Mitra

|       |                     | Correlations |         |         |         |         |         |         |         |         |         |         |         |         |    |
|-------|---------------------|--------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|----|
|       |                     | Y1           | Y2      | Y3      | Y4      | Y5      | Y6      | Y7      | Y8      | Y9      | Y10     | Y11     | Y12     | Total   |    |
| Y1    | Pearson Correlation | 1            | .570*** | .487*** | .414*** | .466*** | .029    | .259*   | .352*** | .329**  | .299**  | .253*   | .288**  | .629*** |    |
|       | Sig. (2-tailed)     |              | <.001   | <.001   | <.001   | <.001   | .782    | .012    | <.001   | .001    | .004    | .014    | .005    | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y2    | Pearson Correlation | .570***      | 1       | .396**  | .548*** | .579*** | .194    | .261*   | .360*** | .330**  | .288**  | .166    | .332**  | .661*** |    |
|       | Sig. (2-tailed)     | <.001        |         | <.001   | <.001   | <.001   | .062    | .012    | <.001   | .001    | .005    | .111    | .001    | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y3    | Pearson Correlation | .487***      | .396**  | 1       | .401*** | .321**  | .296**  | .271**  | .283*   | .385*** | .411*** | .423*** | .382*** | .643*** |    |
|       | Sig. (2-tailed)     | <.001        | <.001   |         | <.001   | .002    | .004    | .008    | .011    | <.001   | <.001   | <.001   | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y4    | Pearson Correlation | .414***      | .548*** | .401*** | 1       | .613*** | .398*** | .281**  | .364*** | .179    | .388*** | .267**  | .476*** | .789*** |    |
|       | Sig. (2-tailed)     | <.001        | <.001   | <.001   |         | <.001   | <.001   | .006    | <.001   | .086    | <.001   | .010    | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y5    | Pearson Correlation | .466***      | .579*** | .321**  | .613*** | 1       | .271**  | .387*** | .375*** | .181    | .353*** | .222*   | .483*** | .894*** |    |
|       | Sig. (2-tailed)     | <.001        | <.001   | .002    | <.001   |         | .009    | <.001   | <.001   | .083    | <.001   | .032    | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y6    | Pearson Correlation | .029         | .194    | .296**  | .398*** | .271**  | 1       | .407*** | .134    | .303*   | .482*** | .320**  | .483*** | .543**  |    |
|       | Sig. (2-tailed)     | .782         | .062    | .004    | <.001   | .009    |         | <.001   | .199    | .003    | <.001   | .002    | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y7    | Pearson Correlation | .259*        | .261*   | .271**  | .281**  | .387*** | .407*** | 1       | .309**  | .294**  | .307**  | .265*   | .437*** | .581*** |    |
|       | Sig. (2-tailed)     | .012         | .012    | .008    | .006    | <.001   | <.001   |         | .003    | .004    | .003    | .010    | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y8    | Pearson Correlation | .352***      | .360**  | .263*   | .364*** | .373*** | .134    | .309**  | 1       | .288**  | .266**  | .294**  | .482*** | .597*** |    |
|       | Sig. (2-tailed)     | <.001        | <.001   | .011    | <.001   | <.001   | .199    | .003    |         | .009    | .010    | .006    | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y9    | Pearson Correlation | .329**       | .330**  | .365*** | .179    | .181    | .303*   | .294**  | .266**  | 1       | .440*** | .339*** | .439*** | .572*** |    |
|       | Sig. (2-tailed)     | .001         | .001    | <.001   | .086    | .083    | .003    | .004    | .009    |         | <.001   | <.001   | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y10   | Pearson Correlation | .299**       | .288**  | .411*** | .388*** | .353*** | .492*** | .307**  | .266**  | .440*** | 1       | .471*** | .619*** | .687*** |    |
|       | Sig. (2-tailed)     | .004         | .005    | <.001   | <.001   | <.001   | <.001   | .003    | .010    | <.001   |         | <.001   | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y11   | Pearson Correlation | .253*        | .166    | .423*** | .267**  | .222*   | .320**  | .265*   | .284**  | .339*** | .471*** | 1       | .456**  | .575**  |    |
|       | Sig. (2-tailed)     | .014         | .111    | <.001   | .010    | .032    | .002    | .010    | .006    | <.001   | <.001   |         | <.001   | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Y12   | Pearson Correlation | .288**       | .332**  | .382*** | .476*** | .483*** | .483*** | .437*** | .482*** | .439*** | .619*** | .456**  | 1       | .789*** |    |
|       | Sig. (2-tailed)     | .005         | .001    | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   |         | <.001   |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |
| Total | Pearson Correlation | .629***      | .661*** | .643*** | .709*** | .694*** | .543**  | .581*** | .597*** | .572*** | .687*** | .575**  | .789*** | 1       |    |
|       | Sig. (2-tailed)     | <.001        | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   | <.001   |         |    |
|       | N                   | 93           | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93      | 93 |

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

\*. Correlation is significant at the 0.05 level (2-tailed).

\*\*. Correlation is significant at the 0.01 level (2-tailed).

## 3. Analisis Koefisien Korelasi Rank Spearman

| Correlations   |                            |                         |                            |                         |
|----------------|----------------------------|-------------------------|----------------------------|-------------------------|
|                |                            |                         | Saluran Distribusi Digital | Kinerja Penjualan Mitra |
| Spearman's rho | Saluran Distribusi Digital | Correlation Coefficient | 1.000                      | .607***                 |
|                |                            | Sig. (2-tailed)         | .                          | <.001                   |
|                |                            | N                       | 93                         | 93                      |
|                | Kinerja Penjualan Mitra    | Correlation Coefficient | .607***                    | 1.000                   |
|                |                            | Sig. (2-tailed)         | <.001                      | .                       |
|                |                            | N                       | 93                         | 93                      |

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

## 4. Analisis Koefisien Determinasi

**Model Summary**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | .641 <sup>a</sup> | .411     | .405              | 4.22225                    |

a. Predictors: (Constant), Saluran Distribusi Digital

## 5. Regresi Linier Sederhana dan Uji t

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

| Model |                            | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig.  |
|-------|----------------------------|-----------------------------|------------|---------------------------|-------|-------|
|       |                            | B                           | Std. Error | Beta                      |       |       |
| 1     | (Constant)                 | 15.352                      | 4.107      |                           | 3.738 | <.001 |
|       | Saluran Distribusi Digital | .510                        | .064       | .641                      | 7.976 | <.001 |

a. Dependent Variable: Kinerja Penjualan Mitra

## 6. Uji F

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

| Model |            | Sum of Squares | df | Mean Square | F      | Sig.               |
|-------|------------|----------------|----|-------------|--------|--------------------|
| 1     | Regression | 1134.182       | 1  | 1134.182    | 63.620 | <.001 <sup>b</sup> |
|       | Residual   | 1622.291       | 91 | 17.827      |        |                    |
|       | Total      | 2756.473       | 92 |             |        |                    |

a. Dependent Variable: Kinerja Penjualan Mitra

b. Predictors: (Constant), Saluran Distribusi Digital

**Lampiran VI – Tanggapan Responden Mengenai Variabel Saluran Distribusi Digital**

| X1 | X2 | X3 | X4 | X5 | X6 | X7 | X8 | X9 | X10 | X11 | X12 | X13 | X14 | X15 | Total |
|----|----|----|----|----|----|----|----|----|-----|-----|-----|-----|-----|-----|-------|
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 5  | 4  | 5  | 4  | 5  | 5  | 3  | 5  | 3  | 4   | 5   | 5   | 3   | 4   | 4   | 64    |
| 5  | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 5   | 5   | 5   | 5   | 5   | 68    |
| 4  | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 3   | 58    |
| 5  | 5  | 4  | 1  | 5  | 3  | 4  | 2  | 4  | 3   | 5   | 5   | 5   | 5   | 5   | 61    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 5  | 5  | 5  | 4  | 5  | 5  | 5  | 5  | 5  | 4   | 5   | 4   | 5   | 4   | 5   | 71    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 61    |
| 4  | 5  | 4  | 4  | 5  | 4  | 5  | 4  | 5  | 4   | 4   | 4   | 4   | 4   | 5   | 65    |
| 3  | 3  | 3  | 3  | 3  | 3  | 4  | 3  | 5  | 4   | 4   | 3   | 3   | 3   | 5   | 52    |
| 4  | 3  | 5  | 4  | 4  | 3  | 4  | 4  | 4  | 5   | 4   | 4   | 4   | 4   | 4   | 60    |
| 5  | 4  | 5  | 4  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 73    |
| 4  | 4  | 4  | 4  | 4  | 3  | 3  | 4  | 3  | 4   | 4   | 4   | 4   | 4   | 4   | 57    |
| 5  | 4  | 3  | 4  | 5  | 5  | 4  | 3  | 4  | 3   | 5   | 4   | 3   | 4   | 5   | 61    |
| 5  | 4  | 5  | 3  | 4  | 4  | 3  | 4  | 5  | 3   | 4   | 5   | 5   | 4   | 4   | 62    |
| 5  | 4  | 5  | 4  | 2  | 2  | 2  | 3  | 2  | 2   | 4   | 3   | 4   | 4   | 4   | 50    |
| 4  | 3  | 5  | 3  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 59    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 3  | 4  | 5  | 3  | 4  | 3  | 3  | 3  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 56    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 3   | 3   | 58    |
| 5  | 4  | 5  | 4  | 5  | 5  | 4  | 3  | 3  | 3   | 4   | 5   | 3   | 4   | 4   | 61    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 5  | 3  | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4   | 5   | 5   | 5   | 3   | 4   | 63    |
| 5  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4  | 5   | 4   | 5   | 4   | 4   | 5   | 65    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 4  | 4  | 5   | 5   | 5   | 5   | 5   | 5   | 73    |
| 5  | 4  | 4  | 4  | 5  | 5  | 5  | 3  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 63    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3   | 4   | 4   | 5   | 5   | 5   | 62    |
| 4  | 5  | 5  | 4  | 4  | 5  | 5  | 4  | 4  | 4   | 5   | 4   | 5   | 4   | 5   | 67    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 4  | 3  | 3  | 4  | 4  | 3  | 5  | 4  | 3  | 4   | 4   | 5   | 3   | 4   | 3   | 56    |
| 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 75    |
| 5  | 4  | 5  | 4  | 5  | 5  | 5  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 73    |
| 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3   | 3   | 3   | 3   | 3   | 3   | 45    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 5  | 5  | 5  | 5  | 5  | 5  | 4  | 5  | 5  | 5   | 5   | 5   | 5   | 5   | 5   | 74    |
| 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4   | 4   | 4   | 4   | 4   | 4   | 60    |
| 4  | 4  | 4  | 3  | 5  | 4  | 4  | 4  | 3  | 5   | 5   | 5   | 5   | 4   | 5   | 64    |
| 5  | 5  | 4  | 4  | 4  | 4  | 4  | 5  | 4  | 4   | 4   | 4   | 5   | 5   | 5   | 66    |
| 5  | 4  | 5  | 4  | 4  | 4  | 4  | 5  | 4  | 4   | 3   | 4   | 4   | 4   | 5   | 63    |
| 4  | 5  | 4  | 4  | 4  | 3  | 4  | 3  | 5  | 4   | 4   | 5   | 5   | 4   | 5   | 63    |
| 3  | 4  | 5  | 5  | 3  | 4  | 4  | 5  | 5  | 3   | 3   | 4   | 5   | 5   | 5   | 63    |
| 4  | 4  | 4  | 4  | 4  | 5  | 5  | 4  | 5  | 4   | 3   | 4   | 5   | 4   | 5   | 64    |

|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |    |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|----|
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 58 |
| 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 63 |
| 3 | 5 | 4 | 3 | 3 | 5 | 4 | 4 | 4 | 3 | 5 | 4 | 4 | 4 | 3 | 58 |
| 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 64 |
| 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 66 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 65 |
| 5 | 4 | 5 | 4 | 4 | 4 | 5 | 3 | 5 | 3 | 5 | 4 | 5 | 5 | 5 | 66 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 75 |
| 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 73 |
| 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 48 |
| 4 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 55 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 60 |
| 3 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 5 | 4 | 3 | 3 | 4 | 4 | 4 | 54 |
| 5 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 68 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 60 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 54 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 72 |
| 4 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 69 |
| 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 71 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 75 |
| 4 | 5 | 4 | 5 | 5 | 4 | 3 | 3 | 3 | 5 | 5 | 3 | 4 | 4 | 4 | 61 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 75 |
| 5 | 5 | 5 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 59 |
| 5 | 4 | 5 | 4 | 5 | 5 | 4 | 3 | 3 | 4 | 5 | 3 | 4 | 4 | 4 | 62 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 69 |
| 4 | 3 | 4 | 3 | 4 | 3 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 62 |
| 5 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 3 | 4 | 4 | 4 | 4 | 5 | 5 | 62 |
| 4 | 3 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 3 | 3 | 3 | 59 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 75 |
| 5 | 4 | 4 | 4 | 4 | 4 | 1 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 64 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 57 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 75 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 61 |
| 3 | 3 | 4 | 5 | 4 | 3 | 5 | 4 | 4 | 3 | 4 | 5 | 3 | 5 | 4 | 59 |
| 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 56 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 60 |
| 5 | 5 | 5 | 5 | 5 | 5 | 3 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 73 |
| 5 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 69 |
| 4 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 5 | 4 | 4 | 4 | 4 | 55 |
| 5 | 4 | 4 | 5 | 5 | 3 | 4 | 4 | 3 | 5 | 4 | 3 | 5 | 4 | 3 | 61 |
| 5 | 5 | 5 | 4 | 2 | 2 | 2 | 4 | 4 | 3 | 5 | 4 | 5 | 5 | 4 | 59 |
| 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 65 |
| 4 | 4 | 5 | 3 | 5 | 4 | 2 | 3 | 3 | 4 | 5 | 5 | 4 | 5 | 5 | 61 |
| 5 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 5 | 68 |
| 4 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 67 |
| 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 3 | 4 | 3 | 5 | 5 | 4 | 66 |
| 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 72 |



|   |   |   |   |   |   |   |   |   |   |   |   |    |
|---|---|---|---|---|---|---|---|---|---|---|---|----|
| 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 51 |
| 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 54 |
| 4 | 4 | 4 | 3 | 3 | 5 | 4 | 2 | 5 | 5 | 3 | 4 | 46 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 49 |
| 4 | 3 | 4 | 3 | 4 | 5 | 4 | 3 | 3 | 4 | 5 | 4 | 46 |
| 3 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 5 | 5 | 4 | 3 | 44 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 3 | 3 | 3 | 4 | 3 | 4 | 3 | 5 | 4 | 3 | 4 | 4 | 43 |
| 4 | 3 | 3 | 2 | 4 | 4 | 4 | 2 | 4 | 4 | 3 | 3 | 40 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 45 |
| 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 46 |
| 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 52 |
| 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 53 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 3 | 3 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 49 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 3 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 44 |
| 4 | 4 | 3 | 4 | 5 | 4 | 5 | 3 | 3 | 3 | 3 | 3 | 44 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 4 | 4 | 4 | 2 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 2 | 39 |
| 1 | 4 | 3 | 3 | 4 | 5 | 5 | 3 | 5 | 4 | 4 | 5 | 46 |
| 5 | 5 | 5 | 4 | 4 | 3 | 3 | 4 | 5 | 4 | 4 | 4 | 50 |
| 4 | 4 | 5 | 3 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 55 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 46 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 60 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 47 |
| 4 | 3 | 5 | 5 | 3 | 4 | 4 | 3 | 4 | 5 | 5 | 4 | 49 |
| 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 47 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 47 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 3 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 43 |
| 3 | 3 | 5 | 2 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 41 |
| 4 | 3 | 4 | 3 | 3 | 5 | 5 | 5 | 4 | 4 | 3 | 3 | 46 |
| 4 | 4 | 3 | 3 | 4 | 4 | 2 | 5 | 4 | 2 | 3 | 3 | 41 |
| 4 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 51 |
| 3 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 5 | 4 | 45 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 5 | 4 | 51 |
| 3 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 3 | 3 | 4 | 48 |
| 4 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 55 |

**Lampiran VIII - Distribusi  $t_{hitung}$** 

| df | 0,05  | 0,025 |
|----|-------|-------|
| 80 | 1,664 | 1,990 |
| 81 | 1,664 | 1,990 |
| 82 | 1,664 | 1,989 |
| 83 | 1,663 | 1,989 |
| 84 | 1,663 | 1,989 |
| 85 | 1,663 | 1,988 |
| 86 | 1,663 | 1,988 |
| 87 | 1,663 | 1,988 |
| 88 | 1,662 | 1,987 |
| 89 | 1,662 | 1,987 |
| 90 | 1,662 | 1,987 |
| 91 | 1,662 | 1,986 |
| 92 | 1,662 | 1,986 |
| 93 | 1,661 | 1,986 |
| 94 | 1,661 | 1,986 |
| 95 | 1,661 | 1,985 |
| 96 | 1,661 | 1,985 |
| 97 | 1,661 | 1,985 |
| 98 | 1,661 | 1,984 |
| 99 | 1,660 | 1,984 |