

## Lampiran I

# KUESIONER PENELITIAN

Perihal : Mohon bantuan pengisian Kuesioner

Kepada Yth : Bapak/ Ibu, Saudara/ i  
Di tempat

Dengan Hormat,

Dalam rangka penyusunan Skripsi sebagai salah satu syarat kelulusan program Strata 1 Manajemen di Program Studi Manajemen IIB Darmajaya, Saya:

Nama : M. Fadhil Surya

NPM : 1812110221

Sedang melakukan penelitian yang berjudul **“PENGARUH PSIKOLOGI INVESTOR TERHADAP PENGAMBILAN KEPUTUSAN INVESTASI (STUDI KASUS PADA KOMUNITAS INVESTOR SAHAM PEMULA LAMPUNG)”** Oleh karena itu saya mohon kesediaan bapak/ibu,saudara/i untuk mengisi kusioner di bawah ini dengan jujur dan benar. Data atau informasi yang terkumpul akan saya jaga kerahasiaanya dan di gunakan hanya untuk kepentingan penyusunan skripsi ini semata. Atas perhatian bapak/ibu, saudara/i saya ucapkan terima kasih.

Bandar Lampung, Februari 2023  
Peneliti

M. Fadhil Surya  
NPM. 1812110221

Panduan pengisian pernyataan :

1. Jawablah pernyataan yang diajukan dibawah ini dengan benar dan jujur.
2. Pernyataan harus dijawab semua jangan sampai ada yang terlewatkan, agar data dapat sepenuhnya di olah oleh peneliti.
3. Berilah tanda (√) pada jawaban yang telah disediakan oleh peneliti.
4. Keterangan :
  - SS (Sangat Setuju)
  - S (Setuju)
  - SS (Cukup Setuju)
  - TS (Tidak Setuju)
  - STS (Sangat Tidak Setuju)

## IDENTITAS RESPONDEN

1. Nama : .....(Dapat dikosongkan)

2. Jenis Kelamin :  Laki-laki  
 Perempuan

3. Usia :

<input type="checkbox"/> a. 15 Tahun – 24 Tahun	<input type="checkbox"/> c. 35 Tahun – 44 Tahun
<input type="checkbox"/> b. 25 Tahun – 34 Tahun	<input type="checkbox"/> d. 45 Tahun – 54 Tahun

4. Pekerjaan :

<input type="checkbox"/> a. Pelajar	<input type="checkbox"/> c. Pegawai Negeri
<input type="checkbox"/> b. Mahasiswa	<input type="checkbox"/> d. Pegawai Swasta
<input type="checkbox"/> c. Wiraswasta	

## DAFTAR PERNYATAAN

<i>Herding</i>						
No	Pernyataan	STS	TS	CS	S	SS
1	Saya tertarik berinvestasi di pasar modal karena melihat keuntungan yang diperoleh di Komunitas Investor Saham Pemula					
2	Saya dengan mudah melakukan investasi di pasar modal karena saran dan dukungan dari Komunitas Investor Saham Pemula					
3	Saya tertarik berinvestasi di pasar modal karena dorongan dari Komunitas Investor Saham Pemula					
4	Keputusan investasi saya di pasar modal bergantung arahan dari Komunitas Investor Saham Pemula					

<i>Overconfidence</i>						
No	Pernyataan	STS	TS	CS	S	SS
1	Saya memiliki pengalaman berinvestasi di pasar modal					
2	Saya memiliki pengetahuan untuk menganalisis kondisi pasar modal					
3	Saya dengan mudah memprediksi risiko yang akan ditimbulkan dari pemilihan investasi					
4	Saya mempertimbangkan resiko sebelum melakukan investasi di pasar modal					
5	Saya yakin bahwa investasi yang dipilih di pasar modal pasti akan menghasilkan keuntungan					
6	Saya menyimpan saham terbaik dalam portfolio					

<i>Emotion</i>						
<b>No</b>	<b>Pernyataan</b>	<b>STS</b>	<b>TS</b>	<b>CS</b>	<b>S</b>	<b>SS</b>
<b>1</b>	Saya berhati-hati apabila terjadi kerugian yang mendadak, perubahan harga atau aktivitas perdagangan yang dapat menimbulkan kerugian					
<b>2</b>	Keputusan saya dalam berinvestasi di pasar modal sebagian besar didasarkan pada pengetahuan, pengalaman dan pendidikan					
<b>3</b>	Saya tidak yakin untuk melakukan investasi yang sama yang pernah membuat saya mengalami kerugian					
<b>4</b>	Setelah saya mengalami kerugian saya cenderung menghindari investasi jenis yang sama					
<b>5</b>	Saya Mempertimbangkan kinerja masa lalu untuk membeli saham di pasar modal					
<b>6</b>	Saya menghindari investasi pada perusahaan yang memiliki riwayat keuangan yang buruk					

<i>Keputusan Investasi</i>						
<b>No</b>	<b>Pernyataan</b>	<b>STS</b>	<b>TS</b>	<b>CS</b>	<b>S</b>	<b>SS</b>
<b>1</b>	Saya memilih return yang paling besar dari pilihan investasi yang tersedia					
<b>2</b>	Saya menggunakan simulasi investasi untuk mengetahui keuntungan yang akan diterima					
<b>3</b>	Saya memilih produk investasi yang terdaftar di OJK					
<b>4</b>	Saya menggunakan aplikasi investasi yang memiliki keamanan biometrik					

## Lampiran II (Hasil Jawaban Responden)

No	H1	H2	H3	H4	Herding	O1	O2	O3	O4	O5	O6	Overconfidence	E1	E2	E3	E4	E5	E6	Emotion	KI1	KI2	KI3	KI4	Keputusan_Investasi
1	5	5	5	5	20	5	5	1	4	5	5	25	4	4	5	1	3	4	21	5	5	5	5	20
2	5	5	5	5	20	3	5	5	5	5	5	28	4	4	5	1	3	4	21	5	5	5	5	20
3	5	5	5	5	20	4	4	5	5	4	4	26	4	5	3	2	5	3	22	5	5	5	5	20
4	5	5	5	5	20	4	5	4	5	4	5	27	5	3	3	4	4	4	23	5	5	5	5	20
5	5	5	5	5	20	5	5	5	4	5	5	29	5	4	3	3	5	3	23	5	5	5	5	20
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7	5	3	5	5	18	5	4	5	4	4	4	26	5	5	5	5	5	5	30	5	4	5	5	19
8	4	3	4	5	16	4	4	4	4	5	4	25	5	5	5	5	5	5	30	5	5	5	5	20
9	5	5	5	5	20	3	3	5	4	5	5	25	5	5	5	5	5	5	30	5	5	5	5	20
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13	3	4	5	5	17	2	5	2	5	3	4	21	4	4	5	5	5	4	27	5	5	3	3	16
14	5	5	5	5	20	5	5	5	5	5	5	30	3	3	4	5	3	3	21	5	5	5	5	20
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### Lampiran III (Hasil Uji Deskriptif)

**Jenis\_Kelamin**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Laki-Laki	71	71.0	71.0	71.0
Valid Perempuan	29	29.0	29.0	100.0
Total	100	100.0	100.0	

**Usia**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 17 Tahun - 24 Tahun	29	29.0	29.0	29.0
Valid 25 Tahun - 34 Tahun	62	62.0	62.0	91.0
Valid 35 Tahun - 44 Tahun	6	6.0	6.0	97.0
Valid 45 Tahun - 54 Tahun	3	3.0	3.0	100.0
Total	100	100.0	100.0	

**Pekerjaan**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Mahasiswa	20	20.0	20.0	20.0
Valid Pegawai Negeri	13	13.0	13.0	33.0
Valid Pegawai Swasta	39	39.0	39.0	72.0
Valid Pelajar	9	9.0	9.0	81.0
Valid Wiraswasta	19	19.0	19.0	100.0
Total	100	100.0	100.0	

**H1**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	4	4.0	4.0	4.0
Valid 3	28	28.0	28.0	32.0
Valid 4	32	32.0	32.0	64.0
Valid 5	36	36.0	36.0	100.0
Total	100	100.0	100.0	

**H2**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	4	4.0	4.0	4.0
Valid 3	15	15.0	15.0	19.0
Valid 4	49	49.0	49.0	68.0
Valid 5	32	32.0	32.0	100.0
Total	100	100.0	100.0	

**H3**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	7	7.0	7.0	7.0
3	32	32.0	32.0	39.0
Valid 4	33	33.0	33.0	72.0
5	28	28.0	28.0	100.0
Total	100	100.0	100.0	

**H4**

	Frequency	Percent	Valid Percent	Cumulative Percent
3	9	9.0	9.0	9.0
Valid 4	41	41.0	41.0	50.0
5	50	50.0	50.0	100.0
Total	100	100.0	100.0	

**O1**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	8	8.0	8.0	8.0
3	29	29.0	29.0	37.0
Valid 4	42	42.0	42.0	79.0
5	21	21.0	21.0	100.0
Total	100	100.0	100.0	

**O2**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	9	9.0	9.0	10.0
Valid 3	29	29.0	29.0	39.0
4	33	33.0	33.0	72.0
5	28	28.0	28.0	100.0
Total	100	100.0	100.0	

**O3**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	8	8.0	8.0	9.0
Valid 3	24	24.0	24.0	33.0
4	39	39.0	39.0	72.0
5	28	28.0	28.0	100.0
Total	100	100.0	100.0	

**O4**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	4	4.0	4.0	4.0
3	10	10.0	10.0	14.0
Valid 4	55	55.0	55.0	69.0
5	31	31.0	31.0	100.0
Total	100	100.0	100.0	

**O5**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	9	9.0	9.0	9.0
3	26	26.0	26.0	35.0
Valid 4	33	33.0	33.0	68.0
5	32	32.0	32.0	100.0
Total	100	100.0	100.0	

**O6**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	6	6.0	6.0	6.0
3	38	38.0	38.0	44.0
Valid 4	26	26.0	26.0	70.0
5	30	30.0	30.0	100.0
Total	100	100.0	100.0	

**E1**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	5	5.0	5.0	6.0
Valid 3	36	36.0	36.0	42.0
4	35	35.0	35.0	77.0
5	23	23.0	23.0	100.0
Total	100	100.0	100.0	

**E2**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	5	5.0	5.0	5.0
3	35	35.0	35.0	40.0
Valid 4	35	35.0	35.0	75.0
5	25	25.0	25.0	100.0
Total	100	100.0	100.0	

**E3**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	2	2.0	2.0	2.0
2	3	3.0	3.0	5.0
3	33	33.0	33.0	38.0
4	39	39.0	39.0	77.0
5	23	23.0	23.0	100.0
Total	100	100.0	100.0	

**E4**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	6	6.0	6.0	6.0
2	15	15.0	15.0	21.0
3	34	34.0	34.0	55.0
4	34	34.0	34.0	89.0
5	11	11.0	11.0	100.0
Total	100	100.0	100.0	

**E5**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	16	16.0	16.0	16.0
3	44	44.0	44.0	60.0
4	30	30.0	30.0	90.0
5	10	10.0	10.0	100.0
Total	100	100.0	100.0	

**E6**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	4	4.0	4.0	4.0
2	33	33.0	33.0	37.0
3	37	37.0	37.0	74.0
4	18	18.0	18.0	92.0
5	8	8.0	8.0	100.0
Total	100	100.0	100.0	

**K11**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	1	1.0	1.0	1.0
3	12	12.0	12.0	13.0
4	41	41.0	41.0	54.0
5	46	46.0	46.0	100.0
Total	100	100.0	100.0	

**KI2**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	1	1.0	1.0	1.0
3	12	12.0	12.0	13.0
Valid 4	46	46.0	46.0	59.0
5	41	41.0	41.0	100.0
Total	100	100.0	100.0	

**KI3**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	5	5.0	5.0	7.0
Valid 3	25	25.0	25.0	32.0
4	31	31.0	31.0	63.0
5	37	37.0	37.0	100.0
Total	100	100.0	100.0	

**KI4**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	1	1.0	1.0	1.0
3	26	26.0	26.0	27.0
Valid 4	44	44.0	44.0	71.0
5	29	29.0	29.0	100.0
Total	100	100.0	100.0	

## Lampiran IV (Hasil Uji Validitas)

**Correlations**

		H1	H2	H3	H4	Herding
H1	Pearson Correlation	1	.505**	.418*	.499**	.762**
	Sig. (2-tailed)		.004	.022	.005	.000
	N	30	30	30	30	30
H2	Pearson Correlation	.505**	1	.589**	.504**	.812**
	Sig. (2-tailed)	.004		.001	.004	.000
	N	30	30	30	30	30
H3	Pearson Correlation	.418*	.589**	1	.583**	.829**
	Sig. (2-tailed)	.022	.001		.001	.000
	N	30	30	30	30	30
H4	Pearson Correlation	.499**	.504**	.583**	1	.787**
	Sig. (2-tailed)	.005	.004	.001		.000
	N	30	30	30	30	30
Herding	Pearson Correlation	.762**	.812**	.829**	.787**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	30	30	30	30	30

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

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

**Correlations**

		O1	O2	O3	O4	O5	O6	Overconfidence
O1	Pearson Correlation	1	.423*	.512**	.376*	.582**	.461*	.708**
	Sig. (2-tailed)		.020	.004	.040	.001	.010	.000
	N	30	30	30	30	30	30	30
O2	Pearson Correlation	.423*	1	.362*	.756**	.630**	.651**	.781**
	Sig. (2-tailed)	.020		.049	.000	.000	.000	.000
	N	30	30	30	30	30	30	30
O3	Pearson Correlation	.512**	.362*	1	.584**	.623**	.488**	.770**
	Sig. (2-tailed)	.004	.049		.001	.000	.006	.000
	N	30	30	30	30	30	30	30
O4	Pearson Correlation	.376*	.756**	.584**	1	.710**	.689**	.848**
	Sig. (2-tailed)	.040	.000	.001		.000	.000	.000
	N	30	30	30	30	30	30	30
O5	Pearson Correlation	.582**	.630**	.623**	.710**	1	.651**	.874**
	Sig. (2-tailed)	.001	.000	.000	.000		.000	.000
	N	30	30	30	30	30	30	30
O6	Pearson Correlation	.461*	.651**	.488**	.689**	.651**	1	.809**
	Sig. (2-tailed)	.010	.000	.006	.000	.000		.000
	N	30	30	30	30	30	30	30
Overconfidence	Pearson Correlation	.708**	.781**	.770**	.848**	.874**	.809**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	
	N	30	30	30	30	30	30	30

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

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

**Correlations**

		E1	E2	E3	E4	E5	E6	Emotion
E1	Pearson Correlation	1	.407*	.276	.019	.413*	.095	.569**
	Sig. (2-tailed)		.026	.139	.922	.023	.617	.001
	N	30	30	30	30	30	30	30
E2	Pearson Correlation	.407*	1	.259	.055	.591**	.445*	.729**
	Sig. (2-tailed)	.026		.167	.773	.001	.014	.000
	N	30	30	30	30	30	30	30
E3	Pearson Correlation	.276	.259	1	.018	-.046	.121	.433*
	Sig. (2-tailed)	.139	.167		.925	.811	.523	.017
	N	30	30	30	30	30	30	30
E4	Pearson Correlation	.019	.055	.018	1	.363*	.121	.499**
	Sig. (2-tailed)	.922	.773	.925		.049	.526	.005
	N	30	30	30	30	30	30	30
E5	Pearson Correlation	.413*	.591**	-.046	.363*	1	.313	.718**
	Sig. (2-tailed)	.023	.001	.811	.049		.093	.000
	N	30	30	30	30	30	30	30
E6	Pearson Correlation	.095	.445*	.121	.121	.313	1	.626**
	Sig. (2-tailed)	.617	.014	.523	.526	.093		.000
	N	30	30	30	30	30	30	30
Emotion	Pearson Correlation	.569**	.729**	.433*	.499**	.718**	.626**	1
	Sig. (2-tailed)	.001	.000	.017	.005	.000	.000	
	N	30	30	30	30	30	30	30

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

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

**Correlations**

		KI1	KI2	KI3	KI4	Keputusan_Investasi
KI1	Pearson Correlation	1	.541**	.000	.373*	.750**
	Sig. (2-tailed)		.002	1.000	.042	.000
	N	30	30	30	30	30
KI2	Pearson Correlation	.541**	1	.298	.537**	.817**
	Sig. (2-tailed)	.002		.109	.002	.000
	N	30	30	30	30	30
KI3	Pearson Correlation	.000	.298	1	.618**	.536**
	Sig. (2-tailed)	1.000	.109		.000	.002
	N	30	30	30	30	30
KI4	Pearson Correlation	.373*	.537**	.618**	1	.817**
	Sig. (2-tailed)	.042	.002	.000		.000
	N	30	30	30	30	30
Keputusan_Investasi	Pearson Correlation	.750**	.817**	.536**	.817**	1
	Sig. (2-tailed)	.000	.000	.002	.000	
	N	30	30	30	30	30

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

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



## Lampiran V (Hasil Uji Reliabilitas)

**Case Processing Summary**

		N	%
Cases	Valid	30	100.0
	Excluded <sup>a</sup>	0	.0
	Total	30	100.0

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.803	4

**Case Processing Summary**

		N	%
Cases	Valid	30	100.0
	Excluded <sup>a</sup>	0	.0
	Total	30	100.0

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.880	6

**Case Processing Summary**

		N	%
Cases	Valid	30	100.0
	Excluded <sup>a</sup>	0	.0
	Total	30	100.0

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.610	6

**Case Processing Summary**

		N	%
Cases	Valid	30	100.0
	Excluded <sup>a</sup>	0	.0
	Total	30	100.0

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.702	4

## Lampiran VI (Hasil Uji Normalitas)

**One-Sample Kolmogorov-Smirnov Test**

		Herding	Overconfidence	Emotion	Keputusan_Investasi
N		100	100	100	100
Normal Parameters <sup>a,b</sup>	Mean	16.32	23.20	20.88	16.56
	Std. Deviation	2.164	3.747	3.150	2.333
	Absolute	.107	.095	.130	.135
Most Extreme Differences	Positive	.107	.095	.130	.135
	Negative	-.093	-.095	-.070	-.122
Kolmogorov-Smirnov Z		1.067	.955	1.300	1.349
Asymp. Sig. (2-tailed)		.205	.322	.068	.053

a. Test distribution is Normal.

b. Calculated from data.

## Lampiran VII (Hasil Uji Linearitas)

**ANOVA Table**

			Sum of Squares	df	Mean Square	F	Sig.
Keputusan_Investasi * Herding		(Combined)	147.164	9	16.352	3.759	.000
	Between Groups	Linearity	113.157	1	113.157	26.015	.000
		Deviation from Linearity	34.007	8	4.251	.977	.459
	Within Groups		391.476	90	4.350		
	Total		538.640	99			

**ANOVA Table**

			Sum of Squares	df	Mean Square	F	Sig.
Keputusan_Investasi * Overconfidence		(Combined)	154.335	16	9.646	2.083	.017
	Between Groups	Linearity	89.038	1	89.038	19.230	.000
		Deviation from Linearity	65.297	15	4.353	.940	.524
	Within Groups		384.305	83	4.630		
	Total		538.640	99			

**ANOVA Table**

			Sum of Squares	df	Mean Square	F	Sig.
Keputusan_Investasi * Emotion		(Combined)	185.176	13	14.244	3.466	.000
	Between Groups	Linearity	117.458	1	117.458	28.578	.000
		Deviation from Linearity	67.718	12	5.643	1.373	.195
	Within Groups		353.464	86	4.110		
	Total		538.640	99			

### Lampiran VIII (Hasil Uji Multikolinearitas)

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

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3.433	1.764		1.947	.054		
	Herding	.293	.101	.271	2.904	.005	.751	1.332
	Overconfidence	.125	.058	.201	2.177	.032	.767	1.304
	Emotion	.261	.062	.352	4.175	.000	.920	1.086

a. Dependent Variable: Keputusan\_Investasi

### Lampiran IX (Hasil Uji Regresi Linear Berganda)

**Variables Entered/Removed<sup>a</sup>**

Model	Variables Entered	Variables Removed	Method
1	Emotion, Overconfidence, Herding <sup>b</sup>		Enter

a. Dependent Variable: Keputusan\_Investasi

b. All requested variables entered.

**Model Summary**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.609 <sup>a</sup>	.371	.351	1.879

a. Predictors: (Constant), Emotion, Overconfidence, Herding

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

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	3.433	1.764		1.947	.054
	Herding	.293	.101	.271	2.904	.005
	Overconfidence	.125	.058	.201	2.177	.032
	Emotion	.261	.062	.352	4.175	.000

a. Dependent Variable: Keputusan\_Investasi

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

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	199.695	3	66.565	18.853	.000 <sup>b</sup>
	Residual	338.945	96	3.531		
	Total	538.640	99			

a. Dependent Variable: Keputusan\_Investasi

b. Predictors: (Constant), Emotion, Overconfidence, Herding