

# **LAMPIRAN**

## Lampiran 1

### ANGKET PENELITIAN (KUISONER)



**INSTITUT INFORMATIKA DAN BISNISDARMAJAYA**

**FAKULTAS EKONOMI DAN BISNIS**

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Jalan Zainal Abidin Pagar Alam No.93 Lampung 35142

### **KUISONER**

### **PENGARUH BAURAN PROMOSI TERHADAP KEPUTUSAN PEMBELIAN LE MINERALE DI BANDAR LAMPUNG**

#### IDENTITAS PENELITI

Nama : Ade Suryana  
Jurusan : Manajemen  
Alamat : Jl. Imam Bonjol Gg. Pinang No 36 Langkapura  
Kemiling, Bandar Lampung  
E-Mail : [adesuryana2410@gmail.com](mailto:adesuryana2410@gmail.com)

Bandar Lampung, 30 Januari 2018

**Hal : Mohon Bantu Pengisian Kuesioner**

Kepada Yth.

Bapak/Ibu/Sdr.

DiTempat

Dengan Hormat,

Berkenannya dengan penelitian yang saya lakukan dalam rangka menyelesaikan studi pada program Strata Satu (S1) Manajemen IIB Darmajaya Bandar Lampung tentang **“Pengaruh bauran promosi terhadap keputusan pembelian le minerale di Bandar Lampung”** maka saya mohon kesediaan Bapak/Ibu/Sdr untuk mengisi kuesioner terlampir.

Penelitian ini diharapkan dapat memberikan hasil yang bermanfaat, oleh karenanya diharapkan kesediaan Bapak/Ibu/Sdr untuk menjawab kuesioner ini dengan sejujurnya. Perlu diberitahukan bahwa informasi yang Bapak/Ibu/Sdr berikan semata-mata untuk kepentingan penelitian ini. Untuk itu saya menjamin kerahasiaannya.

Atas perhatian, bantuan dan kerjasama yang baik dari Bapak/Ibu/Sdr, saya mengucapkan banyak terimakasih.

Hormat saya,

Peneliti

Ade Suryana  
NPM. 1412110153

## **KUESIONER PENELITIAN**

Pernyataan ini berguna dalam rangka penelitian skripsi yang berjudul :

### **PENGARUH BAURAN PROMOSI TERHADAP KEPUTUSAN PEMBELIAN LE MINERALE DI BANDAR LAMPUNG**

Petunjuk pengisian daftar pernyataan :

1. Jawablah pernyataan yang diajukan dibawah ini dengan benar dan jujur.
2. Pertanyaan/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.

#### **Kriteria Penilaian :**

SS	: Sangat Setuju	5
S	: Setuju	4
CS	: Cukup Setuju	3
TS	: Tidak Setuju	2
STS	: Sangat Tidak Setuju	1

#### **IDENTITAS RESPONDEN**

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

2. **Jenis Kelamin** :  Laki-laki  
 Perempuan

3. **Usia** :  
 a. 17 Tahun – 23 Tahun       c. 31 Tahun – 37 Tahun  
 b. 24 Tahun – 30 Tahun       d. > 38 tahun

### 1. Variabel Periklanan (*Advertising*)

No	Pernyataan	SS	S	CS	TS	STS
1	Penyampaian pesan dalam iklan Le minerale sangat bermanfaat bagi konsumen					
2	kandungan mineral dalam le minerale dapat menyeimbangkan tubuh agar tetap fit saat beraktivitas					
3	iklan le minerale dapat ditemukan di outlet-outlet toko, banner maupun spanduk					
4	Iklan Le Minerale memberikan nuansa segar sehingga mampu mempengaruhi konsumen untuk membeli					

### 2. Variabel Promosi Penjualan (*Sales Promotion*)

No	Pernyataan	SS	S	CS	TS	STS
1	Promosi Penjualan Le Minerale menawarkan undian berhadiah, sampel, kupon dan bonus setiap pembelian dalam jumlah banyak					
2	Le minerale mengajak para agen pengecer agar lebih giat memasarkan produk					

<b>3</b>	Para sales le minerale menawarkan bonus kepada calon konsumen sehingga membuat konsumen ingin melakukan pembelian.					
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### 3. Variabel Penjualan Pribadi (*Personal Selling*)

<b>No</b>	<b>Pernyataan</b>	<b>SS</b>	<b>S</b>	<b>CS</b>	<b>TS</b>	<b>STS</b>
<b>1</b>	Sales Le Minerale sangat ramah dalam memberikan informasi sehingga menarik perhatian para konsumen					
<b>2</b>	Sales Le Minerale dapat memberikan konsumen informasi terkait dengan Le Minerale dengan jelas					
<b>3</b>	Sales mampu menjawab pertanyaan konsumen terkait dengan Le Minerale					

### 4. Variabel Hubungan Masyarakat (*Public Relation*)

<b>No</b>	<b>Pernyataan</b>	<b>SS</b>	<b>S</b>	<b>CS</b>	<b>TS</b>	<b>STS</b>
<b>1</b>	Le Minerale memasang pamflet undian berhadiah di outlet-outlet toko					
<b>2</b>	Keikutsertaan Le Minerale pada					

	acara car freeday di tugu adipura membuat konsumen tertarik melakukan pembelian.					
<b>3</b>	Le Minerale sering bekerjasama menjadi sponsor acara-acara di lampung					
<b>4</b>	Le Minerale menjadi sponsor merek minuman pada saat konferensi pers di televisi					
<b>5</b>	Penyampaian tentang produk Le Minerale oleh perusahaan sangat meyakinkan para konsumen					
<b>6</b>	Le minerale sering mengikuti acara kegiatan amal dengan membawa nama perusahaan yaitu mayora					
<b>7</b>	Melalui banner, pamflet serta brosur dapat memperkenalkan Le Minerale secara luas kepada masyarakat					

### **5. Variabel Pemasaran Langsung (*Direct Marketing*)**

<b>No</b>	<b>Pernyataan</b>	<b>SS</b>	<b>S</b>	<b>CS</b>	<b>TS</b>	<b>STS</b>
<b>1</b>	Penjualan le minerale dilakukan secara langsung antara sales dan pembeli di acara car free day					
<b>2</b>	Informasi tentang Le minerale melalui media sosial yaitu, twitter dan facebook sangat baik					

<b>3</b>	Le Minerale menyediakan customer service untuk mendengarkan keluhan para konsumen					
<b>4</b>	Le Minerale dapat membantu konsumen mengetahui tentang produk melalui media sosial yaitu twitter dan facebook					

#### **6. Variabel keputusan pembelian ( Y)**

<b>No</b>	<b>Pernyataan</b>	<b>SS</b>	<b>S</b>	<b>CS</b>	<b>TS</b>	<b>STS</b>
<b>1</b>	Harga dan rasa yang unik dari Le minerale membuat konsumen melakukan pembelian					
<b>2</b>	Konsumen tertarik membeli Le minerale karena promosi yang disampaikan menarik perhatian					
<b>3</b>	Le minerale mudah didapatkan dimana-mana					
<b>4</b>	Konsumen membeli le minerale karena sesuai kebutuhan					
<b>5</b>	Bahasa iklan yang disampaikan di televisi membuat konsumen tertarik untuk membeli					



## Lampiran 2

### Hasil Jawaban Responden

#### 1. Jawaban Kuisisioner Periklanan (X1)

No	P1X1	P2X1	P3X1	P4X1	TOTAL X1
1	5	5	2	5	17
2	5	4	5	5	19
3	3	5	3	4	15
4	3	3	3	3	12
5	4	4	4	4	16
6	5	5	5	4	19
7	3	5	3	4	15
8	2	2	2	4	10
9	3	3	3	3	12
10	4	4	4	3	15
11	5	2	5	5	17
12	5	5	5	4	19
13	5	1	5	5	16
14	3	3	3	2	11
15	5	5	5	3	18
16	3	4	3	4	14
17	5	5	5	5	20
18	4	4	2	4	14
19	4	5	4	5	18
20	3	4	4	5	16
21	4	4	4	5	17
22	5	5	5	5	20
23	5	5	5	5	20
24	1	2	1	4	8
25	5	5	5	4	19
26	3	3	3	4	13
27	5	5	5	4	19
28	4	5	5	4	18
29	5	5	5	4	19
30	3	5	5	4	17
31	5	5	5	5	20
32	5	4	5	5	19

33	4	4	3	4	15
34	3	5	5	5	18
35	4	4	5	4	17
36	4	3	4	4	15
37	3	4	4	5	16
38	5	4	5	5	19
39	3	3	4	4	14
40	5	5	5	4	19
41	5	4	4	5	18
42	3	4	5	4	16
43	5	5	5	5	20
44	5	5	4	5	19
45	3	4	4	4	15
46	5	5	4	5	19
47	5	2	4	5	16
48	4	4	5	5	18
49	4	5	4	5	18
50	3	5	5	5	18
51	4	3	4	4	15
52	5	2	4	3	14
53	4	4	5	5	18
54	5	4	5	3	17
55	5	2	3	3	13
56	3	3	3	5	14
57	4	5	4	5	18
58	5	3	4	5	17
59	4	5	3	4	16
60	5	4	5	5	19
61	4	3	3	5	15
62	5	4	5	5	19
63	3	3	4	5	15
64	4	4	4	4	16
65	5	4	5	5	19
66	3	5	5	3	16
67	3	4	3	5	15
68	5	5	5	5	20
69	4	4	5	4	17
70	4	4	3	4	15

71	4	4	5	5	18
72	5	5	5	5	20
73	5	4	4	2	15
74	5	5	5	5	20
75	5	3	4	5	17
76	4	4	4	5	17
77	3	5	4	4	16
78	5	3	5	5	18
79	5	3	3	4	15
80	2	3	5	4	14
81	5	5	4	3	17
82	3	5	3	4	15
83	5	5	5	4	19
84	5	4	5	3	17
85	5	3	4	5	17
86	3	5	5	4	17
87	5	5	3	5	18
88	5	5	4	3	17
89	4	3	4	5	16
90	5	4	5	4	18
91	4	4	5	5	18
92	4	3	3	4	14
93	5	5	5	5	20
94	5	4	5	3	17
95	5	4	4	4	17
96	5	4	5	4	18
97	5	5	5	4	19
98	4	4	3	4	15
99	3	5	5	3	16
100	5	3	4	5	17

## 2. Jawaban Kuisisioner Promosi Penjualan (X2)

No	P1X2	P2X2	P3X2	TOTAL X2
1	5	4	5	14
2	5	4	5	14
3	3	3	3	9
4	5	5	5	15
5	5	5	5	15
6	4	4	4	12
7	4	4	4	12
8	5	5	5	15
9	4	4	4	12
10	5	5	5	15
11	4	4	4	12
12	5	5	5	15
13	5	5	5	15
14	4	4	4	12
15	5	5	5	15
16	5	5	5	15
17	4	4	4	12
18	5	5	5	15
19	4	4	4	12
20	5	4	5	14
21	5	5	5	15
22	4	5	5	14
23	5	5	5	15
24	5	5	4	14
25	5	5	5	15
26	5	5	5	15
27	4	4	4	12
28	5	5	5	15
29	4	4	4	12
30	4	5	5	14
31	4	4	5	13
32	5	5	3	13
33	5	5	5	15
34	4	5	4	13
35	3	3	5	11

36	5	4	4	13
37	4	4	3	11
38	4	5	2	11
39	1	3	4	8
40	4	2	4	10
41	4	4	4	12
42	4	3	5	12
43	5	5	4	14
44	3	4	4	11
45	2	4	5	11
46	5	5	4	14
47	5	5	5	15
48	4	5	4	13
49	4	5	2	11
50	5	4	3	12
51	4	5	5	14
52	4	4	4	12
53	5	3	4	12
54	4	5	4	13
55	4	5	5	14
56	5	5	5	15
57	4	5	4	13
58	5	3	5	13
59	4	5	3	12
60	5	5	3	13
61	3	4	4	11
62	4	5	5	14
63	4	3	4	11
64	4	5	4	13
65	5	4	5	14
66	3	4	5	12
67	4	5	4	13
68	3	5	4	12
69	4	1	3	8
70	5	5	4	14
71	3	2	1	6
72	5	4	5	14
73	3	4	5	12

74	4	4	5	13
75	5	5	1	11
76	4	4	5	13
77	5	5	5	15
78	4	4	5	13
79	5	5	4	14
80	4	4	2	10
81	5	5	3	13
82	2	3	4	9
83	5	5	5	15
84	5	5	2	12
85	5	5	3	13
86	4	2	5	11
87	5	4	4	13
88	4	3	5	12
89	5	3	5	13
90	5	3	5	13
91	4	5	3	12
92	5	4	4	13
93	5	5	5	15
94	4	4	4	12
95	4	5	5	14
96	3	2	4	9
97	4	4	3	11
98	5	5	5	15
99	5	3	4	12
100	3	4	4	11

### 3. Jawaban Kuesioner Penjualan Pribadi (X3)

No	P1X3	P2X3	P3X3	Total X3
1	5	5	5	15
2	5	4	5	14
3	5	5	5	15
4	4	5	5	14
5	4	3	3	10
6	5	5	4	14
7	5	5	5	15
8	5	5	5	15
9	5	5	5	15
10	3	4	4	11
11	3	5	5	13
12	3	5	4	12
13	4	5	3	12
14	5	4	3	12
15	5	5	4	14
16	5	5	5	15
17	4	3	5	12
18	4	4	5	13
19	5	3	5	13
20	5	5	4	14
21	3	5	4	12
22	4	5	4	13
23	5	3	4	12
24	3	4	4	11
25	4	5	5	14
26	5	3	4	12
27	4	5	4	13
28	3	3	3	9
29	5	5	4	14
30	5	5	3	13
31	5	5	5	15
32	4	5	5	14
33	4	3	4	11
34	5	5	5	15
35	4	5	4	13

36	3	4	4	11
37	4	4	5	13
38	4	4	5	13
39	3	4	4	11
40	5	5	5	15
41	4	4	5	13
42	4	5	4	13
43	5	5	5	15
44	5	5	5	15
45	4	4	4	12
46	5	4	5	14
47	5	5	5	15
48	4	5	5	14
49	5	5	5	15
50	5	5	5	15
51	5	4	4	13
52	5	4	1	10
53	5	5	5	15
54	4	4	4	12
55	5	3	5	13
56	5	3	5	13
57	5	4	5	14
58	5	4	5	14
59	4	4	4	12
60	5	5	5	15
61	4	4	4	12
62	5	5	5	15
63	4	4	5	13
64	4	4	4	12
65	4	5	5	14
66	5	5	3	13
67	4	3	5	12
68	5	5	5	15
69	4	5	4	13
70	4	5	4	13
71	4	5	5	14
72	5	5	5	15
73	4	4	2	10



74	5	5	5	15
75	5	4	5	14
76	4	4	5	13
77	5	4	4	13
78	5	5	5	15
79	3	3	4	10
80	3	5	4	12
81	5	4	5	14
82	5	3	4	12
83	5	5	4	14
84	4	5	3	12
85	5	4	5	14
86	5	5	4	14
87	5	5	5	15
88	5	4	5	14
89	3	4	5	12
90	4	5	4	13
91	4	5	5	14
92	3	3	4	10
93	5	5	5	15
94	4	5	3	12
95	4	4	4	12
96	4	5	4	13
97	5	5	4	14
98	4	3	4	11
99	5	5	3	13
100	3	4	5	12

#### 4. Jawaban Kuesioner Hubungan Masyarakat (X4)

No	P1X4	P2X4	P3X4	P4X4	P5X4	P6X4	P7X4	TOTAL X4
1	5	5	5	5	5	5	5	35
2	5	5	5	5	3	5	4	32
3	4	5	4	3	4	4	4	28
4	5	5	5	4	4	5	4	32
5	4	4	4	4	4	4	4	28
6	3	5	5	5	5	3	3	29
7	5	5	5	4	5	5	3	32
8	5	5	5	5	5	5	3	33
9	5	5	5	4	3	5	3	30
10	4	4	4	4	4	5	4	29
11	5	5	5	5	5	5	5	35
12	4	4	4	4	4	4	4	28
13	4	4	4	2	4	4	4	26
14	5	5	5	4	5	5	5	34
15	5	5	5	5	5	5	5	35
16	5	5	4	5	5	5	5	34
17	5	5	5	5	5	5	5	35
18	5	5	5	5	5	5	5	35
19	5	5	5	5	5	5	5	35
20	5	5	5	5	5	5	5	35
21	4	5	5	4	5	5	4	32
22	4	5	4	4	4	5	4	30
23	5	5	5	4	5	5	5	34
24	4	4	4	5	4	4	4	29
25	5	5	5	5	5	5	5	35
26	4	4	4	5	4	4	4	29
27	5	5	5	5	5	5	5	35
28	5	5	4	5	4	5	5	33
29	5	5	5	5	5	5	5	35
30	5	5	3	5	3	5	5	31
31	3	4	5	3	4	5	5	29
32	3	5	5	4	4	5	5	31
33	4	5	4	5	3	5	5	31
34	3	4	4	5	3	5	3	27
35	5	5	3	5	4	3	5	30

36	5	5	4	2	5	4	5	30
37	5	4	5	4	5	5	3	31
38	5	4	2	4	5	4	4	28
39	5	5	3	5	2	5	5	30
40	3	4	4	5	4	5	4	29
41	4	4	5	1	4	5	4	27
42	4	4	4	4	4	5	5	30
43	5	5	4	5	5	5	3	32
44	4	3	5	3	5	3	4	27
45	4	5	5	4	3	4	5	30
46	5	5	2	5	4	4	5	30
47	3	5	3	5	5	4	4	29
48	5	4	4	5	5	3	5	31
49	5	4	5	4	5	3	5	31
50	4	5	1	4	5	3	5	27
51	4	4	4	4	5	4	3	28
52	5	4	5	5	4	5	4	32
53	5	5	3	5	3	3	4	28
54	3	4	4	5	4	4	5	29
55	5	4	4	4	5	5	4	31
56	5	5	5	5	5	5	4	34
57	5	5	5	4	4	4	5	32
58	5	5	4	5	3	3	5	30
59	5	4	5	3	4	4	5	30
60	5	5	5	4	5	5	5	34
61	4	3	5	5	4	2	3	26
62	5	5	3	2	5	4	4	28
63	3	4	4	3	4	5	5	28
64	4	4	5	4	5	5	4	31
65	5	5	4	5	5	4	5	33
66	5	3	3	3	4	3	5	26
67	5	4	4	4	5	4	5	31
68	4	5	5	5	4	5	5	33
69	5	4	5	4	5	3	4	30
70	4	5	3	5	4	4	4	29
71	5	5	4	5	5	5	3	32
72	4	5	4	4	4	5	4	30
73	5	3	4	5	3	4	5	29

74	4	4	3	4	4	4	5	28
75	5	5	4	3	5	3	5	30
76	5	4	5	4	3	4	4	29
77	4	5	5	5	4	2	4	29
78	4	4	5	2	5	4	5	29
79	5	5	2	4	2	5	5	28
80	5	4	4	5	3	2	5	28
81	5	5	4	1	4	3	3	25
82	4	4	5	3	5	4	4	29
83	5	5	5	4	5	4	5	33
84	5	5	2	5	4	5	5	31
85	4	5	4	4	3	5	4	29
86	5	4	3	5	5	5	4	31
87	4	4	4	5	3	4	4	28
88	5	5	5	4	4	4	5	32
89	4	5	5	5	5	5	4	33
90	4	5	5	3	4	2	5	28
91	5	4	5	4	3	3	5	29
92	5	5	3	5	4	4	4	30
93	4	5	3	5	5	5	3	30
94	5	4	4	5	5	4	4	31
95	4	4	4	5	5	5	5	32
96	5	3	2	4	4	3	4	25
97	4	4	4	4	3	4	5	28
98	4	5	4	3	5	5	5	31
99	4	5	5	5	5	2	4	30
100	5	5	5	5	5	4	5	34

### 5. Jawaban Kuesioner Pemasaran Langsung (X5)

No	P1X5	P2X5	P3X5	P4X5	TOTAL X5
1	5	4	5	5	19
2	5	4	4	4	17
3	5	4	4	5	18
4	4	4	4	5	17
5	5	5	5	5	20
6	5	5	5	5	20
7	5	5	5	5	20
8	5	5	5	5	20
9	3	1	3	5	12
10	4	4	4	4	16
11	5	4	5	5	19
12	4	4	4	4	16
13	5	5	5	5	20
14	4	5	4	4	17
15	5	5	5	5	20
16	4	5	4	5	18
17	5	5	5	5	20
18	5	4	3	3	15
19	5	3	5	5	18
20	5	4	3	5	17
21	5	3	3	5	16
22	4	5	4	5	18
23	5	5	5	5	20
24	5	5	5	5	20
25	4	5	4	4	17
26	4	5	4	4	17
27	4	5	4	4	17
28	4	4	4	4	16
29	5	5	5	5	20
30	5	5	5	5	20
31	5	4	5	5	19
32	5	4	4	5	18
33	5	4	3	5	17
34	3	5	5	5	18
35	4	5	5	3	17

36	5	3	5	4	17
37	3	3	3	4	13
38	4	3	4	5	16
39	5	4	5	3	17
40	4	5	4	5	18
41	4	5	4	4	17
42	5	5	2	3	15
43	3	4	3	5	15
44	4	5	4	5	18
45	5	5	5	4	19
46	2	5	2	5	14
47	4	2	4	5	15
48	5	4	4	5	18
49	5	5	4	5	19
50	5	5	4	4	18
51	3	5	3	5	16
52	4	3	3	4	14
53	4	4	4	3	15
54	5	5	5	5	20
55	4	4	3	5	16
56	4	5	4	5	18
57	5	4	5	5	19
58	5	5	3	3	16
59	5	4	4	5	18
60	2	5	5	5	17
61	3	3	3	4	13
62	4	2	4	5	15
63	4	4	5	5	18
64	4	5	3	5	17
65	5	5	4	4	18
66	5	5	5	4	19
67	5	5	3	5	18
68	5	4	4	5	18
69	4	5	5	5	19
70	4	4	3	5	16
71	3	3	4	4	14
72	4	4	5	4	17
73	5	5	4	4	18

74	5	3	4	4	16
75	5	4	4	5	18
76	1	5	5	4	15
77	4	2	5	5	16
78	5	3	5	4	17
79	5	5	5	5	20
80	5	5	5	4	19
81	3	2	5	5	15
82	4	3	4	3	14
83	5	4	5	5	19
84	5	5	4	5	19
85	4	4	5	5	18
86	4	5	4	4	17
87	5	4	5	4	18
88	3	3	5	3	14
89	4	4	5	3	16
90	5	5	5	5	20
91	5	4	5	5	19
92	4	5	5	4	18
93	3	4	4	5	16
94	4	4	5	4	17
95	5	5	5	5	20
96	4	3	5	4	16
97	5	4	2	5	16
98	5	5	3	5	18
99	4	3	4	3	14
100	5	4	5	4	18

## 6. Jawaban Kuesioner Keputusan Pembelian (Y)

No	P1Y	P2Y	P3Y	P4Y	P5Y	TOTAL Y
1	5	5	5	5	5	25
2	4	5	4	5	4	22
3	5	4	4	4	4	21
4	4	4	4	4	5	21
5	4	5	4	4	5	22
6	4	4	4	4	4	20
7	5	5	5	5	5	25
8	5	4	5	4	5	23
9	5	5	5	5	5	25
10	5	4	5	4	5	23
11	5	4	5	4	5	23
12	5	5	5	5	5	25
13	5	4	5	5	5	24
14	5	5	5	5	5	25
15	5	4	5	4	5	23
16	5	5	5	5	5	25
17	5	4	3	4	5	21
18	4	5	4	5	4	22
19	5	4	5	4	5	23
20	5	5	5	5	5	25
21	5	4	3	4	5	21
22	4	5	4	5	4	22
23	5	5	5	5	5	25
24	3	4	3	4	3	17
25	4	5	4	5	4	22
26	3	4	3	5	3	18
27	5	5	5	5	5	25
28	4	4	4	4	4	20
29	5	5	3	5	3	21
30	4	4	4	4	4	20
31	3	4	3	5	4	19
32	4	5	4	5	5	23
33	4	4	5	3	4	20
34	5	5	5	3	5	23
35	5	4	5	4	4	22



36	3	4	2	2	5	16
37	4	5	3	3	5	20
38	5	4	4	5	3	21
39	2	5	4	4	5	20
40	4	4	4	3	5	20
41	5	5	5	3	3	21
42	1	4	5	4	4	18
43	3	5	3	4	5	20
44	4	4	4	5	5	22
45	5	4	5	3	5	22
46	3	5	2	4	5	19
47	4	4	3	5	4	20
48	5	5	4	3	5	22
49	5	4	5	4	3	21
50	4	5	5	5	5	24
51	3	4	5	4	4	20
52	5	5	5	4	5	24
53	4	4	3	3	4	18
54	3	4	4	4	5	20
55	5	4	5	5	3	22
56	4	5	5	4	4	22
57	4	5	5	5	4	23
58	3	5	4	4	3	19
59	4	5	4	5	4	22
60	5	5	4	4	4	22
61	3	4	5	4	5	21
62	4	4	5	3	5	21
63	4	3	4	4	5	20
64	4	4	4	5	2	19
65	5	5	3	3	3	19
66	2	5	4	4	4	19
67	3	5	4	5	3	20
68	4	5	4	5	5	23
69	5	5	5	4	5	24
70	3	4	5	3	5	20
71	4	5	2	4	4	19
72	5	4	3	5	5	22
73	5	5	4	3	4	21

74	3	5	4	4	5	21
75	4	5	5	5	2	21
76	5	4	5	5	3	22
77	4	5	5	5	4	23
78	3	4	3	4	5	19
79	4	5	4	5	4	22
80	4	4	5	4	5	22
81	4	4	5	4	4	21
82	4	4	5	4	4	21
83	5	5	4	5	5	24
84	5	5	4	5	5	24
85	3	5	5	4	5	22
86	4	3	5	3	5	20
87	5	4	3	5	4	21
88	4	4	3	5	3	19
89	5	5	3	1	5	19
90	4	5	3	5	4	21
91	5	5	4	4	5	23
92	5	5	5	5	4	24
93	4	2	4	4	3	17
94	4	4	5	5	4	22
95	4	5	4	5	5	23
96	5	5	5	4	5	24
97	4	4	4	5	4	21
98	4	4	5	4	5	22
99	4	5	2	5	4	20
100	4	5	3	4	5	21

### Lampiran 3

#### Karakteristik Responden

##### 1. Responden Berdasarkan Jenis Kelamin

Jenis_Kelamin				
	Frequency	Percent	Valid Percent	Cumulative Percent
	Laki-Laki	49	49.0	49.0
Valid	Perempuan	51	51.0	100.0
	Total	100	100.0	100.0

##### 2. Responden Berdasarkan Usia

Usia				
	Frequency	Percent	Valid Percent	Cumulative Percent
	17-23	37	37.0	37.0
	24-30	44	44.0	81.0
Valid	31-37	11	11.0	92.0
	>38	8	8.0	100.0
	Total	100	100.0	100.0

## Lampiran 4

### Hasil Jawaban Responden

#### 1. Jawaban Responden Periklanan (X1)

**P1X1**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	2	2.0	2.0	4.0
Valid 3	16	16.0	16.0	20.0
4	28	28.0	28.0	48.0
5	52	52.0	52.0	100.0
Total	100	100.0	100.0	

**P2X1**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	3	3.0	3.0	5.0
Valid 3	9	9.0	9.0	14.0
4	30	30.0	30.0	44.0
5	56	56.0	56.0	100.0
Total	100	100.0	100.0	

**P3X1**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	3	3.0	3.0	3.0
2	4	4.0	4.0	7.0
Valid 3	11	11.0	11.0	18.0
4	39	39.0	39.0	57.0
5	43	43.0	43.0	100.0
Total	100	100.0	100.0	

**P4X1**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	4	4.0	4.0	6.0
3	12	12.0	12.0	18.0
Valid 4	32	32.0	32.0	50.0
5	50	50.0	50.0	100.0
Total	100	100.0	100.0	

## 2. Jawaban Responden Promosi Penjualan (X2)

**P1X2**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	3	3.0	3.0	4.0
Valid 3	23	23.0	23.0	27.0
4	37	37.0	37.0	64.0
5	36	36.0	36.0	100.0
Total	100	100.0	100.0	

**P2X2**

	Frequency	Percent	Valid Percent	Cumulative Percent
3	16	16.0	16.0	16.0
Valid 4	41	41.0	41.0	57.0
5	43	43.0	43.0	100.0
Total	100	100.0	100.0	

**P3X2**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	1	1.0	1.0	1.0
3	13	13.0	13.0	14.0
Valid 4	35	35.0	35.0	49.0
5	51	51.0	51.0	100.0
Total	100	100.0	100.0	

### 3. Jawaban Responden Penjualan Pribadi (X3)

P1X3

	Frequency	Percent	Valid Percent	Cumulative Percent
1	4	4.0	4.0	4.0
2	3	3.0	3.0	7.0
3	17	17.0	17.0	24.0
Valid 4	36	36.0	36.0	60.0
5	40	40.0	40.0	100.0
Total	100	100.0	100.0	

P2X3

	Frequency	Percent	Valid Percent	Cumulative Percent
1	5	5.0	5.0	5.0
2	7	7.0	7.0	12.0
3	24	24.0	24.0	36.0
Valid 4	28	28.0	28.0	64.0
5	36	36.0	36.0	100.0
Total	100	100.0	100.0	

P3X3

	Frequency	Percent	Valid Percent	Cumulative Percent
1	4	4.0	4.0	4.0
2	4	4.0	4.0	8.0
3	22	22.0	22.0	30.0
Valid 4	35	35.0	35.0	65.0
5	35	35.0	35.0	100.0
Total	100	100.0	100.0	

#### 4. Jawaban Responden Hubungan Masyarakat (X4)

**P1X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	7	7.0	7.0	9.0
3	17	17.0	17.0	26.0
Valid 4	36	36.0	36.0	62.0
5	38	38.0	38.0	100.0
Total	100	100.0	100.0	

**P2X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	4	4.0	4.0	6.0
3	15	15.0	15.0	21.0
Valid 4	34	34.0	34.0	55.0
5	45	45.0	45.0	100.0
Total	100	100.0	100.0	

**P3X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	4	4.0	4.0	5.0
3	17	17.0	17.0	22.0
Valid 4	34	34.0	34.0	56.0
5	44	44.0	44.0	100.0
Total	100	100.0	100.0	

**P4X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	6	6.0	6.0	6.0
3	19	19.0	19.0	25.0
Valid 4	34	34.0	34.0	59.0
5	41	41.0	41.0	100.0
Total	100	100.0	100.0	

**P5X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	7	7.0	7.0	9.0
3	16	16.0	16.0	25.0
Valid 4	37	37.0	37.0	62.0
5	38	38.0	38.0	100.0
Total	100	100.0	100.0	

**P6X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	2	2.0	2.0	2.0
2	4	4.0	4.0	6.0
Valid 3	14	14.0	14.0	20.0
4	35	35.0	35.0	55.0
5	45	45.0	45.0	100.0
Total	100	100.0	100.0	

**P7X4**

	Frequency	Percent	Valid Percent	Cumulative Percent
3	12	12.0	12.0	12.0
Valid 4	36	36.0	36.0	48.0
5	52	52.0	52.0	100.0
Total	100	100.0	100.0	



## 5. Jawaban Responden Pemasaran Langsung (X5)

**P1X5**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	2	2.0	2.0	3.0
3	10	10.0	10.0	13.0
Valid 4	36	36.0	36.0	49.0
5	51	51.0	51.0	100.0
Total	100	100.0	100.0	

**P2X5**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	4	4.0	4.0	4.0
3	13	13.0	13.0	17.0
Valid 4	36	36.0	36.0	53.0
5	47	47.0	47.0	100.0
Total	100	100.0	100.0	

**P3X5**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	3	3.0	3.0	3.0
3	13	13.0	13.0	16.0
Valid 4	34	34.0	34.0	50.0
5	50	50.0	50.0	100.0
Total	100	100.0	100.0	

**P4X5**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	2	2.0	2.0	3.0
3	13	13.0	13.0	16.0
Valid 4	35	35.0	35.0	51.0
5	49	49.0	49.0	100.0
Total	100	100.0	100.0	

## 6. Jawaban Responden Keputusan Pembelian (Y)

P1Y

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	4	4.0	4.0	5.0
3	18	18.0	18.0	23.0
Valid 4	39	39.0	39.0	62.0
5	38	38.0	38.0	100.0
Total	100	100.0	100.0	

P2Y

	Frequency	Percent	Valid Percent	Cumulative Percent
2	3	3.0	3.0	3.0
3	7	7.0	7.0	10.0
Valid 4	36	36.0	36.0	46.0
5	54	54.0	54.0	100.0
Total	100	100.0	100.0	

P3Y

	Frequency	Percent	Valid Percent	Cumulative Percent
2	9	9.0	9.0	9.0
3	21	21.0	21.0	30.0
Valid 4	29	29.0	29.0	59.0
5	41	41.0	41.0	100.0
Total	100	100.0	100.0	

**P4Y**

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	2	2.0	2.0	3.0
3	17	17.0	17.0	20.0
Valid 4	45	45.0	45.0	65.0
5	35	35.0	35.0	100.0
Total	100	100.0	100.0	

**P5Y**

	Frequency	Percent	Valid Percent	Cumulative Percent
2	5	5.0	5.0	5.0
3	15	15.0	15.0	20.0
Valid 4	31	31.0	31.0	51.0
5	49	49.0	49.0	100.0
Total	100	100.0	100.0	

## Lampiran 5

### Hasil Uji Validitas

#### 1. Hasil Uji Validitas Periklanan (X1)

		Correlations				
		P1X1	P2X1	P3X1	P4X1	TOTAL_X1
P1X1	Pearson Correlation	1	.430 <sup>*</sup>	.370 <sup>*</sup>	.852 <sup>**</sup>	.890 <sup>**</sup>
	Sig. (2-tailed)		.018	.044	.000	.000
	N	30	30	30	30	30
P2X1	Pearson Correlation	.430 <sup>*</sup>	1	.104	.397 <sup>*</sup>	.686 <sup>**</sup>
	Sig. (2-tailed)	.018		.586	.030	.000
	N	30	30	30	30	30
P3X1	Pearson Correlation	.370 <sup>*</sup>	.104	1	.381 <sup>*</sup>	.545 <sup>**</sup>
	Sig. (2-tailed)	.044	.586		.038	.002
	N	30	30	30	30	30
P4X1	Pearson Correlation	.852 <sup>**</sup>	.397 <sup>*</sup>	.381 <sup>*</sup>	1	.877 <sup>**</sup>
	Sig. (2-tailed)	.000	.030	.038		.000
	N	30	30	30	30	30
TOTAL_X1	Pearson Correlation	.890 <sup>**</sup>	.686 <sup>**</sup>	.545 <sup>**</sup>	.877 <sup>**</sup>	1
	Sig. (2-tailed)	.000	.000	.002	.000	
	N	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).

## 2. Hasil Uji Validitas Promosi Penjualan (X2)

		Correlations			
		P1X2	P2X2	P3X2	TOTAL_X2
P1X2	Pearson Correlation	1	.301	.319	.854**
	Sig. (2-tailed)		.106	.086	.000
	N	30	30	30	30
P2X2	Pearson Correlation	.301	1	-.014	.571**
	Sig. (2-tailed)	.106		.940	.001
	N	30	30	30	30
P3X2	Pearson Correlation	.319	-.014	1	.614**
	Sig. (2-tailed)	.086	.940		.000
	N	30	30	30	30
TOTAL_X2	Pearson Correlation	.854**	.571**	.614**	1
	Sig. (2-tailed)	.000	.001	.000	
	N	30	30	30	30

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

## 3. Hasil Uji Validitas Penjualan Pribadi (X3)

		Correlations			
		P1X3	P2X3	P3X3	TOTAL_X3
P1X3	Pearson Correlation	1	.412*	.945**	.882**
	Sig. (2-tailed)		.024	.000	.000
	N	30	30	30	30
P2X3	Pearson Correlation	.412*	1	.453*	.781**
	Sig. (2-tailed)	.024		.012	.000
	N	30	30	30	30
P3X3	Pearson Correlation	.945**	.453*	1	.901**
	Sig. (2-tailed)	.000	.012		.000
	N	30	30	30	30
TOTAL_X3	Pearson Correlation	.882**	.781**	.901**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	30	30	30	30

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



## 5. Hasil Uji Validitas Pemasaran Langsung (X5)

		Correlations				
		P1X5	P2X5	P3X5	P4X5	TOTAL_X5
P1X5	Pearson Correlation	1	.736**	.840**	.603**	.916**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	30	30	30	30	30
P2X5	Pearson Correlation	.736**	1	.793**	.467**	.856**
	Sig. (2-tailed)	.000		.000	.009	.000
	N	30	30	30	30	30
P3X5	Pearson Correlation	.840**	.793**	1	.490**	.892**
	Sig. (2-tailed)	.000	.000		.006	.000
	N	30	30	30	30	30
P4X5	Pearson Correlation	.603**	.467**	.490**	1	.776**
	Sig. (2-tailed)	.000	.009	.006		.000
	N	30	30	30	30	30
TOTAL_X5	Pearson Correlation	.916**	.856**	.892**	.776**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	30	30	30	30	30

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

## 6. Hasil Uji Validitas Pemasaran Langsung (X5)

		Correlations					
		P1Y	P2Y	P3Y	P4Y	P5Y	TOTAL_Y
P1Y	Pearson Correlation	1	.946**	.166	.410*	.820**	.893**
	Sig. (2-tailed)		.000	.381	.025	.000	.000
	N	30	30	30	30	30	30
P2Y	Pearson Correlation	.946**	1	.262	.355	.842**	.919**
	Sig. (2-tailed)	.000		.163	.054	.000	.000
	N	30	30	30	30	30	30
P3Y	Pearson Correlation	.166	.262	1	-.105	.309	.500**
	Sig. (2-tailed)	.381	.163		.582	.097	.005
	N	30	30	30	30	30	30
P4Y	Pearson Correlation	.410*	.355	-.105	1	.346	.474**
	Sig. (2-tailed)	.025	.054	.582		.061	.008
	N	30	30	30	30	30	30
P5Y	Pearson Correlation	.820**	.842**	.309	.346	1	.901**
	Sig. (2-tailed)	.000	.000	.097	.061		.000
	N	30	30	30	30	30	30
TOTAL_Y	Pearson Correlation	.893**	.919**	.500**	.474**	.901**	1
	Sig. (2-tailed)	.000	.000	.005	.008	.000	
	N	30	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 6

### Hasil Uji Reliabilitas

#### 1. Hasil Uji Reliabilitas Periklanan (X1)

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

Cronbach's Alpha	N of Items
.748	4

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

#### 2. Hasil Uji Reliabilitas Promosi Penjualan (X2)

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

Cronbach's Alpha	N of Items
.452	3

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

#### 3. Hasil Uji Reliabilitas Penjualan Pribadi (X3)

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

Cronbach's Alpha	N of Items
.787	3

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

#### 4. Hasil Uji Reliabilitas Hubungan Masyarakat (X4)

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

Cronbach's Alpha	N of Items
.851	7

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

#### 5. Hasil Uji Reliabilitas Pemasaran Langsung (X5)

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

Cronbach's Alpha	N of Items
.871	4

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

#### 6. Hasil Uji Reliabilitas Keputusan Pembelian (Y)

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

Cronbach's Alpha	N of Items
.789	5

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

## Lampiran 7

### Hasil Uji Normalitas

One-Sample Kolmogorov-Smirnov Test

		TOTAL_X1	TOTAL_X2	TOTAL_X3	TOTAL_X4	TOTAL_X5	TOTAL_Y
N		100	100	100	100	100	100
Normal Parameters <sup>a,b</sup>	Mean	17.00	12.67	11.81	29.02	17.20	20.87
	Std. Deviation	2.361	1.577	2.112	3.530	2.318	2.477
	Absolute	.144	.161	.176	.156	.155	.131
Most Extreme Differences	Positive	.102	.115	.088	.067	.114	.093
	Negative	-.144	-.161	-.176	-.156	-.155	-.131
Kolmogorov-Smirnov Z		1.440	1.605	1.758	1.563	1.550	1.309
Asymp. Sig. (2-tailed)		.032	.012	.008	.015	.016	.065

a. Test distribution is Normal.

b. Calculated from data.

## Lampiran 8

### Hasil Uji Lineritas

#### 1. Periklanan Terhadap Keputusan Pembelian

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
TOTAL_Y *	(Combined)	253.527	11	23.048	5.733	.000
	Between Groups					
	Linearity	156.587	1	156.587	38.949	.000
TOTAL_X1	Deviation from Linearity	96.940	10	9.694	2.411	.014
	Within Groups	353.783	88	4.020		
Total		607.310	99			

#### 2. Promosi Penjualan Terhadap Keputusan Pembelian

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
TOTAL_Y *	(Combined)	30.495	7	4.356	.695	.676
	Between Groups					
	Linearity	10.041	1	10.041	1.601	.209
TOTAL_X2	Deviation from Linearity	20.454	6	3.409	.544	.774
	Within Groups	576.815	92	6.270		
Total		607.310	99			

#### 3. Penjualan Pribadi Terhadap Keputusan Pembelian

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
TOTAL_Y *	(Combined)	84.379	8	10.547	1.835	.080
	Between Groups					
	Linearity	12.925	1	12.925	2.249	.137
TOTAL_X3	Deviation from Linearity	71.455	7	10.208	1.776	.102
	Within Groups	522.931	91	5.746		
Total		607.310	99			

#### 4. Hubungan Masyarakat Terhadap Keputusan Pembelian

ANOVA Table

		Sum of	df	Mean	F	Sig.
		Squares		Square		
TOTAL_Y *	(Combined)	222.815	16	13.926	3.006	.001
	Between Groups					
	Linearity	120.284	1	120.284	25.965	.000
TOTAL_X4	Deviation from					
	Linearity	102.532	15	6.835	1.476	.134
	Within Groups	384.495	83	4.632		
	Total	607.310	99			

#### 5. Hubungan Masyarakat Terhadap Keputusan Pembelian

ANOVA Table

		Sum of	df	Mean	F	Sig.
		Squares		Square		
TOTAL_Y *	(Combined)	24.028	9	2.670	.412	.926
	Between Groups					
	Linearity	.650	1	.650	.100	.752
TOTAL_X5	Deviation from					
	Linearity	23.378	8	2.922	.451	.887
	Within Groups	583.282	90	6.481		
	Total	607.310	99			

## Lampiran 9

### Uji Multikolinieritas

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	8.182	2.908		2.814	.006	
	TOTAL_X1	.409	.104	.390	3.912	.000	.735
	TOTAL_X2	-.027	.140	-.017	-.192	.848	.918
	TOTAL_X3	.023	.105	.020	.223	.824	.918
	TOTAL_X4	.182	.070	.260	2.603	.011	.732
	TOTAL_X5	.030	.091	.028	.332	.741	.995

a. Dependent Variable: TOTAL\_Y

## Lampiran 10

### Hasil Regresi linear Berganda

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.561 <sup>a</sup>	.315	.279	2.104

a. Predictors: (Constant), TOTAL\_X5, TOTAL\_X1, TOTAL\_X3, TOTAL\_X2, TOTAL\_X4

### Persamaan Regresi Linear Berganda

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	
	B	Std. Error	Beta			
1	(Constant)	8.182	2.908		2.814	.006
	TOTAL_X1	.409	.104	.390	3.912	.000
	TOTAL_X2	.027	.140	.017	.192	.848
	TOTAL_X3	.023	.105	.020	.223	.824
	TOTAL_X4	.182	.070	.260	2.603	.011
	TOTAL_X5	.030	.091	.028	.332	.741

a. Dependent Variable: TOTAL\_Y

## Lampiran 11

### Hasil uji t

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	
	B	Std. Error	Beta			
1	(Constant)	8.182	2.908		2.814	.006
	TOTAL_X1	.409	.104	.390	3.912	.000
	TOTAL_X2	.027	.140	.017	.192	.848
	TOTAL_X3	.023	.105	.020	.223	.824
	TOTAL_X4	.182	.070	.260	2.603	.011
	TOTAL_X5	.030	.091	.028	.332	.741

a. Dependent Variable: TOTAL\_Y

### Hasil hipotesis Uji F

Model	Sum of Squares	df	Mean Square	F	Sig.	
1	Regression	191.283	5	38.257	8.644	.000 <sup>b</sup>
	Residual	416.027	94	4.426		
	Total	607.310	99			

a. Dependent Variable: TOTAL\_Y

b. Predictors: (Constant), TOTAL\_X5, TOTAL\_X1, TOTAL\_X3, TOTAL\_X2, TOTAL\_X4

**Lampiran 12**

**Tabel t**

<b>Pr df</b>	<b>0.25 0.50</b>	<b>0.10 0.20</b>	<b>0.05 0.10</b>	<b>0.025 0.050</b>	<b>0.01 0.02</b>	<b>0.005 0.010</b>	<b>0.001 0.002</b>
<b>50</b>	0.67943	1.29871	1.67591	2.00856	2.40327	2.67779	3.26141
<b>51</b>	0.67933	1.29837	1.67528	2.00758	2.40172	2.67572	3.25789
<b>52</b>	0.67924	1.29805	1.67469	2.00665	2.40022	2.67373	3.25451
<b>53</b>	0.67915	1.29773	1.67412	2.00575	2.39879	2.67182	3.25127
<b>54</b>	0.67906	1.29743	1.67356	2.00488	2.39741	2.66998	3.24815
<b>55</b>	0.67898	1.29713	1.67303	2.00404	2.39608	2.66822	3.24515
<b>56</b>	0.67890	1.29685	1.67252	2.00324	2.39480	2.66651	3.24226
<b>57</b>	0.67882	1.29658	1.67203	2.00247	2.39357	2.66487	3.23948
<b>58</b>	0.67874	1.29632	1.67155	2.00172	2.39238	2.66329	3.23680
<b>59</b>	0.67867	1.29607	1.67109	2.00100	2.39123	2.66176	3.23421
<b>60</b>	0.67860	1.29582	1.67065	2.00030	2.39012	2.66028	3.23171
<b>61</b>	0.67853	1.29558	1.67022	1.99962	2.38905	2.65886	3.22930
<b>62</b>	0.67847	1.29536	1.66980	1.99897	2.38801	2.65748	3.22696
<b>63</b>	0.67840	1.29513	1.66940	1.99834	2.38701	2.65615	3.22471
<b>64</b>	0.67834	1.29492	1.66901	1.99773	2.38604	2.65485	3.22253
<b>65</b>	0.67828	1.29471	1.66864	1.99714	2.38510	2.65360	3.22041
<b>66</b>	0.67823	1.29451	1.66827	1.99656	2.38419	2.65239	3.21837
<b>67</b>	0.67817	1.29432	1.66792	1.99601	2.38330	2.65122	3.21639
<b>68</b>	0.67811	1.29413	1.66757	1.99547	2.38245	2.65008	3.21446
<b>69</b>	0.67806	1.29394	1.66724	1.99495	2.38161	2.64898	3.21260
<b>70</b>	0.67801	1.29376	1.66691	1.99444	2.38081	2.64790	3.21079
<b>71</b>	0.67796	1.29359	1.66660	1.99394	2.38002	2.64686	3.20903
<b>72</b>	0.67791	1.29342	1.66629	1.99346	2.37926	2.64585	3.20733
<b>73</b>	0.67787	1.29326	1.66600	1.99300	2.37852	2.64487	3.20567
<b>74</b>	0.67782	1.29310	1.66571	1.99254	2.37780	2.64391	3.20406
<b>75</b>	0.67778	1.29294	1.66543	1.99210	2.37710	2.64298	3.20249
<b>76</b>	0.67773	1.29279	1.66515	1.99167	2.37642	2.64208	3.20096
<b>77</b>	0.67769	1.29264	1.66488	1.99125	2.37576	2.64120	3.19948
<b>78</b>	0.67765	1.29250	1.66462	1.99085	2.37511	2.64034	3.19804
<b>79</b>	0.67761	1.29236	1.66437	1.99045	2.37448	2.63950	3.19663
<b>80</b>	0.67757	1.29222	1.66412	1.99006	2.37387	2.63869	3.19526
<b>81</b>	0.67753	1.29209	1.66388	1.98969	2.37327	2.63790	3.19392
<b>82</b>	0.67749	1.29196	1.66365	1.98932	2.37269	2.63712	3.19262
<b>83</b>	0.67746	1.29183	1.66342	1.98896	2.37212	2.63637	3.19135
<b>84</b>	0.67742	1.29171	1.66320	1.98861	2.37156	2.63563	3.19011
<b>85</b>	0.67739	1.29159	1.66298	1.98827	2.37102	2.63491	3.18890
<b>86</b>	0.67735	1.29147	1.66277	1.98793	2.37049	2.63421	3.18772
<b>87</b>	0.67732	1.29136	1.66256	1.98761	2.36998	2.63353	3.18657
<b>88</b>	0.67729	1.29125	1.66235	1.98729	2.36947	2.63286	3.18544
<b>89</b>	0.67726	1.29114	1.66216	1.98698	2.36898	2.63220	3.18434
<b>90</b>	0.67723	1.29103	1.66196	1.98667	2.36850	2.63157	3.18327
<b>91</b>	0.67720	1.29092	1.66177	1.98638	2.36803	2.63094	3.18222
<b>92</b>	0.67717	1.29082	1.66159	1.98609	2.36757	2.63033	3.18119



<b>93</b>	0.67714	1.29072	1.66140	1.98580	2.36712	2.62973	3.18019
<b>94</b>	0.67711	1.29062	1.66123	1.98552	2.36667	2.62915	3.17921
<b>95</b>	0.67708	1.29053	1.66105	1.98525	2.36624	2.62858	3.17825
<b>96</b>	0.67705	1.29043	1.66088	1.98498	2.36582	2.62802	3.17731
<b>97</b>	0.67703	1.29034	1.66071	1.98472	2.36541	2.62747	3.17639
<b>98</b>	0.67700	1.29025	1.66055	1.98447	2.36500	2.62693	3.17549
<b>99</b>	0.67698	1.29016	1.66039	1.98422	2.36461	2.62641	3.17460
<b>100</b>	0.67695	1.29007	1.66023	1.98397	2.36422	2.62589	3.17374