

Kuesioner Penelitian

No Kuesioner	
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PETUNJUK PENGISIAN

Tidak ada jawaban yang benar dan salah, karena ini hanyalah untuk penelitian.

Jawablah pernyataan ini menurut pendapat anda dengan jujur dan tanpa dipengaruhi orang lain.

Pilihlah salah satu jawaban yang menurut anda paling tepat dengan memberikan tanda centang (✓) pada kolom yang disediakan.

Nama :

Pembelian Produk : >3 Kali <3 Kali

Lama Bekerjasama : >3 Tahun <3 Tahun

Keterangan :

STS = Sangat Tidak Setuju

TS = Tidak Setuju

N = Netral

S = Setuju

SS = Sangat Setuju

Kuesioner Pra-survey

No Kuesioner	
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Responden yang terhormat,

Bersama ini saya mengharapkan kesediaan saudara/I untuk mengisi daftar pertanyaan pra survey tentang alasan ritel memilih Springbed Bigland. Atas kesediaan saudara/I menjawab pertanyaan yang sejujur dan sebaik-baiknya saya ucapkan terimakasih.

No.	Pernyataan	Ja wab	
		Ya	Tidak
1	Apakah anda membeli produk Springbed Bigland karena informasi pada <i>Social Media Marketing</i> yang dilakukan oleh PT Cahaya Murni Indolampung.		
2	Apakah anda membeli produk springbed bigland karena <i>Personal Selling</i> yang dilakukan oleh PT Cahaya Murni Indolampung.		

Responden yang terhormat,

Bersama ini saya mengharapkan kesediaan saudara/I untuk mengisi kuesioner penelitian berjudul “Pengaruh Personal Selling Dan Social Media Marketing Terhadap Keputusan Pembelian Springbed Bigland Di Bandar Lampung”. Saya mengucapkan terimakasih atas dukungan dan partisipasi saudara/I dalam pengisian kuesioner ini.

Personal Selling (X1)

Pernyataan	STS	TS	N	S	SS
	1	2	3	4	5
<i>Sales promotion</i> springbed bigland bersikap ramah dan memperkenalkan diri kepada konsumen.					
<i>Sales Promotion</i> Springbed Bigland menggunakan bahasa yang mudah di mengerti.					
<i>Sales promotion</i> Springbed Bigland memberikan brosur dan menjelaskan detail produk Springbed Bigland.					
<i>Sales Promotion</i> Springbed Bigland mampu mempengaruhi konsumen dalam menggunakan pendekatan yang menarik perhatian konsumen					
<i>Sales Promotion</i> springbed bigland mampu mempengaruhi konsumen untuk melakukan pembelian.					
<i>Sales Promotion</i> Springbed Bigland menginformasikan pada konsumen untuk menyampaikan apabila terdapat keluhan kepada layanan konsumen Springbed Bigland.					
<i>Sales promotion</i> Springbed Bigland mampu memberikan solusi terhadap keluhan konsumen pada produk Springbed Bigland.					

Social Media Marketing (X2)

Pernyataan	STS	TS	N	S	SS
	1	2	3	4	5
Dapat dengan mudah berpartisipasi dalam akun social media Springbed Bigland (contoh: menulis komentar)					
Komentar pada sosial media Springbed Bigland dapat menambah pengetahuan mengenai informasi produk.					
Postingan sosial media Springbed Bigland memudahkan konsumen saling mengetahui informasi produk.					
Sosial media Springbed Bigland selalu mengupdate informasi terbaru					
Sosial media Springbed Bigland aktif membalas direct message.					
Promosi melalui sosial media yang dilakukan dapat menarik minat beli konsumen.					
Social media Springbed Bigland mudah diakses.					

Keputusan Pembelian (Y)

Pernyataan	STS	TS	N	S	SS
	1	2	3	4	5
Springbed Bigland dapat memenuhi kebutuhan ritel.					
Pengambilan set Springbed Bigland dapat dilakukan melalui internet/sales dengan mudah.					
Tidak adanya waktu tertentu dalam pengambilan Springbed Bigland.					
Tidak adanya batasan dalam jumlah pengambilan set Springbed Bigland					
Springbed Bigland menyediakan berbagai macam metode pembayaran yang mudah.					

No	P1.X1	P2.X1	P3.X1	P4.X1	P5.X1	P6.X1	P7.X1	Total X1
1	5	5	5	5	5	5	4	34
2	5	5	5	5	5	5	5	35
3	4	5	4	4	5	4	4	30
4	5	5	5	4	5	5	5	34
5	5	5	5	5	4	5	4	33
6	4	4	4	4	4	4	3	27
7	5	5	5	4	5	5	5	34
8	4	4	1	3	4	4	4	24
9	3	3	3	2	3	3	3	20
10	4	4	4	4	4	4	4	28
11	4	4	3	5	4	3	4	27
12	4	5	4	3	3	4	4	27
13	5	5	5	5	5	5	3	33
14	5	4	4	5	5	4	5	32
15	4	5	4	4	4	4	5	30
16	5	4	4	4	5	4	3	29
17	5	5	4	4	4	4	5	31
18	4	5	4	4	3	4	4	28
19	5	5	4	5	4	4	4	31
20	5	5	5	4	4	5	5	33
21	4	4	4	4	4	4	4	28
22	5	5	5	5	5	5	5	35
23	4	4	4	4	4	4	4	28
24	4	4	4	4	4	4	4	28
25	5	5	5	5	5	5	5	35
26	5	4	4	4	4	4	5	30
27	4	4	4	4	4	4	4	28
28	5	4	5	5	4	5	4	32
29	5	5	5	5	5	5	5	35
30	5	5	5	5	5	5	5	35
31	3	4	4	4	4	4	4	27
32	4	5	5	5	5	5	5	34
33	4	5	5	5	5	5	5	34
34	3	4	4	4	4	4	4	27
35	3	4	4	4	4	4	4	27
36	5	5	5	5	5	5	5	35
37	4	4	4	4	4	4	4	28
38	5	4	5	4	4	5	4	31
39	4	4	3	4	4	3	4	26
40	4	5	3	4	4	3	4	27
41	4	5	5	5	5	5	5	34

42	5	5	5	5	5	5	5	35
43	2	3	3	3	3	3	3	20
44	4	3	4	4	4	4	4	27
45	4	4	4	4	4	4	4	28
46	4	4	4	4	4	4	4	28
47	4	2	4	4	4	4	4	26
48	3	3	3	4	4	3	4	24
49	3	3	4	4	4	4	4	26
50	5	3	5	4	4	5	4	30
51	5	4	4	4	5	5	3	30
52	5	4	5	4	4	5	2	29
53	5	4	4	4	4	4	4	29
54	3	4	4	4	4	3	4	26
55	5	4	5	5	5	4	3	31
56	5	5	5	5	4	3	4	31
57	5	5	5	5	5	3	4	32
58	5	4	5	4	5	3	4	30
59	5	3	4	4	3	2	4	25
60	4	5	5	5	5	2	4	30
61	4	4	5	4	4	4	5	30
62	5	4	4	5	5	4	4	31
63	4	4	4	4	4	4	5	29
64	4	4	4	3	4	3	4	26
65	5	5	5	5	4	5	4	33
66	5	5	4	3	3	3	4	27
67	5	5	5	2	3	2	4	26
68	5	4	5	2	4	2	3	25
69	4	4	3	2	2	2	4	21
70	5	5	5	4	2	4	4	29
71	5	4	3	5	5	5	4	31
72	5	5	5	5	5	5	4	34
73	5	5	5	4	3	4	4	30
74	3	5	3	3	3	4	4	25
75	5	4	4	4	4	4	4	29
76	4	4	4	3	4	5	4	28
77	4	4	4	3	3	5	5	28
78	4	5	5	3	1	4	5	27
79	3	5	5	2	2	4	5	26
80	5	5	5	2	3	2	4	26
81	4	3	3	3	2	4	4	23
82	3	2	3	4	2	3	3	20
83	4	4	3	2	2	4	5	24
84	3	4	4	4	4	3	4	26
85	4	4	5	4	5	4	3	29
86	5	5	5	5	5	5	2	32

25	5	5	5	5	5	5	5	35
26	5	4	4	4	4	4	5	30
27	4	4	4	4	4	4	4	28
28	5	4	5	5	4	5	5	33
29	5	5	5	5	5	5	5	35
30	5	5	5	5	5	5	5	35
31	1	1	1	4	4	3	4	18
32	4	4	4	3	3	4	3	25
33	4	1	1	1	1	5	1	14
34	5	5	5	5	3	3	3	29
35	1	1	1	1	4	3	4	15
36	5	4	4	4	4	1	4	26
37	3	1	1	1	3	3	3	15
38	3	4	4	4	4	4	4	27
39	1	1	5	1	1	2	1	12
40	5	5	1	4	4	3	4	26
41	3	1	1	4	4	3	4	20
42	4	4	4	4	5	5	5	31
43	4	4	1	4	4	4	4	25
44	4	4	4	3	4	3	4	26
45	4	4	4	1	4	5	4	26
46	3	1	4	4	3	3	3	21
47	4	4	4	4	4	5	4	29
48	1	1	1	4	4	5	4	20
49	4	4	4	3	4	5	4	28
50	1	4	4	1	4	1	4	19
51	4	4	4	3	4	4	4	27
52	5	5	5	4	5	5	5	34
53	3	1	1	1	4	4	4	18
54	2	2	2	2	4	1	4	17
55	2	3	3	4	4	5	4	25
56	3	2	2	3	3	3	3	19
57	4	1	1	1	3	1	3	14
58	2	2	2	4	2	2	2	16
59	4	4	4	4	3	3	3	25
60	4	5	5	4	4	1	4	27
61	4	1	4	4	4	4	4	25
62	4	1	5	5	5	5	5	30
63	5	1	4	4	4	4	4	26
64	4	4	3	4	4	3	4	26
65	5	4	5	4	4	5	4	31
66	5	4	3	3	3	3	3	24
67	5	2	2	3	3	2	3	20
68	5	3	2	4	4	2	4	24
69	4	2	2	2	2	2	2	16

70	5	3	4	2	2	4	2	22
71	5	3	5	5	5	5	5	33
72	5	2	5	5	5	5	5	32
73	5	3	4	3	3	4	3	25
74	4	2	3	3	3	3	3	21
75	5	3	4	4	4	4	4	28
76	5	2	3	4	4	3	4	25
77	5	3	3	3	3	3	3	23
78	4	2	3	1	1	3	1	15
79	3	3	2	2	2	2	2	16
80	4	5	2	3	3	2	3	22
81	2	2	3	2	2	3	2	16
82	3	1	4	2	2	4	2	18
83	3	3	2	2	2	2	2	16
84	4	4	4	4	4	4	4	28
85	4	4	4	5	5	4	5	31
86	4	4	5	5	5	5	5	33
87	3	4	3	3	3	3	3	22
88	4	5	4	4	4	4	4	29
89	5	5	5	5	5	5	5	35
90	4	3	3	4	4	3	4	25
91	5	3	5	5	5	5	5	33
92	4	1	2	2	2	2	2	15
93	4	2	2	3	3	2	3	19
94	4	2	3	4	4	3	4	24
95	4	2	1	3	3	1	3	17
96	3	2	3	3	3	3	3	20
97	4	4	5	3	3	5	3	27
98	4	3	4	5	5	4	5	30
99	3	4	4	4	4	4	4	27
100	3	4	4	4	4	4	4	27

DATA JAWABAN RESPONDEN KEPUTUSAN PEMBELIAN (Y)

NO	P1.Y	P2.Y	P3.Y	P4.Y	P5.Y	Total Y
1	4	5	4	5	4	22
2	5	5	5	4	3	22
3	4	4	4	5	5	22
4	5	5	5	5	5	25
5	4	5	4	5	5	23
6	3	3	3	4	3	16
7	5	5	4	5	5	24
8	4	4	3	4	4	19

9	3	4	2	2	2	13
10	4	4	4	4	4	20
11	4	3	4	5	5	21
12	4	5	5	5	4	23
13	3	3	3	3	3	15
14	5	5	5	5	4	24
15	5	5	5	5	5	25
16	3	3	2	2	3	13
17	5	5	5	5	5	25
18	4	4	4	4	5	21
19	4	4	4	4	5	21
20	5	5	5	5	5	25
21	4	4	4	5	4	21
22	5	5	5	5	5	25
23	4	4	4	4	4	20
24	4	4	4	4	4	20
25	5	5	5	5	5	25
26	5	5	5	5	5	25
27	4	4	4	4	4	20
28	4	4	5	5	4	22
29	5	5	5	5	5	25
30	5	5	5	5	5	25
31	4	4	4	4	4	20
32	5	4	4	5	5	23
33	5	4	5	5	5	24
34	5	4	5	4	5	23
35	5	4	5	5	5	24
36	4	4	3	4	4	19
37	4	4	3	4	4	19
38	5	5	5	5	5	25
39	4	5	1	4	2	16
40	4	4	4	4	4	20
41	5	5	5	5	5	25
42	5	5	5	5	5	25
43	4	5	4	4	4	21
44	4	4	4	4	4	20
45	4	5	4	2	4	19
46	4	5	4	4	5	22
47	4	5	3	4	3	19
48	5	4	4	4	4	21
49	4	5	4	4	3	20
50	4	4	4	4	4	20
51	3	3	3	3	4	16
52	4	4	4	4	4	20
53	4	3	3	3	3	16

54	4	4	4	4	4	20
55	3	4	3	4	4	18
56	4	4	2	4	4	18
57	4	4	2	4	4	18
58	4	4	4	4	4	20
59	5	5	5	5	5	25
60	5	5	5	4	5	24
61	5	4	4	4	5	22
62	4	5	5	4	4	22
63	5	4	4	4	4	21
64	4	3	4	3	5	19
65	4	5	4	5	4	22
66	4	3	3	3	5	18
67	4	5	3	5	5	22
68	3	5	4	5	5	22
69	4	5	5	5	5	24
70	4	4	2	4	5	19
71	4	5	5	5	3	22
72	4	5	5	5	4	23
73	4	4	5	4	4	21
74	4	3	3	4	4	18
75	4	4	4	4	4	20
76	4	3	4	5	3	19
77	5	5	5	5	4	24
78	5	5	5	4	5	24
79	5	5	2	4	5	21
80	4	5	3	2	5	19
81	4	3	2	4	5	18
82	4	4	5	5	3	21
83	5	5	5	4	5	24
84	4	4	4	3	5	20
85	3	4	5	4	5	21
86	5	5	5	5	5	25
87	5	3	3	5	5	21
88	4	4	4	5	5	22
89	4	5	5	5	5	24
90	3	3	4	4	5	19
91	4	5	5	5	5	24
92	5	2	2	4	4	17
93	5	2	3	4	4	18
94	5	3	4	4	5	21
95	5	5	3	4	4	21
96	5	3	3	4	4	19
97	5	5	3	4	4	21
98	5	4	5	5	4	23

99	5	4	4	4	5	22
100	4	4	4	4	5	21

Deskripsi Jawaban Responden Variabel Personal Selling (X1)

P1X1

	Frequency	Percent	Valid Percent	Cumulative Percent
2	1	1.0	1.0	1.0
3	12	12.0	12.0	13.0
Valid 4	42	42.0	42.0	55.0
5	45	45.0	45.0	100.0
Total	100	100.0	100.0	

P2X1

	Frequency	Percent	Valid Percent	Cumulative Percent
2	5	5.0	5.0	5.0
3	12	12.0	12.0	17.0
Valid 4	43	43.0	43.0	60.0
5	40	40.0	40.0	100.0
Total	100	100.0	100.0	

P3X1

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
3	15	15.0	15.0	16.0
Valid 4	42	42.0	42.0	58.0
5	42	42.0	42.0	100.0
Total	100	100.0	100.0	

P4X1

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	9	9.0	9.0	10.0
Valid 3	14	14.0	14.0	24.0
4	47	47.0	47.0	71.0
5	29	29.0	29.0	100.0
Total	100	100.0	100.0	

P5X1

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	1	1.0	1.0	1.0
2	7	7.0	7.0	8.0
3	16	16.0	16.0	24.0
4	46	46.0	46.0	70.0
5	30	30.0	30.0	100.0
Total	100	100.0	100.0	

P6X1

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	6	6.0	6.0	6.0
3	15	15.0	15.0	21.0
4	48	48.0	48.0	69.0
5	31	31.0	31.0	100.0
Total	100	100.0	100.0	

P7X1

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	3	3.0	3.0	3.0
3	14	14.0	14.0	17.0
4	56	56.0	56.0	73.0
5	27	27.0	27.0	100.0
Total	100	100.0	100.0	

VARIABEL SOCIAL MEDIA MARKETING (X2)**P1X2**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	5	5.0	5.0	5.0
2	4	4.0	4.0	9.0
3	14	14.0	14.0	23.0
4	42	42.0	42.0	65.0

5	35	35.0	35.0	100.0
Total	100	100.0	100.0	

P2X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	15	15.0	15.0	15.0
2	14	14.0	14.0	29.0
3	13	13.0	13.0	42.0
Valid 4	34	34.0	34.0	76.0
5	24	24.0	24.0	100.0
Total	100	100.0	100.0	

P3X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	12	12.0	12.0	12.0
2	11	11.0	11.0	23.0
3	14	14.0	14.0	37.0
Valid 4	39	39.0	39.0	76.0
5	24	24.0	24.0	100.0
Total	100	100.0	100.0	

P4X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	9	9.0	9.0	9.0
2	9	9.0	9.0	18.0
3	18	18.0	18.0	36.0
Valid 4	43	43.0	43.0	79.0
5	21	21.0	21.0	100.0
Total	100	100.0	100.0	

P5X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	3	3.0	3.0	3.0
2	8	8.0	8.0	11.0
Valid 3	21	21.0	21.0	32.0
4	46	46.0	46.0	78.0

5	22	22.0	22.0	100.0
Total	100	100.0	100.0	

P6X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	6	6.0	6.0	6.0
2	10	10.0	10.0	16.0
3	23	23.0	23.0	39.0
4	33	33.0	33.0	72.0
5	28	28.0	28.0	100.0
Total	100	100.0	100.0	

P7X2

	Frequency	Percent	Valid Percent	Cumulative Percent
1	3	3.0	3.0	3.0
2	9	9.0	9.0	12.0
3	18	18.0	18.0	30.0
4	42	42.0	42.0	72.0
5	28	28.0	28.0	100.0
Total	100	100.0	100.0	

VARIABEL KEPUTUSAN PEMBELIAN (Y)

P1Y

	Frequency	Percent	Valid Percent	Cumulative Percent
3	9	9.0	9.0	9.0
4	53	53.0	53.0	62.0
5	38	38.0	38.0	100.0
Total	100	100.0	100.0	

P2Y

	Frequency	Percent	Valid Percent	Cumulative Percent
2	2	2.0	2.0	2.0
3	15	15.0	15.0	17.0
4	40	40.0	40.0	57.0

5	43	43.0	43.0	100.0
Total	100	100.0	100.0	

P3Y

	Frequency	Percent	Valid Percent	Cumulative Percent
1	1	1.0	1.0	1.0
2	8	8.0	8.0	9.0
3	18	18.0	18.0	27.0
Valid 4	38	38.0	38.0	65.0
5	35	35.0	35.0	100.0
Total	100	100.0	100.0	

P4Y

	Frequency	Percent	Valid Percent	Cumulative Percent
2	4	4.0	4.0	4.0
3	6	6.0	6.0	10.0
Valid 4	50	50.0	50.0	60.0
5	40	40.0	40.0	100.0
Total	100	100.0	100.0	

P5Y

	Frequency	Percent	Valid Percent	Cumulative Percent
2	2	2.0	2.0	2.0
3	10	10.0	10.0	12.0
Valid 4	40	40.0	40.0	52.0
5	48	48.0	48.0	100.0
Total	100	100.0	100.0	

HASIL UJI VALIDITAS *PERSONAL SELLING* (X1)

Correlations

		P1X1	P2X1	P3X1	P4X1	P5X1	P6X1	P7X1	Total_Score
P1X1	Pearson Correlation	1	.556**	.632**	.695**	.646**	.749**	.647**	.873**
	Sig. (2-tailed)		.002	.000	.000	.000	.000	.000	.000
	N	28	28	28	28	28	28	28	28
P2X1	Pearson Correlation	.556**	1	.558**	.434*	.348	.642**	.740**	.754**
	Sig. (2-tailed)	.002		.002	.021	.070	.000	.000	.000
	N	28	28	28	28	28	28	28	28
P3X1	Pearson Correlation	.632**	.558**	1	.577**	.449*	.756**	.464*	.812**
	Sig. (2-tailed)	.000	.002		.001	.017	.000	.013	.000
	N	28	28	28	28	28	28	28	28
P4X1	Pearson Correlation	.695**	.434*	.577**	1	.583**	.526**	.578**	.796**
	Sig. (2-tailed)	.000	.021	.001		.001	.004	.001	.000
	N	28	28	28	28	28	28	28	28
P5X1	Pearson Correlation	.646**	.348	.449*	.583**	1	.574**	.455*	.720**
	Sig. (2-tailed)	.000	.070	.017	.001		.001	.015	.000
	N	28	28	28	28	28	28	28	28
P6X1	Pearson Correlation	.749**	.642**	.756**	.526**	.574**	1	.534**	.850**
	Sig. (2-tailed)	.000	.000	.000	.004	.001		.003	.000
	N	28	28	28	28	28	28	28	28
P7X1	Pearson Correlation	.647**	.740**	.464*	.578**	.455*	.534**	1	.784**
	Sig. (2-tailed)	.000	.000	.013	.001	.015	.003		.000
	N	28	28	28	28	28	28	28	28
Total_Score	Pearson Correlation	.873**	.754**	.812**	.796**	.720**	.850**	.784**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	
	N	28	28	28	28	28	28	28	28

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

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

HASIL UJI VALIDITAS *SOCIAL MEDIA MARKETING* (X2)

Correlations

		P1X2	P2X2	P3X2	P4X2	P5X2	P6X2	P7X2	Total_Score
P1X2	Pearson Correlation	1	.556**	.632**	.695**	.646**	.749**	.647**	.873**
	Sig. (2-tailed)		.002	.000	.000	.000	.000	.000	.000
	N	28	28	28	28	28	28	28	28
P2X2	Pearson Correlation	.556**	1	.558**	.434*	.348	.642**	.740**	.754**
	Sig. (2-tailed)	.002		.002	.021	.070	.000	.000	.000
	N	28	28	28	28	28	28	28	28
P3X2	Pearson Correlation	.632**	.558**	1	.577**	.449*	.756**	.464*	.812**
	Sig. (2-tailed)	.000	.002		.001	.017	.000	.013	.000
	N	28	28	28	28	28	28	28	28
P4X2	Pearson Correlation	.695**	.434*	.577**	1	.583**	.526**	.578**	.796**
	Sig. (2-tailed)	.000	.021	.001		.001	.004	.001	.000
	N	28	28	28	28	28	28	28	28
P5X2	Pearson Correlation	.646**	.348	.449*	.583**	1	.574**	.455*	.720**
	Sig. (2-tailed)	.000	.070	.017	.001		.001	.015	.000
	N	28	28	28	28	28	28	28	28
P6X2	Pearson Correlation	.749**	.642**	.756**	.526**	.574**	1	.534**	.850**
	Sig. (2-tailed)	.000	.000	.000	.004	.001		.003	.000
	N	28	28	28	28	28	28	28	28
P7X2	Pearson Correlation	.647**	.740**	.464*	.578**	.455*	.534**	1	.784**
	Sig. (2-tailed)	.000	.000	.013	.001	.015	.003		.000
	N	28	28	28	28	28	28	28	28
Total_Score	Pearson Correlation	.873**	.754**	.812**	.796**	.720**	.850**	.784**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	
	N	28	28	28	28	28	28	28	28

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

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

HASIL UJI VALIDITAS KEPUTUSAN PEMBELIAN (Y)

		Correlations					Total_Score
		Y1	Y2	Y3	Y4	Y5	Total_Score
Y1	Pearson Correlation	1	.859**	.862**	.782**	.800**	.943**
	Sig. (2-tailed)		.000	.000	.000	.000	.000
	N	28	28	28	28	28	28
Y2	Pearson Correlation	.859**	1	.758**	.650**	.607**	.843**
	Sig. (2-tailed)	.000		.000	.000	.001	.000
	N	28	28	28	28	28	28
Y3	Pearson Correlation	.862**	.758**	1	.878**	.754**	.944**
	Sig. (2-tailed)	.000	.000		.000	.000	.000
	N	28	28	28	28	28	28
Y4	Pearson Correlation	.782**	.650**	.878**	1	.802**	.917**
	Sig. (2-tailed)	.000	.000	.000		.000	.000
	N	28	28	28	28	28	28
Y5	Pearson Correlation	.800**	.607**	.754**	.802**	1	.878**
	Sig. (2-tailed)	.000	.001	.000	.000		.000
	N	28	28	28	28	28	28
Total_Score	Pearson Correlation	.943**	.843**	.944**	.917**	.878**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	28	28	28	28	28	28

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

HASIL UJI RELIABILITAS *PERSONAL SELLING* (X1)

Reliability Statistics

Cronbach's Alpha	N of Items
.937	7

HASIL UJI RELIABILITAS *SOCIAL MEDIA MARKETING* (X2)

Reliability Statistics

Cronbach's Alpha	N of Items
.955	7

HASIL UJI RELIABILITAS KEPUTUSAN PEMBELIAN (Y)

Reliability Statistics

Cronbach's Alpha	N of Items
.942	5

HASIL UJI NORMALITAS

One-Sample Kolmogorov-Smirnov Test

		Personal Selling	Social Media Marketing	Keputusan Pembelian
N		100	100	100
Normal Parameters ^{a,b}	Mean	28.75	25.72	21.11
	Std. Deviation	3.852	6.197	2.770
	Absolute	.077	.104	.102
Most Extreme Differences	Positive	.077	.072	.080
	Negative	-.075	-.104	-.102
Kolmogorov-Smirnov Z		.772	1.038	1.016
Asymp. Sig. (2-tailed)		.590	.232	.254

a. Test distribution is Normal.

b. Calculated from data.

HASIL UJI LINIERITAS *PERSONAL SELLING* (X1) TERHADAP KEPUTUSAN PEMBELIAN (Y)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
(Combined)			242.502	15	16.167	2.625	.003
Keputusan Pembelian *	Between Groups	Linearity	125.159	1	125.159	20.324	.000
	Personal Selling	Deviation from Linearity	117.343	14	8.382	1.361	.231
Within Groups			517.288	84	6.158		
Total			759.790	99			

HASIL UJI LINIERITAS *SOCIAL MEDIA MARKETING* (X2) TERHADAP KEPUTUSAN PEMBELIAN (Y)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
(Combined)			246.348	22	11.198	1.679	.051
Keputusan Pembelian * Social Media Marketing	Between Groups	Linearity	90.033	1	90.033	13.502	.000
		Deviation from Linearity	156.316	21	7.444	1.116	.351
	Within Groups		513.442	77	6.668		
Total			759.790	99			

UJI MULTIKOLONIERITAS *PERSONAL SELLING* (X1) DAN *SOCIAL MEDIA MARKETING* (X2) TERHADAP KEPUTUSAN PEMBELIAN (Y)

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
	B	Std. Error	Beta			Tolerance	VIF
	(Constant)	12.853	1.920				
1 Personal Selling	.224	.082	.311	2.717	.008	.836	1.196
Social Media Marketing	.071	.051	.158	1.380	.171	.836	1.196

a. Dependent Variable: Keputusan Pembelian

HASIL REGRESI LINIER BERGANDA

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
	(Constant)	6.892	2.033		
1 Personal Selling	.264	.071	.311	2.717	.008
Social Media Marketing	.284	.051	.158	1.380	.171

a. Dependent Variable: Keputusan Pembelian

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.425 ^a	.390	.625	2.533

a. Predictors: (Constant), X2, X1

UJI t**Coefficients^a**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	12.717	1.926		6.603	.000
	Personal Selling	.292	.066	.406	3.742	.000

a. Dependent Variable: Keputusan Pembelian

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	17.152	1.121		15.296	.000
	Social Media Marketing	.154	.042	.344	4.838	.000

a. Dependent Variable: Keputusan Pembelian

UJI f**ANOVA^a**

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	137.386	2	68.693	31.073	.000 ^b
	Residual	622.404	97	6.417		
	Total	759.790	99			

a. Dependent Variable: Keputusan Pembelian

b. Predictors: (Constant), Social Media Marketing, Personal Selling

Titik persentase distribusi t (df = 1 – 40)

Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
df	0.50	0.20	0.10	0.050	0.02	0.010	0.002
1	1.00000	3.07768	6.31375	12.70620	31.82052	63.65674	318.30884
2	0.81650	1.88562	2.91999	4.30265	6.96456	9.92484	22.32712
3	0.76489	1.63774	2.35336	3.18245	4.54070	5.84091	10.21453
4	0.74070	1.53321	2.13185	2.77645	3.74695	4.60409	7.17318
5	0.72669	1.47588	2.01505	2.57058	3.36493	4.03214	5.89343
6	0.71756	1.43976	1.94318	2.44691	3.14267	3.70743	5.20763
7	0.71114	1.41492	1.89458	2.36462	2.99795	3.49948	4.78529
8	0.70639	1.39682	1.85955	2.30600	2.89646	3.35539	4.50079
9	0.70272	1.38303	1.83311	2.26216	2.82144	3.24984	4.29681
10	0.69981	1.37218	1.81246	2.22814	2.76377	3.16927	4.14370
11	0.69745	1.36343	1.79588	2.20099	2.71808	3.10581	4.02470
12	0.69548	1.35622	1.78229	2.17881	2.68100	3.05454	3.92963
13	0.69383	1.35017	1.77093	2.16037	2.65031	3.01228	3.85198
14	0.69242	1.34503	1.76131	2.14479	2.62449	2.97684	3.78739
15	0.69120	1.34061	1.75305	2.13145	2.60248	2.94671	3.73283
16	0.69013	1.33676	1.74588	2.11991	2.58349	2.92078	3.68615
17	0.68920	1.33338	1.73961	2.10982	2.56693	2.89823	3.64577
18	0.68836	1.33039	1.73406	2.10092	2.55238	2.87844	3.61048
19	0.68762	1.32773	1.72913	2.09302	2.53948	2.86093	3.57940
20	0.68695	1.32534	1.72472	2.08596	2.52798	2.84534	3.55181
21	0.68635	1.32319	1.72074	2.07961	2.51765	2.83136	3.52715
22	0.68581	1.32124	1.71714	2.07387	2.50832	2.81876	3.50499
23	0.68531	1.31946	1.71387	2.06866	2.49987	2.80734	3.48496
24	0.68485	1.31784	1.71088	2.06390	2.49216	2.79694	3.46678
25	0.68443	1.31635	1.70814	2.05954	2.48511	2.78744	3.45019
26	0.68404	1.31497	1.70562	2.05553	2.47863	2.77871	3.43500
27	0.68368	1.31370	1.70329	2.05183	2.47266	2.77068	3.42103

28	0.68335	1.31253	1.70113	2.04841	2.46714	2.76326	3.40816
29	0.68304	1.31143	1.69913	2.04523	2.46202	2.75639	3.39624
30	0.68276	1.31042	1.69726	2.04227	2.45726	2.75000	3.38518
31	0.68249	1.30946	1.69552	2.03951	2.45282	2.74404	3.37490
32	0.68223	1.30857	1.69389	2.03693	2.44868	2.73848	3.36531
33	0.68200	1.30774	1.69236	2.03452	2.44479	2.73328	3.35634
34	0.68177	1.30695	1.69092	2.03224	2.44115	2.72839	3.34793
35	0.68156	1.30621	1.68957	2.03011	2.43772	2.72381	3.34005
36	0.68137	1.30551	1.68830	2.02809	2.43449	2.71948	3.33262
37	0.68118	1.30485	1.68709	2.02619	2.43145	2.71541	3.32563
38	0.68100	1.30423	1.68595	2.02439	2.42857	2.71156	3.31903
39	0.68083	1.30364	1.68488	2.02269	2.42584	2.70791	3.31279
40	0.68067	1.30308	1.68385	2.02108	2.42326	2.70446	3.30688

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df \ Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002
41	0.68052	1.30254	1.68288	2.01954	2.42080	2.70118	3.30127
42	0.68038	1.30204	1.68195	2.01808	2.41847	2.69807	3.29595
43	0.68024	1.30155	1.68107	2.01669	2.41625	2.69510	3.29089
44	0.68011	1.30109	1.68023	2.01537	2.41413	2.69228	3.28607
45	0.67998	1.30065	1.67943	2.01410	2.41212	2.68959	3.28148
46	0.67986	1.30023	1.67866	2.01290	2.41019	2.68701	3.27710
47	0.67975	1.29982	1.67793	2.01174	2.40835	2.68456	3.27291
48	0.67964	1.29944	1.67722	2.01063	2.40658	2.68220	3.26891
49	0.67953	1.29907	1.67655	2.00958	2.40489	2.67995	3.26508
50	0.67943	1.29871	1.67591	2.00856	2.40327	2.67779	3.26141
51	0.67933	1.29837	1.67528	2.00758	2.40172	2.67572	3.25789
52	0.67924	1.29805	1.67469	2.00665	2.40022	2.67373	3.25451
53	0.67915	1.29773	1.67412	2.00575	2.39879	2.67182	3.25127
54	0.67906	1.29743	1.67356	2.00488	2.39741	2.66998	3.24815

55	0.67898	1.29713	1.67303	2.00404	2.39608	2.66822	3.24515
56	0.67890	1.29685	1.67252	2.00324	2.39480	2.66651	3.24226
57	0.67882	1.29658	1.67203	2.00247	2.39357	2.66487	3.23948
58	0.67874	1.29632	1.67155	2.00172	2.39238	2.66329	3.23680
59	0.67867	1.29607	1.67109	2.00100	2.39123	2.66176	3.23421
60	0.67860	1.29582	1.67065	2.00030	2.39012	2.66028	3.23171
61	0.67853	1.29558	1.67022	1.99962	2.38905	2.65886	3.22930
62	0.67847	1.29536	1.66980	1.99897	2.38801	2.65748	3.22696
63	0.67840	1.29513	1.66940	1.99834	2.38701	2.65615	3.22471
64	0.67834	1.29492	1.66901	1.99773	2.38604	2.65485	3.22253
65	0.67828	1.29471	1.66864	1.99714	2.38510	2.65360	3.22041
66	0.67823	1.29451	1.66827	1.99656	2.38419	2.65239	3.21837
67	0.67817	1.29432	1.66792	1.99601	2.38330	2.65122	3.21639
68	0.67811	1.29413	1.66757	1.99547	2.38245	2.65008	3.21446
69	0.67806	1.29394	1.66724	1.99495	2.38161	2.64898	3.21260
70	0.67801	1.29376	1.66691	1.99444	2.38081	2.64790	3.21079
71	0.67796	1.29359	1.66660	1.99394	2.38002	2.64686	3.20903
72	0.67791	1.29342	1.66629	1.99346	2.37926	2.64585	3.20733
73	0.67787	1.29326	1.66600	1.99300	2.37852	2.64487	3.20567
74	0.67782	1.29310	1.66571	1.99254	2.37780	2.64391	3.20406
75	0.67778	1.29294	1.66543	1.99210	2.37710	2.64298	3.20249
76	0.67773	1.29279	1.66515	1.99167	2.37642	2.64208	3.20096
77	0.67769	1.29264	1.66488	1.99125	2.37576	2.64120	3.19948
78	0.67765	1.29250	1.66462	1.99085	2.37511	2.64034	3.19804
79	0.67761	1.29236	1.66437	1.99045	2.37448	2.63950	3.19663
80	0.67757	1.29222	1.66412	1.99006	2.37387	2.63869	3.19526

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df \ Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002
81	0.67753	1.29209	1.66388	1.98969	2.37327	2.63790	3.19392
82	0.67749	1.29196	1.66365	1.98932	2.37269	2.63712	3.19262
83	0.67746	1.29183	1.66342	1.98896	2.37212	2.63637	3.19135

84	0.67742	1.29171	1.66320	1.98861	2.37156	2.63563	3.19011
85	0.67739	1.29159	1.66298	1.98827	2.37102	2.63491	3.18890
86	0.67735	1.29147	1.66277	1.98793	2.37049	2.63421	3.18772
87	0.67732	1.29136	1.66256	1.98761	2.36998	2.63353	3.18657
88	0.67729	1.29125	1.66235	1.98729	2.36947	2.63286	3.18544
89	0.67726	1.29114	1.66216	1.98698	2.36898	2.63220	3.18434
90	0.67723	1.29103	1.66196	1.98667	2.36850	2.63157	3.18327
91	0.67720	1.29092	1.66177	1.98638	2.36803	2.63094	3.18222
92	0.67717	1.29082	1.66159	1.98609	2.36757	2.63033	3.18119
93	0.67714	1.29072	1.66140	1.98580	2.36712	2.62973	3.18019
94	0.67711	1.29062	1.66123	1.98552	2.36667	2.62915	3.17921
95	0.67708	1.29053	1.66105	1.98525	2.36624	2.62858	3.17825
96	0.67705	1.29043	1.66088	1.98498	2.36582	2.62802	3.17731
97	0.67703	1.29034	1.66071	1.98472	2.36541	2.62747	3.17639
98	0.67700	1.29025	1.66055	1.98447	2.36500	2.62693	3.17549
99	0.67698	1.29016	1.66039	1.98422	2.36461	2.62641	3.17460
100	0.67695	1.29007	1.66023	1.98397	2.36422	2.62589	3.17374
101	0.67693	1.28999	1.66008	1.98373	2.36384	2.62539	3.17289
102	0.67690	1.28991	1.65993	1.98350	2.36346	2.62489	3.17206
103	0.67688	1.28982	1.65978	1.98326	2.36310	2.62441	3.17125
104	0.67686	1.28974	1.65964	1.98304	2.36274	2.62393	3.17045
105	0.67683	1.28967	1.65950	1.98282	2.36239	2.62347	3.16967
106	0.67681	1.28959	1.65936	1.98260	2.36204	2.62301	3.16890
107	0.67679	1.28951	1.65922	1.98238	2.36170	2.62256	3.16815
108	0.67677	1.28944	1.65909	1.98217	2.36137	2.62212	3.16741
109	0.67675	1.28937	1.65895	1.98197	2.36105	2.62169	3.16669
110	0.67673	1.28930	1.65882	1.98177	2.36073	2.62126	3.16598
111	0.67671	1.28922	1.65870	1.98157	2.36041	2.62085	3.16528
112	0.67669	1.28916	1.65857	1.98137	2.36010	2.62044	3.16460
113	0.67667	1.28909	1.65845	1.98118	2.35980	2.62004	3.16392
114	0.67665	1.28902	1.65833	1.98099	2.35950	2.61964	3.16326
115	0.67663	1.28896	1.65821	1.98081	2.35921	2.61926	3.16262

116	0.67661	1.28889	1.65810	1.98063	2.35892	2.61888	3.16198
117	0.67659	1.28883	1.65798	1.98045	2.35864	2.61850	3.16135
118	0.67657	1.28877	1.65787	1.98027	2.35837	2.61814	3.16074
119	0.67656	1.28871	1.65776	1.98010	2.35809	2.61778	3.16013
120	0.67654	1.28865	1.65765	1.97993	2.35782	2.61742	3.15954

Titik Persentase Distribusi F untuk Probabilita = 0,05

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	161	199	216	225	230	234	237	239	241	242	243	244	245	245	246
2	18.51	19.00	19.16	19.25	19.30	19.33	19.35	19.37	19.38	19.40	19.40	19.41	19.42	19.42	19.43
3	10.13	9.55	9.28	9.12	9.01	8.94	8.89	8.85	8.81	8.79	8.76	8.74	8.73	8.71	8.70
4	7.71	6.94	6.59	6.39	6.26	6.16	6.09	6.04	6.00	5.96	5.94	5.91	5.89	5.87	5.86
5	6.61	5.79	5.41	5.19	5.05	4.95	4.88	4.82	4.77	4.74	4.70	4.68	4.66	4.64	4.62
6	5.99	5.14	4.76	4.53	4.39	4.28	4.21	4.15	4.10	4.06	4.03	4.00	3.98	3.96	3.94
7	5.59	4.74	4.35	4.12	3.97	3.87	3.79	3.73	3.68	3.64	3.60	3.57	3.55	3.53	3.51
8	5.32	4.46	4.07	3.84	3.69	3.58	3.50	3.44	3.39	3.35	3.31	3.28	3.26	3.24	3.22
9	5.12	4.26	3.86	3.63	3.48	3.37	3.29	3.23	3.18	3.14	3.10	3.07	3.05	3.03	3.01
10	4.96	4.10	3.71	3.48	3.33	3.22	3.14	3.07	3.02	2.98	2.94	2.91	2.89	2.86	2.85
11	4.84	3.98	3.59	3.36	3.20	3.09	3.01	2.95	2.90	2.85	2.82	2.79	2.76	2.74	2.72
12	4.75	3.89	3.49	3.26	3.11	3.00	2.91	2.85	2.80	2.75	2.72	2.69	2.66	2.64	2.62
13	4.67	3.81	3.41	3.18	3.03	2.92	2.83	2.77	2.71	2.67	2.63	2.60	2.58	2.55	2.53
14	4.60	3.74	3.34	3.11	2.96	2.85	2.76	2.70	2.65	2.60	2.57	2.53	2.51	2.48	2.46
15	4.54	3.68	3.29	3.06	2.90	2.79	2.71	2.64	2.59	2.54	2.51	2.48	2.45	2.42	2.40
16	4.49	3.63	3.24	3.01	2.85	2.74	2.66	2.59	2.54	2.49	2.46	2.42	2.40	2.37	2.35
17	4.45	3.59	3.20	2.96	2.81	2.70	2.61	2.55	2.49	2.45	2.41	2.38	2.35	2.33	2.31
18	4.41	3.55	3.16	2.93	2.77	2.66	2.58	2.51	2.46	2.41	2.37	2.34	2.31	2.29	2.27
19	4.38	3.52	3.13	2.90	2.74	2.63	2.54	2.48	2.42	2.38	2.34	2.31	2.28	2.26	2.23
20	4.35	3.49	3.10	2.87	2.71	2.60	2.51	2.45	2.39	2.35	2.31	2.28	2.25	2.22	2.20
21	4.32	3.47	3.07	2.84	2.68	2.57	2.49	2.42	2.37	2.32	2.28	2.25	2.22	2.20	2.18
22	4.30	3.44	3.05	2.82	2.66	2.55	2.46	2.40	2.34	2.30	2.26	2.23	2.20	2.17	2.15
23	4.28	3.42	3.03	2.80	2.64	2.53	2.44	2.37	2.32	2.27	2.24	2.20	2.18	2.15	2.13
24	4.26	3.40	3.01	2.78	2.62	2.51	2.42	2.36	2.30	2.25	2.22	2.18	2.15	2.13	2.11
25	4.24	3.39	2.99	2.76	2.60	2.49	2.40	2.34	2.28	2.24	2.20	2.16	2.14	2.11	2.09
26	4.23	3.37	2.98	2.74	2.59	2.47	2.39	2.32	2.27	2.22	2.18	2.15	2.12	2.09	2.07
27	4.21	3.35	2.96	2.73	2.57	2.46	2.37	2.31	2.25	2.20	2.17	2.13	2.10	2.08	2.06
28	4.20	3.34	2.95	2.71	2.56	2.45	2.36	2.29	2.24	2.19	2.15	2.12	2.09	2.06	2.04
29	4.18	3.33	2.93	2.70	2.55	2.43	2.35	2.28	2.22	2.18	2.14	2.10	2.08	2.05	2.03
30	4.17	3.32	2.92	2.69	2.53	2.42	2.33	2.27	2.21	2.16	2.13	2.09	2.06	2.04	2.01
31	4.16	3.30	2.91	2.68	2.52	2.41	2.32	2.25	2.20	2.15	2.11	2.08	2.05	2.03	2.00
32	4.15	3.29	2.90	2.67	2.51	2.40	2.31	2.24	2.19	2.14	2.10	2.07	2.04	2.01	1.99
33	4.14	3.28	2.89	2.66	2.50	2.39	2.30	2.23	2.18	2.13	2.09	2.06	2.03	2.00	1.98
34	4.13	3.28	2.88	2.65	2.49	2.38	2.29	2.23	2.17	2.12	2.08	2.05	2.02	1.99	1.97
35	4.12	3.27	2.87	2.64	2.49	2.37	2.29	2.22	2.16	2.11	2.07	2.04	2.01	1.99	1.96
36	4.11	3.26	2.87	2.63	2.48	2.36	2.28	2.21	2.15	2.11	2.07	2.03	2.00	1.98	1.95
37	4.11	3.25	2.86	2.63	2.47	2.36	2.27	2.20	2.14	2.10	2.06	2.02	2.00	1.97	1.95
38	4.10	3.24	2.85	2.62	2.46	2.35	2.26	2.19	2.14	2.09	2.05	2.02	1.99	1.96	1.94
39	4.09	3.24	2.85	2.61	2.46	2.34	2.26	2.19	2.13	2.08	2.04	2.01	1.98	1.95	1.93
40	4.08	3.23	2.84	2.61	2.45	2.34	2.25	2.18	2.12	2.08	2.04	2.00	1.97	1.95	1.92
41	4.08	3.23	2.83	2.60	2.44	2.33	2.24	2.17	2.12	2.07	2.03	2.00	1.97	1.94	1.92

42	4.07	3.22	2.83	2.59	2.44	2.32	2.24	2.17	2.11	2.06	2.03	1.99	1.96	1.94	1.91
43	4.07	3.21	2.82	2.59	2.43	2.32	2.23	2.16	2.11	2.06	2.02	1.99	1.96	1.93	1.91
44	4.06	3.21	2.82	2.58	2.43	2.31	2.23	2.16	2.10	2.05	2.01	1.98	1.95	1.92	1.90
45	4.06	3.20	2.81	2.58	2.42	2.31	2.22	2.15	2.10	2.05	2.01	1.97	1.94	1.92	1.89

Titik Persentase Distribusi F untuk Probabilita = 0,05

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
46	4.05	3.20	2.81	2.57	2.42	2.30	2.22	2.15	2.09	2.04	2.00	1.97	1.94	1.91	1.89
47	4.05	3.20	2.80	2.57	2.41	2.30	2.21	2.14	2.09	2.04	2.00	1.96	1.93	1.91	1.88
48	4.04	3.19	2.80	2.57	2.41	2.29	2.21	2.14	2.08	2.03	1.99	1.96	1.93	1.90	1.88
49	4.04	3.19	2.79	2.56	2.40	2.29	2.20	2.13	2.08	2.03	1.99	1.96	1.93	1.90	1.88
50	4.03	3.18	2.79	2.56	2.40	2.29	2.20	2.13	2.07	2.03	1.99	1.95	1.92	1.89	1.87
51	4.03	3.18	2.79	2.55	2.40	2.28	2.20	2.13	2.07	2.02	1.98	1.95	1.92	1.89	1.87
52	4.03	3.18	2.78	2.55	2.39	2.28	2.19	2.12	2.07	2.02	1.98	1.94	1.91	1.89	1.86
53	4.02	3.17	2.78	2.55	2.39	2.28	2.19	2.12	2.06	2.01	1.97	1.94	1.91	1.88	1.86
54	4.02	3.17	2.78	2.54	2.39	2.27	2.18	2.12	2.06	2.01	1.97	1.94	1.91	1.88	1.86
55	4.02	3.16	2.77	2.54	2.38	2.27	2.18	2.11	2.06	2.01	1.97	1.93	1.90	1.88	1.85
56	4.01	3.16	2.77	2.54	2.38	2.27	2.18	2.11	2.05	2.00	1.96	1.93	1.90	1.87	1.85
57	4.01	3.16	2.77	2.53	2.38	2.26	2.18	2.11	2.05	2.00	1.96	1.93	1.90	1.87	1.85
58	4.01	3.16	2.76	2.53	2.37	2.26	2.17	2.10	2.05	2.00	1.96	1.92	1.89	1.87	1.84
59	4.00	3.15	2.76	2.53	2.37	2.26	2.17	2.10	2.04	2.00	1.96	1.92	1.89	1.86	1.84
60	4.00	3.15	2.76	2.53	2.37	2.25	2.17	2.10	2.04	1.99	1.95	1.92	1.89	1.86	1.84
61	4.00	3.15	2.76	2.52	2.37	2.25	2.16	2.09	2.04	1.99	1.95	1.91	1.88	1.86	1.83
62	4.00	3.15	2.75	2.52	2.36	2.25	2.16	2.09	2.03	1.99	1.95	1.91	1.88	1.85	1.83
63	3.99	3.14	2.75	2.52	2.36	2.25	2.16	2.09	2.03	1.98	1.94	1.91	1.88	1.85	1.83
64	3.99	3.14	2.75	2.52	2.36	2.24	2.16	2.09	2.03	1.98	1.94	1.91	1.88	1.85	1.83
65	3.99	3.14	2.75	2.51	2.36	2.24	2.15	2.08	2.03	1.98	1.94	1.90	1.87	1.85	1.82
66	3.99	3.14	2.74	2.51	2.35	2.24	2.15	2.08	2.03	1.98	1.94	1.90	1.87	1.84	1.82
67	3.98	3.13	2.74	2.51	2.35	2.24	2.15	2.08	2.02	1.98	1.93	1.90	1.87	1.84	1.82
68	3.98	3.13	2.74	2.51	2.35	2.24	2.15	2.08	2.02	1.97	1.93	1.90	1.87	1.84	1.82
69	3.98	3.13	2.74	2.50	2.35	2.23	2.15	2.08	2.02	1.97	1.93	1.90	1.86	1.84	1.81
70	3.98	3.13	2.74	2.50	2.35	2.23	2.14	2.07	2.02	1.97	1.93	1.89	1.86	1.84	1.81
71	3.98	3.13	2.73	2.50	2.34	2.23	2.14	2.07	2.01	1.97	1.93	1.89	1.86	1.83	1.81
72	3.97	3.12	2.73	2.50	2.34	2.23	2.14	2.07	2.01	1.96	1.92	1.89	1.86	1.83	1.81
73	3.97	3.12	2.73	2.50	2.34	2.23	2.14	2.07	2.01	1.96	1.92	1.89	1.86	1.83	1.81
74	3.97	3.12	2.73	2.50	2.34	2.22	2.14	2.07	2.01	1.96	1.92	1.89	1.85	1.83	1.80
75	3.97	3.12	2.73	2.49	2.34	2.22	2.13	2.06	2.01	1.96	1.92	1.88	1.85	1.83	1.80
76	3.97	3.12	2.72	2.49	2.33	2.22	2.13	2.06	2.01	1.96	1.92	1.88	1.85	1.82	1.80
77	3.97	3.12	2.72	2.49	2.33	2.22	2.13	2.06	2.00	1.96	1.92	1.88	1.85	1.82	1.80
78	3.96	3.11	2.72	2.49	2.33	2.22	2.13	2.06	2.00	1.95	1.91	1.88	1.85	1.82	1.80
79	3.96	3.11	2.72	2.49	2.33	2.22	2.13	2.06	2.00	1.95	1.91	1.88	1.85	1.82	1.79
80	3.96	3.11	2.72	2.49	2.33	2.21	2.13	2.06	2.00	1.95	1.91	1.88	1.84	1.82	1.79
81	3.96	3.11	2.72	2.48	2.33	2.21	2.12	2.05	2.00	1.95	1.91	1.87	1.84	1.82	1.79
82	3.96	3.11	2.72	2.48	2.33	2.21	2.12	2.05	2.00	1.95	1.91	1.87	1.84	1.81	1.79

83	3.96	3.11	2.71	2.48	2.32	2.21	2.12	2.05	1.99	1.95	1.91	1.87	1.84	1.81	1.79
84	3.95	3.11	2.71	2.48	2.32	2.21	2.12	2.05	1.99	1.95	1.90	1.87	1.84	1.81	1.79
85	3.95	3.10	2.71	2.48	2.32	2.21	2.12	2.05	1.99	1.94	1.90	1.87	1.84	1.81	1.79
86	3.95	3.10	2.71	2.48	2.32	2.21	2.12	2.05	1.99	1.94	1.90	1.87	1.84	1.81	1.78
87	3.95	3.10	2.71	2.48	2.32	2.20	2.12	2.05	1.99	1.94	1.90	1.87	1.83	1.81	1.78
88	3.95	3.10	2.71	2.48	2.32	2.20	2.12	2.05	1.99	1.94	1.90	1.86	1.83	1.81	1.78
89	3.95	3.10	2.71	2.47	2.32	2.20	2.11	2.04	1.99	1.94	1.90	1.86	1.83	1.80	1.78
90	3.95	3.10	2.71	2.47	2.32	2.20	2.11	2.04	1.99	1.94	1.90	1.86	1.83	1.80	1.78

Titik Persentase Distribusi F untuk Probabilita = 0,05

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
91	3.95	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.90	1.86	1.83	1.80	1.78
92	3.94	3.10	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.94	1.89	1.86	1.83	1.80	1.78
93	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.78
94	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.83	1.80	1.77
95	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.82	1.80	1.77
96	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
97	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
98	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
99	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
100	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.97	1.93	1.89	1.85	1.82	1.79	1.77
101	3.94	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.93	1.88	1.85	1.82	1.79	1.77
102	3.93	3.09	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.77
103	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
104	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.82	1.79	1.76
105	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.85	1.81	1.79	1.76
106	3.93	3.08	2.69	2.46	2.30	2.19	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
107	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.79	1.76
108	3.93	3.08	2.69	2.46	2.30	2.18	2.10	2.03	1.97	1.92	1.88	1.84	1.81	1.78	1.76
109	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
110	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
111	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.97	1.92	1.88	1.84	1.81	1.78	1.76
112	3.93	3.08	2.69	2.45	2.30	2.18	2.09	2.02	1.96	1.92	1.88	1.84	1.81	1.78	1.76
113	3.93	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.92	1.87	1.84	1.81	1.78	1.76
114	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
115	3.92	3.08	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
116	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.81	1.78	1.75
117	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
118	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.84	1.80	1.78	1.75
119	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
120	3.92	3.07	2.68	2.45	2.29	2.18	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.78	1.75
121	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
122	3.92	3.07	2.68	2.45	2.29	2.17	2.09	2.02	1.96	1.91	1.87	1.83	1.80	1.77	1.75
123	3.92	3.07	2.68	2.45	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75

124	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
125	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.96	1.91	1.87	1.83	1.80	1.77	1.75
126	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.87	1.83	1.80	1.77	1.75
127	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
128	3.92	3.07	2.68	2.44	2.29	2.17	2.08	2.01	1.95	1.91	1.86	1.83	1.80	1.77	1.75
129	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
130	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
131	3.91	3.07	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.80	1.77	1.74
132	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
133	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
134	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.83	1.79	1.77	1.74
135	3.91	3.06	2.67	2.44	2.28	2.17	2.08	2.01	1.95	1.90	1.86	1.82	1.79	1.77	1.74