

Lampiran 1

KUESIONER

Bapak/Ibu/Saudara/i yang saya hormati :

Saya Mery Manurung, mahasiswi Program Pasca Sarjana Universitas Mercu Buana yang sedang mengadakan penelitian berjudul “ Pengaruh Citra Merek, Bauran Promosi dan Kualitas Produk terhadap Keputusan Pembelian Sepatu Bata di wilayah Jabodetabek”. Mohon kesediaan Bpk/Ibu/Sdr untuk mengisi kuesioner. Semua informasi yang diterima bersifat rahasia dan hanya dipergunakan untuk keperluan penelitian ini. Terima kasih atas kesediaan Bapak/Ibu/Saudara/i mengisi kuesioner ini.

Apakah Anda pernah membeli Sepatu Bata :

Pernah LANJUTKAN ke pertanyaan berikutnya.

Tidak Pernah STOP, tidak perlu melanjutkan kuesioner.

Terima kasih untuk waktu Anda yang diluangkan.

A. PROFIL RESPONDEN

Pilihlah pilihan data demografi berikut dengan memberikan tanda silang (X) pada pilihan yang paling sesuai dengan Anda.

Jenis Kelamin : 1. Laki-laki
 2. Perempuan

Usia : 1. 17 – 25 tahun 3. 36 – 50 tahun
 2. 26 – 35 tahun 4. Di atas 50 tahun

Tempat tinggal : 1. Jakarta 4. Tangerang
 2. Bogor 5. Bekasi
 3. Depok

Pendidikan Terakhir : 1. < SMP 4. Sarjana (S1)
 2. SMA 5. S2/S3
 3. Diploma

Pekerjaan :

- | | |
|--------------------------|----------------------|
| <input type="checkbox"/> | 1. Pelajar/Mahasiswa |
| <input type="checkbox"/> | 2. Karyawan |
| <input type="checkbox"/> | 3. Ibu Rumah Tangga |
| <input type="checkbox"/> | 4. Lainnya |

B. KUESIONER

Berilah penilaian untuk pernyataan-pernyataan di bawah ini dengan memberikan tanda silang (X)

Keterangan nilai :

1= Sangat Tidak Setuju 2= Tidak Setuju 3= Netral 4= Setuju 5= Sangat Setuju

No	Pernyataan	STS	TS	N	S	SS
	Citra Merek					
	Keuntungan Asosiasi Merek					
1.	CM1: Bata memberikan rasa bangga bagi konsumennya					
	Kekuatan Merek					
2.	CM2: Merek Bata jaminan akan kualitas					
	Keunikan Asosiasi Merek					
3.	CM3: Bila ada masalah, toko Bata memperbolehkan menukar barang					
4.	CM4: Sepatu Bata memiliki kategori produk yang beragam (untuk bayi sampai dengan dewasa)					
	Bauran Promosi					
	Advertising					
5.	BP1: Iklan Bata sering muncul di media massa					
6.	BP2: Iklan Bata selalu menarik dan mudah dimengerti					
	Promosi Penjualan					
7.	BP3: Bata sering memberikan bonus pada saat Anda membeli produknya (<i>buy 1 get 1 free</i>)					

No.	Pernyataan	STS	TS	N	S	SS
8.	BP4: Diskon produk Bata sesuai dengan harapan					
	Event & Pengalaman					
9.	BP5: Bata sering turut serta menjadi sponsor di acara-acara sekolah					
10.	BP6 : Bursa Obral Bata (BOB) memberikan pengalaman berbelanja tersendiri					
	Hubungan Masyarakat & Publisitas					
11.	BP7 : Program – program Bata mudah diketahui (contoh Bata Children Program)					
	Penjualan Perseorangan					
12.	BP8 : SPG Bata ramah					
13.	BP9 : SPG Bata memiliki pengetahuan produk yang baik					
	Kualitas Produk					
	Kinerja (performance)					
14.	KP1: Sepatu Bata nyaman dipakai					
	Fitur (Features)					
15.	KP2: Sepatu Bata mempunyai warna warni yang menarik					
	Handal (Reliability)					
16.	KP3: Sepatu Bata selalu prima walaupun sering digunakan					
	Kesesuaian (Conformance)					
17.	KP4 : Harga Bata sesuai dengan produk					
	Daya Tahan (Durability)					
18.	KP5 : Sepatu Bata tahan lama >3 tahun)					
	Serviceability					
19.	KP6 : Pelayanan Bata sesuai dengan yang diharapkan					
	Estetika					
20.	KP7 : Bata mempunyai model sepatu yang selalu trend					
	Perceived Value					
21.	KP8 : Bata mampu memberikan keyakinan bagi konsumen yang membeli					

No.	Pernyataan	STS	TS	N	S	SS
	Keputusan Pembelian					
	Pemilihan Produk					
22.	KEP1 : Anda selalu membeli sepatu atas dasar kualitas					
23.	KEP2 : Anda selalu membeli sepatu atas dasar harga yang terjangkau					
24.	KEP3 : Anda selalu memilih sepatu dengan model terharu					
	Pemilihan Merek					
25.	KEP4 : Merek terkenal dan terpercaya menjadi alasan Anda dalam membeli sepatu					
	Pemilihan Saluran Pembelian					
26.	KEP5 : Lokasi yang dekat dengan Anda alasan Anda membeli sepatu					
	Waktu Pembelian					
27.	KEP6 : Anda membeli sepatu Bata setiap 6 bulan					
28.	KEP7 : Anda membeli sepatu Bata sesuai dengan kebutuhan Anda					
	Jumlah Pembelian					
29.	KEP8 : Anda membeli sepatu 1-5 pasang dalam setahun					
30.	KEP 9 : Anda membeli sepatu lebih dari 5 pasang dalam setahun					

☺ Terima Kasih ☺

Lampiran 2 : Output SPSS

Frequency Table

		Jenis Kelamin			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Laki-laki	55	36.7	36.7	36.7
	Perempuan	95	63.3	63.3	100.0
	Total	150	100.0	100.0	

		Usia			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	17-25thn	25	16.7	16.7	16.7
	26-35thn	51	34.0	34.0	50.7
	36-50thn	45	30.0	30.0	80.7.0
	Di atas 50thn	29	19.3	19.3	100.0
	Total	150	100.0	100.0	

		Tempat tinggal			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Jakarta	72	48.0	48.0	48.0
	Bogor	13	8.7	8.7	56.7
	Depok	10	6.7	6.7	63.3
	Tangerang	20	13.3	13.3	76.7
	Bekasi	35	23.3	23.3	100.0
	Total	150	100.0	100.0	

Pend. Terakhir

	Frequency	Percent	Valid Percent	Cumulative Percent
< SMP	9	6.0	6.0	6.0
SMA	14	9.3	9.3	15.3
Diploma	34	22.7	22.7	38.0
Sarjana	70	46.7	46.7	84.7
S2/S3	23	15.3	15.3	100.0
Total	150	100.0	100.0	

Pekerjaan

	Frequency	Percent	Valid Percent	Cumulative Percent
Pelajar/Mahasiswa	22	14.7	14.7	14.7
Karyawan	62	41.3	41.3	56.0
Ibu Rumah Tangga	17	11.3	11.3	67.3
Lainnya	49	32.7	32.7	100.0
Total	150	100.0	100.0	

Frequencies

x1.1-Memberi rasa bangga

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	6	4.0	4.0	4.0
Tidak Setuju	24	16.0	16.0	20.0
Netral	114	75.0	75.0	95.0
Setuju	6	5.0	5.0	100.0
Total	150	100.0	100.0	

x1.2-Jaminan kualitas

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	14	9.3	9.3	9.3
Tidak Setuju	78	52.0	52.0	61.3
Valid Netral	37	24.7	24.7	86.0
Setuju	21	14.0	14.0	100.0
Total	150	100.0	100.0	

x1.3-Menukar barang

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	23	15.3	15.3	15.3
Tidak Setuju	72	48.0	48.0	63.3
Valid Netral	44	29.3	29.3	92.7
Setuju	11	7.3	7.3	100.0
Total	150	100.0	100.0	

x1.4-Kategori beragam

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	31	20.7	20.7	20.7
Tidak Setuju	50	33.3	33.3	54.0
Valid Netral	38	25.3	25.3	79.3
Setuju	31	20.7	20.7	100.0
Total	150	100.0	100.0	

x2.1-Iklan sering muncul

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	27	18.0	18.0	18.0
Tidak Setuju	78	52.0	52.0	70.0
Valid Netral	26	17.3	17.3	87.3
Setuju	19	12.7	12.7	100.0
Total	150	100.0	100.0	

x2.2-Iklannya selalu menarik

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	29	19.3	19.3	19.3
Tidak Setuju	71	47.3	47.3	66.7
Valid Netral	44	29.3	29.3	96.0
Setuju	6	4.0	4.0	100.0
Total	150	100.0	100.0	

x2.3-Slalu memberi bonus

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	32	21.3	21.3	21.3
Tidak Setuju	59	39.3	39.3	60.7
Valid Netral	46	30.7	30.7	91.3
Setuju	13	8.7	8.7	100.0
Total	150	100.0	100.0	

x2.4-Diskon sesuai harapan

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	84	18.6	18.6	18.6
Tidak Setuju	55	36.7	36.7	55.3
Valid Netral	42	28.0	28.0	83.3
Setuju	25	16.7	16.7	97.3
Total	150	100.0	100.0	

x2.5-Menjadi sponsor sekolah2

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	11	7.4	7.4	7.4
Tidak Setuju	44	29.3	29.3	36.6
Valid Netral	53	35.3	35.3	71.9
Setuju	42	28.0	28.0	100.0
Total	150	100.0	100.0	

x2.6-BOB

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	10	6.7	6.7	6.7
Tidak Setuju	39	26.0	26.0	32.7
Valid Netral	68	44.0	44.0	76.7
Setuju	28	18.7	18.7	95.3
Sangat Setuju	7	4.7	4.7	100.0
Total	150	100.0	100.0	

x2.7-Program mudah diketahui

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	28	18.7	18.7	18.7
Tidak Setuju	60	40.0	40.0	58.7
Valid Netral	31	20.7	20.7	79.3
Setuju	28	18.7	18.7	98.0
Sangat Setuju	3	2.0	2.0	100.0
Total	150	100.0	100.0	

x2.8-SPG ramah

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	16	10.6	10.6	10.6
Tidak Setuju	36	24.0	24.0	34.6
Valid Netral	52	34.7	34.7	69.3
Setuju	46	30.7	30.7	100.0
Total	150	100.0	100.0	

x2.9-SPG mengerti produk

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	12	8.0	8.0	8.0
Tidak Setuju	35	23.3	23.3	31.3
Valid Netral	49	32.7	32.7	64.0
Setuju	54	36.0	36.0	100.0
Total	150	100.0	100.0	

x3.1-Nyaman dipakai

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	6	4.0	4.0	4.0
Tidak Setuju	34	22.7	22.7	26.7
Netral	49	32.7	32.7	59.3
Setuju	52	34.7	34.7	94.0
Sangat Setuju	9	6.0	6.0	100.0
Total	150	100.0	100.0	

x3.2-Mempunyai warna menarik

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	12	8.0	8.0	8.0
Tidak Setuju	52	34.7	34.7	42.7
Netral	41	27.3	27.3	70.0
Setuju	42	28.0	28.0	98.0
Sangat Setuju	3	2.0	2.0	100.0
Total	150	100.0	100.0	

x3.3-Selalu prima

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	20	13.3	13.3	13.3
Tidak Setuju	45	30.0	30.0	43.3
Netral	43	28.7	28.7	72.0
Setuju	36	24.0	24.0	96.0
Sangat Setuju	6	4.0	4.0	100.0
Total	150	100.0	100.0	

x3.4-Harga sesuai produk

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	12	8.0	8.0	8.0
Tidak Setuju	52	34.6	34.6	42.0
Netral	30	20.0	20.0	62.0
Setuju	41	27.30	27.30	90.0
Sangat Setuju	15	10.0	10.0	100.0
Total	150	100.0	100.0	

x3.5-Tahan lama >3thn

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	13	8.7	8.7	8.7
Tidak Setuju	46	30.7	30.7	39.4
Netral	45	30.0	30.0	69.4
Setuju	37	24.7	24.7	94.0
Sangat Setuju	9	6.0	6.0	100.0
Total	150	100.0	100.0	

x3.6-Pelayanan sesuai harapan

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	7	4.7	4.7	4.7
Tidak Setuju	55	36.7	26.7	31.4
Netral	30	20.0	40.7	72.1
Setuju	53	35.3	26.7	98.7
Sangat Setuju	5	3.3	1.3	100.0
Total	150	100.0	100.0	

x3.7-Model sepatu selalu trend

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	21	14.0	14.0	14.0
Tidak Setuju	56	37.3	37.3	51.3
Netral	42	28.0	28.0	79.3
Setuju	26	17.3	17.3	96.7
Sangat Setuju	5	3.3	3.3	100.0
Total	150	100.0	100.0	

x3.8-Mampu memberi keyakinan

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	27	18.0	18.0	18.0
Tidak Setuju	49	32.7	32.7	50.7
Netral	43	28.7	28.7	79.3
Setuju	27	18.0	18.0	97.3
Sangat Setuju	4	2.7	2.7	100.0
Total	150	100.0	100.0	

y1.1-Beli krn kualitas

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	1	.7	.7	.7
Netral	2	1.3	1.3	2.0
Setuju	71	47.3	47.3	49.3
Sangat Setuju	76	50.7	50.7	100.0
Total	150	100.0	100.0	

y1.2-Beli krn hrg terjangkau

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	3	2.0	2.0	2.0
Tidak Setuju	3	2.0	2.0	4.0
Netral	11	7.3	7.3	11.3
Setuju	75	50.0	50.0	61.3
Sangat Setuju	58	38.7	38.7	100.0
Total	150	100.0	100.0	

y1.3-Pilih model terbaru

	Frequency	Percent	Valid Percent	Cumulative Percent
Tidak Setuju	5	3.3	3.3	3.3
Netral	12	8.0	8.0	11.3
Setuju	51	34.0	34.0	45.3
Sangat Setuju	82	54.7	54.7	100.0
Total	150	100.0	100.0	

y1.4-Pilih merek terkenal & terpercaya

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	2	1.3	1.3	1.3
Tidak Setuju	5	3.3	3.3	4.7
Netral	9	6.0	6.0	10.7
Setuju	65	43.3	43.3	54.0
Sangat Setuju	69	46.0	46.0	100.0
Total	150	100.0	100.0	

y1.5-Lokasi dekat

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	22	14.7	14.7	14.7
Tidak Setuju	17	11.3	11.3	26.0
Netral	17	11.3	11.3	37.3
Setuju	47	31.3	31.3	68.7
Sangat Setuju	47	31.3	31.3	100.0
Total	150	100.0	100.0	

y1.6-Beli sepatu tiap 6bln

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	18	12.0	12.0	12.0
Tidak Setuju	41	27.3	27.3	39.3
Netral	30	20.0	20.0	59.3
Setuju	29	19.3	19.3	78.7
Sangat Setuju	32	21.3	21.3	100.0
Total	150	100.0	100.0	

y1.7-beli sesuai kebutuhan

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	15	10.0	10.0	10.0
Tidak Setuju	5	3.3	3.3	13.3
Netral	14	9.3	9.3	22.7
Setuju	85	56.7	56.7	79.3
Sangat Setuju	31	20.7	20.7	100.0
Total	150	100.0	100.0	

y1.8-Beli 1-5pasang/thn

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	5	3.3	3.3	3.3
Tidak Setuju	23	15.3	15.3	18.7
Netral	17	11.3	11.3	30.0
Setuju	81	54.0	54.0	84.0
Sangat Setuju	24	16.0	16.0	100.0
Total	150	100.0	100.0	

y1.9-beli >1-5pasang/thn

	Frequency	Percent	Valid Percent	Cumulative Percent
Sangat Tidak Setuju	18	12.0	12.0	12.0
Tidak Setuju	46	30.7	30.7	42.7
Netral	44	29.3	29.3	72.0
Setuju	36	24.0	24.0	96.0
Sangat Setuju	6	4.0	4.0	100.0
Total	150	100.0	100.0	

Descriptives

Descriptive Statistics

	N	Range	Minimum	Maximum	Mean	Std. Deviation
Rata2_X1	150	2.75	1.00	3.75	2.4883	.57808
Rata2_X2	150	2.67	1.22	3.89	2.5985	.52980
Rata2_X3	150	3.13	1.00	4.13	2.8483	.61911
Rata2_Y	150	2.67	2.33	5.00	3.7985	.58532
Valid N (listwise)	150					

Reliability Statistics

Cronbach's Alpha	N of Items
.775	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x1.1-Memberi rasa bangga	17.15	19.280	.408	.790
x1.2-Jaminan kualitas	17.46	15.821	.686	.713
x1.3-Menukar barang	17.62	16.331	.668	.724
x1.4-Kategori beragam	17.45	15.511	.585	.728
Total X1	9.95	5.347	1.000	.640

BAURAN PROMOSI

Reliability Statistics

Cronbach's Alpha	N of Items
.726	9

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x2.1-Iklan sering muncul	21.14	19.276	.337	.713
x2.2-Iklannya selalu menarik	21.21	18.944	.464	.694
x2.3-Slalu memberi bonus	21.12	18.992	.377	.706
x2.4-Diskon sesuai harapan	20.85	18.623	.341	.714
x2.5-Menjadi sponsor sekolah2	20.49	18.990	.357	.710
x2.6-BOB	20.50	18.641	.392	.703
x2.7-Program mudah diketahui	20.93	16.962	.533	.675
x2.8-SPG ramah	20.48	18.278	.414	.700
x2.9-SPG.mengerti produk	20.37	18.502	.402	.702

KUALITAS PRODUK

Reliability Statistics

Cronbach's Alpha	N of Items
.758	8

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x3.1-Nyaman dipakai	19.63	18.517	.602	.706
x3.2-Mempunyai warna/ menarik	19.97	20.066	.387	.744
x3.3-Selalu prima	20.03	18.596	.507	.722
x3.4-Harga sesuai produk	19.69	19.948	.396	.743
x3.5-Tahan lama >3thn	19.89	19.170	.455	.732
x3.6-Pelayanan sesuai harapan	19.85	19.213	.589	.712
x3.7-Model sepatu selalu trend	20.20	20.081	.363	.749
x3.8-Mampu meberi keyakinan	20.24	19.861	.372	.748

Keputusan Pembelian

Reliability Statistics

Cronbach's Alpha	N of Items
.737	9

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
y1.1-Beli km kualitas	29.71	24.786	.471	.716
y1.2-Beli km hrg terjangkau	29.97	24.013	.379	.719
y1.3-Pilih model terbaru	29.79	24.947	.283	.732
y1.4-Pilih merek terkenal & terpercaya	29.89	23.948	.382	.719
y1.5-Lokasi dekat	30.65	19.825	.471	.706
y1.6-Beli sepatu tiap 6bln	31.08	17.994	.699	.649
y1.7-beli sesuai kebutuhan	30.44	21.308	.495	.698
y1.8-Beli 1-5pasang/thn	30.55	23.672	.300	.732
y1.9-beli >1-5pasang/thn	31.41	23.331	.317	.730

NPar Tests

One-Sample Kolmogorov-Smirnov Test

		Standardized Predicted Value
N		150
Normal Parameters ^{a,b}	Mean	0E-7
	Std. Deviation	1.00000000
	Absolute	.071
Most Extreme Differences	Positive	.034
	Negative	-.071
Kolmogorov-Smirnov Z		.866
Asymp. Sig. (2-tailed)		.441

a. Test distribution is Normal.

b. Calculated from data.

Regression

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.780 ^a	.672	.607	.35241	1.828

a. Predictors: (Constant), Total_X3, Total_X2, Total_X1

b. Dependent Variable: Total_Y

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	856.106	3	285.369	12.708	.000 ^a
	Residual	3278.667	146	22.457		
	Total	4134.773	149			

a. Dependent Variable: Total_Y

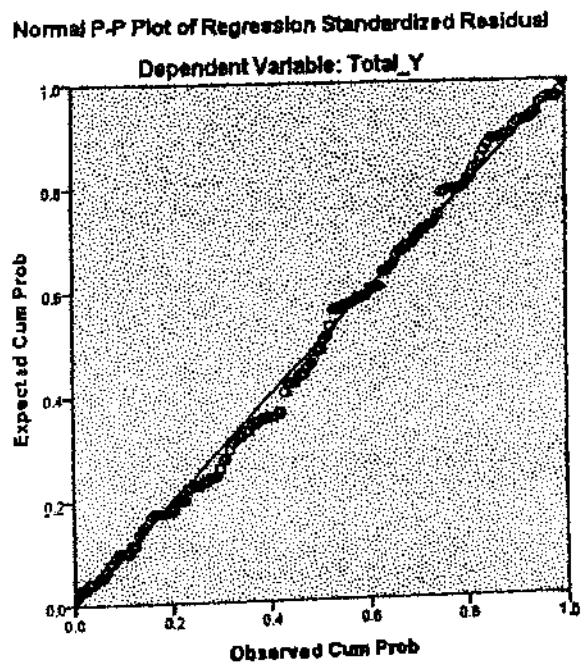
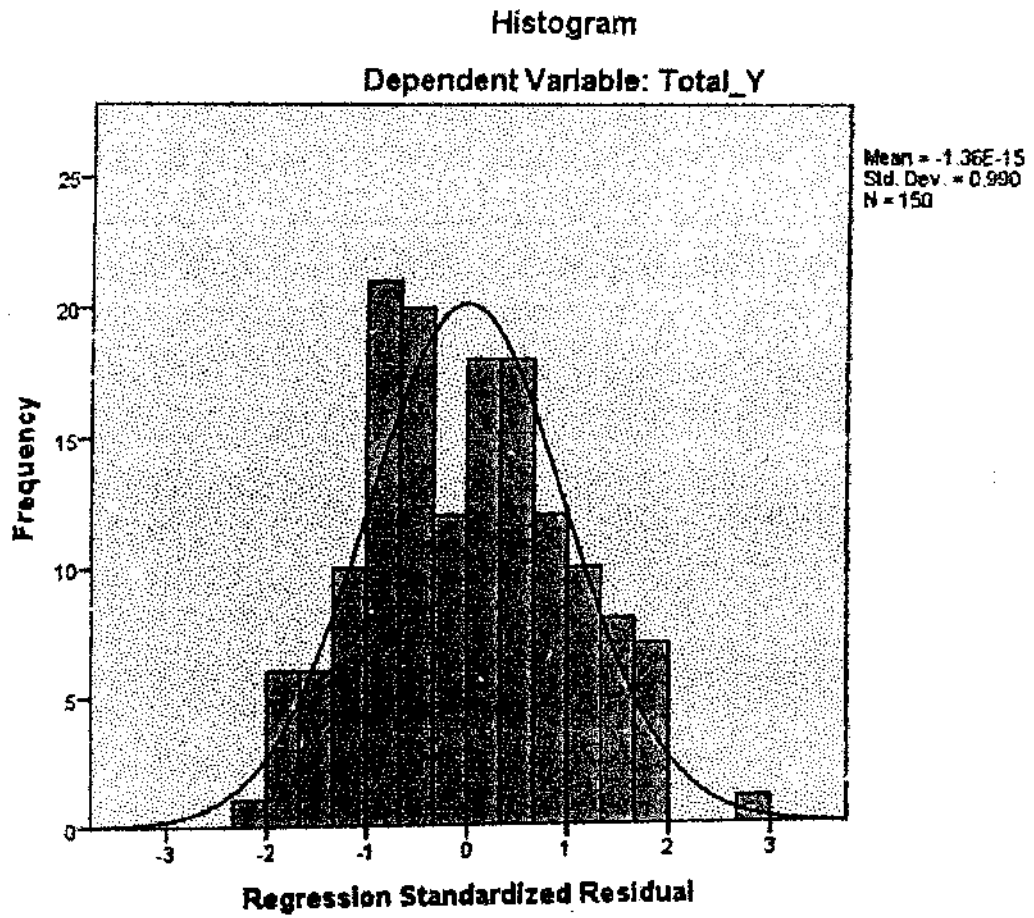
b. Predictors: (Constant), Total_X3, Total_X2, Total_X1

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	T	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	19.435	2.719		7.148	.000		
	Total_X1	.465	.177	.164	2.117	.036	.903	1.10
	Total_X2	.374	.085	.369	4.822	.000	.925	1.08
	Total_X3	.408	.080	.061	2.818	.005	.970	1.03

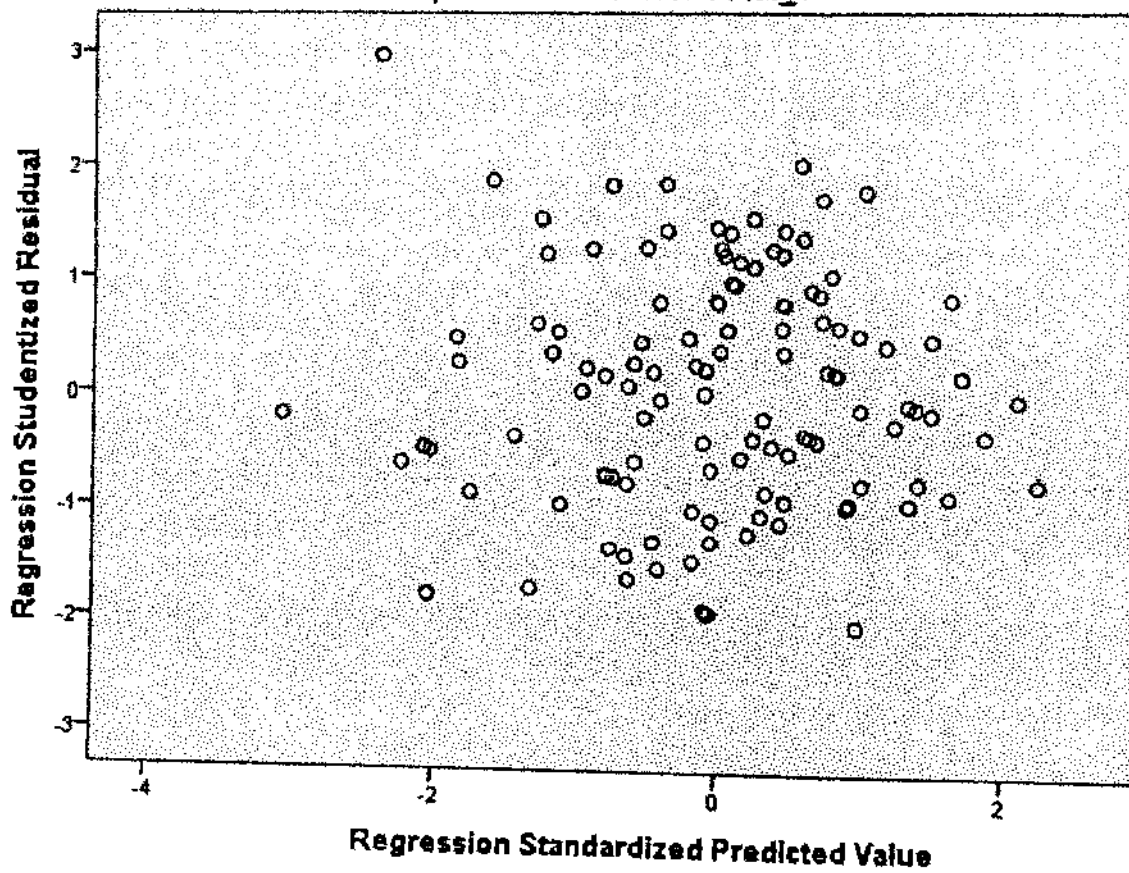
a. Dependent Variable: Total_Y

Charts



Scatterplot

Dependent Variable: Total_Y



Correlations

		Total Y1.1	Total Y1.2	Total Y1.3	Total Y1.4	Total Y1.5
Total_X1.1	Pearson Correlation	.470	.440	.590	.723**	.224
	Sig. (2-tailed)	.570	.625	.052	.001	.303
	N	150	150	150	150	150
Total_X1.2	Pearson Correlation	.420	.880*	.603	.581*	.505**
	Sig. (2-tailed)	.607	.160	.909	.024	.006
	N	150	150	150	150	150
Total_X1.3	Pearson Correlation	.690	.410	.580	.420*	.722**
	Sig. (2-tailed)	.399	.808	.530	.140	.100
	N	150	150	150	150	150

		Total Y1.1	Total Y1.2	Total Y1.3	Total Y1.4	Total Y1.5
Total_X2.1	Pearson Correlation	.410	.520	.464**	.301**	.325**
	Sig. (2-tailed)	.620	.939	.000	.000	.007
	N	150	150	150	150	150
Total_X2.2	Pearson Correlation	.502	.620*	.850*	.920**	.620
	Sig. (2-tailed)	.837	.720	.510	.300	.452
	N	150	150	150	150	150
Total_X2.3	Pearson Correlation	.370	.710**	.810	.442**	.227
	Sig. (2-tailed)	.051	.303	.219	.001	.138
	N	150	150	150	150	150
Total_X2.4	Pearson Correlation	.590**	.410	.401	.725**	.732**
	Sig. (2-tailed)	.600	.320	.065	.003	.003
	N	150	150	150	150	150
Total_X2.5	Pearson Correlation	.431	.760**	.511**	.420**	.651*
	Sig. (2-tailed)	.082	.001	.005	.000	.043
	N	150	150	150	150	150

		Total_Y1.1	Total_Y1.2	Total_Y1.3	Total_Y1.4	Total_Y1.5
Total_X3.1	Pearson Correlation	.510	.573	.471	.419	
	Sig. (2-tailed)	.822	.271	.033	.017	
	N	150	150	150	150	
Total_X3.2	Pearson Correlation	.480	.440	.510	.220	
	Sig. (2-tailed)	.310	.028	.859	.793	
	N	150	150	150	150	
Total_X3.3	Pearson Correlation	.390	.592	.651	.801	
	Sig. (2-tailed)	.090	.001	.044	.025	
	N	150	150	150	150	
Total_X3.4	Pearson Correlation	.805	.638	.560	.471	
	Sig. (2-tailed)	.290	.521	.423	.073	
	N	150	150	150	150	
Total_X3.5	Pearson Correlation	.460	.791	.600	.710	
	Sig. (2-tailed)	.576	.832	.464	.933	
	N	150	150	150	150	
Total_X3.6	Pearson Correlation	.440	.640	.380	.320	
	Sig. (2-tailed)	.594	.440	.283	.780	
	N	150	150	150	150	
Total_X3.7	Pearson Correlation	.707	.710	.610	.310	
	Sig. (2-tailed)	.349	.836	.827	.112	
	N	150	150	150	150	
Total_X3.8	Pearson Correlation	.609	.230	.751	.320	
	Sig. (2-tailed)	.400	.141	.032	.693	
	N	150	150	150	150	

Critical Values for the t-Distribution (Two-Tailed)					
v = n - k - 1	α				
	0,1	0,05	0,025	0,01	0,005
1	6,314	12,706	25,452	63,657	127,321
2	2,920	4,303	6,205	9,925	14,089
3	2,353	3,182	4,177	5,841	7,453
101	1,660	1,984	2,275	2,625	2,870
102	1,660	1,983	2,275	2,625	2,869
103	1,660	1,983	2,275	2,624	2,869
104	1,660	1,983	2,274	2,624	2,868
105	1,659	1,983	2,274	2,623	2,868
106	1,659	1,983	2,274	2,623	2,867
107	1,659	1,982	2,273	2,623	2,866
108	1,659	1,982	2,273	2,622	2,866
109	1,659	1,982	2,273	2,622	2,865
110	1,659	1,982	2,272	2,621	2,865
111	1,659	1,982	2,272	2,621	2,864
112	1,659	1,981	2,272	2,620	2,864
113	1,658	1,981	2,272	2,620	2,863
114	1,658	1,981	2,271	2,620	2,863
115	1,658	1,981	2,271	2,619	2,862
116	1,658	1,981	2,271	2,619	2,862
117	1,658	1,980	2,271	2,619	2,861
118	1,658	1,980	2,270	2,618	2,861
119	1,658	1,980	2,270	2,618	2,860
120	1,658	1,980	2,270	2,617	2,860
121	1,658	1,980	2,270	2,617	2,859
122	1,657	1,980	2,269	2,617	2,859
123	1,657	1,979	2,269	2,616	2,859
124	1,657	1,979	2,269	2,616	2,858
125	1,657	1,979	2,269	2,616	2,858
126	1,657	1,979	2,269	2,615	2,857
127	1,657	1,979	2,268	2,615	2,857
128	1,657	1,979	2,268	2,615	2,857
129	1,657	1,979	2,268	2,614	2,856
130	1,657	1,978	2,268	2,614	2,856
131	1,657	1,978	2,267	2,614	2,855
132	1,656	1,978	2,267	2,614	2,855
133	1,656	1,978	2,267	2,613	2,855
134	1,656	1,978	2,267	2,613	2,854
135	1,656	1,978	2,267	2,613	2,854
136	1,656	1,978	2,266	2,612	2,854
137	1,656	1,977	2,266	2,612	2,853
138	1,656	1,977	2,266	2,612	2,853
139	1,656	1,977	2,266	2,612	2,853
140	1,656	1,977	2,266	2,611	2,852
141	1,656	1,977	2,266	2,611	2,852
142	1,656	1,977	2,265	2,611	2,852
143	1,656	1,977	2,265	2,611	2,851
144	1,656	1,977	2,265	2,610	2,851
145	1,655	1,976	2,265	2,610	2,850
146	1,655	1,976	2,265	2,610	2,850
147	1,655	1,976	2,265	2,610	2,850
148	1,655	1,976	2,264	2,609	2,850
149	1,655	1,976	2,264	2,609	2,849
150	1,655	1,976	2,264	2,609	2,849

Critical Values for the F Distribution

$$P(F_{\alpha; v_1, v_2} \leq f) = 1 - \alpha$$

$v_1 = n - (k+1)$	$v_2 = k$									
	1	2	3	4	5	6	7	8	9	10
1	161,448	199,500	215,707	224,583	230,162	233,986	236,768	238,883	240,543	241,875
2	18,513	19,000	19,164	19,247	19,296	19,330	19,353	19,371	19,385	19,395
3	10,128	9,552	9,277	9,117	9,013	8,941	8,887	8,845	8,812	8,786
96	3,940	3,091	2,699	2,466	2,309	2,195	2,106	2,036	1,979	1,933
97	3,930	3,050	2,698	2,465	2,308	2,194	2,105	2,035	1,978	1,932
98	3,938	3,089	2,697	2,465	2,307	2,193	2,104	2,034	1,977	1,931
99	3,937	3,088	2,696	2,464	2,306	2,192	2,103	2,033	1,976	1,930
100	3,936	3,087	2,696	2,463	2,305	2,191	2,103	2,032	1,975	1,929
101	3,935	3,086	2,695	2,462	2,304	2,190	2,102	2,031	1,974	1,928
102	3,934	3,085	2,694	2,461	2,303	2,189	2,101	2,030	1,973	1,927
103	3,933	3,085	2,693	2,460	2,303	2,188	2,100	2,030	1,972	1,926
104	3,932	3,084	2,692	2,459	2,302	2,187	2,099	2,029	1,971	1,925
105	3,932	3,083	2,691	2,458	2,301	2,186	2,098	2,028	1,970	1,924
106	3,931	3,082	2,690	2,457	2,300	2,185	2,097	2,027	1,969	1,923
107	3,930	3,081	2,689	2,457	2,299	2,184	2,096	2,026	1,969	1,922
108	3,929	3,080	2,689	2,456	2,298	2,184	2,096	2,025	1,968	1,921
109	3,928	3,080	2,688	2,455	2,298	2,183	2,095	2,024	1,967	1,920
110	3,927	3,079	2,687	2,454	2,297	2,182	2,094	2,024	1,966	1,919
111	3,927	3,078	2,686	2,453	2,296	2,181	2,093	2,023	1,965	1,918
112	3,926	3,077	2,686	2,453	2,295	2,181	2,092	2,022	1,964	1,917
113	3,925	3,077	2,685	2,452	2,295	2,180	2,092	2,021	1,964	1,916
114	3,924	3,076	2,684	2,451	2,294	2,179	2,091	2,021	1,963	1,915
115	3,924	3,075	2,683	2,451	2,293	2,178	2,090	2,020	1,962	1,914
116	3,923	3,074	2,683	2,450	2,293	2,178	2,089	2,019	1,962	1,913
117	3,922	3,074	2,682	2,449	2,292	2,177	2,089	2,018	1,961	1,912
118	3,921	3,073	2,681	2,449	2,291	2,176	2,088	2,018	1,960	1,911
119	3,921	3,072	2,681	2,448	2,290	2,176	2,087	2,017	1,959	1,910
120	3,920	3,072	2,680	2,447	2,290	2,175	2,087	2,016	1,959	1,909
121	3,919	3,071	2,680	2,447	2,289	2,174	2,086	2,016	1,958	1,908
122	3,919	3,071	2,679	2,446	2,289	2,174	2,085	2,015	1,957	1,907
123	3,918	3,070	2,678	2,445	2,288	2,173	2,085	2,014	1,957	1,906
124	3,918	3,069	2,678	2,445	2,287	2,173	2,084	2,014	1,956	1,905
125	3,917	3,069	2,677	2,444	2,287	2,172	2,084	2,013	1,956	1,904
126	3,916	3,068	2,677	2,444	2,286	2,171	2,083	2,013	1,955	1,903
127	3,916	3,068	2,676	2,443	2,286	2,171	2,082	2,012	1,954	1,902
128	3,915	3,067	2,675	2,442	2,285	2,170	2,082	2,011	1,954	1,901
129	3,915	3,066	2,675	2,442	2,284	2,170	2,081	2,011	1,953	1,900
130	3,914	3,066	2,674	2,441	2,284	2,169	2,081	2,010	1,953	1,899
131	3,913	3,065	2,674	2,441	2,283	2,168	2,080	2,010	1,952	1,898
132	3,913	3,065	2,673	2,440	2,283	2,168	2,080	2,009	1,951	1,897
133	3,912	3,064	2,673	2,440	2,282	2,167	2,079	2,009	1,951	1,896
134	3,912	3,064	2,672	2,439	2,282	2,167	2,079	2,008	1,950	1,895
135	3,911	3,063	2,672	2,439	2,281	2,166	2,078	2,008	1,950	1,894
136	3,911	3,063	2,671	2,438	2,281	2,166	2,078	2,007	1,949	1,893
137	3,910	3,062	2,671	2,438	2,280	2,165	2,077	2,007	1,949	1,892
138	3,910	3,062	2,670	2,437	2,280	2,165	2,077	2,006	1,948	1,891
139	3,909	3,061	2,670	2,437	2,279	2,164	2,076	2,006	1,948	1,890
140	3,909	3,061	2,669	2,436	2,279	2,164	2,076	2,005	1,947	1,889
141	3,908	3,060	2,669	2,436	2,278	2,163	2,075	2,005	1,947	1,888
142	3,908	3,060	2,668	2,435	2,278	2,163	2,075	2,004	1,946	1,887
143	3,907	3,059	2,668	2,435	2,277	2,163	2,074	2,004	1,946	1,886
144	3,907	3,059	2,667	2,435	2,277	2,162	2,074	2,003	1,945	1,885
145	3,906	3,058	2,667	2,434	2,277	2,162	2,073	2,003	1,945	1,884
146	3,906	3,058	2,667	2,434	2,276	2,161	2,073	2,002	1,945	1,883
147	3,905	3,057	2,666	2,433	2,276	2,161	2,072	2,002	1,944	1,882
148	3,905	3,057	2,666	2,433	2,275	2,160	2,072	2,001	1,944	1,881
149	3,905	3,057	2,665	2,432	2,275	2,160	2,072	2,001	1,943	1,880
150	3,904	3,056	2,665	2,432	2,274	2,160	2,071	2,001	1,943	1,879