

## Lampiran 1

# Kuisisioner

## **Pengaruh Diferensiasi Terhadap *Positioning* Produk Yongki Komaladi Di Ramayana Department Store Gresik**

Yang bertanda tangan di bawah ini :

Nama : Yusuf Andriansyah

No.Mahasiswa : 07.312.025

Fakultas : EKONOMI / MANAJEMEN

Saat ini sedang menyusun skripsi dengan judul “Pengaruh Diferensiasi Terhadap *Positioning* Produk Yongki Komaladi Di Ramayana Department Store Gresik” guna memperoleh gelar kesarjanaan program S-1 di Universitas Muhammadiyah Gresik. Oleh karena itu saya mengharapkan kiranya saudara bersedia meluangkan waktu untuk mengisi kuesioner yang terlampir.

### **Karakteristik responden**

1. Nama :
2. Alamat : **(isi hanya nama kota)**
3. Jenis kelamin :
4. Umur :
  - a. 17 – 22 tahun
  - b. 23 – 27 tahun
  - c. Lebih dari 27 tahun

5. Pendapatan :
- Belum ada / Ikut orang tua
  - Rp. 500.000,- - Rp. 1.000.000,-
  - Lebih dari Rp. 1.000.000,-

**Pertanyaan**

Berilah tanda cecklist ( ) pada jawaban yang anda pilih

Keterangan:

SS (Sangat Setuju) = skor 5

S (Setuju) = skor 4

N (Netral) = skor 3

TS (Tidak Setuju) = skor 2

STS (Sangat Tidak Setuju) = skor 1

| Pertanyaan  | SS | S | N | TS | STS |
|---|----|---|---|----|-----|
| <b>Produk</b>   |    |   |   |    |     |
| 1. Model sepatu dan sandal Yongki Komaladi sangat elagan.                   |    |   |   |    |     |
| 2. Sepatu dan sandal merek Yongki Komaladi kuat, awet dan tahan lama.       |    |   |   |    |     |
| 3. Memakai sepatu dan sandal merek Yongki Komaladi bisa menambah gaya saya. |    |   |   |    |     |

|   |  |  |  |  |  |
|---|--|--|--|--|--|
| <b>Pelayanan</b>  |  |  |  |  |  |
| 1. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi dapat memberikan arahan tentang sepatu dan sandal yang cocok dengan saya. |  |  |  |  |  |
| 2. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi murah senyum dan sopan.   |  |  |  |  |  |
| 3. Pemesanan sepatu dan sandal merek Yongki Komaladi dapat dilakukan dengan mudah.  |  |  |  |  |  |
| <b>Personalia</b>   |  |  |  |  |  |
| 1. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi pintar.   |  |  |  |  |  |
| 2. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi cepat tanggap terhadap kebutuhan customer.                                |  |  |  |  |  |
| 3. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi sopan ketika berbicara dengan customer.                                   |  |  |  |  |  |
| 4. Sales Promotion Girl sepatu dan sandal merek Yongki Komaladi jujur ketika melayani customer.   |  |  |  |  |  |
| <b>Positioning</b>  |  |  |  |  |  |
| 1. Sepatu dan sandal merek Yongki Komaladi memiliki design yang menarik daripada merek lainnya.   |  |  |  |  |  |
| 2. Sepatu dan sandal merek Yongki Komaladi memiliki keunggulan kualitas dan model yang berbeda daripada merek lainnya.                    |  |  |  |  |  |

|  |  |  |  |  |  |
|--|--|--|--|--|--|
| 3. Harga sepatu dan sandal merek Yongki Komaladi sangat sesuai dan relative. |  |  |  |  |  |
|--|--|--|--|--|--|





### Lampiran 3

#### Uji Validitas dan Reliabilitas Hasil Kuesioner Variabel Produk

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis \*\*\*\*\*

R E L I A B I L I T Y   A N A L Y S I S   -   S C A L E   ( A L P H A )

1.     X1.1  
2.     X1.2  
3.     X1.3

#### Correlation Matrix

|      | X1.1   | X1.2   | X1.3   |
|------|--------|--------|--------|
| X1.1 | 1.0000 |        |        |
| X1.2 | .6472  | 1.0000 |        |
| X1.3 | .4337  | .4363  | 1.0000 |

N of Cases =        100.0

| Inter-item<br>Correlations | Mean  | Minimum | Maximum | Range | Max/Min | Variance |
|----------------------------|-------|---------|---------|-------|---------|----------|
|                            | .5057 | .4337   | .6472   | .2135 | 1.4922  | .0120    |

#### Item-total Statistics

|      | Scale<br>Mean<br>if Item<br>Deleted | Scale<br>Variance<br>if Item<br>Deleted | Corrected<br>Item-<br>Total<br>Correlation | Squared<br>Multiple<br>Correlation | Alpha<br>if Item<br>Deleted |
|------|-------------------------------------|---|--|------------------------------------|-----------------------------|
| X1.1 | 7.0100                              | 1.5252                                  | .6353                                      | .4472                              | .6072                       |
| X1.2 | 7.0000                              | 1.4949                                  | .6361                                      | .4487                              | .6043                       |
| X1.3 | 7.1300                              | 1.6496                                  | .4793                                      | .2298                              | .7857                       |

Reliability Coefficients        3 items

Alpha =     .7523                   Standardized item alpha =     .7543

#### Uji Validitas dan Reliabilitas Hasil Kuesioner Variabel pelayanan

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis \*\*\*\*\*

R E L I A B I L I T Y   A N A L Y S I S   -   S C A L E   ( A L P H A )

1.     X2.1

2. X2.2  
3. X2.3

## Correlation Matrix

|      | X2.1   | X2.2   | X2.3   |
|------|--------|--------|--------|
| X2.1 | 1.0000 |        |        |
| X2.2 | .4817  | 1.0000 |        |
| X2.3 | .5003  | .3768  | 1.0000 |

N of Cases = 100.0

| Inter-item<br>Correlations | Mean  | Minimum | Maximum | Range | Max/Min | Variance |
|----------------------------|-------|---------|---------|-------|---------|----------|
|                            | .4529 | .3768   | .5003   | .1235 | 1.3277  | .0035    |

## Item-total Statistics

|      | Scale<br>Mean<br>if Item<br>Deleted | Scale<br>Variance<br>if Item<br>Deleted | Corrected<br>Item-<br>Total<br>Correlation | Squared<br>Multiple<br>Correlation | Alpha<br>if Item<br>Deleted |
|------|-------------------------------------|---|--|------------------------------------|-----------------------------|
| X2.1 | 6.9900                              | 1.4443                                  | .5920                                      | .3505                              | .5455                       |
| X2.2 | 6.9800                              | 1.6966                                  | .4951                                      | .2566                              | .6668                       |
| X2.3 | 6.9700                              | 1.5243                                  | .5121                                      | .2743                              | .6489                       |

Reliability Coefficients 3 items

Alpha = .7129 Standardized item alpha = .7129

## Uji Validitas dan Reliabilitas Hasil Kuesioner Variabel Personalia

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis \*\*\*\*\*

### RELIABILITY ANALYSIS - SCALE (ALPHA)

1. X3.1  
2. X3.2  
3. X3.3  
4. X3.4

## Correlation Matrix

|      | X3.1   | X3.2   | X3.3   | X3.4   |
|------|--------|--------|--------|--------|
| X3.1 | 1.0000 |        |        |        |
| X3.2 | .6237  | 1.0000 |        |        |
| X3.3 | .4714  | .4522  | 1.0000 |        |
| X3.4 | .5957  | .5073  | .5619  | 1.0000 |



N of Cases = 100.0

| Inter-item Correlations | Mean  | Minimum | Maximum | Range | Max/Min | Variance |
|-------------------------|-------|---------|---------|-------|---------|----------|
|                         | .5354 | .4522   | .6237   | .1715 | 1.3791  | .0044    |

Item-total Statistics

|      | Scale Mean if Item Deleted | Scale Variance if Item Deleted | Corrected Item-Total Correlation | Squared Multiple Correlation | Alpha if Item Deleted |
|------|----------------------------|--------------------------------|----------------------------------|------------------------------|-----------------------|
| X3.1 | 10.8200                    | 3.7451                         | .6847                            | .5005                        | .7552                 |
| X3.2 | 10.7000                    | 3.8889                         | .6303                            | .4326                        | .7799                 |
| X3.3 | 10.7600                    | 3.7802                         | .5859                            | .3616                        | .8022                 |
| X3.4 | 10.5900                    | 3.6787                         | .6756                            | .4671                        | .7586                 |

Reliability Coefficients 4 items

Alpha = .8205                      Standardized item alpha = .8217

## Uji Validitas dan Reliabilitas Hasil Kuesioner Variabel Positioning

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis \*\*\*\*\*

RELIABILITY ANALYSIS - SCALE (ALPHA)

1. Y.1  
2. Y.2  
3. Y.3

Correlation Matrix

|     | Y.1    | Y.2    | Y.3    |
|-----|--------|--------|--------|
| Y.1 | 1.0000 |        |        |
| Y.2 | .5334  | 1.0000 |        |
| Y.3 | .5835  | .5642  | 1.0000 |

N of Cases = 100.0

| Inter-item Correlations | Mean  | Minimum | Maximum | Range | Max/Min | Variance |
|-------------------------|-------|---------|---------|-------|---------|----------|
|                         | .5604 | .5334   | .5835   | .0500 | 1.0938  | .0005    |

Item-total Statistics

|  | Scale Mean if Item | Scale Variance if Item | Corrected Item-Total | Squared Multiple | Alpha if Item |
|--|--------------------|------------------------|----------------------|------------------|---------------|
|--|--------------------|------------------------|----------------------|------------------|---------------|

|     | Deleted | Deleted | Correlation | Correlation | Deleted |
|-----|---------|---------|-------------|-------------|---------|
| Y.1 | 7.1700  | 1.7385  | .6286       | .4016       | .7154   |
| Y.2 | 7.0800  | 1.8319  | .6143       | .3816       | .7278   |
| Y.3 | 7.0900  | 2.0625  | .6555       | .4299       | .6954   |

Reliability Coefficients 3 items

Alpha = .7877 Standardized item alpha = .7927

## Lampiran 4

### Uji Heterokedastisitas dan Uji Normalitas

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

| Model |            | Unstandardized Coefficients |            | Standardized Coefficients | t      | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|--------|------|
|       |            | B                           | Std. Error | Beta                      |        |      |
| 1     | (Constant) | 1.032                       | .288       |                           | 3.584  | .001 |
|       | x1         | -.045                       | .043       | -.183                     | -1.035 | .303 |
|       | x2         | -.007                       | .039       | -.028                     | -.178  | .859 |
|       | x3         | .010                        | .028       | .057                      | .346   | .730 |

a. Dependent Variable: Abresid

## Lampiran 5

### Uji Hipotesis (Analisis Regresi Ganda)

## Regression

### Descriptive Statistics

|    | Mean  | Std. Deviation | N   |
|----|-------|----------------|-----|
| Y  | 10.67 | 1.95           | 100 |
| X1 | 10.57 | 1.77           | 100 |
| X2 | 10.47 | 1.75           | 100 |
| X3 | 14.29 | 2.52           | 100 |

### Correlations

|                     |    | Y     | X1    | X2    | X3    |
|---------------------|----|-------|-------|-------|-------|
| Pearson Correlation | Y  | 1.000 | .851  | .752  | .870  |
|                     | X1 | .851  | 1.000 | .740  | .768  |
|                     | X2 | .752  | .740  | 1.000 | .687  |
|                     | X3 | .870  | .768  | .687  | 1.000 |
| Sig. (1-tailed)     | Y  | .     | .000  | .000  | .000  |
|                     | X1 | .000  | .     | .000  | .000  |
|                     | X2 | .000  | .000  | .     | .000  |
|                     | X3 | .000  | .000  | .000  | .     |
| N                   | Y  | 100   | 100   | 100   | 100   |
|                     | X1 | 100   | 100   | 100   | 100   |
|                     | X2 | 100   | 100   | 100   | 100   |
|                     | X3 | 100   | 100   | 100   | 100   |

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

| Model | Variables Entered | Variables Removed | Method |
|-------|-------------------|-------------------|--------|
| 1     | X3, X2, X1        | .                 | Enter  |

a. All requested variables entered.

b. Dependent Variable: Y

### Model Summary<sup>a</sup>

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|-------------------|----------|-------------------|----------------------------|---------------|
| 1     | .921 <sup>a</sup> | .848     | .843              | .77                        | 2.057         |

a. Predictors: (Constant), X3, X2, X1

b. Dependent Variable: Y

**ANOVA<sup>b</sup>**

| Model |            | Sum of Squares | df | Mean Square | F       | Sig.              |
|-------|------------|----------------|----|-------------|---------|-------------------|
| 1     | Regression | 320.490        | 3  | 106.830     | 177.990 | .000 <sup>a</sup> |
|       | Residual   | 57.620         | 96 | .600        |         |                   |
|       | Total      | 378.110        | 99 |             |         |                   |

a. Predictors: (Constant), X3, X2, X1

b. Dependent Variable: Y

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

| Model |            | Unstandardized Coefficients |            | Standardized Coefficients | t      | Sig. | Collinearity Statistics |       |
|-------|------------|-----------------------------|------------|---------------------------|--------|------|-------------------------|-------|
|       |            | B                           | Std. Error | Beta                      |        |      | Tolerance               | VIF   |
| 1     | (Constant) | -.754                       | .513       |                           | -1.470 | .145 |                         |       |
|       | X1         | .413                        | .077       | .374                      | 5.347  | .000 | .325                    | 3.074 |
|       | X2         | .158                        | .069       | .141                      | 2.295  | .024 | .418                    | 2.393 |
|       | X3         | .378                        | .050       | .486                      | 7.519  | .000 | .379                    | 2.635 |

a. Dependent Variable: Y

## Lampiran 6

Distribusi t-Student

| Derajat<br>Bebas (df) | Uji Satu Arah |       |        |       |        |         |
|-----------------------|---------------|-------|--------|-------|--------|---------|
|                       | 0,10          | 0,05  | 0,025  | 0,01  | 0,005  | 0,0005  |
|                       | Uji Dua Arah  |       |        |       |        |         |
|                       | 0,20          | 0,10  | 0,05   | 0,02  | 0,01   | 0,001   |
| 1                     | 3.078         | 6.314 | 12.706 | 3.181 | 63.657 | 636.619 |
| 2                     | 1.886         | 2.920 | 4.303  | 6.965 | 9.925  | 31.599  |
| 3                     | 1.638         | 2.353 | 3.182  | 4.541 | 5.841  | 12.924  |
| 4                     | 1.533         | 2.132 | 2.776  | 3.747 | 4.604  | 8.610   |
| 5                     | 1.476         | 2.015 | 2.571  | 3.365 | 4.032  | 6.869   |
| 6                     | 1.440         | 1.943 | 2.447  | 3.143 | 3.707  | 5.959   |
| 7                     | 1.415         | 1.895 | 2.365  | 2.998 | 3.499  | 5.408   |
| 8                     | 1.397         | 1.860 | 2.306  | 2.896 | 3.355  | 5.041   |
| 9                     | 1.383         | 1.833 | 2.262  | 2.821 | 3.250  | 4.781   |
| 10                    | 1.372         | 1.820 | 2.228  | 2.764 | 3.169  | 4.587   |
| 11                    | 1.363         | 1.796 | 2.201  | 2.718 | 3.106  | 4.437   |
| 12                    | 1.356         | 1.782 | 2.179  | 2.681 | 3.005  | 4.318   |
| 13                    | 1.35          | 1.771 | 2.160  | 2.650 | 3.012  | 4.221   |
| 14                    | 1.345         | 1.761 | 2.145  | 2.264 | 2.977  | 4.140   |
| 15                    | 1.341         | 1.753 | 2.131  | 2.602 | 2.947  | 4.073   |
| 16                    | 1.337         | 1.746 | 2.120  | 2.583 | 2.921  | 4.015   |
| 17                    | 1.333         | 1.740 | 2.110  | 2.567 | 2.898  | 3.965   |
| 18                    | 1.330         | 1.734 | 2.101  | 2.552 | 2.878  | 3.922   |
| 19                    | 1.328         | 1.729 | 2.093  | 2.539 | 2.861  | 3.883   |
| 20                    | 1.325         | 1.725 | 2.086  | 2.528 | 2.845  | 3.850   |
| 21                    | 1.323         | 1.721 | 2.080  | 2.518 | 2.831  | 3.819   |
| 22                    | 1.321         | 1.717 | 2.074  | 2.508 | 2.819  | 3.792   |
| 23                    | 1.319         | 1.714 | 2.069  | 2.500 | 2.807  | 3.768   |
| 24                    | 1.318         | 1.711 | 2.064  | 2.492 | 2.797  | 3.745   |
| 25                    | 1.316         | 1.708 | 2.060  | 2.485 | 2.787  | 3.725   |
| 26                    | 1.315         | 1.706 | 2.056  | 2.479 | 2.779  | 3.707   |
| 27                    | 1.314         | 1.703 | 2.052  | 2.473 | 2.771  | 3.690   |
| 28                    | 1.313         | 1.699 | 2.048  | 2.467 | 2.763  | 3.674   |
| 29                    | 1.311         | 1.684 | 2.045  | 2.462 | 2.756  | 3.695   |
| 30                    | 1.310         | 1.671 | 2.042  | 2.457 | 2.750  | 3.551   |

|    |       |       |       |       |       |       |
|----|-------|-------|-------|-------|-------|-------|
| 40 | 1.303 | 1.662 | 2.021 | 2.423 | 2.704 | 3.460 |
| 60 | 1.296 | 1.658 | 2.000 | 2.390 | 2.660 | 3.373 |
| »  | 1.282 | 1.645 | 1.960 | 2.358 | 2.617 | 3.291 |

### Lampiran 7

**Tabel Nilai kritis Distribusi dengan  
Tingkat Signifikansi 5%,  $\alpha=0,05$**

|                                |           | <b>Derajat Bebas Pembilang</b> |          |          |          |          |
|--------------------------------|-----------|--------------------------------|----------|----------|----------|----------|
|                                |           | <b>1</b>                       | <b>2</b> | <b>3</b> | <b>4</b> | <b>5</b> |
| <b>Derajat Bebas Penyabeut</b> | <b>1</b>  | 161                            | 200      | 216      | 225      | 230      |
|                                | <b>2</b>  | 18,5                           | 19,0     | 19,2     | 19,3     | 19,3     |
|                                | <b>3</b>  | 10,1                           | 9,55     | 9,28     | 9,12     | 9,01     |
|                                | <b>4</b>  | 7,71                           | 6,94     | 6,59     | 6,39     | 6,26     |
|                                | <b>5</b>  | 6,61                           | 5,79     | 5,41     | 5,19     | 5,05     |
|                                | <b>6</b>  | 5,99                           | 5,14     | 4,76     | 4,53     | 4,39     |
|                                | <b>7</b>  | 5,59                           | 4,74     | 4,35     | 4,12     | 3,97     |
|                                | <b>8</b>  | 5,32                           | 4,46     | 4,07     | 3,84     | 3,69     |
|                                | <b>9</b>  | 5,12                           | 4,26     | 3,86     | 3,63     | 3,48     |
|                                | <b>10</b> | 4,96                           | 4,10     | 3,71     | 3,48     | 3,33     |
|                                | <b>11</b> | 4,84                           | 3,98     | 3,59     | 3,36     | 3,20     |
|                                | <b>12</b> | 4,75                           | 3,89     | 3,49     | 3,26     | 3,11     |
|                                | <b>13</b> | 4,67                           | 3,81     | 3,41     | 3,18     | 3,03     |
|                                | <b>14</b> | 4,60                           | 3,74     | 3,34     | 3,11     | 2,96     |
|                                | <b>15</b> | 4,54                           | 3,68     | 3,29     | 3,06     | 2,90     |
|                                | <b>16</b> | 4,49                           | 3,63     | 3,24     | 3,01     | 2,85     |
|                                | <b>17</b> | 4,45                           | 3,59     | 3,20     | 2,96     | 2,91     |
|                                | <b>18</b> | 4,41                           | 3,55     | 3,16     | 2,93     | 2,77     |
|                                | <b>19</b> | 4,38                           | 3,52     | 3,13     | 2,90     | 2,74     |
|                                | <b>20</b> | 4,35                           | 3,49     | 3,10     | 2,87     | 2,71     |
|                                | <b>21</b> | 4,32                           | 3,47     | 3,07     | 2,84     | 2,68     |
|                                | <b>22</b> | 4,30                           | 3,44     | 3,05     | 2,82     | 2,66     |
|                                | <b>23</b> | 4,28                           | 3,42     | 3,03     | 2,80     | 2,64     |
|                                | <b>24</b> | 4,26                           | 3,40     | 3,01     | 2,78     | 2,62     |
|                                | <b>25</b> | 4,24                           | 3,39     | 2,99     | 2,76     | 2,60     |

|           |      |      |      |      |      |
|-----------|------|------|------|------|------|
| <b>30</b> | 4,17 | 3,32 | 2,92 | 2,69 | 2,53 |
| <b>40</b> | 4,08 | 3,23 | 2,61 | 2,61 | 2,45 |
| <b>60</b> | 4,00 | 3,15 | 2,53 | 2,53 | 2,37 |
| <b>»</b>  | 3,84 | 3,00 | 2,60 | 2,37 | 2,21 |

## Lampiran 8

**Tabel Durbin-Watson (DW),  $\alpha = 5\%$**

| n  | k=1    |        | k=2    |        | k=3    |        | k=4    |        | k=5    |        |
|----|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|    | dL     | dU     | dL     | dU     | dL     | dU     | dL     | dU     | dL     | dU     |
| 10 | 0.8791 | 1.3197 | 0.6972 | 1.6413 | 0.5253 | 2.0163 | 0.3760 | 2.4137 | 0.2427 | 2.8217 |
| 11 | 0.9273 | 1.3241 | 0.7580 | 1.6044 | 0.5948 | 1.9280 | 0.4441 | 2.2833 | 0.3155 | 2.6446 |
| 12 | 0.9708 | 1.3314 | 0.8122 | 1.5794 | 0.6577 | 1.8640 | 0.5120 | 2.1766 | 0.3796 | 2.5061 |
| 13 | 1.0097 | 1.3404 | 0.8612 | 1.5621 | 0.7147 | 1.8159 | 0.5745 | 2.0943 | 0.4445 | 2.3897 |
| 14 | 1.0450 | 1.3503 | 0.9054 | 1.5507 | 0.7667 | 1.7788 | 0.6321 | 2.0296 | 0.5052 | 2.2959 |
| 15 | 1.0770 | 1.3605 | 0.9455 | 1.5432 | 0.8140 | 1.7501 | 0.6852 | 1.9774 | 0.5620 | 2.2198 |
| 16 | 1.1062 | 1.3709 | 0.9820 | 1.5386 | 0.8572 | 1.7277 | 0.7340 | 1.9351 | 0.6150 | 2.1567 |
| 17 | 1.1330 | 1.3812 | 1.0154 | 1.5361 | 0.8968 | 1.7101 | 0.7790 | 1.9005 | 0.6641 | 2.1041 |
| 18 | 1.1576 | 1.3913 | 1.0461 | 1.5353 | 0.9331 | 1.6961 | 0.8204 | 1.8719 | 0.7098 | 2.0600 |
| 19 | 1.1804 | 1.4012 | 1.0743 | 1.5355 | 0.9666 | 1.6851 | 0.8588 | 1.8482 | 0.7523 | 2.0226 |
| 20 | 1.2015 | 1.4107 | 1.1004 | 1.5367 | 0.9976 | 1.6763 | 0.8943 | 1.8283 | 0.7918 | 1.9908 |
| 21 | 1.2212 | 1.4200 | 1.1246 | 1.5385 | 1.0262 | 1.6694 | 0.9272 | 1.8116 | 0.8286 | 1.9635 |
| 22 | 1.2395 | 1.4289 | 1.1471 | 1.5408 | 1.0529 | 1.6640 | 0.9578 | 1.7974 | 0.8629 | 1.9400 |
| 23 | 1.2567 | 1.4375 | 1.1682 | 1.5435 | 1.0778 | 1.6597 | 0.9864 | 1.7855 | 0.8949 | 1.9196 |
| 24 | 1.2728 | 1.4458 | 1.1878 | 1.5464 | 1.1010 | 1.6565 | 1.0131 | 1.7753 | 0.9249 | 1.9018 |
| 25 | 1.2879 | 1.4537 | 1.2063 | 1.5495 | 1.1228 | 1.6540 | 1.0381 | 1.7666 | 0.9530 | 1.8863 |
| 26 | 1.3022 | 1.4614 | 1.2236 | 1.5528 | 1.1432 | 1.6523 | 1.0616 | 1.7591 | 0.9794 | 1.8727 |
| 27 | 1.3157 | 1.4688 | 1.2399 | 1.5562 | 1.1624 | 1.6510 | 1.0836 | 1.7527 | 1.0042 | 1.8608 |
| 28 | 1.3284 | 1.4759 | 1.2553 | 1.5596 | 1.1805 | 1.6503 | 1.1044 | 1.7473 | 1.0276 | 1.8502 |
| 29 | 1.3405 | 1.4828 | 1.2699 | 1.5631 | 1.1976 | 1.6499 | 1.1241 | 1.7426 | 1.0497 | 1.8409 |
| 30 | 1.3520 | 1.4894 | 1.2837 | 1.5666 | 1.2138 | 1.6498 | 1.1426 | 1.7386 | 1.0706 | 1.8326 |
| 31 | 1.3630 | 1.4957 | 1.2969 | 1.5701 | 1.2292 | 1.6500 | 1.1602 | 1.7352 | 1.0904 | 1.8252 |
| 32 | 1.3734 | 1.5019 | 1.3093 | 1.5736 | 1.2437 | 1.6505 | 1.1769 | 1.7323 | 1.1092 | 1.8187 |
| 33 | 1.3834 | 1.5078 | 1.3212 | 1.5770 | 1.2576 | 1.6511 | 1.1927 | 1.7298 | 1.1270 | 1.8128 |
| 34 | 1.3929 | 1.5136 | 1.3325 | 1.5805 | 1.2707 | 1.6519 | 1.2078 | 1.7277 | 1.1439 | 1.8076 |
| 35 | 1.4019 | 1.5191 | 1.3433 | 1.5838 | 1.2833 | 1.6528 | 1.2221 | 1.7259 | 1.1601 | 1.8029 |
| 36 | 1.4107 | 1.5245 | 1.3537 | 1.5872 | 1.2953 | 1.6539 | 1.2358 | 1.7245 | 1.1755 | 1.7987 |
| 37 | 1.4190 | 1.5297 | 1.3635 | 1.5904 | 1.3068 | 1.6550 | 1.2489 | 1.7233 | 1.1901 | 1.7950 |
| 38 | 1.4270 | 1.5348 | 1.3730 | 1.5937 | 1.3177 | 1.6563 | 1.2614 | 1.7223 | 1.2042 | 1.7916 |
| 39 | 1.4347 | 1.5396 | 1.3821 | 1.5969 | 1.3283 | 1.6575 | 1.2734 | 1.7215 | 1.2176 | 1.7886 |
| 40 | 1.4421 | 1.5444 | 1.3908 | 1.6000 | 1.3384 | 1.6589 | 1.2848 | 1.7209 | 1.2305 | 1.7859 |
| 41 | 1.4493 | 1.5490 | 1.3992 | 1.6031 | 1.3480 | 1.6603 | 1.2958 | 1.7205 | 1.2428 | 1.7835 |
| 42 | 1.4562 | 1.5534 | 1.4073 | 1.6061 | 1.3573 | 1.6617 | 1.3064 | 1.7202 | 1.2546 | 1.7814 |
| 43 | 1.4628 | 1.5577 | 1.4151 | 1.6091 | 1.3663 | 1.6632 | 1.3166 | 1.7200 | 1.2660 | 1.7794 |
| 44 | 1.4692 | 1.5619 | 1.4226 | 1.6120 | 1.3749 | 1.6647 | 1.3263 | 1.7200 | 1.2769 | 1.7777 |
| 45 | 1.4754 | 1.5660 | 1.4298 | 1.6148 | 1.3832 | 1.6662 | 1.3357 | 1.7200 | 1.2874 | 1.7762 |
| 46 | 1.4814 | 1.5700 | 1.4368 | 1.6176 | 1.3912 | 1.6677 | 1.3448 | 1.7201 | 1.2976 | 1.7748 |

|     |        |        |        |        |        |        |        |        |        |        |
|-----|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 47  | 1.4872 | 1.5739 | 1.4435 | 1.6204 | 1.3989 | 1.6692 | 1.3535 | 1.7203 | 1.3073 | 1.7736 |
| 48  | 1.4928 | 1.5776 | 1.4500 | 1.6231 | 1.4064 | 1.6708 | 1.3619 | 1.7206 | 1.3167 | 1.7725 |
| 49  | 1.4982 | 1.5813 | 1.4564 | 1.6257 | 1.4136 | 1.6723 | 1.3701 | 1.7210 | 1.3258 | 1.7716 |
| 50  | 1.5035 | 1.5849 | 1.4625 | 1.6283 | 1.4206 | 1.6739 | 1.3779 | 1.7214 | 1.3346 | 1.7708 |
| 51  | 1.5086 | 1.5884 | 1.4684 | 1.6309 | 1.4273 | 1.6754 | 1.3855 | 1.7218 | 1.3431 | 1.7701 |
| 52  | 1.5135 | 1.5917 | 1.4741 | 1.6334 | 1.4339 | 1.6769 | 1.3929 | 1.7223 | 1.3512 | 1.7694 |
| 53  | 1.5183 | 1.5951 | 1.4797 | 1.6359 | 1.4402 | 1.6785 | 1.4000 | 1.7228 | 1.3592 | 1.7689 |
| 54  | 1.5230 | 1.5983 | 1.4851 | 1.6383 | 1.4464 | 1.6800 | 1.4069 | 1.7234 | 1.3669 | 1.7684 |
| 55  | 1.5276 | 1.6014 | 1.4903 | 1.6406 | 1.4523 | 1.6815 | 1.4136 | 1.7240 | 1.3743 | 1.7681 |
| 56  | 1.5320 | 1.6045 | 1.4954 | 1.6430 | 1.4581 | 1.6830 | 1.4201 | 1.7246 | 1.3815 | 1.7678 |
| 57  | 1.5363 | 1.6075 | 1.5004 | 1.6452 | 1.4637 | 1.6845 | 1.4264 | 1.7253 | 1.3885 | 1.7675 |
| 58  | 1.5405 | 1.6105 | 1.5052 | 1.6475 | 1.4692 | 1.6860 | 1.4325 | 1.7259 | 1.3953 | 1.7673 |
| 59  | 1.5446 | 1.6134 | 1.5099 | 1.6497 | 1.4745 | 1.6875 | 1.4385 | 1.7266 | 1.4019 | 1.7672 |
| 60  | 1.5485 | 1.6162 | 1.5144 | 1.6518 | 1.4797 | 1.6889 | 1.4443 | 1.7274 | 1.4083 | 1.7671 |
| 61  | 1.5524 | 1.6189 | 1.5189 | 1.6540 | 1.4847 | 1.6904 | 1.4499 | 1.7281 | 1.4146 | 1.7671 |
| 62  | 1.5562 | 1.6216 | 1.5232 | 1.6561 | 1.4896 | 1.6918 | 1.4554 | 1.7288 | 1.4206 | 1.7671 |
| 63  | 1.5599 | 1.6243 | 1.5274 | 1.6581 | 1.4943 | 1.6932 | 1.4607 | 1.7296 | 1.4265 | 1.7671 |
| 64  | 1.5635 | 1.6268 | 1.5315 | 1.6601 | 1.4990 | 1.6946 | 1.4659 | 1.7303 | 1.4322 | 1.7672 |
| 65  | 1.5670 | 1.6294 | 1.5355 | 1.6621 | 1.5035 | 1.6960 | 1.4709 | 1.7311 | 1.4378 | 1.7673 |
| 66  | 1.5704 | 1.6318 | 1.5395 | 1.6640 | 1.5079 | 1.6974 | 1.4758 | 1.7319 | 1.4433 | 1.7675 |
| 67  | 1.5738 | 1.6343 | 1.5433 | 1.6660 | 1.5122 | 1.6988 | 1.4806 | 1.7327 | 1.4486 | 1.7676 |
| 68  | 1.5771 | 1.6367 | 1.5470 | 1.6678 | 1.5164 | 1.7001 | 1.4853 | 1.7335 | 1.4537 | 1.7678 |
| 69  | 1.5803 | 1.6390 | 1.5507 | 1.6697 | 1.5205 | 1.7015 | 1.4899 | 1.7343 | 1.4588 | 1.7680 |
| 70  | 1.5834 | 1.6413 | 1.5542 | 1.6715 | 1.5245 | 1.7028 | 1.4943 | 1.7351 | 1.4637 | 1.7683 |
| 71  | 1.5865 | 1.6435 | 1.5577 | 1.6733 | 1.5284 | 1.7041 | 1.4987 | 1.7358 | 1.4685 | 1.7685 |
| 72  | 1.5895 | 1.6457 | 1.5611 | 1.6751 | 1.5323 | 1.7054 | 1.5029 | 1.7366 | 1.4732 | 1.7688 |
| 73  | 1.5924 | 1.6479 | 1.5645 | 1.6768 | 1.5360 | 1.7067 | 1.5071 | 1.7375 | 1.4778 | 1.7691 |
| 74  | 1.5953 | 1.6500 | 1.5677 | 1.6785 | 1.5397 | 1.7079 | 1.5112 | 1.7383 | 1.4822 | 1.7694 |
| 75  | 1.5981 | 1.6521 | 1.5709 | 1.6802 | 1.5432 | 1.7092 | 1.5151 | 1.7390 | 1.4866 | 1.7698 |
| 76  | 1.6009 | 1.6541 | 1.5740 | 1.6819 | 1.5467 | 1.7104 | 1.5190 | 1.7399 | 1.4909 | 1.7701 |
| 77  | 1.6036 | 1.6561 | 1.5771 | 1.6835 | 1.5502 | 1.7117 | 1.5228 | 1.7407 | 1.4950 | 1.7704 |
| 78  | 1.6063 | 1.6581 | 1.5801 | 1.6851 | 1.5535 | 1.7129 | 1.5265 | 1.7415 | 1.4991 | 1.7708 |
| 79  | 1.6089 | 1.6601 | 1.5830 | 1.6867 | 1.5568 | 1.7141 | 1.5302 | 1.7423 | 1.5031 | 1.7712 |
| 80  | 1.6114 | 1.6620 | 1.5859 | 1.6882 | 1.5600 | 1.7153 | 1.5337 | 1.7430 | 1.5070 | 1.7716 |
| 81  | 1.6139 | 1.6639 | 1.5888 | 1.6898 | 1.5632 | 1.7164 | 1.5372 | 1.7438 | 1.5109 | 1.7720 |
| 82  | 1.6164 | 1.6657 | 1.5915 | 1.6913 | 1.5663 | 1.7176 | 1.5406 | 1.7446 | 1.5146 | 1.7724 |
| 83  | 1.6188 | 1.6675 | 1.5942 | 1.6928 | 1.5693 | 1.7187 | 1.5440 | 1.7454 | 1.5183 | 1.7728 |
| 84  | 1.6212 | 1.6693 | 1.5969 | 1.6942 | 1.5723 | 1.7199 | 1.5472 | 1.7462 | 1.5219 | 1.7732 |
| 85  | 1.6235 | 1.6711 | 1.5995 | 1.6957 | 1.5752 | 1.7210 | 1.5505 | 1.7470 | 1.5254 | 1.7736 |
| 86  | 1.6258 | 1.6728 | 1.6021 | 1.6971 | 1.5780 | 1.7221 | 1.5536 | 1.7478 | 1.5289 | 1.7740 |
| 87  | 1.6280 | 1.6745 | 1.6046 | 1.6985 | 1.5808 | 1.7232 | 1.5567 | 1.7485 | 1.5322 | 1.7745 |
| 88  | 1.6302 | 1.6762 | 1.6071 | 1.6999 | 1.5836 | 1.7243 | 1.5597 | 1.7493 | 1.5356 | 1.7749 |
| 89  | 1.6324 | 1.6778 | 1.6095 | 1.7013 | 1.5863 | 1.7254 | 1.5627 | 1.7501 | 1.5388 | 1.7754 |
| 90  | 1.6345 | 1.6794 | 1.6119 | 1.7026 | 1.5889 | 1.7264 | 1.5656 | 1.7508 | 1.5420 | 1.7758 |
| 91  | 1.6366 | 1.6810 | 1.6143 | 1.7040 | 1.5915 | 1.7275 | 1.5685 | 1.7516 | 1.5452 | 1.7763 |
| 92  | 1.6387 | 1.6826 | 1.6166 | 1.7053 | 1.5941 | 1.7285 | 1.5713 | 1.7523 | 1.5482 | 1.7767 |
| 93  | 1.6407 | 1.6841 | 1.6188 | 1.7066 | 1.5966 | 1.7295 | 1.5741 | 1.7531 | 1.5513 | 1.7772 |
| 94  | 1.6427 | 1.6857 | 1.6211 | 1.7078 | 1.5991 | 1.7306 | 1.5768 | 1.7538 | 1.5542 | 1.7776 |
| 95  | 1.6447 | 1.6872 | 1.6233 | 1.7091 | 1.6015 | 1.7316 | 1.5795 | 1.7546 | 1.5572 | 1.7781 |
| 96  | 1.6466 | 1.6887 | 1.6254 | 1.7103 | 1.6039 | 1.7326 | 1.5821 | 1.7553 | 1.5600 | 1.7785 |
| 97  | 1.6485 | 1.6901 | 1.6275 | 1.7116 | 1.6063 | 1.7335 | 1.5847 | 1.7560 | 1.5628 | 1.7790 |
| 98  | 1.6504 | 1.6916 | 1.6296 | 1.7128 | 1.6086 | 1.7345 | 1.5872 | 1.7567 | 1.5656 | 1.7795 |
| 99  | 1.6522 | 1.6930 | 1.6317 | 1.7140 | 1.6108 | 1.7355 | 1.5897 | 1.7575 | 1.5683 | 1.7799 |
| 100 | 1.6540 | 1.6944 | 1.6337 | 1.7152 | 1.6131 | 1.7364 | 1.5922 | 1.7582 | 1.5710 | 1.7804 |



| No | Produk ( X1 ) |      |      |     | Pelayanan ( X2 ) |      |      |     | Personalia ( X3 ) |      |      |      |     | Positioning ( Y ) |     |     |     |
|----|---------------|------|------|-----|------------------|------|------|-----|-------------------|------|------|------|-----|-------------------|-----|-----|-----|
|    | X1.1          | X1.2 | X1.3 | Jml | X2.1             | X2.2 | X2.3 | Jml | X3.1              | X3.1 | X3.3 | X3.4 | Jml | Y.1               | Y.2 | Y.3 | Jml |
| 1  | 4             | 4    | 4    | 12  | 3                | 3    | 4    | 10  | 3                 | 4    | 4    | 3    | 14  | 4                 | 3   | 5   | 12  |
| 2  | 2             | 2    | 2    | 6   | 2                | 3    | 2    | 7   | 2                 | 2    | 3    | 2    | 9   | 1                 | 2   | 2   | 5   |
| 3  | 4             | 3    | 2    | 9   | 3                | 3    | 3    | 9   | 3                 | 3    | 3    | 3    | 12  | 3                 | 3   | 3   | 9   |
| 4  | 4             | 4    | 3    | 11  | 5                | 4    | 3    | 12  | 2                 | 1    | 4    | 5    | 12  | 4                 | 3   | 3   | 10  |
| 5  | 3             | 4    | 3    | 10  | 4                | 4    | 4    | 12  | 4                 | 4    | 3    | 3    | 14  | 4                 | 4   | 4   | 12  |
| 6  | 4             | 4    | 4    | 12  | 4                | 3    | 4    | 11  | 3                 | 3    | 5    | 4    | 15  | 4                 | 3   | 4   | 11  |
| 7  | 4             | 4    | 3    | 11  | 4                | 4    | 3    | 11  | 4                 | 3    | 3    | 3    | 13  | 3                 | 4   | 3   | 10  |
| 8  | 3             | 3    | 4    | 10  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 9  | 4             | 4    | 3    | 11  | 3                | 4    | 3    | 10  | 3                 | 3    | 3    | 3    | 12  | 2                 | 3   | 4   | 9   |
| 10 | 4             | 4    | 5    | 13  | 4                | 5    | 4    | 13  | 4                 | 3    | 5    | 4    | 16  | 5                 | 4   | 4   | 13  |
| 11 | 4             | 4    | 4    | 12  | 2                | 3    | 4    | 9   | 5                 | 4    | 4    | 5    | 18  | 4                 | 5   | 4   | 13  |
| 12 | 3             | 3    | 4    | 10  | 3                | 2    | 3    | 8   | 3                 | 2    | 3    | 3    | 11  | 3                 | 3   | 3   | 9   |
| 13 | 3             | 4    | 3    | 10  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 14 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 4                 | 4    | 5    | 4    | 17  | 5                 | 4   | 4   | 13  |
| 15 | 5             | 4    | 4    | 13  | 4                | 4    | 3    | 11  | 3                 | 4    | 4    | 5    | 16  | 4                 | 5   | 4   | 13  |
| 16 | 3             | 3    | 3    | 9   | 4                | 4    | 4    | 12  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 3   | 10  |
| 17 | 4             | 4    | 4    | 12  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 4                 | 3   | 4   | 11  |
| 18 | 3             | 3    | 4    | 10  | 3                | 4    | 3    | 10  | 4                 | 4    | 4    | 4    | 16  | 3                 | 4   | 4   | 11  |
| 19 | 4             | 4    | 4    | 12  | 4                | 5    | 3    | 12  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 4   | 12  |
| 20 | 4             | 4    | 4    | 12  | 4                | 3    | 4    | 11  | 4                 | 4    | 5    | 4    | 17  | 5                 | 4   | 4   | 13  |
| 21 | 4             | 4    | 4    | 12  | 4                | 4    | 5    | 13  | 4                 | 4    | 5    | 4    | 17  | 5                 | 4   | 4   | 13  |
| 22 | 3             | 3    | 4    | 10  | 4                | 4    | 4    | 12  | 3                 | 4    | 3    | 4    | 14  | 4                 | 3   | 4   | 11  |
| 23 | 2             | 3    | 3    | 8   | 4                | 3    | 3    | 10  | 3                 | 4    | 4    | 4    | 15  | 3                 | 3   | 3   | 9   |
| 24 | 5             | 4    | 4    | 13  | 3                | 4    | 3    | 10  | 3                 | 3    | 4    | 4    | 14  | 4                 | 4   | 4   | 12  |
| 25 | 4             | 5    | 4    | 13  | 4                | 4    | 4    | 12  | 5                 | 4    | 5    | 4    | 18  | 4                 | 5   | 4   | 13  |
| 26 | 2             | 3    | 3    | 8   | 3                | 2    | 2    | 7   | 2                 | 2    | 2    | 2    | 8   | 3                 | 2   | 3   | 8   |
| 27 | 4             | 4    | 3    | 11  | 3                | 3    | 3    | 9   | 4                 | 4    | 3    | 4    | 15  | 4                 | 3   | 3   | 10  |
| 28 | 3             | 2    | 4    | 9   | 3                | 3    | 4    | 10  | 3                 | 2    | 2    | 2    | 9   | 2                 | 2   | 2   | 6   |
| 29 | 4             | 3    | 4    | 11  | 4                | 3    | 5    | 12  | 3                 | 4    | 4    | 4    | 15  | 4                 | 4   | 4   | 12  |
| 30 | 3             | 4    | 4    | 11  | 3                | 4    | 3    | 10  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 4   | 12  |
| 31 | 4             | 4    | 4    | 12  | 5                | 4    | 4    | 13  | 3                 | 3    | 4    | 4    | 14  | 3                 | 4   | 4   | 11  |
| 32 | 3             | 2    | 2    | 7   | 3                | 3    | 2    | 8   | 2                 | 3    | 2    | 3    | 10  | 3                 | 2   | 3   | 8   |
| 33 | 4             | 4    | 3    | 11  | 4                | 4    | 3    | 11  | 3                 | 3    | 3    | 4    | 13  | 4                 | 3   | 4   | 11  |
| 34 | 4             | 4    | 3    | 11  | 4                | 4    | 3    | 11  | 4                 | 4    | 3    | 4    | 15  | 4                 | 3   | 3   | 10  |
| 35 | 4             | 3    | 3    | 10  | 3                | 4    | 4    | 11  | 4                 | 4    | 4    | 5    | 17  | 4                 | 4   | 4   | 12  |
| 36 | 4             | 3    | 3    | 10  | 4                | 4    | 3    | 11  | 3                 | 4    | 3    | 4    | 14  | 4                 | 3   | 3   | 10  |
| 37 | 2             | 2    | 2    | 6   | 2                | 2    | 2    | 6   | 2                 | 3    | 2    | 1    | 8   | 1                 | 2   | 2   | 5   |
| 38 | 3             | 3    | 2    | 8   | 3                | 4    | 2    | 9   | 3                 | 3    | 4    | 3    | 13  | 3                 | 2   | 3   | 8   |
| 39 | 3             | 3    | 3    | 9   | 4                | 4    | 4    | 12  | 3                 | 3    | 3    | 3    | 12  | 4                 | 3   | 3   | 10  |
| 40 | 3             | 3    | 4    | 10  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 41 | 4             | 4    | 4    | 12  | 5                | 4    | 3    | 12  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 3   | 11  |
| 42 | 4             | 4    | 4    | 12  | 3                | 4    | 4    | 11  | 3                 | 4    | 4    | 3    | 14  | 4                 | 3   | 4   | 11  |
| 43 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 5                 | 4    | 4    | 5    | 18  | 4                 | 5   | 5   | 14  |
| 44 | 5             | 4    | 4    | 13  | 4                | 4    | 4    | 12  | 4                 | 4    | 5    | 4    | 17  | 4                 | 5   | 5   | 14  |
| 45 | 3             | 4    | 4    | 11  | 4                | 3    | 4    | 11  | 4                 | 5    | 4    | 4    | 17  | 4                 | 4   | 3   | 11  |
| 46 | 4             | 4    | 4    | 12  | 4                | 3    | 4    | 11  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 47 | 4             | 4    | 3    | 11  | 4                | 3    | 4    | 11  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 3   | 11  |
| 48 | 5             | 4    | 3    | 12  | 4                | 4    | 4    | 12  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 4   | 12  |
| 49 | 3             | 3    | 4    | 10  | 4                | 3    | 4    | 11  | 3                 | 3    | 3    | 4    | 13  | 3                 | 3   | 3   | 9   |
| 50 | 3             | 2    | 3    | 8   | 2                | 3    | 2    | 7   | 3                 | 3    | 3    | 4    | 13  | 3                 | 3   | 4   | 10  |

| No | Produk ( X1 ) |      |      |     | Pelayanan ( X2 ) |      |      |     | Personalia ( X3 ) |      |      |      |     | Positioning ( Y ) |     |     |     |
|----|---------------|------|------|-----|------------------|------|------|-----|-------------------|------|------|------|-----|-------------------|-----|-----|-----|
|    | X1.1          | X1.2 | X1.3 | Jml | X2.1             | X2.2 | X2.3 | Jml | X3.1              | X3.1 | X3.3 | X3.4 | Jml | Y.1               | Y.2 | Y.3 | Jml |
| 51 | 4             | 4    | 4    | 12  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 4                 | 3   | 4   | 11  |
| 52 | 2             | 2    | 3    | 7   | 3                | 3    | 3    | 9   | 3                 | 3    | 2    | 3    | 11  | 2                 | 3   | 3   | 8   |
| 53 | 3             | 4    | 3    | 10  | 3                | 3    | 4    | 10  | 3                 | 4    | 3    | 3    | 13  | 3                 | 3   | 3   | 9   |
| 54 | 4             | 3    | 4    | 11  | 3                | 3    | 4    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 55 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 4                 | 4    | 5    | 4    | 17  | 5                 | 4   | 4   | 13  |
| 56 | 4             | 4    | 3    | 11  | 4                | 3    | 3    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 3   | 10  |
| 57 | 4             | 3    | 4    | 11  | 4                | 4    | 4    | 12  | 3                 | 4    | 4    | 4    | 15  | 4                 | 4   | 3   | 11  |
| 58 | 2             | 2    | 3    | 7   | 2                | 3    | 3    | 8   | 3                 | 3    | 2    | 3    | 11  | 2                 | 3   | 3   | 8   |
| 59 | 4             | 4    | 3    | 11  | 3                | 4    | 3    | 10  | 4                 | 3    | 3    | 2    | 12  | 3                 | 4   | 3   | 10  |
| 60 | 3             | 4    | 4    | 11  | 4                | 3    | 4    | 11  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 3   | 11  |
| 61 | 3             | 2    | 2    | 7   | 3                | 2    | 2    | 7   | 3                 | 3    | 3    | 3    | 12  | 3                 | 2   | 3   | 8   |
| 62 | 2             | 3    | 2    | 7   | 2                | 3    | 2    | 7   | 3                 | 3    | 2    | 2    | 10  | 2                 | 3   | 2   | 7   |
| 63 | 3             | 3    | 2    | 8   | 3                | 3    | 2    | 8   | 2                 | 3    | 3    | 2    | 10  | 3                 | 2   | 3   | 8   |
| 64 | 4             | 3    | 4    | 11  | 4                | 4    | 4    | 12  | 4                 | 3    | 4    | 4    | 15  | 4                 | 4   | 5   | 13  |
| 65 | 4             | 4    | 3    | 11  | 3                | 3    | 3    | 9   | 3                 | 4    | 3    | 4    | 14  | 3                 | 4   | 3   | 10  |
| 66 | 4             | 4    | 4    | 12  | 5                | 4    | 4    | 13  | 4                 | 4    | 5    | 4    | 17  | 4                 | 5   | 4   | 13  |
| 67 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 3                 | 4    | 4    | 4    | 15  | 4                 | 4   | 4   | 12  |
| 68 | 4             | 4    | 3    | 11  | 4                | 4    | 3    | 11  | 3                 | 4    | 3    | 4    | 14  | 3                 | 4   | 4   | 11  |
| 69 | 3             | 3    | 3    | 9   | 3                | 3    | 4    | 10  | 3                 | 4    | 3    | 3    | 13  | 3                 | 3   | 4   | 10  |
| 70 | 4             | 5    | 4    | 13  | 4                | 4    | 4    | 12  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 3   | 11  |
| 71 | 4             | 4    | 3    | 11  | 4                | 3    | 4    | 11  | 3                 | 4    | 4    | 3    | 14  | 3                 | 4   | 4   | 11  |
| 72 | 3             | 3    | 2    | 8   | 3                | 3    | 3    | 9   | 2                 | 2    | 3    | 2    | 9   | 2                 | 3   | 3   | 8   |
| 73 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 4                 | 5    | 5    | 4    | 18  | 4                 | 5   | 4   | 13  |
| 74 | 3             | 4    | 3    | 10  | 4                | 3    | 3    | 10  | 3                 | 4    | 3    | 3    | 13  | 3                 | 3   | 3   | 9   |
| 75 | 3             | 2    | 3    | 8   | 2                | 2    | 2    | 6   | 3                 | 3    | 4    | 5    | 15  | 2                 | 2   | 3   | 7   |
| 76 | 3             | 3    | 3    | 9   | 2                | 3    | 3    | 8   | 3                 | 2    | 2    | 3    | 10  | 2                 | 3   | 2   | 7   |
| 77 | 4             | 5    | 4    | 13  | 4                | 4    | 4    | 12  | 4                 | 4    | 4    | 5    | 17  | 5                 | 4   | 4   | 13  |
| 78 | 3             | 3    | 3    | 9   | 3                | 4    | 3    | 10  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 79 | 3             | 4    | 4    | 11  | 3                | 4    | 4    | 11  | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 3   | 10  |
| 80 | 4             | 4    | 3    | 11  | 5                | 4    | 4    | 13  | 4                 | 4    | 4    | 4    | 16  | 4                 | 4   | 3   | 11  |
| 81 | 4             | 4    | 4    | 12  | 4                | 4    | 4    | 12  | 4                 | 5    | 5    | 4    | 18  | 4                 | 5   | 4   | 13  |
| 82 | 2             | 3    | 2    | 7   | 2                | 3    | 2    | 7   | 1                 | 2    | 2    | 2    | 7   | 2                 | 2   | 2   | 6   |
| 83 | 4             | 4    | 3    | 11  | 3                | 4    | 4    | 11  | 4                 | 3    | 4    | 4    | 15  | 4                 | 4   | 4   | 12  |
| 84 | 4             | 4    | 3    | 11  | 4                | 3    | 3    | 10  | 3                 | 4    | 3    | 4    | 14  | 4                 | 3   | 4   | 11  |
| 85 | 3             | 4    | 3    | 10  | 3                | 2    | 4    | 9   | 2                 | 3    | 3    | 3    | 11  | 3                 | 3   | 4   | 10  |
| 86 | 4             | 4    | 3    | 11  | 4                | 4    | 4    | 12  | 3                 | 4    | 4    | 4    | 15  | 4                 | 4   | 4   | 12  |
| 87 | 3             | 3    | 3    | 9   | 3                | 4    | 3    | 10  | 3                 | 2    | 3    | 3    | 11  | 3                 | 3   | 3   | 9   |
| 88 | 4             | 4    | 3    | 11  | 4                | 3    | 3    | 10  | 3                 | 4    | 4    | 4    | 15  | 4                 | 4   | 3   | 11  |
| 89 | 4             | 5    | 3    | 12  | 3                | 2    | 3    | 8   | 4                 | 4    | 3    | 4    | 15  | 3                 | 4   | 4   | 11  |
| 90 | 3             | 3    | 3    | 9   | 3                | 4    | 3    | 10  | 4                 | 3    | 3    | 4    | 14  | 4                 | 3   | 4   | 11  |
| 91 | 4             | 4    | 4    | 12  | 3                | 4    | 4    | 11  | 4                 | 5    | 4    | 4    | 17  | 4                 | 4   | 4   | 12  |
| 92 | 4             | 4    | 4    | 12  | 4                | 3    | 4    | 11  | 4                 | 4    | 5    | 4    | 17  | 5                 | 4   | 4   | 13  |
| 93 | 4             | 4    | 5    | 13  | 5                | 5    | 5    | 15  | 5                 | 5    | 4    | 5    | 19  | 4                 | 5   | 4   | 13  |
| 94 | 3             | 4    | 5    | 12  | 3                | 4    | 4    | 11  | 5                 | 4    | 4    | 4    | 17  | 4                 | 4   | 4   | 12  |
| 95 | 3             | 3    | 3    | 9   | 3                | 3    | 3    | 9   | 4                 | 4    | 3    | 4    | 15  | 4                 | 3   | 4   | 11  |

|     |   |   |   |    |   |   |   |    |   |   |   |   |    |   |   |   |    |
|-----|---|---|---|----|---|---|---|----|---|---|---|---|----|---|---|---|----|
| 96  | 4 | 4 | 3 | 11 | 3 | 4 | 3 | 10 | 3 | 3 | 3 | 4 | 13 | 3 | 4 | 4 | 11 |
| 97  | 4 | 3 | 4 | 11 | 4 | 3 | 4 | 11 | 4 | 3 | 4 | 4 | 15 | 4 | 4 | 4 | 12 |
| 98  | 4 | 4 | 5 | 13 | 3 | 4 | 4 | 11 | 3 | 4 | 4 | 4 | 15 | 4 | 4 | 5 | 13 |
| 99  | 4 | 4 | 4 | 12 | 4 | 5 | 5 | 14 | 4 | 4 | 4 | 4 | 16 | 4 | 4 | 4 | 12 |
| 100 | 4 | 4 | 5 | 13 | 4 | 4 | 5 | 13 | 4 | 4 | 4 | 5 | 17 | 4 | 5 | 4 | 13 |