



LAMPIRAN

Lampiran 01. Kuisisioner.

A. Identitas Responden

1. Nama :
2. Alamat :
3. Jenis Kelamin :

B. Petunjuk Pengisian Kuisisioner

Silahkan anda pilih jawaban yang menurut anda paling sesuai dengan kondisi yang ada dengan memberikan tanda silang (X) pada pilihan jawaban yang tersedia.

Keterangan:

- STS = Sangat Tidak Setuju
 TS = Tidak Setuju
 N = Netral
 S = Setuju
 SS = Sangat Setuju

C. Draft Pernyataan

1. Motivasi Kerja

No	Pernyataan	STS	TS	N	S	SS
	Kebutuhan Fisiologis					
1	Gaji yang saya peroleh dari perusahaan sudah mampu memenuhi kebutuhan hidup saya					
	Kebutuhan Rasa Aman					
2	Saya merasa aman tenang dalam bekerja karena tersedianya jaminan kesehatan dari perusahaan					
	Kebutuhan Hubungan Sosial					
3	Saya merasa senang karena rekan kerja di perusahaan ini bisa menerima saya sebagai partner yang baik					
	Kebutuhan Pengakuan					
4	Saya merasa senang apabila hasil kerja saya di akui oleh Atasan dengan diberikan pujian					
	Kebutuhan Aktualisasi Diri					
5	Saya diberikan kesempatan untuk berinovasi dalam mengembangkan					

	jangkauan wilayah dalam memasarkan produk					
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2. Disiplin Kerja

No	Pernyataan	STS	TS	N	S	SS
	Kehadiran					
1	Saya tidak pernah absen dari pekerjaan tanpa alasan					
	Ketaatan Pada Peraturan Kerja					
2	Saya selalu datang tepat waktu dalam bekerja (menaati peraturan jam gerakan 08.00)					
	Ketaatan Pada Standar Kerja					
3	Saya selalu bekerja sesuai dengan SOP yang telah ditetapkan					
	Tingkat Kewaspadaan Tinggi					
4	Saya selalu membawa perlengkapan berkendara yang lengkap saat berjualan, seperti contoh jas hujan (agar saat turun hujan tidak menjadi penghambat)					
	Bekerja Etis					
5	Saya selalu menjaga nama baik perusahaan saat bekerja					

3. Kinerja

No	Pernyataan	STS	TS	N	S	SS
	Kualitas					
1	Saya selalu mengerjakan pekerjaan dengan teliti sehingga tidak terdapat kesalahan					
	Kuantitas					
2	Pekerjaan yang saya lakukan sesuai mencapai target yang telah ditentukan					
	Waktu Kerja					
3	Saya memanfaatkan waktu kerja dengan sangat baik					
	Kerja Sama					
4	Saya bekerja sama dengan team untuk mencapai target penjualan setiap bulannya					

Lampiran 02. Hasil Uji Reliabilitas dan Validitas

		Correlations					
		M1	M2	M3	M4	M5	X1
M1	Pearson Correlation	1	.660**	.045	.363	.628**	.629**
	Sig. (2-tailed)		.000	.812	.048	.000	.000
	N	30	30	30	30	30	30
M2	Pearson Correlation	.660**	1	.331	.516**	.718**	.698**
	Sig. (2-tailed)	.000		.074	.004	.000	.000
	N	30	30	30	30	30	30
M3	Pearson Correlation	.045	.331	1	.484**	.321	.487**
	Sig. (2-tailed)	.812	.074		.007	.083	.006
	N	30	30	30	30	30	30
M4	Pearson Correlation	.363	.516**	.484**	1	.406*	.595**
	Sig. (2-tailed)	.048	.004	.007		.026	.001
	N	30	30	30	30	30	30
M5	Pearson Correlation	.628**	.718**	.321	.406*	1	.685**
	Sig. (2-tailed)	.000	.000	.083	.026		.000
	N	30	30	30	30	30	30
X1	Pearson Correlation	.629**	.698**	.487**	.595**	.685**	1
	Sig. (2-tailed)	.000	.000	.006	.001	.000	
	N	30	30	30	30	30	30

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

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

Reliability Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded ^a	0	.0
	Total	30	100.0

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

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.794	.802	5

Item Statistics

	Mean	Std. Deviation	N
M1	3.4000	.72397	30
M2	3.6000	.56324	30
M3	3.5333	.62881	30
M4	3.6000	.49827	30
M5	3.5000	.68229	30

Inter-Item Correlation Matrix

	M1	M2	M3	M4	M5
M1	1.000	.660	.045	.363	.628
M2	.660	1.000	.331	.516	.718
M3	.045	.331	1.000	.484	.321
M4	.363	.516	.484	1.000	.406
M5	.628	.718	.321	.406	1.000

Summary Item Statistics

	Mean	Minimum	Maximum	Range	Maximum / Minimum	Variance	N of Items
Item Means	3.527	3.400	3.600	.200	1.059	.007	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
M1	14.2333	3.357	.551	.541	.767
M2	14.0333	3.413	.775	.637	.695
M3	14.1000	4.093	.336	.334	.827
M4	14.0333	3.964	.570	.391	.761
M5	14.1333	3.154	.711	.579	.706

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
17.6333	5.344	2.31164	5

Correlations

		Correlations					
		D1	D2	D3	D4	D5	X2
D1	Pearson Correlation	1	.510**	.851**	.395*	.965**	.916**
	Sig. (2-tailed)		.004	.000	.031	.000	.000
	N	30	30	30	30	30	30
D2	Pearson Correlation	.510**	1	.664**	.278	.444*	.716**
	Sig. (2-tailed)	.004		.000	.137	.014	.000
	N	30	30	30	30	30	30
D3	Pearson Correlation	.851**	.664**	1	.485**	.803**	.935**
	Sig. (2-tailed)	.000	.000		.007	.000	.000
	N	30	30	30	30	30	30
D4	Pearson Correlation	.395*	.278	.485**	1	.469**	.620**
	Sig. (2-tailed)	.031	.137	.007		.009	.000
	N	30	30	30	30	30	30
D5	Pearson Correlation	.965**	.444*	.803**	.469**	1	.902**
	Sig. (2-tailed)	.000	.014	.000	.009		.000
	N	30	30	30	30	30	30
X2	Pearson Correlation	.916**	.716**	.935**	.620**	.902**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	
	N	30	30	30	30	30	30

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

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

Reliability Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded ^a	0	.0
	Total	30	100.0

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

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.880	.876	5

Item Statistics

	Mean	Std. Deviation	N
D1	3.5333	.68145	30
D2	3.3333	.66089	30
D3	3.5333	.68145	30
D4	3.6000	.56324	30
D5	3.5667	.62606	30

Inter-Item Correlation Matrix

	D1	D2	D3	D4	D5
D1	1.000	.510	.851	.395	.965
D2	.510	1.000	.664	.278	.444
D3	.851	.664	1.000	.485	.803
D4	.395	.278	.485	1.000	.469
D5	.965	.444	.803	.469	1.000

Summary Item Statistics

	Mean	Minimum	Maximum	Range	Maximum / Minimum	Variance	N of Items
Item Means	3.513	3.333	3.600	.267	1.080	.011	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
D1	14.0333	4.171	.854	.956	.819
D2	14.2333	4.944	.555	.467	.892
D3	14.0333	4.102	.886	.820	.810
D4	13.9667	5.482	.460	.377	.906
D5	14.0000	4.414	.839	.945	.825

Scale Statistics

Mean	Variance	Std. Deviation	N of Items
17.5667	7.013	2.64814	5

Correlations

		Correlations				
		K1	K2	K3	K4	Y
K1	Pearson Correlation	1	.334	.635**	.372*	.818**
	Sig. (2-tailed)		.071	.000	.043	.000
	N	30	30	30	30	30
K2	Pearson Correlation	.334	1	.241	.336	.638**
	Sig. (2-tailed)	.071		.199	.069	.000
	N	30	30	30	30	30
K3	Pearson Correlation	.635**	.241	1	.284	.771**
	Sig. (2-tailed)	.000	.199		.128	.000
	N	30	30	30	30	30
K4	Pearson Correlation	.372*	.336	.284	1	.670**
	Sig. (2-tailed)	.043	.069	.128		.000
	N	30	30	30	30	30
Y	Pearson Correlation	.818**	.638**	.771**	.670**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	30	30	30	30	30

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

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

Reliability Scale: ALL VARIABLES

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded ^a	0	.0
	Total	30	100.0

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

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.701	.699	4

Item Statistics

	Mean	Std. Deviation	N
K1	3.6667	.54667	30
K2	3.5667	.50401	30
K3	3.7000	.59596	30
K4	3.5000	.50855	30

Inter-Item Correlation Matrix

	K1	K2	K3	K4
K1	1.000	.334	.635	.372
K2	.334	1.000	.241	.336
K3	.635	.241	1.000	.284
K4	.372	.336	.284	1.000

Summary Item Statistics

	Mean	Minimum	Maximum	Range	Maximum / Minimum	Variance	N of Items
Item Means	3.608	3.500	3.700	.200	1.057	.008	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
K1	10.7667	1.357	.632	.461	.541
K2	10.8667	1.706	.381	.164	.697
K3	10.7333	1.375	.523	.406	.615
K4	10.9333	1.651	.422	.192	.675

Scale Statistics

	Mean	Variance	Std. Deviation	N of Items
	14.4333	2.461	1.56873	4

Lampiran 03. Hasil Uji Asumsi Klasik

Regression

Descriptive Statistics

	Mean	Std. Deviation	N
Y	14.4333	1.56873	30
X1	17.9667	3.21079	30
X2	17.5667	2.64814	30

Correlations

		Y	X1	X2
Pearson Correlation	Y	1.000	.455	.786
	X1	.455	1.000	.485
	X2	.786	.485	1.000
Sig. (1-tailed)	Y	.	.006	.000
	X1	.006	.	.003
	X2	.000	.003	.
N	Y	30	30	30
	X1	30	30	30
	X2	30	30	30

Variables Entered/Removed

Model	Variables Entered	Variables Removed	Method
1	X2, X1 ^a		Enter

a. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.790 ^a	.624	.596	.99668	2.213

a. Predictors: (Constant), X2, X1

b. Dependent Variable: Y

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	44.546	2	22.273	22.421	.000 ^a
	Residual	26.821	27	.993		
	Total	71.367	29			

a. Predictors: (Constant), X2, X1

b. Dependent Variable: Y

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5.898	1.339		4.404	.000
	X1	.047	.066	.097	.716	.480
	X2	.438	.080	.739	5.476	.000

a. Dependent Variable: Y

Coefficients^a

Model		Correlations			Collinearity Statistics	
		Zero-order	Partial	Part	Tolerance	VIF
1	X1	.455	.137	.085	.765	1.307
	X2	.786	.725	.646	.765	1.307

a. Dependent Variable: Y

Coefficient Correlations^a

Model			X2	X1
			1	Correlations
		X1	-.485	1.000
	Covariances	X2	.006	-.003
		X1	-.003	.004

a. Dependent Variable: Y

Collinearity Diagnostics^a

Model	Dimension	Variance Proportions				
		Eigenvalue	Condition Index	(Constant)	X1	X2
1	1	2.974	1.000	.00	.00	.00
	2	.016	13.807	.34	.94	.07
	3	.011	16.738	.65	.06	.93

a. Dependent Variable: Y

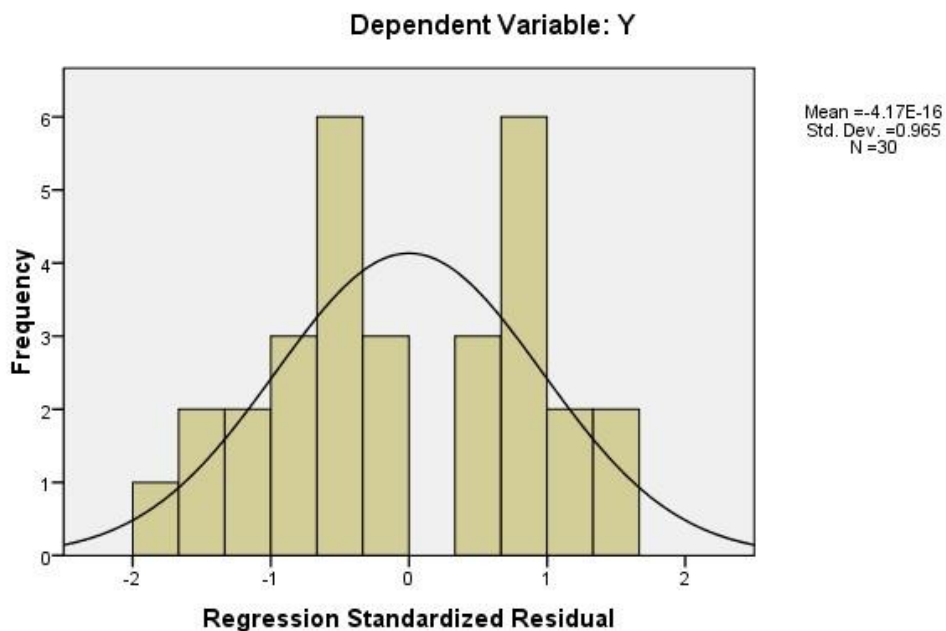
Residuals Statistics^a

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	11.8102	16.0662	14.4333	1.23938	30
Std. Predicted Value	-2.116	1.317	.000	1.000	30
Standard Error of Predicted Value	.191	.742	.296	.110	30
Adjusted Predicted Value	11.9976	16.1484	14.4442	1.23645	30
Residual	-1.73259	1.56337	.00000	.96170	30
Std. Residual	-1.738	1.569	.000	.965	30
Stud. Residual	-1.832	1.720	-.005	1.008	30
Deleted Residual	-1.92337	1.87948	-.01087	1.05006	30
Stud. Deleted Residual	-1.921	1.789	-.006	1.026	30
Mahal. Distance	.104	15.101	1.933	2.798	30
Cook's Distance	.000	.199	.031	.041	30
Centered Leverage Value	.004	.521	.067	.096	30

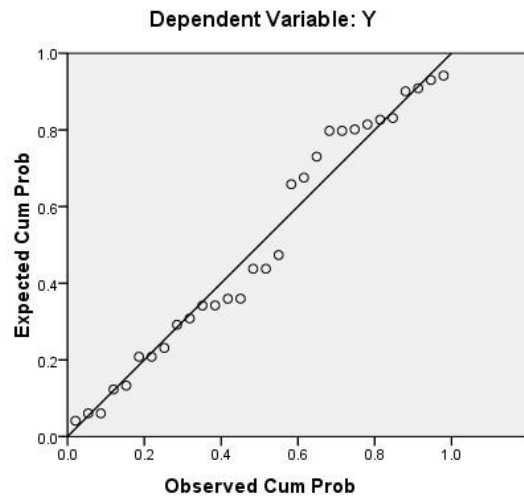
a. Dependent Variable: Y

Charts

Histogram



Normal P-P Plot of Regression Standardized Residual



Scatterplot

