

## Lampiran 1 : Surat Ijin Penelitian

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|--|--|
|   | <b>KEMENTERIAN PENDIDIKAN DAN KEBUDAYAAN</b><br><b>UNIVERSITAS PENDIDIKAN GANESHA</b><br><b>FAKULTAS EKONOMI</b><br>Jalan Udayana No. 11 Singaraja-Bali.    Telepon : (0362) 26830<br>Email : <a href="mailto:feundiksha@gmail.com">feundiksha@gmail.com</a> Website : <a href="http://www.fe.undiksha.ac.id/">http://www.fe.undiksha.ac.id/</a> |
| <hr/>  |  |
| Nomor : 1783/UN48.13.1/DL/2020   | Singaraja, 17 Desember 2020  |
| Lamp. : -  |  |
| Hal : <b>Pengumpulan Data</b>  |  |
| <br>   |  |
| Kepada Yth. Kepala PT. Bahtera Wiraniaga Internusa Cabang Bali di canggu<br>di<br>Tempat   |  |
| Dengan Hormat,   |  |
| Wakil Dekan I Fakultas Ekonomi Universitas Pendidikan Ganesha menerangkan bahwa mahasiswa/i tersebut dibawah ini :   |  |
| Nama   | : Anggid Anastasya Renata Br Tarigan   |
| NIM.   | : 1717011077   |
| Fakultas   | : Ekonomi  |
| Jurusan/Prodi.   | : Ekonomi & Akuntansi/Pendidikan Ekonomi   |
| Bermaksud mengadakan penelitian lapangan untuk menempuh atau menyusun tugas akhir, skripsi dan melengkapi tugas lainnya. Sehubungan dengan hal tersebut, kami mohon ijin agar mahasiswa kami dapat diterima dan diberikan data di tempat yang Bapak/Ibu/Sdr. Pimpin. |  |
| Demikian surat ini kami buat agar bisa digunakan sebagaimana mestinya. Atas perhatian dan kerjasamanya, kami sampaikan terima kasih.   |  |
| <br>   |  |
|   |  |
| Wakil Dekan,<br>Wakil Dekan I,<br><br>Dra. Ni Made Suci, M. Si.<br>NIP. 196810291993032001   |  |

**Lampiran 2 : Data Responden**

| <b>NO</b> | <b>CUSTOMER CODE</b> | <b>CUSTOMER NAME</b>                               |
|-----------|----------------------|--|
| 1         | R021002              | UD FENNY   |
| 2         | R021005              | PT BALI PAWIWAHAN / COCO MART GROSIR               |
| 3         | R021006              | PT BALI PAWIWAHAN / COCO MART SUPERMARKET          |
| 4         | R029003              | CV. CAHAYA DEWATA (NUANSA DEWATA TAMAN GIRI)       |
| 5         | R029008              | HANDRIS PRASETYA NYM, DR (KARYA SARI SWALAYAN)     |
| 6         | R029010              | SELECTA, TOKO (TUNJUNG SARI)                       |
| 7         | R029011              | CLANDYS SEJAHTERA ABADI, PT (CELUK, GIANYAR)       |
| 8         | R029016              | BALI PAWIWAHAN, PT (TAMBLINGAN)                    |
| 9         | R029020              | WAHYU JAYA   |
| 10        | R029028              | BALI PAWIWAHAN, PT (GN SHANGIANG)                  |
| 11        | R029029              | YOGA (IBU), TOKO                                   |
| 12        | R029030              | CLANDYS SEJAHTERA ABADI, PT (GN AGUNG)             |
| 13        | R029034              | DIA MART (PANTAI BATU BOLONG)                      |
| 14        | R029042              | SARI DHARMA, TOKO                                  |
| 15        | R029043              | WETU, TOKO   |
| 16        | R029056              | TIARA DALUNG PERMAI                                |
| 17        | R029057              | ANUGERAH, CV                                       |
| 18        | R029059              | SUMBER JAYA, CV                                    |
| 19        | R029060              | AYU NADI (TUBAN)                                   |
| 20        | R029063              | TINO MINIMARKET                                    |
| 21        | R029065              | DEA, UD (ADI JAYA, BY PASS TANAH LOT)              |
| 22        | R029071              | BAGUS DRUGSTORE MINI MARKET                        |
| 23        | R029074              | SWADAYA, UD  |
| 24        | R029082              | CLANDYS SEJAHTERA ABADI, PT (KESATRIAN, GIANYAR)   |
| 25        | R029084              | KHRISNA MART                                       |
| 26        | R029086              | TRANS RETAIL INDONESIA, PT (C4 SUNSET ROAD)        |
| 27        | R029090              | RATNA, TOKO  |
| 28        | R029091              | CLANDYS SEJAHTERA ABADI, PT (DISTRIBUTION CENTER)  |
| 29        | R029092              | DEWATA GROSIR                                      |
| 30        | R029108              | CLANDYS SEJAHTERA ABADI, PT (TUBAN)                |
| 31        | R029110              | PANCA TIRTA, TOKO                                  |
| 32        | R029112              | TIGA PUTRA, TOKO                                   |
| 33        | R029113              | MINIMARKET YANI, CV (GUNUNG LEMPUYANGAN)           |
| 34        | R029114              | AZKA BUAH FRESH                                    |
| 35        | R029115              | KUNTI, TOKO  |
| 36        | R029117              | COK (BAPAK), TOKO                                  |
| 37        | R029119              | S-MART   |
| 38        | R029132              | SPC MART (TUKAD BARITO)                            |
| 39        | R029137              | A-SWALAYAN MINI MARKET                             |
| 40        | R029141              | ARTA DEWATA, MINI MARKET                           |
| 41        | R029172              | MUTIARA GROSIR                                     |
| 42        | R029176              | SENTRAL RETAILINDO DEWATA, PT (PEPITO UBUD ANDONG) |
| 43        | R029181              | CANGKIR, TOKO (SEKUTA)                             |
| 44        | R029185              | HEPPY MART (PULAU BATANTA)                         |
| 45        | R029191              | SENTRAL RETAILINDO DEWATA, PT (PEPITO SERIRIT)     |
| 46        | R029192              | I-THON MART (KAMPIAL)                              |

|    |         |  |
|----|---------|--|
| 47 | R029194 | SARI LIMO TOSERBA                                  |
| 48 | R029195 | SRI NADI MINI MARKET                               |
| 49 | R029197 | CLANDYS SEJAHTERA ABADI, PT (BULUH INDAH)          |
| 50 | R029203 | CLANDYS SEJAHTERA ABADI, PT (KLUNGKUNG)            |
| 51 | R029201 | BALI PAWIWAHAN, PT (KARTIKA)                       |
| 52 | R029205 | PANDE PUTRI, TOKO (BATUR SARI)                     |
| 53 | R029235 | HOLLAND MARTABAK                                   |
| 54 | R029264 | SEMBAH,UD  |
| 55 | R029275 | UNGGUL SUKSES MAKMUR, PT (BINTANG SEMINYAK)        |
| 56 | R029327 | SARI DEWI (KEROBOKAN)                              |
| 57 | R029333 | CERIA, TOKO  |
| 58 | R029336 | LIMA TOKO  |
| 59 | R029338 | TROLLEY BALI, CV                                   |
| 60 | R029340 | RAHAYU (TANGKUBAN PERAHU)                          |
| 61 | R029341 | BALI PAWIWAHAN, PT (UBUD)                          |
| 62 | R029344 | WARGA SARI, UD (DRUPADI)                           |
| 63 | R029348 | GAYA ARIANA, UD (PETANU SANTIH MART)               |
| 64 | R029351 | BALI PAWIWAHAN, PT (BTDC)                          |
| 65 | R029353 | UNGGUL REJEKI MAKMUR, PT (CAMPUAN, UBUD)           |
| 66 | R029364 | LANCAR (SINAR REJEKI), TOKO                        |
| 67 | R029366 | VISTA GROSIR (TABANAN - BY PASS BARAT)             |
| 68 | R029363 | CLANDYS SEJAHTERA ABADI, PT (PULAU BATAM, TABANAN) |
| 69 | R029367 | BALI PAWIWAHAN, PT (BATUBULAN)                     |
| 70 | R029368 | SENTRAL RETAILINDO DEWATA, PT (PEPITO ECHO BEACH)  |
| 71 | R029371 | FAJAR, TOKO  |
| 72 | R029373 | VISTA GROSIR (TABANAN - BY PASS TIMUR)             |
| 73 | R029378 | CLANDYS SEJAHTERA ABADI, PT (P.LUWIH)              |
| 74 | R029384 | BALI PAWIWAHAN, PT (DALUNG)                        |
| 75 | R029386 | SIDHI BECIK MART                                   |
| 76 | R029392 | J&J  |
| 77 | R029395 | SARI NADI MART                                     |
| 78 | R029399 | SANTIKA, TOKO                                      |
| 79 | R029407 | FANTASY TOKO & SWALAYAN (CANGGU)                   |
| 80 | R029408 | SHINDY, TOKO                                       |
| 81 | R029409 | WIKOWI NGED (PULAU MOYO)                           |
| 82 | R029410 | BADUNG JAYA, TOKO                                  |
| 83 | R029414 | CLANDYS SEJAHTERA ABADI, PT (JIMBARAN, ULUWATU)    |
| 84 | R029419 | BIRU, TOKO   |
| 85 | R029420 | BK GROSIR  |
| 86 | R029421 | GRAHA SANTI MART                                   |
| 87 | R029424 | MUTIARA, MINI MARKET                               |
| 88 | R029429 | CERIA,UD   |
| 89 | R029432 | KASIH MART,CV                                      |
| 90 | R029437 | SANTOSA, TOKO                                      |
| 91 | R029450 | KITTA  |
| 92 | R029452 | CLANDYS SEJAHTERA ABADI, PT (DALUNG)               |
| 93 | R029456 | A & A, TOKO  |
| 94 | R029459 | SARI DEWI  |
| 95 | R029462 | CLANDYS SEJAHTERA ABADI, PT (TEBONGKANG)           |
| 96 | R029469 | SENTRAL RETAILINDO DEWATA, PT (PEPITO INTARAN)     |
| 97 | R029472 | PANDE PUTRI, TOKO (TIRTA NADI)                     |

|     |         |  |
|-----|---------|--|
| 98  | R029473 | VIDAYA, TOKO   |
| 99  | R029475 | HEPPY MART (NUSA KAMBANGAN)                          |
| 100 | R029480 | WARUNG GROSIR  |
| 101 | R029495 | CV. CAHAYA DEWATA (NUANSA DEWATA)                    |
| 102 | R029497 | BALI PAWIWAHAN, PT (COCO EXSPRES, CV LOST)           |
| 103 | R029498 | BALI PAWIWAHAN, PT (TAMAN GIRI)                      |
| 104 | R029500 | LIMA JAYA, TOKO                                      |
| 105 | R029504 | CENING BAGUS,CV (BATUBULAN, GIANYAR)                 |
| 106 | R029507 | BALI DJAYA FOOD MARKET                               |
| 107 | R029520 | BAGUS MINI MARKET                                    |
| 108 | R029525 | CV. CAHAYA DEWATA (NUSA DEWATA)                      |
| 109 | R029528 | PANDE PUTRI, TOKO (DANAU BUYAN)                      |
| 110 | R029529 | AYU NADI (BATANGHARI)                                |
| 111 | R029530 | ALFA RETAILINDO, PT                                  |
| 112 | R029531 | BALI PAWIWAHAN, PT (TOKO ANDAKASA, GN ANDAKASA)      |
| 113 | R029533 | ORBIT MART   |
| 114 | R029541 | ITHON MART (MUMBUL)                                  |
| 115 | R029547 | BALI PAWIWAHAN, PT (KAMPIAL)                         |
| 116 | R029556 | ENAM, TOKO   |
| 117 | R029544 | NIRWANA MINI MART                                    |
| 118 | R029561 | ARTASARI MINI MARKET                                 |
| 119 | R029563 | BALI PAWIWAHAN, PT (SEMINYAK)                        |
| 120 | R029564 | GIANT SUPERMARKET (KUTA CENTRAL PARK)                |
| 121 | R029566 | ADEX'S, TOKO   |
| 122 | R029570 | CANVASSER ANEKA PEMBELIAN                            |
| 123 | R029571 | FANY, UD   |
| 124 | R029572 | BALI INDAH, CV (BIO MART)                            |
| 125 | R029575 | KAWI MART  |
| 126 | R029582 | BAHARI, TOKO   |
| 127 | R029584 | KEMBAR, TOKO   |
| 128 | R029585 | SURYA MAS MART                                       |
| 129 | R029590 | G-MART   |
| 130 | R029594 | NOJA LESTARI, TOKO                                   |
| 131 | R029596 | BALI PAWIWAHAN, PT (TOKO KOKO, GN SALAK)             |
| 132 | R029612 | VISTA GROSIR (DENPASAR - GATOT SUBROTO)              |
| 133 | R029617 | DIA MART (CANGGU)                                    |
| 134 | R029620 | LENON MART   |
| 135 | R029618 | BALI PAWIWAHAN, PT (MERTA SARI)                      |
| 136 | R029625 | PANDE, WARUNG  |
| 137 | R029622 | SENTRAL RETAILINDO DEWATA, PT (PEPITO UMALAS)        |
| 138 | R029628 | CLANDYS SEJAHTERA ABADI, PT (SANGGULAN, TABANAN)     |
| 139 | R029636 | SS MART  |
| 140 | R029637 | HARMONIS   |
| 141 | R029638 | KELAPA GADING  |
| 142 | R029643 | BALI MART (KEBO IWA)                                 |
| 143 | R029644 | BALI PAWIWAHAN, PT (R03)                             |
| 144 | R029654 | CLANDYS SEJAHTERA ABADI, PT (BURUAN)                 |
| 145 | R029655 | FONTA DEWATA   |
| 146 | R029658 | SENTRAL RETAILINDO DEWATA, PT (PERERENAN)            |
| 147 | R029670 | SENTRAL RETAILINDO DEWATA, PT (POPULAR DELI, CANGGU) |
| 148 | R029671 | CLANDYS SEJAHTERA ABADI, PT (NGURAH RAI, SINGARAJA)  |

|     |             |   |
|-----|-------------|---|
| 149 | R029674     | SENTRAL RETAILINDO DEWATA, PT (POPULAR MARKET, HAYAM WURUK)     |
| 150 | R029675     | SENTRAL RETAILINDO DEWATA, PT (PEPITO EXPRESS KEROBOKAN)        |
| 151 | R029676     | SENTRAL RETAILINDO DEWATA, PT (PEPITO MARKET, TUBAN)            |
| 152 | R029677     | SENTRAL RETAILINDO DEWATA, PT (PEPITO MARKET, ULUWATU)          |
| 153 | R029678     | MATAHARI PUTRA PRIMA TBK, PT (HYPERMART, MALL BALI GALERIA)     |
| 154 | R029680     | SENTRAL RETAILINDO DEWATA, PT (PEPITO MARKET, TEBONGKANG, UBUD) |
| 155 | R029681     | SENTRAL RETAILINDO DEWATA, PT (PEPITO EXPRESS, NUSA DUA)        |
| 156 | R029683     | SENTRAL RETAILINDO DEWATA, PT (PEPITO EXPRESS, TAMAN GRIYA)     |
| 157 | R029684     | SENTRAL RETAILINDO DEWATA, PT (PEPITO EXPRESS, SILIGITA)        |
| 158 | R029685     | SENTRAL RETAILINDO DEWATA, PT (PEPITO EXPRESS, UDAYANA)         |
| 159 | R029689     | SENTRAL RETAILINDO DEWATA, PT (PEPITO MARKET (CANGGU))          |
| 160 | R029686     | MATAHARI PUTRA PRIMA TBK, PT (FOODMART PRIMO, LEVEL 21 MALL)    |
| 161 | R029697     | PT ARTA SEDANA RETAILINDO (SANUR)                               |
| 162 | R029714     | ARI JAYA  |
| 163 | Ayu Tri     | Kepala Cabang   |
| 164 | Anggreini   | Kolektor  |
| 165 | Rani        | Sales   |
| 166 | Tiara       | Sales   |
| 167 | Suardika    | Driver  |
| 168 | Surya Bakti | Gudang  |
| 169 | Agus Cipta  | Finance   |
| 170 | Septi       | Sales   |

### Lampiran 3 : Kuesioner Penelitian

#### WIRANIAGA INTERNUSA CABANG BALI DI CANGGU BADUNG

#### Identitas Responden

Nama :

Jabatan :

#### Petunjuk Pengisian Kuesioner

1. Bacalah sebaik-baiknya setiap butir pernyataan dan alternatif jawaban yang diberikan.
2. Jawablah setiap pertanyaan dengan memberikan tanda ceklist (✓) pada salah satu jawaban yang sesuai dengan kondisi perusahaan.
3. Bapak/ Ibu hanya bisa memberikan satu jawaban pada setiap butir pernyataan.

#### Keterangan

Penilaian Kondisi Saat Ini :

SS : Sangat Setuju

S : Setuju

TS : Tidak Setuju

STS : Sangat Tidak Setuju

| No | Indikator Kekuatan   | SS | S | TS | STS |
|----|--|----|---|----|-----|
|    |  | 4  | 3 | 2  | 1   |
| 1  | Stok produk pada perusahaan selalu tersedia  |    |   |    |     |
| 2  | Produk yang diproduksi pada perusahaan memiliki kualitas yang baik   |    |   |    |     |
| 3  | Produk yang ditawarkan oleh perusahaan memiliki harga yang terjangkau dan mampu bersaing dengan perusahaan sejenis |    |   |    |     |
| 4  | Perusahaan menjamin bahwa kualitas produk  |    |   |    |     |

|   |   |  |  |  |  |
|---|---|--|--|--|--|
|   | yang ditawarkan kepada konsumen memiliki kualitas yang baik                                 |  |  |  |  |
| 5 | Karyawan /staff di perusahaan memiliki keahlian yang sesuai dengan bidang yang ditempati    |  |  |  |  |
| 6 | Strategi pemasaran yang dilakukan melalui media sosial lebih banyak diminati oleh anak muda |  |  |  |  |
| 7 | Atasan memiliki koordinasi, kerjasama dan dapat berkomunikasi baik dengan karyawan          |  |  |  |  |

| No | Indikator Kelemahan   | SS | S | TS | STS |
|----|---|----|---|----|-----|
|    |   | 4  | 3 | 2  | 1   |
| 1  | Staff pemasaran di perusahaan masih sangat minim jika dibandingkan dengan target penjualan setiap bulannya  |    |   |    |     |
| 2  | Produk yang dijual oleh perusahaan sangat minim promosi dan tidak ada pemberian diskon  |    |   |    |     |
| 3  | Banyaknya pesaing dengan penjualan produk yang sejenis yang menuntut PT.Bahtera Wiraniaga Internusa Cabang Bali untuk selalu bisa mengikuti selera pasaran konsumen |    |   |    |     |
| 4  | Produk perusahaan dominan berbahan sapi   |    |   |    |     |

| No | Indikator Peluang   | SS | S | TS | STS |
|----|---|----|---|----|-----|
|    |   | 4  | 3 | 2  | 1   |
| 1  | PT.Bahtera Wiraniaga Internusa Cabang Bali selalu mengikuti event-event kuliner yang sedang berlangsung atau diadakan |    |   |    |     |
| 2  | Produk yang diproduksi pada perusahaan memiliki kualitas yang baik  |    |   |    |     |

|   |   |  |  |  |  |
|---|---|--|--|--|--|
| 3 | Perusahaan memiliki hubungan yang baik dengan konsumen sehingga perusahaan mendapatkan kepercayaan konsumen |  |  |  |  |
| 4 | Merek produk-produk yang di jual oleh PT.Bahtera Wiraniaga Internusa sudah dikenal oleh masyarakat          |  |  |  |  |

| No | Indikator Ancaman   | SS | S | TS | STS |
|----|---|----|---|----|-----|
|    |   | 4  | 3 | 2  | 1   |
| 1  | Perusahaan pesaing banyak menciptakan produk yang lebih bervariasi dibandingkan dengan produk yang ditawarkan dari PT.Bahtera Wiraniaga Internusa Cabang Bali |    |   |    |     |
| 2  | Adanya pesaing yang menawarkan harga produk sejenis relatif murah   |    |   |    |     |
| 3  | Persaingan yang tinggi antara perusahaan dengan pesaing yang menjual produk sejenis   |    |   |    |     |
| 4  | Perilaku konsumen yang tidak bisa dipastikan dalam memilih produk makanan berkaleng   |    |   |    |     |



## Lampiran 4 : Data Ordinal Pernyataan Uji Validitas dan Uji Reliabilitas

### 1. Faktor Internal Kekuatan (Strengths)

| No | S1 | S2 | S3 | S4 | S5 | S6 | S7 | Jumlah.<br>S |
|----|----|----|----|----|----|----|----|--------------|
| 1  | 3  | 4  | 3  | 4  | 3  | 3  | 4  | 24           |
| 2  | 3  | 3  | 4  | 3  | 4  | 3  | 3  | 23           |
| 3  | 3  | 4  | 3  | 3  | 4  | 3  | 3  | 23           |
| 4  | 4  | 3  | 3  | 4  | 3  | 4  | 4  | 25           |
| 5  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 21           |
| 6  | 4  | 3  | 3  | 3  | 3  | 4  | 3  | 23           |
| 7  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 28           |
| 8  | 3  | 4  | 3  | 3  | 4  | 3  | 3  | 23           |
| 9  | 3  | 3  | 3  | 4  | 3  | 3  | 4  | 23           |
| 10 | 3  | 3  | 4  | 3  | 3  | 3  | 3  | 22           |
| 11 | 4  | 3  | 4  | 4  | 3  | 4  | 4  | 26           |
| 12 | 4  | 4  | 3  | 4  | 4  | 2  | 4  | 25           |
| 13 | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 26           |
| 14 | 3  | 4  | 3  | 3  | 4  | 3  | 3  | 23           |
| 15 | 3  | 3  | 4  | 3  | 4  | 3  | 3  | 23           |
| 16 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 27           |
| 17 | 4  | 4  | 3  | 3  | 4  | 2  | 3  | 23           |
| 18 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 28           |
| 19 | 3  | 4  | 3  | 3  | 3  | 3  | 3  | 22           |
| 20 | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 27           |
| 21 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 28           |
| 22 | 3  | 3  | 4  | 3  | 3  | 3  | 3  | 22           |
| 23 | 4  | 3  | 4  | 3  | 3  | 3  | 3  | 23           |
| 24 | 4  | 3  | 4  | 3  | 3  | 4  | 3  | 24           |
| 25 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 28           |
| 26 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 21           |
| 27 | 3  | 4  | 3  | 4  | 3  | 3  | 4  | 24           |
| 28 | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 27           |
| 29 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 21           |
| 30 | 4  | 4  | 4  | 3  | 4  | 2  | 3  | 24           |

## 2. Faktor Internal Kelemahan (Weakness)

| No | W1 | W2 | W3 | W4 | Jumlah.<br>W |
|----|----|----|----|----|--------------|
| 1  | 3  | 2  | 3  | 3  | 11           |
| 2  | 2  | 3  | 3  | 3  | 11           |
| 3  | 3  | 2  | 3  | 3  | 11           |
| 4  | 4  | 3  | 4  | 4  | 15           |
| 5  | 3  | 3  | 3  | 3  | 12           |
| 6  | 4  | 3  | 4  | 4  | 15           |
| 7  | 4  | 4  | 4  | 4  | 16           |
| 8  | 3  | 3  | 3  | 3  | 12           |
| 9  | 3  | 3  | 3  | 3  | 12           |
| 10 | 4  | 2  | 3  | 3  | 12           |
| 11 | 4  | 4  | 4  | 2  | 14           |
| 12 | 3  | 4  | 4  | 4  | 15           |
| 13 | 4  | 4  | 4  | 4  | 16           |
| 14 | 3  | 3  | 3  | 3  | 12           |
| 15 | 3  | 3  | 3  | 3  | 12           |
| 16 | 4  | 4  | 4  | 2  | 14           |
| 17 | 4  | 4  | 4  | 4  | 16           |
| 18 | 4  | 4  | 4  | 4  | 16           |
| 19 | 3  | 3  | 4  | 3  | 13           |
| 20 | 4  | 4  | 4  | 4  | 16           |
| 21 | 4  | 4  | 4  | 4  | 16           |
| 22 | 3  | 4  | 3  | 4  | 14           |
| 23 | 3  | 3  | 3  | 3  | 12           |
| 24 | 2  | 4  | 4  | 2  | 12           |
| 25 | 4  | 2  | 4  | 4  | 14           |
| 26 | 3  | 3  | 3  | 3  | 12           |
| 27 | 3  | 3  | 3  | 3  | 12           |
| 28 | 4  | 4  | 4  | 4  | 16           |
| 29 | 3  | 3  | 3  | 3  | 12           |
| 30 | 4  | 2  | 4  | 4  | 14           |

### 3. Faktor Eksternal Peluang (Opportunity)

| No | O1 | O2 | O3 | O4 | Jumlah.<br>O |
|----|----|----|----|----|--------------|
| 1  | 3  | 3  | 4  | 3  | 13           |
| 2  | 3  | 3  | 4  | 4  | 14           |
| 3  | 3  | 3  | 3  | 3  | 12           |
| 4  | 4  | 4  | 4  | 4  | 16           |
| 5  | 3  | 3  | 4  | 3  | 13           |
| 6  | 4  | 4  | 4  | 3  | 15           |
| 7  | 4  | 4  | 4  | 4  | 16           |
| 8  | 3  | 3  | 3  | 3  | 12           |
| 9  | 3  | 3  | 3  | 3  | 12           |
| 10 | 3  | 2  | 3  | 4  | 12           |
| 11 | 4  | 4  | 4  | 3  | 15           |
| 12 | 4  | 4  | 4  | 4  | 16           |
| 13 | 4  | 3  | 4  | 4  | 15           |
| 14 | 3  | 3  | 3  | 3  | 12           |
| 15 | 3  | 3  | 3  | 3  | 12           |
| 16 | 4  | 3  | 4  | 4  | 15           |
| 17 | 4  | 4  | 4  | 4  | 16           |
| 18 | 4  | 4  | 4  | 4  | 16           |
| 19 | 3  | 3  | 3  | 3  | 12           |
| 20 | 4  | 4  | 4  | 3  | 15           |
| 21 | 4  | 4  | 4  | 4  | 16           |
| 22 | 4  | 4  | 4  | 3  | 15           |
| 23 | 3  | 3  | 3  | 3  | 12           |
| 24 | 4  | 4  | 4  | 4  | 16           |
| 25 | 4  | 4  | 4  | 4  | 16           |
| 26 | 3  | 3  | 4  | 3  | 13           |
| 27 | 3  | 3  | 3  | 3  | 12           |
| 28 | 4  | 4  | 4  | 4  | 16           |
| 29 | 3  | 3  | 3  | 3  | 12           |
| 30 | 4  | 2  | 4  | 3  | 13           |

#### 4. Faktor Eksternal Ancaman (Threats)

| No | T1 | T2 | T3 | T4 | Jumlah.<br>T |
|----|----|----|----|----|--------------|
| 1  | 3  | 2  | 3  | 3  | 11           |
| 2  | 3  | 3  | 3  | 3  | 12           |
| 3  | 3  | 2  | 3  | 3  | 11           |
| 4  | 4  | 3  | 4  | 4  | 15           |
| 5  | 3  | 3  | 3  | 3  | 12           |
| 6  | 4  | 4  | 4  | 4  | 16           |
| 7  | 4  | 4  | 4  | 4  | 16           |
| 8  | 3  | 3  | 3  | 3  | 12           |
| 9  | 3  | 3  | 3  | 3  | 12           |
| 10 | 4  | 2  | 3  | 3  | 12           |
| 11 | 4  | 4  | 4  | 2  | 14           |
| 12 | 4  | 4  | 4  | 4  | 16           |
| 13 | 4  | 4  | 4  | 4  | 16           |
| 14 | 3  | 3  | 3  | 3  | 12           |
| 15 | 3  | 3  | 3  | 3  | 12           |
| 16 | 4  | 4  | 4  | 2  | 14           |
| 17 | 4  | 4  | 4  | 4  | 16           |
| 18 | 4  | 4  | 4  | 4  | 16           |
| 19 | 3  | 3  | 3  | 3  | 12           |
| 20 | 4  | 4  | 4  | 4  | 16           |
| 21 | 4  | 4  | 4  | 4  | 16           |
| 22 | 3  | 4  | 3  | 4  | 14           |
| 23 | 3  | 3  | 3  | 3  | 12           |
| 24 | 4  | 4  | 4  | 2  | 14           |
| 25 | 4  | 2  | 4  | 4  | 14           |
| 26 | 3  | 3  | 3  | 3  | 12           |
| 27 | 3  | 3  | 3  | 3  | 12           |
| 28 | 4  | 4  | 4  | 4  | 16           |
| 29 | 4  | 3  | 3  | 3  | 13           |
| 30 | 4  | 2  | 4  | 4  | 14           |



|         |                     |        |       |        |        |        |        |        |    |
|---------|---------------------|--------|-------|--------|--------|--------|--------|--------|----|
| Jumlah  | Pearson Correlation | .732** | .376* | .466** | .758** | .551** | .632** | .758** | 1  |
| Signif. | Sig. (2-tailed)     | .000   | .041  | .009   | .000   | .002   | .000   | .000   |    |
| Sampel  | N                   | 30     | 30    | 30     | 30     | 30     | 30     | 30     | 30 |

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

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

### Reliability Statistics

| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
|------------------|--|------------|
| .716             | .720   | 7          |

## 2. Faktor Internal Kelemahan (Weakness)

### Correlations

|    |                     | W1     | W2     | W3     | W4     | Jumlah.W |
|----|---------------------|--------|--------|--------|--------|----------|
| W1 | Pearson Correlation | 1      | .168   | .612** | .504** | .764**   |
|    | Sig. (2-tailed)     |        | .376   | .000   | .005   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| W2 | Pearson Correlation | .168   | 1      | .492** | .119   | .640**   |
|    | Sig. (2-tailed)     | .376   |        | .006   | .529   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| W3 | Pearson Correlation | .612** | .492** | 1      | .377*  | .824**   |
|    | Sig. (2-tailed)     | .000   | .006   |        | .040   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| W4 | Pearson Correlation | .504** | .119   | .377*  | 1      | .690**   |
|    | Sig. (2-tailed)     | .005   | .529   | .040   |        | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |

|                              |        |        |        |        |    |
|------------------------------|--------|--------|--------|--------|----|
| Jumlah.W Pearson Correlation | .764** | .640** | .824** | .690** | 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 Statistics

|                  |  |            |
|------------------|--|------------|
| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
| .681             | .709   | 4          |

### 3. Faktor Eksternal Peluang (Opportunity)

#### Correlations

|    |                     | O1     | O2     | O3     | O4     | Jumlah.O |
|----|---------------------|--------|--------|--------|--------|----------|
| O1 | Pearson Correlation | 1      | .678** | .756** | .548** | .908**   |
|    | Sig. (2-tailed)     |        | .000   | .000   | .002   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| O2 | Pearson Correlation | .678** | 1      | .546** | .360   | .814**   |
|    | Sig. (2-tailed)     | .000   |        | .002   | .051   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| O3 | Pearson Correlation | .756** | .546** | 1      | .476** | .835**   |
|    | Sig. (2-tailed)     | .000   | .002   |        | .008   | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |
| O4 | Pearson Correlation | .548** | .360   | .476** | 1      | .715**   |
|    | Sig. (2-tailed)     | .002   | .051   | .008   |        | .000     |
|    | N                   | 30     | 30     | 30     | 30     | 30       |

|          |                 |        |        |        |        |    |
|----------|-----------------|--------|--------|--------|--------|----|
| Jumlah.O | Pearson         | .908** | .814** | .835** | .715** | 1  |
|          | Correlation     |        |        |        |        |    |
|          | Sig. (2-tailed) | .000   | .000   | .000   | .000   |    |
|          | N               | 30     | 30     | 30     | 30     | 30 |

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

#### Reliability Statistics

|                  |  |            |
|------------------|--|------------|
| Cronbach's Alpha | Cronbach's Alpha Based on Standardized Items | N of Items |
| .830             | .836   | 4          |

#### 4. Faktor Eksternal Ancaman (Threats)

#### Correlations

|    |                     | T1     | T2     | T3     | T4    | Jumlah.T |
|----|---------------------|--------|--------|--------|-------|----------|
| T1 | Pearson Correlation | 1      | .413*  | .874** | .345  | .812**   |
|    | Sig. (2-tailed)     |        | .023   | .000   | .062  | .000     |
|    | N                   | 30     | 30     | 30     | 30    | 30       |
| T2 | Pearson Correlation | .413*  | 1      | .550** | .165  | .732**   |
|    | Sig. (2-tailed)     | .023   |        | .002   | .385  | .000     |
|    | N                   | 30     | 30     | 30     | 30    | 30       |
| T3 | Pearson Correlation | .874** | .550** | 1      | .410* | .891**   |
|    | Sig. (2-tailed)     | .000   | .002   |        | .024  | .000     |
|    | N                   | 30     | 30     | 30     | 30    | 30       |
| T4 | Pearson Correlation | .345   | .165   | .410*  | 1     | .638**   |
|    | Sig. (2-tailed)     | .062   | .385   | .024   |       | .000     |
|    | N                   | 30     | 30     | 30     | 30    | 30       |



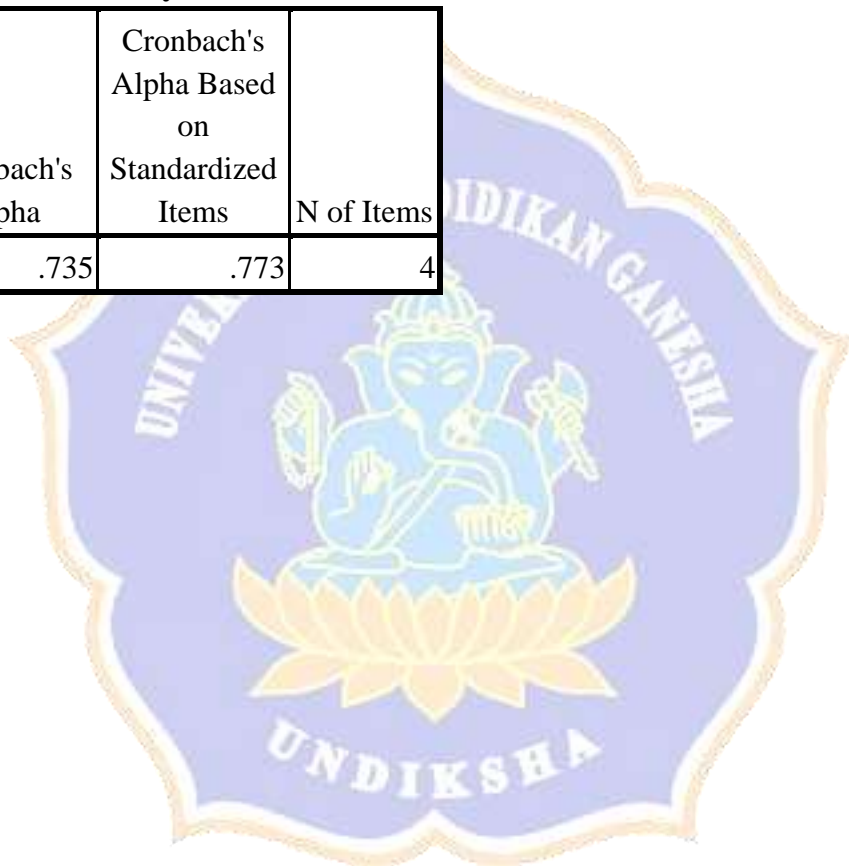
|                                 |        |        |        |        |    |
|---------------------------------|--------|--------|--------|--------|----|
| Jumlah.T Pearson<br>Correlation | .812** | .732** | .891** | .638** | 1  |
| Sig. (2-tailed)                 | .000   | .000   | .000   | .000   |    |
| N                               | 30     | 30     | 30     | 30     | 30 |

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

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

### Reliability Statistics

| Cronbach's<br>Alpha | Cronbach's<br>Alpha Based<br>on<br>Standardized<br>Items | N of Items |
|---------------------|--|------------|
| .735                | .773   | 4          |



## Lampiran 6 : Rekapitulasi Hasil Uji Validitas dan Uji Reliabilitas Instrumen

### 1. Uji Validitas

| Nomor Soal<br>Pernyataan | Sig. (2.<br>tailed) | p-value =<br>0,05 | r-hitung | r-tabel<br>(N30=0,361) | Kesimpulan |
|--------------------------|---------------------|-------------------|----------|------------------------|------------|
| S1                       | 0,000               | < 0,05            | 0,732    | > 0,361                | Valid      |
| S2                       | 0,041               | < 0,05            | 0,376    | > 0,361                | Valid      |
| S3                       | 0,009               | < 0,05            | 0,466    | > 0,361                | Valid      |
| S4                       | 0,000               | < 0,05            | 0,748    | > 0,361                | Valid      |
| S5                       | 0,002               | < 0,05            | 0,551    | > 0,361                | Valid      |
| S6                       | 0,000               | < 0,05            | 0,632    | > 0,361                | Valid      |
| S7                       | 0,000               | < 0,05            | 0,758    | > 0,361                | Valid      |
| W1                       | 0,000               | < 0,05            | 0,764    | > 0,361                | Valid      |
| W2                       | 0,000               | < 0,05            | 0,640    | > 0,361                | Valid      |
| W3                       | 0,000               | < 0,05            | 0,824    | > 0,361                | Valid      |
| W4                       | 0,000               | < 0,05            | 0,690    | > 0,361                | Valid      |
| O1                       | 0,000               | < 0,05            | 0,908    | > 0,361                | Valid      |
| O2                       | 0,000               | < 0,05            | 0,814    | > 0,361                | Valid      |
| O3                       | 0,000               | < 0,05            | 0,835    | > 0,361                | Valid      |
| O4                       | 0,000               | < 0,05            | 0,715    | > 0,361                | Valid      |
| T1                       | 0,000               | < 0,05            | 0,812    | > 0,361                | Valid      |
| T2                       | 0,000               | < 0,05            | 0,732    | > 0,361                | Valid      |
| T3                       | 0,000               | < 0,05            | 0,891    | > 0,361                | Valid      |
| T4                       | 0,000               | < 0,05            | 0,638    | > 0,361                | Valid      |

### 2. Uji Reliabilitas

| Variabel              | <i>Cronbach Alpha</i> | Standar Alpha | Kesimpulan |
|-----------------------|-----------------------|---------------|------------|
| Kekuatan (Strengths)  | 0,716                 | > 0,60        | Reliabel   |
| Kelemahan (Weakness)  | 0,681                 | > 0,60        | Reliabel   |
| Peluang (Opportunity) | 0,830                 | > 0,60        | Reliabel   |
| Ancaman (Threats)     | 0,735                 | > 0,60        | Reliabel   |

**Lampiran 7 : Perhitungan Kuesioner (SWOT)**

| Rekap Perhitungan Kuesioner Faktor Kekuatan ( <i>Strength</i> ) |    |    |    |    |    |    |    |        |
|---|----|----|----|----|----|----|----|--------|
| Kekuatan ( <i>Strength</i> )                                    |    |    |    |    |    |    |    |        |
| Responden   | S1 | S2 | S3 | S4 | S5 | S6 | S7 | Jumlah |
| 1   | 3  | 4  | 3  | 4  | 3  | 3  | 4  |        |
| 2   | 3  | 3  | 4  | 3  | 4  | 3  | 3  |        |
| 3   | 3  | 4  | 3  | 3  | 4  | 3  | 3  |        |
| 4   | 4  | 3  | 3  | 4  | 3  | 4  | 4  |        |
| 5   | 3  | 3  | 3  | 3  | 3  | 3  | 3  |        |
| 6   | 4  | 3  | 3  | 3  | 3  | 4  | 3  |        |
| 7   | 4  | 4  | 4  | 4  | 4  | 4  | 4  |        |
| 8   | 3  | 4  | 3  | 3  | 4  | 3  | 3  |        |
| 9   | 3  | 3  | 3  | 4  | 3  | 3  | 4  |        |
| 10  | 3  | 3  | 4  | 3  | 3  | 3  | 3  |        |
| 11  | 4  | 3  | 4  | 4  | 3  | 4  | 4  |        |
| 12  | 4  | 4  | 3  | 4  | 4  | 2  | 4  |        |
| 13  | 4  | 4  | 4  | 3  | 4  | 4  | 3  |        |
| 14  | 3  | 4  | 3  | 3  | 4  | 3  | 3  |        |
| 15  | 3  | 3  | 4  | 3  | 4  | 3  | 3  |        |
| 16  | 4  | 4  | 3  | 4  | 4  | 4  | 4  |        |
| 17  | 4  | 4  | 3  | 3  | 4  | 2  | 3  |        |
| 18  | 4  | 4  | 4  | 4  | 4  | 4  | 4  |        |
| 19  | 3  | 4  | 3  | 3  | 3  | 3  | 3  |        |

| Rekap Perhitungan Kuesioner Faktor Kelemahan ( <i>Weakness</i> ) |    |    |    |    |        |
|--|----|----|----|----|--------|
| Kelemahan ( <i>Weakness</i> )                                    |    |    |    |    |        |
| Responden  | W1 | W2 | W3 | W4 | Jumlah |
| 1  | 3  | 2  | 3  | 3  |        |
| 2  | 2  | 3  | 3  | 3  |        |
| 3  | 3  | 2  | 3  | 3  |        |
| 4  | 4  | 3  | 4  | 4  |        |
| 5  | 3  | 3  | 3  | 3  |        |
| 6  | 4  | 3  | 4  | 4  |        |
| 7  | 4  | 4  | 4  | 4  |        |
| 8  | 3  | 3  | 3  | 3  |        |
| 9  | 3  | 3  | 3  | 3  |        |
| 10   | 4  | 2  | 3  | 3  |        |
| 11   | 4  | 4  | 4  | 2  |        |
| 12   | 3  | 4  | 4  | 4  |        |
| 13   | 4  | 4  | 4  | 4  |        |
| 14   | 3  | 3  | 3  | 3  |        |
| 15   | 3  | 3  | 3  | 3  |        |
| 16   | 4  | 4  | 4  | 2  |        |
| 17   | 4  | 4  | 4  | 4  |        |
| 18   | 4  | 4  | 4  | 4  |        |
| 19   | 3  | 3  | 4  | 3  |        |

|    |   |   |   |   |   |   |   |  |
|----|---|---|---|---|---|---|---|--|
| 20 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 22 | 3 | 3 | 4 | 3 | 3 | 3 | 3 |  |
| 23 | 4 | 3 | 4 | 3 | 3 | 3 | 3 |  |
| 24 | 4 | 3 | 4 | 3 | 3 | 4 | 3 |  |
| 25 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 26 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |  |
| 27 | 3 | 4 | 3 | 4 | 3 | 3 | 4 |  |
| 28 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 29 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |  |
| 30 | 4 | 4 | 4 | 3 | 4 | 2 | 3 |  |
| 31 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 32 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 33 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 34 | 4 | 3 | 4 | 4 | 3 | 4 | 2 |  |
| 35 | 4 | 4 | 3 | 4 | 4 | 3 | 3 |  |
| 36 | 3 | 4 | 2 | 4 | 4 | 4 | 4 |  |
| 37 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 38 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 39 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 40 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 41 | 4 | 3 | 4 | 3 | 3 | 3 | 3 |  |
| 42 | 2 | 4 | 4 | 4 | 4 | 2 | 4 |  |
| 43 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |  |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 20 | 4 | 4 | 4 | 4 |  |
| 21 | 4 | 4 | 4 | 4 |  |
| 22 | 3 | 4 | 3 | 4 |  |
| 23 | 3 | 3 | 3 | 3 |  |
| 24 | 2 | 4 | 4 | 2 |  |
| 25 | 4 | 2 | 4 | 4 |  |
| 26 | 3 | 3 | 3 | 3 |  |
| 27 | 3 | 3 | 3 | 3 |  |
| 28 | 4 | 4 | 4 | 4 |  |
| 29 | 3 | 3 | 3 | 3 |  |
| 30 | 4 | 2 | 4 | 4 |  |
| 31 | 4 | 4 | 3 | 4 |  |
| 32 | 4 | 4 | 4 | 3 |  |
| 33 | 4 | 4 | 3 | 4 |  |
| 34 | 4 | 4 | 3 | 4 |  |
| 35 | 3 | 3 | 3 | 4 |  |
| 36 | 4 | 3 | 4 | 3 |  |
| 37 | 3 | 4 | 4 | 4 |  |
| 38 | 4 | 4 | 4 | 4 |  |
| 39 | 4 | 4 | 3 | 4 |  |
| 40 | 4 | 3 | 4 | 4 |  |
| 41 | 4 | 4 | 4 | 4 |  |
| 42 | 3 | 3 | 4 | 3 |  |
| 43 | 4 | 4 | 3 | 3 |  |

|    |   |   |   |   |   |   |   |  |
|----|---|---|---|---|---|---|---|--|
| 44 | 4 | 4 | 3 | 4 | 3 | 4 | 4 |  |
| 45 | 4 | 4 | 4 | 4 | 3 | 2 | 4 |  |
| 46 | 4 | 4 | 3 | 3 | 4 | 4 | 3 |  |
| 47 | 3 | 3 | 3 | 3 | 3 | 4 | 3 |  |
| 48 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 49 | 4 | 4 | 2 | 4 | 4 | 4 | 3 |  |
| 50 | 4 | 4 | 4 | 3 | 3 | 3 | 4 |  |
| 51 | 4 | 2 | 4 | 4 | 3 | 2 | 4 |  |
| 52 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 53 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 54 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 55 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 56 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 57 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 58 | 3 | 4 | 2 | 4 | 3 | 4 | 3 |  |
| 59 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 60 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 61 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 62 | 2 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 63 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 64 | 4 | 4 | 3 | 4 | 3 | 4 | 4 |  |
| 65 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 66 | 3 | 4 | 3 | 4 | 4 | 4 | 3 |  |
| 67 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 44 | 4 | 4 | 4 | 4 |  |
| 45 | 4 | 4 | 4 | 4 |  |
| 46 | 4 | 4 | 4 | 4 |  |
| 47 | 3 | 4 | 3 | 3 |  |
| 48 | 3 | 3 | 3 | 3 |  |
| 49 | 4 | 4 | 4 | 4 |  |
| 50 | 4 | 4 | 4 | 4 |  |
| 51 | 4 | 3 | 4 | 4 |  |
| 52 | 3 | 3 | 3 | 3 |  |
| 53 | 4 | 4 | 4 | 4 |  |
| 54 | 4 | 4 | 4 | 3 |  |
| 55 | 4 | 4 | 4 | 3 |  |
| 56 | 3 | 3 | 3 | 3 |  |
| 57 | 4 | 3 | 4 | 3 |  |
| 58 | 4 | 4 | 4 | 4 |  |
| 59 | 3 | 4 | 3 | 3 |  |
| 60 | 4 | 3 | 3 | 4 |  |
| 61 | 3 | 4 | 3 | 4 |  |
| 62 | 3 | 3 | 4 | 3 |  |
| 63 | 4 | 4 | 3 | 4 |  |
| 64 | 4 | 4 | 3 | 4 |  |
| 65 | 3 | 3 | 3 | 4 |  |
| 66 | 4 | 4 | 4 | 3 |  |
| 67 | 3 | 4 | 4 | 4 |  |

|    |   |   |   |   |   |   |   |  |
|----|---|---|---|---|---|---|---|--|
| 68 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 69 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 70 | 3 | 4 | 3 | 4 | 4 | 3 | 4 |  |
| 71 | 4 | 3 | 4 | 4 | 3 | 3 | 3 |  |
| 72 | 4 | 4 | 3 | 4 | 4 | 2 | 4 |  |
| 73 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 74 | 4 | 3 | 2 | 4 | 3 | 4 | 4 |  |
| 75 | 4 | 3 | 4 | 4 | 3 | 2 | 4 |  |
| 76 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 77 | 3 | 3 | 4 | 4 | 3 | 4 | 3 |  |
| 78 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 79 | 2 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 80 | 4 | 3 | 4 | 4 | 3 | 3 | 4 |  |
| 81 | 4 | 4 | 4 | 4 | 3 | 2 | 4 |  |
| 82 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 83 | 4 | 4 | 3 | 3 | 4 | 4 | 3 |  |
| 84 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 85 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 86 | 4 | 4 | 2 | 3 | 4 | 4 | 3 |  |
| 87 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 88 | 3 | 3 | 4 | 4 | 3 | 4 | 4 |  |
| 89 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 90 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |  |
| 91 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |

|    |   |   |   |   |  |  |  |
|----|---|---|---|---|--|--|--|
| 68 | 4 | 4 | 4 | 4 |  |  |  |
| 69 | 4 | 4 | 3 | 4 |  |  |  |
| 70 | 3 | 3 | 4 | 3 |  |  |  |
| 71 | 4 | 4 | 4 | 4 |  |  |  |
| 72 | 3 | 4 | 4 | 3 |  |  |  |
| 73 | 4 | 3 | 3 | 4 |  |  |  |
| 74 | 4 | 4 | 4 | 4 |  |  |  |
| 75 | 4 | 4 | 4 | 4 |  |  |  |
| 76 | 4 | 4 | 4 | 4 |  |  |  |
| 77 | 3 | 3 | 3 | 3 |  |  |  |
| 78 | 3 | 3 | 3 | 3 |  |  |  |
| 79 | 4 | 4 | 4 | 4 |  |  |  |
| 80 | 4 | 4 | 4 | 4 |  |  |  |
| 81 | 4 | 4 | 4 | 4 |  |  |  |
| 82 | 3 | 4 | 3 | 4 |  |  |  |
| 83 | 3 | 3 | 4 | 4 |  |  |  |
| 84 | 3 | 4 | 4 | 3 |  |  |  |
| 85 | 4 | 4 | 4 | 4 |  |  |  |
| 86 | 4 | 3 | 3 | 3 |  |  |  |
| 87 | 3 | 3 | 4 | 4 |  |  |  |
| 88 | 4 | 4 | 4 | 4 |  |  |  |
| 89 | 3 | 4 | 3 | 3 |  |  |  |
| 90 | 4 | 3 | 3 | 4 |  |  |  |
| 91 | 3 | 4 | 3 | 4 |  |  |  |

|     |   |   |   |   |   |   |   |  |
|-----|---|---|---|---|---|---|---|--|
| 92  | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 93  | 4 | 4 | 2 | 4 | 4 | 4 | 3 |  |
| 94  | 4 | 3 | 3 | 4 | 3 | 4 | 4 |  |
| 95  | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 96  | 3 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 97  | 4 | 4 | 2 | 4 | 4 | 4 | 3 |  |
| 98  | 2 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 99  | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 100 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 101 | 4 | 3 | 4 | 4 | 3 | 3 | 3 |  |
| 102 | 4 | 4 | 2 | 4 | 4 | 2 | 4 |  |
| 103 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 104 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |  |
| 105 | 4 | 4 | 3 | 4 | 3 | 2 | 3 |  |
| 106 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 107 | 3 | 4 | 3 | 3 | 3 | 4 | 3 |  |
| 108 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 109 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 110 | 4 | 4 | 4 | 4 | 3 | 3 | 4 |  |
| 111 | 4 | 4 | 3 | 4 | 3 | 2 | 4 |  |
| 112 | 3 | 4 | 2 | 4 | 4 | 3 | 4 |  |
| 113 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 114 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 115 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |  |

|     |   |   |   |   |  |
|-----|---|---|---|---|--|
| 92  | 4 | 3 | 4 | 3 |  |
| 93  | 4 | 4 | 3 | 4 |  |
| 94  | 4 | 4 | 3 | 4 |  |
| 95  | 4 | 4 | 3 | 4 |  |
| 96  | 4 | 4 | 4 | 4 |  |
| 97  | 4 | 4 | 4 | 4 |  |
| 98  | 4 | 4 | 4 | 4 |  |
| 99  | 4 | 4 | 3 | 4 |  |
| 100 | 3 | 3 | 4 | 3 |  |
| 101 | 4 | 4 | 4 | 4 |  |
| 102 | 3 | 3 | 4 | 3 |  |
| 103 | 3 | 3 | 3 | 3 |  |
| 104 | 4 | 4 | 4 | 4 |  |
| 105 | 4 | 4 | 4 | 4 |  |
| 106 | 4 | 4 | 4 | 4 |  |
| 107 | 3 | 3 | 3 | 3 |  |
| 108 | 3 | 3 | 3 | 3 |  |
| 109 | 4 | 4 | 4 | 4 |  |
| 110 | 4 | 4 | 4 | 4 |  |
| 111 | 4 | 4 | 4 | 4 |  |
| 112 | 3 | 4 | 3 | 4 |  |
| 113 | 3 | 3 | 4 | 4 |  |
| 114 | 4 | 4 | 4 | 3 |  |
| 115 | 4 | 4 | 4 | 4 |  |

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|-----|---|---|---|---|---|---|---|--|
| 116 | 2 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 117 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 118 | 3 | 3 | 2 | 4 | 3 | 4 | 4 |  |
| 119 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 120 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 121 | 4 | 4 | 2 | 4 | 4 | 4 | 4 |  |
| 122 | 2 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 123 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 124 | 4 | 4 | 4 | 4 | 3 | 4 | 4 |  |
| 125 | 4 | 4 | 2 | 3 | 4 | 3 | 4 |  |
| 126 | 3 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 127 | 4 | 4 | 3 | 5 | 4 | 4 | 4 |  |
| 128 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 129 | 2 | 4 | 4 | 4 | 4 | 4 | 3 |  |
| 130 | 4 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 131 | 4 | 4 | 4 | 3 | 3 | 3 | 3 |  |
| 132 | 2 | 4 | 3 | 4 | 4 | 2 | 4 |  |
| 133 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |
| 134 | 4 | 4 | 2 | 4 | 3 | 4 | 4 |  |
| 135 | 5 | 4 | 4 | 4 | 3 | 2 | 4 |  |
| 136 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 137 | 3 | 4 | 3 | 3 | 3 | 4 | 4 |  |
| 138 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 139 | 4 | 3 | 4 | 4 | 4 | 4 | 4 |  |

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|-----|---|---|---|---|--|
| 116 | 4 | 3 | 3 | 3 |  |
| 117 | 4 | 3 | 4 | 4 |  |
| 118 | 4 | 4 | 4 | 4 |  |
| 119 | 4 | 4 | 3 | 3 |  |
| 120 | 4 | 3 | 3 | 4 |  |
| 121 | 3 | 4 | 3 | 4 |  |
| 122 | 3 | 3 | 4 | 3 |  |
| 123 | 4 | 4 | 3 | 4 |  |
| 124 | 3 | 4 | 3 | 4 |  |
| 125 | 3 | 4 | 3 | 3 |  |
| 126 | 3 | 4 | 4 | 3 |  |
| 127 | 3 | 4 | 4 | 4 |  |
| 128 | 4 | 4 | 4 | 4 |  |
| 129 | 4 | 4 | 3 | 4 |  |
| 130 | 3 | 3 | 4 | 3 |  |
| 131 | 4 | 4 | 4 | 4 |  |
| 132 | 3 | 3 | 4 | 4 |  |
| 133 | 3 | 3 | 3 | 3 |  |
| 134 | 4 | 4 | 4 | 4 |  |
| 135 | 4 | 4 | 4 | 4 |  |
| 136 | 4 | 4 | 4 | 4 |  |
| 137 | 3 | 3 | 3 | 3 |  |
| 138 | 4 | 3 | 3 | 3 |  |
| 139 | 4 | 4 | 4 | 4 |  |



|     |   |   |   |   |   |   |   |  |
|-----|---|---|---|---|---|---|---|--|
| 140 | 4 | 3 | 4 | 4 | 3 | 3 | 4 |  |
| 141 | 4 | 4 | 3 | 4 | 3 | 2 | 4 |  |
| 142 | 3 | 4 | 4 | 4 | 4 | 3 | 3 |  |
| 143 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |  |
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| 145 | 4 | 4 | 3 | 4 | 4 | 3 | 4 |  |
| 146 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |  |
| 147 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 148 | 3 | 4 | 4 | 4 | 3 | 4 | 4 |  |
| 149 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |  |
| 150 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |
| 151 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 152 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 153 | 4 | 3 | 3 | 4 | 4 | 4 | 4 |  |
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| 155 | 2 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 156 | 3 | 3 | 4 | 4 | 4 | 4 | 3 |  |
| 157 | 4 | 4 | 4 | 3 | 4 | 4 | 4 |  |
| 158 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |  |
| 159 | 4 | 4 | 2 | 4 | 4 | 4 | 4 |  |
| 160 | 3 | 4 | 4 | 4 | 4 | 3 | 4 |  |
| 161 | 4 | 4 | 3 | 3 | 3 | 3 | 4 |  |
| 162 | 4 | 4 | 4 | 4 | 4 | 2 | 4 |  |
| 163 | 4 | 4 | 3 | 4 | 4 | 4 | 4 |  |

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|-----|---|---|---|---|--|
| 140 | 4 | 4 | 4 | 4 |  |
| 141 | 4 | 3 | 4 | 4 |  |
| 142 | 3 | 3 | 3 | 3 |  |
| 143 | 3 | 3 | 4 | 4 |  |
| 144 | 4 | 4 | 4 | 3 |  |
| 145 | 4 | 4 | 4 | 4 |  |
| 146 | 3 | 4 | 3 | 3 |  |
| 147 | 4 | 4 | 4 | 4 |  |
| 148 | 4 | 4 | 4 | 4 |  |
| 149 | 4 | 4 | 3 | 3 |  |
| 150 | 4 | 3 | 3 | 4 |  |
| 151 | 4 | 4 | 3 | 4 |  |
| 152 | 3 | 3 | 4 | 3 |  |
| 153 | 4 | 4 | 3 | 4 |  |
| 154 | 3 | 4 | 3 | 4 |  |
| 155 | 3 | 3 | 3 | 3 |  |
| 156 | 3 | 3 | 4 | 3 |  |
| 157 | 3 | 4 | 4 | 4 |  |
| 158 | 4 | 4 | 4 | 4 |  |
| 159 | 4 | 4 | 3 | 4 |  |
| 160 | 3 | 3 | 4 | 3 |  |
| 161 | 4 | 4 | 4 | 4 |  |
| 162 | 4 | 3 | 4 | 3 |  |
| 163 | 3 | 3 | 3 | 3 |  |

|              |            |            |            |            |            |            |            |             |
|--------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| 164          | 4          | 4          | 2          | 4          | 3          | 4          | 4          |             |
| 165          | 4          | 4          | 4          | 4          | 3          | 2          | 4          |             |
| 166          | 4          | 3          | 4          | 3          | 4          | 4          | 3          |             |
| 167          | 3          | 4          | 3          | 4          | 3          | 4          | 3          |             |
| 168          | 4          | 4          | 3          | 4          | 4          | 4          | 4          |             |
| 169          | 4          | 3          | 4          | 4          | 4          | 4          | 4          |             |
| 170          | 3          | 3          | 4          | 4          | 3          | 3          | 4          |             |
| <b>Total</b> | <b>626</b> | <b>632</b> | <b>598</b> | <b>639</b> | <b>628</b> | <b>604</b> | <b>626</b> | <b>4353</b> |

|              |            |            |            |            |             |
|--------------|------------|------------|------------|------------|-------------|
| 164          | 4          | 4          | 4          | 4          |             |
| 165          | 4          | 4          | 4          | 3          |             |
| 166          | 4          | 4          | 4          | 4          |             |
| 167          | 3          | 3          | 3          | 4          |             |
| 168          | 3          | 3          | 3          | 4          |             |
| 169          | 4          | 4          | 4          | 4          |             |
| 170          | 4          | 4          | 4          | 4          |             |
| <b>Total</b> | <b>611</b> | <b>609</b> | <b>610</b> | <b>612</b> | <b>2442</b> |



| Rekap Perhitungan Kuesioner Faktor Peluang<br>( <i>Opportunity</i> ) |    |    |    |    |        |
|--|----|----|----|----|--------|
| Peluang ( <i>Opportunity</i> )                                       |    |    |    |    |        |
| Responden  | O1 | O2 | O3 | O4 | Jumlah |
| 1  | 3  | 3  | 4  | 3  |        |
| 2  | 3  | 3  | 4  | 4  |        |
| 3  | 3  | 3  | 3  | 3  |        |
| 4  | 4  | 4  | 4  | 4  |        |
| 5  | 3  | 3  | 4  | 3  |        |
| 6  | 4  | 4  | 4  | 3  |        |
| 7  | 4  | 4  | 4  | 4  |        |
| 8  | 3  | 3  | 3  | 3  |        |
| 9  | 3  | 3  | 3  | 3  |        |
| 10   | 3  | 2  | 3  | 4  |        |
| 11   | 4  | 4  | 4  | 3  |        |
| 12   | 4  | 4  | 4  | 4  |        |
| 13   | 4  | 3  | 4  | 4  |        |
| 14   | 3  | 3  | 3  | 3  |        |
| 15   | 3  | 3  | 3  | 3  |        |
| 16   | 4  | 3  | 4  | 4  |        |
| 17   | 4  | 4  | 4  | 4  |        |
| 18   | 4  | 4  | 4  | 4  |        |
| 19   | 3  | 3  | 3  | 3  |        |
| 20   | 4  | 4  | 4  | 3  |        |

| Rekap Perhitungan Kuesioner Faktor Ancaman<br>( <i>Threats</i> ) |    |    |    |    |        |
|--|----|----|----|----|--------|
| Ancaman ( <i>Threats</i> )                                       |    |    |    |    |        |
| Responden  | T1 | T2 | T3 | T4 | Jumlah |
| 1  | 3  | 2  | 3  | 3  |        |
| 2  | 3  | 3  | 3  | 3  |        |
| 3  | 3  | 2  | 3  | 3  |        |
| 4  | 4  | 3  | 4  | 4  |        |
| 5  | 3  | 3  | 3  | 3  |        |
| 6  | 4  | 4  | 4  | 4  |        |
| 7  | 4  | 4  | 4  | 4  |        |
| 8  | 3  | 3  | 3  | 3  |        |
| 9  | 3  | 3  | 3  | 3  |        |
| 10   | 4  | 2  | 3  | 3  |        |
| 11   | 4  | 4  | 4  | 2  |        |
| 12   | 4  | 4  | 4  | 4  |        |
| 13   | 4  | 4  | 4  | 4  |        |
| 14   | 3  | 3  | 3  | 3  |        |
| 15   | 3  | 3  | 3  | 3  |        |
| 16   | 4  | 4  | 4  | 2  |        |
| 17   | 4  | 4  | 4  | 4  |        |
| 18   | 4  | 4  | 4  | 4  |        |
| 19   | 3  | 3  | 3  | 3  |        |
| 20   | 4  | 4  | 4  | 4  |        |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 21 | 4 | 4 | 4 | 4 |  |
| 22 | 4 | 4 | 4 | 3 |  |
| 23 | 3 | 3 | 3 | 3 |  |
| 24 | 4 | 4 | 4 | 4 |  |
| 25 | 4 | 4 | 4 | 4 |  |
| 26 | 3 | 3 | 4 | 3 |  |
| 27 | 3 | 3 | 3 | 3 |  |
| 28 | 4 | 4 | 4 | 4 |  |
| 29 | 3 | 3 | 3 | 3 |  |
| 30 | 4 | 2 | 4 | 3 |  |
| 31 | 4 | 4 | 4 | 3 |  |
| 32 | 3 | 4 | 4 | 3 |  |
| 33 | 4 | 4 | 4 | 4 |  |
| 34 | 4 | 4 | 4 | 3 |  |
| 35 | 3 | 4 | 3 | 3 |  |
| 36 | 4 | 4 | 4 | 4 |  |
| 37 | 3 | 4 | 4 | 4 |  |
| 38 | 4 | 4 | 4 | 3 |  |
| 39 | 4 | 4 | 4 | 4 |  |
| 40 | 3 | 4 | 3 | 4 |  |
| 41 | 4 | 4 | 4 | 3 |  |
| 42 | 4 | 4 | 4 | 3 |  |
| 43 | 3 | 4 | 4 | 3 |  |
| 44 | 4 | 4 | 4 | 4 |  |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 21 | 4 | 4 | 4 | 4 |  |
| 22 | 3 | 4 | 3 | 4 |  |
| 23 | 3 | 3 | 3 | 3 |  |
| 24 | 4 | 4 | 4 | 2 |  |
| 25 | 4 | 2 | 4 | 4 |  |
| 26 | 3 | 3 | 3 | 3 |  |
| 27 | 3 | 3 | 3 | 3 |  |
| 28 | 4 | 4 | 4 | 4 |  |
| 29 | 4 | 3 | 3 | 3 |  |
| 30 | 4 | 2 | 4 | 4 |  |
| 31 | 3 | 4 | 4 | 4 |  |
| 32 | 4 | 3 | 3 | 4 |  |
| 33 | 4 | 4 | 4 | 4 |  |
| 34 | 3 | 4 | 4 | 4 |  |
| 35 | 4 | 3 | 3 | 4 |  |
| 36 | 4 | 3 | 4 | 3 |  |
| 37 | 3 | 4 | 3 | 4 |  |
| 38 | 4 | 4 | 4 | 4 |  |
| 39 | 4 | 4 | 4 | 4 |  |
| 40 | 4 | 3 | 3 | 3 |  |
| 41 | 3 | 4 | 4 | 3 |  |
| 42 | 4 | 3 | 3 | 3 |  |
| 43 | 4 | 3 | 3 | 4 |  |
| 44 | 4 | 4 | 4 | 4 |  |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 45 | 2 | 4 | 4 | 3 |  |
| 46 | 4 | 4 | 4 | 4 |  |
| 47 | 3 | 4 | 4 | 4 |  |
| 48 | 3 | 3 | 4 | 3 |  |
| 49 | 4 | 3 | 4 | 4 |  |
| 50 | 4 | 4 | 4 | 4 |  |
| 51 | 4 | 4 | 4 | 3 |  |
| 52 | 4 | 4 | 4 | 3 |  |
| 53 | 3 | 4 | 2 | 2 |  |
| 54 | 4 | 3 | 3 | 2 |  |
| 55 | 4 | 4 | 3 | 4 |  |
| 56 | 4 | 4 | 4 | 4 |  |
| 57 | 3 | 4 | 4 | 3 |  |
| 58 | 4 | 4 | 4 | 3 |  |
| 59 | 3 | 4 | 4 | 4 |  |
| 60 | 2 | 4 | 4 | 4 |  |
| 61 | 4 | 4 | 4 | 3 |  |
| 62 | 3 | 3 | 4 | 4 |  |
| 63 | 4 | 4 | 4 | 4 |  |
| 64 | 4 | 4 | 4 | 3 |  |
| 65 | 3 | 4 | 3 | 3 |  |
| 66 | 4 | 4 | 4 | 2 |  |
| 67 | 3 | 4 | 4 | 4 |  |
| 68 | 4 | 4 | 4 | 3 |  |

|    |   |   |   |   |  |
|----|---|---|---|---|--|
| 45 | 3 | 4 | 4 | 4 |  |
| 46 | 4 | 4 | 4 | 4 |  |
| 47 | 3 | 3 | 3 | 3 |  |
| 48 | 3 | 3 | 3 | 4 |  |
| 49 | 3 | 2 | 4 | 3 |  |
| 50 | 4 | 4 | 4 | 4 |  |
| 51 | 4 | 3 | 4 | 4 |  |
| 52 | 4 | 3 | 3 | 4 |  |
| 53 | 3 | 3 | 3 | 3 |  |
| 54 | 4 | 2 | 3 | 3 |  |
| 55 | 2 | 4 | 4 | 4 |  |
| 56 | 4 | 3 | 3 | 4 |  |
| 57 | 3 | 3 | 3 | 4 |  |
| 58 | 4 | 4 | 4 | 4 |  |
| 59 | 3 | 4 | 3 | 4 |  |
| 60 | 4 | 3 | 4 | 4 |  |
| 61 | 4 | 4 | 4 | 4 |  |
| 62 | 4 | 3 | 3 | 4 |  |
| 63 | 4 | 4 | 4 | 4 |  |
| 64 | 3 | 4 | 4 | 4 |  |
| 65 | 4 | 3 | 3 | 4 |  |
| 66 | 4 | 3 | 4 | 3 |  |
| 67 | 3 | 4 | 3 | 4 |  |
| 68 | 4 | 4 | 4 | 4 |  |

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|----|---|---|---|---|--|
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| 70 | 3 | 4 | 3 | 4 |  |
| 71 | 4 | 4 | 4 | 4 |  |
| 72 | 3 | 3 | 4 | 4 |  |
| 73 | 3 | 4 | 3 | 4 |  |
| 74 | 4 | 4 | 4 | 4 |  |
| 75 | 4 | 4 | 4 | 3 |  |
| 76 | 4 | 4 | 4 | 3 |  |
| 77 | 3 | 4 | 3 | 2 |  |
| 78 | 4 | 4 | 4 | 4 |  |
| 79 | 4 | 3 | 4 | 3 |  |
| 80 | 4 | 4 | 4 | 4 |  |
| 81 | 4 | 4 | 4 | 3 |  |
| 82 | 3 | 4 | 3 | 3 |  |
| 83 | 3 | 4 | 2 | 2 |  |
| 84 | 3 | 3 | 3 | 4 |  |
| 85 | 4 | 4 | 3 | 4 |  |
| 86 | 3 | 4 | 4 | 4 |  |
| 87 | 3 | 4 | 4 | 4 |  |
| 88 | 4 | 4 | 4 | 4 |  |
| 89 | 3 | 4 | 4 | 4 |  |
| 90 | 4 | 3 | 4 | 3 |  |
| 91 | 4 | 4 | 4 | 4 |  |
| 92 | 3 | 4 | 4 | 4 |  |

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|----|---|---|---|---|--|
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| 70 | 3 | 3 | 3 | 3 |  |
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| 72 | 4 | 3 | 3 | 3 |  |
| 73 | 3 | 3 | 3 | 4 |  |
| 74 | 4 | 4 | 4 | 4 |  |
| 75 | 2 | 4 | 4 | 4 |  |
| 76 | 4 | 4 | 4 | 4 |  |
| 77 | 3 | 3 | 3 | 3 |  |
| 78 | 4 | 3 | 3 | 4 |  |
| 79 | 4 | 2 | 4 | 3 |  |
| 80 | 4 | 4 | 4 | 4 |  |
| 81 | 4 | 3 | 4 | 4 |  |
| 82 | 3 | 3 | 3 | 4 |  |
| 83 | 3 | 3 | 3 | 3 |  |
| 84 | 3 | 2 | 3 | 3 |  |
| 85 | 4 | 4 | 4 | 4 |  |
| 86 | 3 | 3 | 3 | 4 |  |
| 87 | 4 | 3 | 3 | 4 |  |
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| 89 | 4 | 4 | 3 | 4 |  |
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| 91 | 3 | 4 | 4 | 4 |  |
| 92 | 3 | 3 | 3 | 4 |  |

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|-----|---|---|---|---|--|
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| 94  | 4 | 4 | 4 | 4 |  |
| 95  | 4 | 4 | 3 | 4 |  |
| 96  | 4 | 3 | 4 | 3 |  |
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| 100 | 3 | 3 | 3 | 3 |  |
| 101 | 4 | 4 | 4 | 3 |  |
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| 111 | 4 | 4 | 4 | 4 |  |
| 112 | 3 | 4 | 3 | 4 |  |
| 113 | 3 | 3 | 4 | 3 |  |
| 114 | 4 | 3 | 3 | 3 |  |
| 115 | 4 | 3 | 3 | 4 |  |
| 116 | 3 | 4 | 4 | 4 |  |

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| 94  | 3 | 4 | 4 | 4 |  |
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| 100 | 3 | 3 | 3 | 3 |  |
| 101 | 4 | 4 | 4 | 3 |  |
| 102 | 4 | 3 | 3 | 3 |  |
| 103 | 3 | 3 | 3 | 4 |  |
| 104 | 4 | 4 | 4 | 4 |  |
| 105 | 4 | 4 | 4 | 4 |  |
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| 111 | 3 | 3 | 4 | 4 |  |
| 112 | 3 | 3 | 3 | 4 |  |
| 113 | 4 | 3 | 3 | 3 |  |
| 114 | 3 | 2 | 3 | 3 |  |
| 115 | 4 | 4 | 4 | 4 |  |
| 116 | 4 | 3 | 3 | 4 |  |

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|-----|---|---|---|---|--|
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| 118 | 4 | 4 | 4 | 4 |  |
| 119 | 4 | 4 | 4 | 4 |  |
| 120 | 4 | 4 | 4 | 2 |  |
| 121 | 4 | 4 | 4 | 4 |  |
| 122 | 3 | 4 | 4 | 4 |  |
| 123 | 4 | 4 | 4 | 4 |  |
| 124 | 4 | 4 | 4 | 4 |  |
| 125 | 3 | 4 | 3 | 4 |  |
| 126 | 4 | 3 | 4 | 3 |  |
| 127 | 3 | 4 | 4 | 3 |  |
| 128 | 4 | 4 | 4 | 4 |  |
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| 132 | 3 | 3 | 4 | 3 |  |
| 133 | 4 | 4 | 3 | 4 |  |
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| 135 | 4 | 4 | 4 | 4 |  |
| 136 | 4 | 4 | 4 | 4 |  |
| 137 | 3 | 3 | 3 | 3 |  |
| 138 | 4 | 4 | 4 | 4 |  |
| 139 | 4 | 3 | 4 | 3 |  |
| 140 | 4 | 4 | 4 | 4 |  |

|     |   |   |   |   |  |
|-----|---|---|---|---|--|
| 117 | 3 | 3 | 3 | 4 |  |
| 118 | 4 | 4 | 4 | 4 |  |
| 119 | 3 | 4 | 3 | 4 |  |
| 120 | 4 | 3 | 4 | 4 |  |
| 121 | 4 | 4 | 4 | 4 |  |
| 122 | 3 | 3 | 3 | 4 |  |
| 123 | 4 | 4 | 4 | 4 |  |
| 124 | 3 | 4 | 4 | 4 |  |
| 125 | 4 | 3 | 3 | 4 |  |
| 126 | 4 | 3 | 4 | 3 |  |
| 127 | 3 | 4 | 3 | 4 |  |
| 128 | 4 | 4 | 4 | 4 |  |
| 129 | 4 | 4 | 4 | 4 |  |
| 130 | 3 | 3 | 3 | 3 |  |
| 131 | 4 | 4 | 4 | 3 |  |
| 132 | 3 | 3 | 3 | 3 |  |
| 133 | 4 | 3 | 3 | 4 |  |
| 134 | 4 | 4 | 4 | 4 |  |
| 135 | 4 | 4 | 4 | 4 |  |
| 136 | 4 | 4 | 4 | 4 |  |
| 137 | 4 | 3 | 3 | 3 |  |
| 138 | 4 | 3 | 3 | 4 |  |
| 139 | 4 | 2 | 4 | 3 |  |
| 140 | 4 | 4 | 4 | 4 |  |



|     |   |   |   |   |  |
|-----|---|---|---|---|--|
| 141 | 4 | 4 | 4 | 4 |  |
| 142 | 3 | 4 | 3 | 4 |  |
| 143 | 3 | 4 | 2 | 3 |  |
| 144 | 3 | 3 | 3 | 3 |  |
| 145 | 2 | 4 | 3 | 4 |  |
| 146 | 3 | 4 | 4 | 3 |  |
| 147 | 3 | 4 | 4 | 4 |  |
| 148 | 4 | 4 | 4 | 4 |  |
| 149 | 3 | 4 | 4 | 4 |  |
| 150 | 4 | 4 | 4 | 4 |  |
| 151 | 4 | 4 | 4 | 4 |  |
| 152 | 3 | 4 | 4 | 4 |  |
| 153 | 4 | 3 | 4 | 4 |  |
| 154 | 4 | 4 | 4 | 4 |  |
| 155 | 4 | 4 | 3 | 4 |  |
| 156 | 4 | 3 | 4 | 3 |  |
| 157 | 3 | 3 | 4 | 4 |  |
| 158 | 4 | 4 | 4 | 4 |  |
| 159 | 4 | 3 | 4 | 4 |  |
| 160 | 3 | 3 | 3 | 3 |  |
| 161 | 4 | 4 | 4 | 4 |  |
| 162 | 3 | 3 | 4 | 3 |  |
| 163 | 3 | 4 | 3 | 4 |  |
| 164 | 4 | 4 | 4 | 4 |  |

|     |   |   |   |   |  |
|-----|---|---|---|---|--|
| 141 | 4 | 3 | 4 | 4 |  |
| 142 | 3 | 3 | 3 | 4 |  |
| 143 | 3 | 3 | 3 | 3 |  |
| 144 | 4 | 2 | 3 | 3 |  |
| 145 | 2 | 4 | 4 | 4 |  |
| 146 | 3 | 3 | 3 | 4 |  |
| 147 | 4 | 3 | 3 | 4 |  |
| 148 | 4 | 4 | 4 | 4 |  |
| 149 | 3 | 4 | 3 | 4 |  |
| 150 | 4 | 3 | 4 | 4 |  |
| 151 | 3 | 4 | 4 | 4 |  |
| 152 | 4 | 3 | 3 | 4 |  |
| 153 | 4 | 4 | 4 | 4 |  |
| 154 | 4 | 4 | 4 | 4 |  |
| 155 | 2 | 3 | 3 | 4 |  |
| 156 | 3 | 3 | 4 | 3 |  |
| 157 | 3 | 4 | 3 | 4 |  |
| 158 | 4 | 4 | 4 | 4 |  |
| 159 | 4 | 4 | 4 | 4 |  |
| 160 | 3 | 3 | 3 | 3 |  |
| 161 | 4 | 4 | 4 | 3 |  |
| 162 | 3 | 3 | 3 | 3 |  |
| 163 | 4 | 3 | 3 | 4 |  |
| 164 | 4 | 4 | 4 | 4 |  |

|              |            |            |            |            |             |
|--------------|------------|------------|------------|------------|-------------|
| 165          | 4          | 4          | 4          | 4          |             |
| 166          | 4          | 4          | 4          | 4          |             |
| 167          | 3          | 4          | 3          | 3          |             |
| 168          | 4          | 4          | 4          | 4          |             |
| 169          | 4          | 3          | 4          | 4          |             |
| 170          | 4          | 4          | 4          | 4          |             |
| <b>Total</b> | <b>609</b> | <b>632</b> | <b>635</b> | <b>600</b> | <b>2476</b> |

|              |            |            |            |            |             |
|--------------|------------|------------|------------|------------|-------------|
| 165          | 3          | 4          | 4          | 4          |             |
| 166          | 4          | 4          | 4          | 4          |             |
| 167          | 3          | 3          | 3          | 3          |             |
| 168          | 3          | 3          | 3          | 4          |             |
| 169          | 4          | 2          | 4          | 3          |             |
| 170          | 4          | 4          | 4          | 4          |             |
| <b>Total</b> | <b>611</b> | <b>576</b> | <b>601</b> | <b>622</b> | <b>2410</b> |

