BAB V

KESIMPULAN DAN SARAN

5.1. Kesimpulan

Perusahaan sepatu PT. Gledis Multi Trendi dalam usaha untuk meningkatkan volume penjualannya melaksanakan kegiatan pemasaran, dimana dalam melaksanakan kegiatan tersebut diperlukan biaya-biaya. Dalam skripsi ini variabel biaya pemasaran yang dianggap relevan untuk diteliti sehubungan dengan volume penjualan dari perusahaan terdiri dari 5 variabel yaitu biaya penjualan, biaya promosi, biaya pembungkusan dan pengiriman, biaya administrasi penjualan, dan biaya pergudangan.

Berdasarkan analisis data pada perusahaan sepatu PT. Gledis Multi Trendi Tangerang yang telah dilakukan maka dapat ditarik beberapa kesimpulan sebagai berikut: ~~pergudangan.~~

1. Kegiatan pemasaran yang dilakukan oleh perusahaan cenderung dapat meningkatkan volume penjualan perusahaan. Oleh karena kegiatan pemasaran merupakan unsur penting maka perusahaan perlu merencanakan dan menganalisis biaya-biaya pemasaran yang akan

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dikeluarkan secara tepat agar biaya-biaya pemasaran yang dikeluarkan benar-benar bermanfaat, sehingga untuk selanjutnya perusahaan dapat menetapkan kebijakan-kebijakan pemasaran yang lebih tepat dan benar-benar bermanfaat.

2. Dalam situasi pasar persaingan tidak sempurna, kegiatan pemasaran merupakan hal yang penting dilakukan agar:

- Kegiatan pemasaran yang dilakukan tersebut erat hubungannya dengan variabel biayanya.

- Perusahaan dapat terhindar dari kerugian akibat penjualan yang menurun.

3. Untuk mengetahui hubungan antara kegiatan pemasaran dengan hasil penjualan perusahaan, maka digunakan metode regresi berganda. Dari metode regresi linier dan double log yang digunakan ternyata metode linier merupakan metode yang terbaik. Dari hasil analisis regresi dapat diketahui:

a. Biaya pemasaran yang dikeluarkan perusahaan yang terdiri dari biaya penjualan, biaya promosi, biaya pembungkusan dan pengiriman, biaya administrasi penjualan, dan biaya pergudangan memiliki pengaruh

positif tapi lemah terhadap volume penjualan. Berdasarkan elastisitas masing-masing variabel, biaya pemasaran yang memiliki pengaruh terkuat adalah biaya promosi. Sedangkan biaya pemasaran yang memiliki pengaruh terlemah adalah biaya pergudangan.

b. Biaya penjualan yang dikeluarkan perusahaan terdiri dari biaya gaji salesman, biaya bonus, komisi, dan biaya perjalanan salesman serta biaya telepon mempunyai pengaruh yang positif namun lemah terhadap volume penjualan. Berdasarkan elastisitas masing-masing variabel, biaya penjualan yang mempunyai pengaruh terkuat adalah biaya telepon. Hal ini disebabkan karena kebanyakan transaksi yang dilakukan oleh perusahaan melalui telepon. Dengan menggunakan telepon maka perusahaan dapat menghemat biaya perjalanan, apalagi bila distributor yang akan dihubungi jauh di luar kota. Jadi selain menghemat pengeluaran, perusahaan juga dapat lebih menghemat waktu.

c. Biaya promosi yang dikeluarkan perusahaan terdiri dari biaya karyawan bagian promosi, insentif bagi pramuniaga dan biaya contoh. Berdasarkan elastisitas masing-masing variabel, biaya contoh memberikan pengaruh yang terkuat. Hal ini karena perusahaan untuk memperkenalkan produknya harus memberikan contoh produknya untuk distributor atau penjual, apalagi produk sepatu yang merupakan barang pelengkap lebih memerlukan contoh produk yang dipajang (display) agar konsumen lebih tertarik.

d. Biaya pembungkusan dan pengiriman yang dikeluarkan perusahaan terdiri dari gaji karyawan, bahan baku untuk pembungkusan, biaya eksploitasi truk, dan biaya retur penjualan. Berdasarkan elastisitas masing-masing variabel, biaya bahan baku untuk pembungkusan memberikan pengaruh yang terkuat. Hal ini karena kualitas bahan pembungkus harus bagus sehingga produk dapat terlindung dari kotoran dan dari kemungkinan rusak.

e. Biaya administrasi penjualan yang dikeluarkan perusahaan terdiri dari gaji karyawan bagian

administrasi, biaya supplies kantor, dan biaya penyusutan peralatan. Berdasarkan elastisitas masing-masing variabel, biaya penyusutan peralatan kantor memberikan pengaruh yang terkuat. Hal ini karena tiap peralatan kantor yang digunakan mempunyai jangka waktu pemakaian yang terbatas.

f. Biaya pergudangan yang dikeluarkan perusahaan terdiri dari biaya gaji karyawan bagian gudang dan sewa gudang. Berdasarkan elastisitas masing-masing variabel, biaya gaji memberikan pengaruh yang terkuat. Hal ini karena karyawan bagian gudang mempunyai tugas untuk menjaga dan memeriksa barang-barang yang ada dalam gudang. Dengan gaji yang cukup tentu mereka akan bekerja lebih baik.

4. Masing-masing variabel biaya pemasaran mempunyai pengaruh positif namun lemah terhadap volume penjualan. Untuk mengantisipasi hal ini perusahaan harus melakukan penetrasi pasar yang lebih dalam, dengan lebih banyak melakukan penjualan kepada konsumen tanpa mengubah produk. Hal ini dapat dilakukan dengan menurunkan harga, meningkatkan

periklanan dan menempatkan produk sepatu PT. GMT di lebih banyak toko.

5. Penetapan anggaran biaya pemasaran untuk suatu merek atau produk diperlukan agar tujuan kegiatan pemasaran, seperti sasaran penjualan tertentu yang diharapkan oleh perusahaan dapat tercapai. Apabila kegiatan pemasaran tidak berhasil mencapai sasaran penjualan yang ditargetkan, maka pengorbanan yang telah dilakukan, baik berupa dana, tenaga, pikiran maupun lainnya akan percuma sehingga akan merugikan perusahaan tersebut. Untuk menghindari hal tersebut, perusahaan perlu mengevaluasi kegiatan pemasaran yang telah dijalankan selama ini.

6. Dari hasil analisis dengan program LINDO (lampiran 32, hal 110) diketahui bahwa perusahaan belum mengalokasikan dananya secara optimal, karena dari alokasi biaya penjualan dan biaya promosi terdapat biaya menganggur, sedangkan untuk biaya pembungkusan dan pengiriman, biaya administrasi penjualan, dan biaya pergudangan yang dikeluarkan oleh perusahaan terdapat pemborosan dana. Akibatnya dana yang tersisa untuk biaya penjualan dan biaya promosi yang

semestinya bisa digunakan untuk melaksanakan kegiatan tersebut dengan lebih baik untuk meningkatkan penjualan, tidak digunakan oleh perusahaan. Sebaliknya biaya pembungkusan dan pengiriman, biaya administrasi penjualan, dan biaya pergudangan, dana yang dikeluarkan melebihi alokasi optimal, sehingga perusahaan harus lebih memperhatikan pengeluaran-pengeluaran untuk biaya-biaya ini.

5.2. Saran-Saran

Dari analisis dan kesimpulan yang tercantum diatas, maka dapat diberikan saran-saran sebagai bahan pertimbangan bagi perusahaan dalam menentukan kebijakan di masa yang akan datang.

1. Untuk mengantisipasi pengaruh biaya pemasaran yang lemah bagi volume penjualan, maka perusahaan PT. Gledis Multi Trendi disarankan melakukan penetrasi pasar yang lebih dalam, yakni dengan lebih banyak penjualan kepada konsumen tanpa mengubah produk. Hal ini dapat dilakukan, misalnya dengan meningkatkan periklanan dan menempatkan produk sepatu PT. GMT di lebih banyak toko.

2. Untuk biaya penjualan:

   a. Perusahaan disarankan meningkatkan bonus dan komisi bagi salesman. Dengan memberikan bonus yang menarik maka diharapkan salesman dapat lebih giat untuk memasarkan dan menawarkan produk perusahaan. Kelebihan dana sebesar Rp 11.040.000,- dapat digunakan untuk itu.

   b. Perusahaan perlu memikirkan untuk menambah jumlah salesman yang selama ini cuma 3 orang misalnya menjadi 5 orang, sehingga lebih banyak daerah penjualan yang terjangkau.

   c. Kegiatan penjualan perlu ditingkatkan pengelolaannya. Ketrampilan tenaga pemasar dapat ditingkatkan dengan jalan memberikan pelatihan-pelatihan yang berhubungan dengan ketrampilan menjual. Dengan peningkatan ketrampilan, tenaga pemasar akan lebih memahami tugas dan kewajiban sebagai seorang tenaga pemasar.

   d. Kunjungan tenaga pemasar ke dealer-dealer atau distributor perlu ditingkatkan untuk memperoleh pelanggan-pelanggan baru.

3. Untuk kegiatan promosi:

   a. Perusahaan seharusnya memberikan contoh barang pada distributor atau agen setiap memproduksi model baru. Dengan contoh barang yang diberikan maka konsumen dapat melihat bentuk serta model dari produk yang ditawarkan, bahkan konsumen dapat mencobanya terlebih dulu mengingat sepatu merupakan produk yang ukurannya relatif bagi tiap orang. Kelebihan dana sebesar Rp 25.000.0000,- dapat digunakan untuk itu.

   b. Pemberian insentif bagi pramuniaga lebih ditingkatkan agar mereka bekerja lebih baik.

4. Untuk biaya pembungkusan dan pengiriman:

   a. Perusahaan perlu lebih menghemat pengeluaran untuk pengiriman sebab terdapat pemborosan dana sebesar Rp 83.020.000,-.

   b. Pemborosan dana ini perlu dikaji lebih jauh penyebab-penyebabnya. Apabila hal ini ternyata dikarenakan pengiriman barang untuk luar pulau yang selama ini dilakukan dengan truk sebagai penyebabnya, maka sebaiknya untuk waktu yang akan

datang pengiriman barang dilakukan melalui sarana angkut lain misalnya dengan kapal.

5. Untuk biaya administrasi penjualan:

    Perusahaan dapat mengkaji lebih jauh penyebab pemborosan dana sebesar Rp 16.083.000,-. Apabila penyebab pemborosan dana ini dikarenakan karena penggunaan kertas yang terlalu boros, maka untuk waktu yang akan datang perusahaan dapat lebih menghemat penggunaan kertas.

6. Untuk biaya pergudangan:

    Terdapat pemborosan dana sebesar Rp 11.100.000,-. Perusahaan dapat mengkaji penyebab pemborosan dana ini dan berusaha mengatasinya, misalnya perusahaan mengurangi tenaga kerja bagian gudang yang selama ini 4 orang menjadi 3 orang.

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LAMPIRAN

Lampiran 1

	Y	X1	X2	X3	X4	X5
1	213594800	2463027	4402764	3626651	2211218	2466493
2	232814600	2649797	7390948	5634218	2899609	2685601
3	231446200	3790669	5086734	3861713	3854879	9063976
4	226470200	4071978	8049654	5944345	5076519	3124697
5	239096800	2888542	5929858	8681519	2712112	1468580
6	243450800	3019130	4309580	2999976	1845786	2325531
7	250417200	2859412	1704976	2925845	2189922	1811254
8	237417400	3236697	6679824	3404027	2077282	2300133
9	231073000	12817927	5860664	4803533	2995539	2346018
10	239350400	2412614	4738398	4213100	2119119	2564532
11	225288400	2457733	3890092	3536625	2253472	1983035
12	263729000	3157614	4534886	4267968	2491769	2422155
13	300546000	3914764	4988044	3984048	3529284	3184569
14	284686800	3790669	5086734	3861713	3854879	2063976
15	298705200	3294969	5873616	4378662	4002717	3107503
16	296085600	1649797	11390948	10634218	2899609	2685601
17	283979800	3222576	5877144	4883078	3014460	2581003
18	327096000	2871979	5449654	3944345	3676519	3724697
19	349256400	4391998	9337070	4367253	3672756	3024514
20	373196800	4963328	6797756	5909493	4620627	4246311
21	397683600	4499083	8891488	7770077	5475820	2870443
22	391029400	4377679	9635914	6098585	4106223	3480500
23	387346800	5112766	9727772	7516874	4379724	3359038
24	407949600	4979456	11203192	5061381	3650339	3709793
25	441842560	4331098	12359274	5953488	5513238	4082031
26	449745920	4104089	11224300	7001673	6180641	3606349
27	463837760	6082607	10780094	7796364	5541098	3306448
28	455959840	3681843	12676720	7127216	4194441	3151639
29	479569920	4245053	10776692	6840972	6515759	3540688
30	494258240	6859649	13101520	7672965	5886505	5111160
31	505740480	5648450	12355586	6091199	7017655	5533005
32	493885440	5860660	9047752	8303694	5199385	4716580
33	500223040	4639239	11818036	8775758	6255319	4808461
34	516700800	5398666	11435716	8507886	6793830	4077764
35	509319360	6686895	11239576	6934812	6756070	4499020
36	530643520	4568110	12013630	9912323	6762548	4199141
37	595934300	7749330	12814860	7649909	8267511	4321486
38	652803600	8385771	13930058	10494608	5533774	7428268
39	643586000	6063304	16919160	13403112	7630076	4885823
40	634615300	7014918	11760952	10938243	7577997	4855242
41	637660400	6799145	12095268	9617234	5884517	2250587
42	653626600	7641628	11653780	11174697	3999849	6735632
43	684242200	6570862	15110808	11552001	7715110	2614078
44	725227600	5361377	12097898	10991118	8098844	8199718
45	669181300	8434494	12007942	9240059	6453681	6177048
46	695846500	6384241	16079040	11593515	8230077	7500802
47	725227600	8238916	13036712	9647406	7695077	10430512
48	718232100	9724632	18061398	14262564	7547467	5320348
49	763153020	9652842	18850782	15126881	9247797	10423153
50	817885000	8527895	21734452	16837716	8856101	6949421

	Y	X1	X2	X3	X4	X5
51	870318060	10121507	20482706	15931947	10881290	8858521
52	878894900	11620258	20553076	14968677	8582564	6485635
53	860238180	10411921	15958940	11721146	4891765	8271859
54	885703140	11905538	21417846	14973650	8056819	6397573

Number of cases read: 54   Number of cases listed: 54

Lampiran 2

★★★★ MULTIPLE REGRESSION ★★★★

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	205858052.163	Vol. Penjualan
X1	5659428.519	2703518.020	Biaya Penjualan
X2	10748706.926	4901208.551	Biaya Promosi
X3	8025038.296	3738762.244	Biaya Pembungkusan
X4	5321610.889	2237742.994	B. Administrasi dan penjualan
X5	4469221.127	2268935.772	B. Pergudangan

N of Cases =   54

Correlation, 1-tailed Sig:

	Y	X1	X2	X3	X4	X5
Y	1.000	.787	.918	.896	.868	.734
	.	.000	.000	.000	.000	.000
X1	.787	1.000	.734	.706	.663	.610
	.000	.	.000	.000	.000	.000
X2	.918	.734	1.000	.922	.861	.646
	.000	.000	.	.000	.000	.000
X3	.896	.706	.922	1.000	.811	.636
	.000	.000	.000	.	.000	.000
X4	.868	.663	.861	.811	1.000	.671
	.000	.000	.000	.000	.	.000
X5	.734	.610	.646	.636	.671	1.000
	.000	.000	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Descriptive Statistics are printed on Page   60

Block Number 1. Method: Enter   X1   X2   X3   X4   X5

Variable(s) Entered on Step Number
   1..   X5   B. Pergudangan
   2..   X1   Biaya Penjualan
   3..   X4   B. Administrasi dan penjualan
   4..   X3   Biaya Pembungkusan
   5..   X2   Biaya Promosi

Multiple R   .95400
R Square   .91012
Adjusted R Square   .90076
Standard Error 64850086.393

Analysis of Variance
                    DF   Sum of Squares   Mean Square
Regression   5 2044143877084225000   4.088287754E+17
Residual   48 201865617848945600 4205533705167617

F =   97.21210   Signif F =   .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X1	13.246533	5.044200	.173966	.787006	.113636	.354436	2.626	.0116
X2	13.146517	5.565828	.313001	.918314	.102208	.322688	2.362	.0223
X3	12.730006	6.236231	.231290	.895678	.088331	.282624	2.041	.0467
X4	18.140900	8.192971	.197196	.867660	.095812	.304422	2.214	.0316
X5	13.293925	5.582920	.146524	.734329	.103038	.325032	2.381	.0213
(Constant) 4959834.9407	23958970.15						.207	.8369

End Block Number   1   All requested variables entered.

MULTIPLE REGRESSION

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

#: Selected   M: Missing

```
           -3.0      0.0      3.0
Case #     0:.......:.......:0          Y        #PRED        #RESID
    1      .        #        .      213394800  214537388.0  -942587.994
    2      .     #  .        .      232814600  297252755.8  -64438155.8
    3      .  #     .        .      231446200  361631969.0  -130185769
    4      . #      .        .      226470200  374027328.6  -147557329
    5      .     #  .        .      239096800  300418885.4  -61322085.4
    6      .        . #      .      243450800  204198035.9  39252764.09
    7      .        .  #     .      250417200  166303308.8  84113891.17
    8      .        #        .      237417400  247232805.7  -9813405.67
    9      . #      .        .      231073000  398478561.0  -167403561
   10      .        .#       .      238350400  225380072.3  12970327.66
   11      .        .#       .      225288400  200920847.3  24367352.72
   12      .        .#       .      263728000  238139166.6  25588833.43
   13      .        .#       .      300546000  279468754.4  21077245.56
   14      .        .#       .      284686800  268574494.2  16112305.76
   15      .        #        .      298705200  295488180.1  3217019.908
   16      .  #     .        .      296085600  400242318.4  -104156718
   17      .        #        .      283978800  276069792.4  7909007.574
   18      .        . #      .      327096000  281069968.1  46026031.92
   19      .        #        .      349256400  348318133.0  938267.0224
   20      .        #        .      373186800  375573477.0  -2386676.96
   21      .        #.       .      397683600  417857567.9  -20173967.9
   22      .        #        .      391028400  388022340.1  3006059.885
   23      .        # .      .      387346800  420368972.4  -33022172.4
   24      .        #        .      407949600  398172548.8  9777051.223
   25      .        #.       .      441842560  454882019.1  -13039459.1
   26      .        #        .      449745920  456080931.7  -6335011.65
   27      .        #        .      463837760  470977414.3  -7139654.32
   28      .        .#       .      455859840  429103918.0  26755921.99
   29      .        .#       .      479569920  455224412.8  24345507.25
   30      .      # .        .      494258240  540475983.6  -46217743.6
   31      .      #.         .      505740480  520617407.5  -14876927.5
   32      .        .#       .      493885440  464268693.2  29616746.82
   33      .        #        .      500223040  510894981.1  -10671941.1
   34      .        #        .      516700800  512573768.0  4127032.009
   35      .        #        .      509319360  511949684.1  -2630324.07
   36      .        #        .      530643520  528093913.0  2549607.001
   37      .        .#       .      595934300  580894568.3  15039731.75
   38      .        .#       .      652803600  631908365.0  20895235.01
   39      .      # .        .      643586000  681694799.5  -38108799.5
Case #     0:.......:.......:0          Y        #PRED        #RESID
           -3.0      0.0      3.0
```

Casewise Plot of Standardized Residual

#: Selected   M: Missing

Case #	-3.0 0.0 3.0 0:........:........:0	Y	#PRED	#RESID
40	. . # .	634613300	593758827.6	40856472.40
41	. . # .	637660400	513132044.7	124528355.3
42	. . # .	653626600	563748979.4	89877620.61
43	. . # .	684242200	612422177.1	71820022.93
44	. . # .	725227600	630686160.0	94541440.04
45	. . # .	669181300	591368434.2	77812845.76
46	. # .	695846500	697499958.9	-1653458.90
47	. . # .	725227600	686553141.3	38674458.66
48	. # . .	718232100	760429931.5	-42197831.5
49	. # . .	763153020	879541032.1	-116388012
50	. # . .	817885000	871043327.7	-53158327.7
51	. # . .	870318060	928913902.7	-58595842.7
52	. .# .	878894800	861554846.0	17339954.00
53	. . # .	860238180	700601156.6	159637023.4
54	. .# .	885703140	866057709.8	19643450.16
Case #	0:........:........:0 -3.0 0.0 3.0	Y	#PRED	#RESID

Durbin-Watson Test =   1.12331

Lampiran 3

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX1	6.705	.206	
LOGX2	6.980	.227	
LOGX3	6.857	.208	
LOGX4	6.684	.201	
LOGX5	6.600	.209	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX1	LOGX2	LOGX3	LOGX4	LOGX5
LOGY	1.000	.803	.878	.875	.881	.755
	.	.000	.000	.000	.000	.000
LOGX1	.803	1.000	.714	.694	.743	.671
	.000	.	.000	.000	.000	.000
LOGX2	.878	.714	1.000	.894	.849	.684
	.000	.000	.	.000	.000	.000
LOGX3	.875	.694	.894	1.000	.814	.643
	.000	.000	.000	.	.000	.000
LOGX4	.881	.743	.849	.814	1.000	.724
	.000	.000	.000	.000	.	.000
LOGX5	.755	.671	.684	.643	.724	1.000
	.000	.000	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Descriptive Statistics are printed on Page   90

Block Number 1. Method: Enter   LOGX1   LOGX2   LOGX3   LOGX4   LOGX5

Variable(s) Entered on Step Number
    1..   LOGX5
    2..   LOGX3
    3..   LOGX1
    4..   LOGX4
    5..   LOGX2

Multiple R   .94299
R Square   .88923
Adjusted R Square   .87769
Standard Error   .06797

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	5	1.78023	.35605
Residual	48	.22176	.00462

F =   77.06776   Signif F = .0000

------------------------------- Variables in the Equation -------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX1	.191881	.072335	.203665	.803057	.127429	.357566	2.653	.0108
LOGX2	.134807	.104869	.157443	.878193	.061752	.182429	1.285	.2049
LOGX3	.277791	.103359	.297425	.874626	.129109	.361667	2.688	.0099
LOGX4	.249318	.100257	.257244	.880834	.119461	.337833	2.487	.0164
LOGX5	.123955	.068216	.133348	.755081	.087290	.253695	1.817	.0754
(Constant)	2.022476	.346369					5.839	.0000

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
         -3.0          0.0          3.0
Case #   0:.............:.............:0    LOGY     *PRED     *RESID
   1     .             *.           .       8.33     8.3408     -.0112
   2     .        *    .            .       8.37     8.4643     -.0973
   3     .   *         .            .       8.36     8.5230     -.1586
   4     *             .            .       8.36     8.5804     -.2254
   5     .        *    .            .       8.38     8.4711     -.0925
   6     .             .    *       .       8.39     8.3109      .0755
   7     .             .        *   .       8.40     8.2542      .1445
   8     .             *            .       8.38     8.3698   5.6848E-03
   9     . *           .            .       8.36     8.5591     -.1954
  10     .             .*           .       8.38     8.3590      .0182
  11     .             . *          .       8.35     8.3207      .0321
  12     .             . *          .       8.42     8.3949      .0263
  13     .             .*           .       8.48     8.4625      .0154
  14     .             .*           .       8.45     8.4434      .0110
  15     .             *            .       8.48     8.4814  -6.1427E-03
  16     .        *    .            .       8.47     8.5268     -.0554
  17     .             *            .       8.45     8.4520   1.2585E-03
  18     .             .   *        .       8.51     8.4535      .0612
  19     .             . *          .       8.54     8.5214      .0218
  20     .             *.           .       8.57     8.5926     -.0207
  21     .             *.           .       8.60     8.6305     -.0309
  22     .             .*           .       8.59     8.5829   9.3269E-03
  23     .             *.           .       8.59     8.6267     -.0386
  24     .             .  *         .       8.61     8.5706      .0400
  25     .             .*           .       8.65     8.6341      .0111
  26     .             *            .       8.65     8.6493   3.6819E-03
  27     .             *.           .       8.67     8.6762  -9.8118E-03
  28     .             .  *         .       8.66     8.6003      .0586
  29     .             . *          .       8.68     8.6516      .0292
  30     .             *.           .       8.69     8.7257     -.0317
  31     .             *            .       8.70     8.7015   2.4157E-03
  32     .             .*           .       8.69     8.6827      .0110
  33     .             *.           .       8.70     8.7066  -7.3871E-03
  34     .             *            .       8.71     8.7136  -3.4845E-04
  35     .             *            .       8.71     8.7104  -3.4423E-03
  36     .             *            .       8.72     8.7221   2.7381E-03
  37     .             .*           .       8.78     8.7619      .0133
  38     .             .*           .       8.81     8.7972      .0176
  39     .             *.           .       8.81     8.8233     -.0147
Case #   0:.............:.............:0    LOGY     *PRED     *RESID
         -3.0          0.0          3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0          0.0          3.0
Case #    0:................:...............:0    LOGY     *PRED     *RESID
   40     .              .*          .            8.80     8.7886     .0139
   41     .              .      *    .            8.80     8.7033     .1013
   42     .              .    *      .            9.82     8.7462     .0691
   43     .              .    *      .            8.84     8.7730     .0622
   44     .              .   *       .            8.86     8.8037     .0568
   45     .              . *         .            8.83     8.7804     .0452
   46     .              *           .            8.84     8.8384   4.0972E-03
   47     .              . *         .            8.86     8.8357     .0248
   48     .            * .           .            8.86     8.8774    -.0212
   49     .        *     .           .            8.88     8.9446    -.0620
   50     .            *.            .            8.91     8.9290    -.0163
   51     .          *  ,            .            8.94     8.9691    -.0294
   52     .              .*          .            8.94     8.9302     .0137
   53     .              ,      *    .            8.93     8.8290     .1056
   54     .              .*          .            8.95     8.9271     .0202
Case #    0:................:...............:0    LOGY     *PRED     *RESID
           -3.0          0.0          3.0
```

Durbin-Watson Test =   1.09860

Lampiran 4

No	Y	Ln Y	Y*	Y* (Ln Y)
1	213594800	19.17959132	0.4900521385875	-0.71324348826
2	238350400	19.289252418	0.5468490958262	-0.60358239062
3	232814600	19.265752987	0.534148268705	-0.62708182181
4	231073000	19.258244236	0.5301525028691	-0.63459057256
5	226470200	19.238123927	0.5195922645885	-0.65471088154
6	237417400	19.285330331	0.5447085069855	-0.60750447697
7	243450800	19.310425427	0.5585509814884	-0.58240938176
8	225288400	19.232891917	0.516880852057	-0.65994289127
9	231446200	19.259858007	0.5310087384053	-0.63297680137
10	239096800	19.292379049	0.5485615668987	-0.60045575962
11	250417200	19.338638885	0.574534044832	-0.55419592352
12	263728000	19.390428827	0.605073112292	-0.50240598149
13	300546000	19.521111378	0.6895449235838	-0.37172343002
14	284686800	19.466900187	0.6531590430461	-0.42593462186
15	298705200	19.514967692	0.68532156245	-0.37786711664
16	296085600	19.50615916	0.6793113946826	-0.38667564877
17	283978800	19.464410145	0.6515346733792	-0.42842466299
18	327096000	19.605764264	0.7504587860912	-0.28707054468
19	349256400	19.671316881	0.8013015566641	-0.22151792753
20	373186800	19.737589657	0.8562052514041	-0.15524515191
21	397683600	19.801167272	0.9124084418776	-0.09166753623
22	391028400	19.78429075	0.8971393670091	-0.10854405886
23	387346800	19.774830974	0.8886926447414	-0.1180038347
24	407949600	19.826654195	0.9359618020471	-0.06618061312
25	441842560	19.906464177	1.0137226723074	0.013629369051
26	449745920	19.924193359	1.031855409949	0.031358550605
27	463837760	19.955045394	1.0641864232913	0.062210585432
28	455859840	19.937695952	1.0458826220869	0.044861143368
29	479569920	19.98840026	1.100280835012	0.095565451776
30	494258240	20.018568692	1.1339803568555	0.125733883159
31	505740480	20.04153421	1.1603241455047	0.148699401863
32	493885440	20.017814145	1.1331250390422	0.124979336982
33	500223040	20.030564637	1.147665441868	0.13772982848
34	516700800	20.062974542	1.1854704892153	0.170139733101
35	509319360	20.048585804	1.1685351965122	0.155750995649
36	530643520	20.089601017	1.2174593754322	0.196766208216
37	595934300	20.205640984	1.3672564976892	0.312806175612
38	652803600	20.296786876	1.4977321557341	0.403952067863
39	643586000	20.28256622	1.4765841474837	0.389731411762
40	634615300	20.268529546	1.45600260374	0.375694738056
41	637660400	20.273316411	1.4629889993227	0.38048160275
42	653626600	20.298046798	1.4996203707564	0.405211989914
43	684242200	20.343822506	1.5698619695881	0.450987698035
44	725227600	20.401996095	1.6638950777015	0.509161286145
45	669181300	20.321565583	1.535307634679	0.428730774431
46	695846500	20.360639648	1.5964858014034	0.467804839556
47	725227600	20.401996095	1.6638950777015	0.509161286145
48	718232100	20.392303334	1.6478452500115	0.499468525386
49	763153020	20.45296912	1.7509076509375	0.560134311158
50	817885000	20.522232298	1.8764796398068	0.629397489444
51	870318060	20.584369289	1.9967771994182	0.691534480567
52	878894800	20.594175767	2.0164548778032	0.701340958589
53	860238180	20.572719862	1.9736508557492	0.679885053913
54	885703140	20.601892396	2.0320753029129	0.70905758755
		19.892835017		
	Epsilon --->	19.892835017		
	G (anti_Ln) ---->	435861377.15		

Lampiran 5

 # # # # M U L T I P L E R E G R E S S I O N # # # #

Listwise Deletion of Missing Data

	Mean	Std Deviati	Label
Y	1.100	.472	Zarembka Y
X1	5659428.519	2703518.020	Biaya Penjualan
X2	10748706.926	4901208.351	Biaya Promosi
X3	8025038.556	3738762.199	Biaya Pembungkusan
X4	5321610.889	2237742.994	B. Administrasi dan penjualan
X5	4469221.204	2268935.783	B. Pergudangan

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X1	X2	X3	X4	X5
Y	1.000	.787	.918	.896	.868	.734
	.	.000	.000	.000	.000	.000
X1	.787	1.000	.734	.706	.663	.610
	.000	.	.000	.000	.000	.000
X2	.918	.734	1.000	.922	.861	.646
	.000	.000	.	.000	.000	.000
X3	.896	.706	.922	1.000	.811	.636
	.000	.000	.000	.	.000	.000
X4	.868	.663	.861	.811	1.000	.671
	.000	.000	.000	.000	.	.000
X5	.734	.610	.646	.636	.671	1.000
	.000	.000	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Zarembka Y

 Descriptive Statistics are printed on Page 126

Block Number 1. Method: Enter   X1   X2   X3   X4   X5

Variable(s) Entered on Step Number
   1..   X5   B. Pergudangan
   2..   X1   Biaya Penjualan
   3..   X4   B. Administrasi dan penjualan
   4..   X3   Biaya Pembungkusan
   5..   X2   Biaya Promosi

Multiple R   .95400
R Square   .91012
Adjusted R Square   .90076
Standard Error   .14879

Analysis of Variance
                DF   Sum of Squares   Mean Square
Regression   5   10.76006   2.15201
Residual   48   1.06259   .02214

F =   97.21210   Signif F = .0000

---------------------------------- Variables in the Equation ----------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X1	3.03916E-08	1.1573E-08	.173966	.787006	.113636	.354436	2.626	.0116
X2	3.01622E-08	1.2770E-08	.313001	.918314	.102208	.322688	2.362	.0223
X3	2.92065E-08	1.4308E-08	.231200	.895678	.088331	.282624	2.041	.0467
X4	4.16206E-08	1.8797E-08	.197196	.867660	.095812	.304422	2.214	.0316
X5	3.05004E-08	1.2809E-08	.146524	.734329	.103038	.325032	2.381	.0213
(Constant)	.011379	.054969					.207	.8369

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
          -3.0     0.0      3.0
Case #    0:.......:.........:0        Y       *PRED      *RESID
   1      .         *        .      .49005      .4922   -2.1626E-03
   2      .       *  .       .      .53415      .6820     -.1478
   3      .  *        .      .      .53101      .8297     -.2987
   4      . *         .      .      .51959      .8581     -.3385
   5      .        *  .      .      .54856      .6893     -.1407
   6      .          . *     .      .55855      .4685      .0901
   7      .          .   *   .      .57453      .3816      .1930
   8      .         *        .      .54471      .5672     -.0225
   9      . *        .       .      .53015      .9142     -.3841
  10      .         .*       .      .54685      .5171      .0298
  11      .         .*       .      .51688      .4610      .0559
  12      .         .*       .      .60507      .5464      .0587
  13      .         .*       .      .68954      .6412      .0484
  14      .         .*       .      .65316      .6162      .0370
  15      .         *        .      .68532      .6779   7.3808E-03
  16      .      *  .        .      .67931      .9183     -.2390
  17      .         *        .      .65153      .6334      .0181
  18      .         . *      .      .75046      .6449      .1056
  19      .         *        .      .80130      .7991   2.1527E-03
  20      .         *        .      .85621      .8617   -5.4758E-03
  21      .         *.       .      .91241      .9587     -.0463
  22      .         *        .      .89714      .8902   6.8968E-03
  23      .        *  .      .      .88869      .9645     -.0758
  24      .         *        .      .93596      .9135      .0224
  25      .        *.        .     1.01372     1.0436     -.0299
  26      .         *        .     1.03186     1.0464     -.0145
  27      .         *        .     1.06419     1.0806     -.0164
  28      .         .*       .     1.04588      .9845      .0614
  29      .         .*       .     1.10028     1.0444      .0559
  30      .        * .       .     1.13398     1.2400     -.1060
  31      .        *.        .     1.16032     1.1945     -.0341
  32      .         .*       .     1.13313     1.0652      .0679
  33      .         *        .     1.14767     1.1722     -.0245
  34      .         *        .     1.18547     1.1760   9.4687E-03
  35      .         *        .     1.16854     1.1746   -6.0348E-03
  36      .         *        .     1.21746     1.2116   5.8496E-03
  37      .         .*       .     1.36726     1.3328      .0345
  38      .         .*       .     1.49773     1.4498      .0479
  39      .        * .       .     1.47658     1.5640     -.0874
Case #    0:.......:.........:0        Y       *PRED      *RESID
          -3.0     0.0      3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0      0.0      3.0
  Case #    0:........:........:0          Y       *PRED       *RESID
     40     .         . *      .       1.45600     1.3623       .0937
     41     .         .    *   .       1.46299     1.1773       .2857
     42     .         .  *     .       1.49962     1.2934       .2062
     43     .         . *      .       1.56986     1.4051       .1648
     44     .         . *      .       1.66390     1.4470       .2169
     45     .         . *      .       1.53531     1.3568       .1785
     46     .          *       .       1.59649     1.6003   -3.7935E-03
     47     .         .*       .       1.66390     1.5752       .0887
     48     .       * .        .       1.64785     1.7447      -.0968
     49     .     *   .        .       1.75091     2.0179      -.2670
     50     .       * .        .       1.87648     1.9984      -.1220
     51     .      *  .        .       1.99678     2.1312      -.1344
     52     .         .*       .       2.01645     1.9767       .0398
     53     .         .    *   .       1.97365     1.6074       .3663
     54     .         .*       .       2.03208     1.9870       .0451
  Case #    0:........:........:0          Y       *PRED       *RESID
            -3.0      0.0      3.0
```

Durbin-Watson Test =   1.12331

Lampiran 6

MULTIPLE REGRESSION

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX1	6.705	.206	
LOGX2	6.980	.227	
LOGX3	6.857	.208	
LOGX4	6.684	.201	
LOGX5	6.600	.209	

N of Cases = 54

Correlation, 1-tailed Sig:

	LOGY	LOGX1	LOGX2	LOGX3	LOGX4	LOGX5
LOGY	1.000	.803	.878	.875	.881	.755
	.	.090	.000	.000	.000	.000
LOGX1	.803	1.000	.714	.694	.743	.671
	.000	.	.000	.009	.900	.000
LOGX2	.878	.714	1.000	.894	.849	.684
	.000	.000	.	.000	.000	.000
LOGX3	.875	.694	.894	1.000	.814	.643
	.000	.000	.000	.	.000	.000
LOGX4	.881	.743	.849	.814	1.000	.724
	.000	.000	.000	.000	.	.000
LOGX5	.755	.671	.684	.643	.724	1.000
	.000	.000	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Descriptive Statistics are printed on Page 156

Block Number 1. Method: Enter   LOGX1   LOGX2   LOGX3   LOGX4   LOGX5

Variable(s) Entered on Step Number
    1..   LOGX5
    2..   LOGX3
    3..   LOGX1
    4..   LOGX4
    5..   LOGX2

Multiple R   .94299
R Square   .88923
Adjusted R Square .87769
Standard Error   .15631

Analysis of Variance
                   DF   Sum of Squares   Mean Square
Regression   5   9.43858   1.88772
Residual   48   1.17572   .02449

F =   77.06776   Signif F = .0000

------------------------ Variables in the Equation ------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX1	.441823	.166558	.203665	.803957	.127429	.357566	2.653	.0108
LOGX2	.310403	.241470	.157443	.878183	.061752	.182429	1.285	.2048
LOGX3	.639638	.237993	.297425	.874626	.129109	.361667	2.688	.0099
LOGX4	.574075	.230850	.257244	.880834	.119461	.337833	2.487	.0164
LOGX5	.285417	.157073	.133348	.755081	.087290	.253695	1.817	.0754
(Constant)	-15.235911	.797544					-19.104	.0000

End Block Number   1   All requested variables entered.

$**** MULTIPLE REGRESSION ****$

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

$: Selected   M: Missing

```
          -3.0          0.0          3.0
Case #    0:.............:.............:0    LOGY     *PRED      *RESID
  1       .             $.             .    -.71324   -.6874    -.0259
  2       .        $    .              .    -.62708   -.4030    -.2241
  3       .   $         .              .    -.63298   -.2678    -.3652
  4       $             .              .    -.65471   -.1358    -.5190
  5       .        $    .              .    -.60046   -.3875    -.2129
  6       .             .    $         .    -.58241   -.7562     .1738
  7       .             .         $    .    -.55420   -.8869     .3327
  8       .             $              .    -.60750   -.6206     .0131
  9       . $           .              .    -.63459   -.1847    -.4498
 10       .             .$             .    -.60358   -.6456     .0420
 11       .             . $            .    -.65994   -.7338     .0738
 12       .             . $            .    -.50241   -.5629     .0605
 13       .             .$             .    -.37172   -.4073     .0355
 14       .             .$             .    -.42393   -.4512     .0253
 15       .             $              .    -.37787   -.3637    -.0141
 16       .          $  .              .    -.38668   -.2591    -.1275
 17       .             $              .    -.42842   -.4313   2.8977E-03
 18       .             .   $          .    -.28707   -.4279     .1409
 19       .             . $            .    -.22152   -.2716     .0501
 20       .          $  .              .    -.15525   -.1076    -.0476
 21       .          $  .              .    -.09167   -.0204    -.0712
 22       .             .$             .    -.10854   -.1300     .0215
 23       .          $  .              .    -.11800   -.0292    -.0888
 24       .             .  $           .    -.06618   -.1582     .0920
 25       .             .$             .     .01363   -.0120     .0256
 26       .             $              .     .03136    .0229   8.4778E-03
 27       .             $.             .     .06221    .0848    -.0226
 28       .             .  $           .     .04486   -.0900     .1348
 29       .             . $            .     .09557    .0283     .0673
 30       .          $  .              .     .12573    .1988    -.0731
 31       .             $              .     .14870    .1431   5.5623E-03
 32       .             .$             .     .12498    .0937     .0253
 33       .             $.             .     .13773    .1547    -.0170
 34       .             $              .     .17014    .1709  -8.0235E-04
 35       .             $              .     .15575    .1637  -7.9261E-03
 36       .             $              .     .19677    .1905   6.3048E-03
 37       .             .$             .     .31281    .2823     .0305
 38       .             .$             .     .40395    .3635     .0404
 39       .             $.             .     .38973    .4236    -.0339
Case #    0:.............:.............:0    LOGY     *PRED      *RESID
          -3.0          0.0          3.0
```

Casewise Plot of Standardized Residual

$: Selected   M: Missing

```
            -3.0          0.0          3.0
Case #    O:..............:..............:O    LOGY     $PRED      $RESID
   40     .             .$          .        .37569    .3436      .0321
   41     .             .       $   .        .38048    .1473      .2332
   42     .             .   $       .        .40521    .2460      .1592
   43     .             .  $        .        .45099    .3078      .1432
   44     .             .   $       .        .50916    .3784      .1307
   45     .             .  $        .        .42873    .3247      .1040
   46     .            $            .        .46780    .4584   9.4341E-03
   47     .            .$           .        .50916    .4521      .0571
   48     .           $ .           .        .49947    .5482     -.0487
   49     .       $     .           .        .56013    .7029     -.1428
   50     .           $.            .        .62940    .6670     -.0376
   51     .          $ .            .        .69153    .7393     -.0678
   52     .             .$          .        .70134    .6698      .0315
   53     .             .      $    .        .67989    .4367      .2432
   54     .             .$          .        .70906    .6627      .0464
Case #    O:..............:..............:O    LOGY     $PRED      $RESID
            -3.0          0.0          3.0
```

Durbin-Watson Test =   1.09860

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	Y	X11	X12	X13
1	213594800	1567781	1569682	1147092
2	232814600	1042441	883352.0	966845.0
3	231446200	1524837	1574071	1744859
4	226470200	967641.0	1049139	1267887
5	239096800	1115985	1028107	812139.0
6	243450800	1102129	900860.0	1314914
7	250417200	1295084	993658.0	1053682
8	237417400	852027.0	917018.0	901247.0
9	231073000	1730322	1459177	1050992
10	238350400	1417307	1322861	1275342
11	225288400	973146.0	1160829	1115689
12	263728000	1154552	1401215	1359746
13	300546000	1379279	1057391	1313953
14	284686800	1436391	1818204	1479310
15	298705200	1057008	1049511	1211783
16	296085600	1845968	1619968	1952837
17	283978800	1085473	1046606	1165629
18	327096000	1127519	1308093	1436929
19	349256400	1023120	966450.0	909945.0
20	373186800	937944.0	983656.0	1185772
21	397683600	1060444	973734.0	1048000
22	391028400	982573.0	858424.0	981113.0
23	387346800	1468390	1912035	1631845
24	407949600	1866876	1501093	2099664
25	441842560	1866593	1833660	2346517
26	449745920	1690409	1857350	2309407
27	463837760	2029377	1948325	2041262
28	455859840	1825387	1836441	1993727
29	479569920	2041757	1813901	2341642
30	494258240	2282552	2083713	1796293
31	505740480	2101657	2522155	2317862
32	493885440	2203449	2330540	1504749
33	500223040	1829245	2492909	2253296
34	516700800	2167507	2517727	2270467
35	509319360	2010563	2172200	1855279
36	530643520	2489107	2108004	2506922
37	595934300	2339814	2925482	2466704
38	652803600	2466902	2814022	3153234
39	643586000	2995751	2709254	2387458
40	634615300	2998926	2418004	2672035
41	637660400	2395339	2959736	2730610
42	653626600	2558568	2654114	3141147
43	684242200	3231080	2773800	3222844
44	725227600	3586232	2946656	3291495
45	669181300	2532797	2540797	2953126
46	695846500	3302696	2833196	2821139
47	725227600	3615948	3392851	3297468
48	718232100	3046416	2799264	2960036
49	763153020	3285006	3063879	3639198
50	817885000	3084924	3411692	3966641

	Y	X11	X12	X13
51	870318060	3955251	3997707	3677858
52	878894800	3409402	4211867	3453131
53	860238180	4180152	3277147	4106194
54	885703140	4188173	3449239	4004743

Number of cases read: 54   Number of cases listed: 54

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$ $ $ $ M U L T I P L E   R E G R E S S I O N $ $ $ $

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	205858052.163	Vol. Penjualan
X11	2068781.778	936602.934	Gaji Salesman
X12	2037977.148	890855.568	Bonus, Komisi, B-perjalanan
X13	2109438.852	942498.128	B. Telepon

N of Cases =   54

Correlation, 1-tailed Sig:

	Y	X11	X12	X13
Y	1.000	.934	.933	.942
	.	.000	.000	.000
X11	.934	1.000	.929	.935
	.000	.	.000	.000
X12	.933	.929	1.000	.925
	.000	.000	.	.000
X13	.942	.935	.925	1.000
	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

  Descriptive Statistics are printed on Page   65

Block Number 1. Method: Enter   X11   X12   X13

Variable(s) Entered on Step Number
   1..   X13   R. Telepon
   2..   X12   Bonus, Komisi, B-perjalanan
   3..   X11   Gaji Salesman

Multiple R   .95943
R Square   .92050
Adjusted R Square   .91573
Standard Error 59758676.276

Analysis of Variance
                  DF   Sum of Squares   Mean Square
Regression   3 2067454525419045000 6.891515083E+17
Residual   50 178554969513225600 3571099390264512

F =   192.98021   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable   B   SE B   Beta   Correl Part Cor Partial   T   Sig T

X11   58.035008   28.172641   .264045 .934003 .082141 .279698   2.060   .0446
X12   71.433439   27.547049   .309130 .932915 .103400 .344304   2.593   .0124
X13   89.370343   27.263288   .409172 .942123 .130710 .420589   3.278   .0019
(Constant) 25183504.685 20638856.17   1.220   .2281

End Block Number   1   All requested variables entered.

! ! ! !   M U L T I P L E   R E G R E S S I O N   ! ! ! !

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

!: Selected   M: Missing

```
          -3.0    0.0     3.0
Case #    0:........:........:0      Y          *PRED         *RESID
   1      .   !    .          .   213594800  330813508.7  -117218709
   2      .        !          .   232814600  235189735.0  -2375135.01
   3      . !      .          ,   231446200  382057416.3  -150611216
   4      .        ! .        .   226470200  269595682.0  -43125482.0
   5      .        !          .   239096800  235972083.9  3124716.125
   6      .        !.         .   243450800  271011431.4  -27560631.4
   7      .        !.         .   250417200  265492065.3  -15074865.3
   8      .         .!        .   237417400  220681420.0  16735979.96
   9      . !      .          .   231073000  323764332.6  -92691332.6
  10      .   !    .          .   238350400  315911217.4  -77560817.4
  11      .        !  .       .   225288400  264291580.4  -39003180.4
  12      .      !  .         .   263728000  313802540.4  -50074540.4
  13      .        !          .   300546000  298191441.9  2354558.142
  14      .      !  .         .   284686800  370631511.6  -85944711.6
  15      .         .!        .   298705200  269794636.1  28910563.86
  16      . !      .          .   296085600  422559903.2  -126474303
  17      .         .!        .   283978800  267114289.7  16864310.34
  18      .         .!        .   327096000  312479524.6  14616475.43
  19      .        .    !     .   349256400  234919245.7  114337154.3
  20      .        ,    !     .   373186800  255855893.4  117330906.6
  21      .        .    !  ,  .   397683600  249943688.4  147739911.6
  22      .        .     !  . .   391028400  231209737.9  159818662.1
  23      .        !          .   387346800  392823352.0  -5476551.98
  24      .        !.         ,   407949600  428403625.9  -20454025.9
  25      .      !  .         .   441842560  474204950.5  -32362390.5
  26      .        !.         .   449745920  462355835.8  -12609915.8
  27      .        !          .   463837760  464562295.0  -724535.029
  28      .         .!        .   455859840  440483253.3  15376586.75
  29      .        !          .   479569920  482523460.6  -2953540.58
  30      .         .!        .   494258240  467033578.0  27224661.96
  31      .        !.         .   505740480  534467564.2  -28727084.2
  32      .         . !       .   493885440  454019154.1  39866285.89
  33      .        !.         .   500223040  510798703.0  -10575663.0
  34      .        !.         .   516700800  533737154.8  -17036354.8
  35      .         . !       .   509319360  462841225.7  46478134.31
  36      .        !.         .   530643520  544265346.5  -13621826.5
  37      .        !          .   595934300  590344076.1  5590223.861
  38      .        !          .   652803600  651171112.2  1632487.806
  39      .         . !       .   643586000  605941264.2  37644735.78
Case #    0:........:........:0      Y          *PRED         *RESID
          -3.0    0.0     3.0
```

Casewise Plot of Standardized Residual

t: Selected   M: Missing

```
             -3.0      0.0      3.0
Case #     0:........:........:0          Y        *PRED       *RESID
   40      .        .*        .    634615300 610753274.3 23862025.71
   41      .        .*        .    637660400 619076406.3 18583993.75
   42      .         *        .    653626600 643987948.3 9638651.689
   43      ,        *.        .    684242200 698868061.8 -14625861.8
   44      .        *.        ,    725227600 737962376.5 -12734776.5
   45      .         . *      .    669181300 617594201.6 51587098.40
   46      .        .*        ,    693846500 671366645.2 24479854.76
   47      .      *  .        .    725227600 772094006.3 -46866406.3
   48      .         .  *     .    718232100 666482825.6 51749274.38
   49      .        *         ,    763153020 759928703.7 3224316.255
   50      .        .*        ,    817885000 802426122.1 15458877.89
   51      .        *         .    870318060 868988000.0 1330060.039
   52      .        . *       .    878894800 932323909.4 46370890.64
   53      ,        *         .    86023818O 868848572.9 -8610392.91
   54      .        .*        .    885703140 872540488.0 13162652.01
Case #     0:........:........:0          Y        *PRED       *RESID
             -3.0      0.0      3.0
```

Durbin-Watson Test =   1.24621

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$ $ $ $ M U L T I P L E   R E G R E S S I O N $ $ $ $

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX11	6.272	.199	
LOGX12	6.266	.200	
LOGX13	6.280	.202	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX11	LOGX12	LOGX13
LOGY	1.000	.886	.880	.902
	.	.000	.000	.000
LOGX11	.886	1.000	.946	.928
	.000	.	.000	.000
LOGX12	.880	.946	1.000	.930
	.000	.000	.	.000
LOGX13	.902	.928	.930	1.000
	.000	.000	.000	.

```
**** MULTIPLE REGRESSION ****

Equation Number 1   Dependent Variable..   LOGY

  Descriptive Statistics are printed on Page   95

Block Number  1.  Method: Enter      LOGX11   LOGX12   LOGX13


Variable(s) Entered on Step Number
     1..   LOGX13
     2..   LOGX11
     3..   LOGX12


Multiple R           .91237
R Square             .83242
Adjusted R Square    .82236
Standard Error       .08191

Analysis of Variance
                    DF      Sum of Squares      Mean Square
Regression           3             1.66648          .55549
Residual            50              .33550          .00671

F =      82.78594     Signif F =  .0000
```

```
------------------------------ Variables in the Equation ------------------------------

Variable          B        SE B       Beta    Correl Part Cor  Partial        T   Sig T

LOGX11        .267344    .191019    .273467   .886395  .081026  .194162    1.400   .1678
LOGX12        .134485    .191738    .138480   .879876  .040607  .098709     .701   .4863
LOGX13        .500046    .166092    .519156   .901793  .174298  .391742    3.011   .0041
(Constant)   2.979852    .360710                                           8.261   .0000
```

End Block Number   1   All requested variables entered.

\# \# \# \#   M U L T I P L E   R E G R E S S I O N   \# \# \# \#

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

\#: Selected   M: Missing

	-3.0	0.0	3.0		LOGY	\#PRED	\#RESID
Case \#	0:...........	......:.......	......:0		LOGY	\#PRED	\#RESID
1	.	\# .		.	8.33	8.4994	-.1699
2	.	\#.		.	8.37	8.3814	-.0144
3	. \#	.		.	8.36	8.5875	-.2230
4	.	\# .		.	8.36	8.4416	-.0866
5	.	.\#		.	8.38	8.3603	.0183
6	.	\# .		.	8.39	8.4338	-.0693
7	.	\# .		.	8.40	8.4321	-.0334
8	.	. \#		.	8.38	8.3449	.0306
9	.	\# .		.	8.36	8.4876	-.1239
10	.	\# .		.	8.38	8.5008	-.1235
11	.	\# .		.	8.35	8.4204	-.0677
12	.	\# .		.	8.42	8.4942	-.0731
13	.	\#.		.	8.48	8.4910	-.0131
14	.	\# .		.	8.43	8.3531	-.0987
15	.	. \#		.	8.48	8.4421	.0332
16	.	\# .		.	8.47	8.6358	-.1644
17	.	.\#		.	8.45	8.4366	.0167
18	.	.\#		.	8.51	8.4994	.0152
19	.	.	\# .	.	8.54	8.3713	.1719
20	.	.	\# .	.	8.57	8.4197	.1522
21	.	.	\# .	.	8.60	8.4065	.1930
22	.	.	\# .	.	8.59	8.3760	.2162
23	.	\#		.	8.59	8.5799	8.1860E-03
24	.	\# .		.	8.61	8.6484	-.0378
25	.	\# .		.	8.65	8.6842	-.0389
26	.	\#.		.	8.65	8.6700	-.0170
27	.	\#		.	8.67	8.6672	-8.2795E-04
28	.	.\#		.	8.66	8.6463	.0125
29	.	\#.		.	8.68	8.6935	-.0127
30	.	. \#		.	8.69	8.6570	.0369
31	.	\#.		.	8.70	8.7139	-.0100
32	.	. \#		.	8.69	8.6210	.0726
33	.	\#		.	8.70	8.6910	8.1667E-03
34	.	\#		.	8.71	8.7129	3.1473E-04
35	.	. \#		.	8.71	8.6517	.0353
36	.	\#.		.	8.72	8.7401	-.0153
37	.	. \#		.	8.78	8.7485	.0267
38	.	.\#		.	8.81	8.8058	9.0104E-03
39	.	. \#		.	8.81	8.7637	.0429
Case \#	0:...........	......:.......	......:0		LOGY	\#PRED	\#RESID
	-3.0	0.0	3.0				

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
           -3.0            0.0            3.0
  Case #   O:.............:.............:O    LOGY     *PRED      *RESID
     40    .              .*              .   8.80     8.7836      .0189
     41    .              . *             .   8.80     8.7736      .0310
     42    .              .*              .   8.82     8.8058   9.5726E-03
     43    .              *               .   8.84     8.8410  -5.7950E-03
     44    .              *               .   8.86     8.8612  -7.4687E-04
     45    .              . *             .   8.83     8.7886      .0369
     46    .              . *             .   8.84     8.8159      .0266
     47    .             *.               .   8.86     8.8708     -.0103
     48    .              . *             .   8.86     8.8162      .0400
     49    .              *               .   8.88     8.8751   7.4901E-03
     50    .              .*              .   8.91     8.8928      .0199
     51    .              . *             .   8.94     8.9145      .0252
     52    .              .  *            .   8.94     8.8866      .0573
     53    .              *               .   8.93     8.9333   1.3685E-03
     54    .              .*              .   8.95     8.9310      .0163
  Case #   O:.............:.............:O    LOGY     *PRED      *RESID
           -3.0            0.0            3.0
```

Durbin-Watson Test =   1.04654

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**** MULTIPLE REGRESSION ****

Listwise Deletion of Missing Data

	Mean	Std Deviat	Label
Y	1.100	.472	Zarembka Y
X11	2068781.778	936602.934	
X12	2037977.148	890855.568	
X13	2109438.852	942498.128	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X11	X12	X13
Y	1.000	.934	.933	.942
	.	.000	.000	.000
X11	.934	1.000	.929	.935
	.000	.	.000	.000
X12	.933	.929	1.000	.925
	.000	.000	.	.000
X13	.942	.935	.925	1.000
	.000	.000	.000	.

: : : : M U L T I P L E   R E G R E S S I O N : : : :

Equation Number 1   Dependent Variable..   Y   Zarembka Y

 Descriptive Statistics are printed on Page 131

Block Number 1. Method: Enter   X11   X12   X13

Variable(s) Entered on Step Number
   1..   X13
   2..   X12
   3..   X11

Multiple R   .95943
R Square   .92050
Adjusted R Square   .91573
Standard Error   .13710

Analysis of Variance
                DF   Sum of Squares   Mean Square
Regression   3   10.88276   3.62739
Residual   50   .93989   .01880

F =   192.98021   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable   B   SE B   Beta   Correl Part Cor Partial   T Sig T

X11   1.33150E-07 6.4637E-08   .264045 .934003 .082141 .279698   2.060 .0446
X12   1.63890E-07 6.3201E-08   .309130 .932915 .103400 .344304   2.593 .0124
X13   2.95043E-07 6.2550E-08   .409172 .942123 .130710 .420589   3.278 .0019
(Constant)   .057779   .047352   1.220 .2281

End Block Number   1   All requested variables entered.

¥¥¥¥ MULTIPLE REGRESSION ¥¥¥¥

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

¥: Selected   M: Missing

```
             -3.0      0.0      3.0
    Case #    0:.......:.......:0           Y        *PRED        *RESID
       1     .    ¥       .          .    .49005      .7590       -.2689
       2     .            ¥          .    .53415      .5396    -5.4493E-03
       3     . ¥          .          .    .53101      .8766       -.3455
       4     .        ¥ .           .    .51959      .6185       -.0989
       5     .            ¥          .    .54856      .5414     7.1691E-03
       6     .           ¥.          .    .55855      .6218       -.0632
       7     .           ¥.          .    .57453      .6091       -.0346
       8     .           .¥          .    .54471      .5063        .0384
       9     .  ¥       .           .    .53015      .7428       -.2127
      10     .     ¥    .           .    .54685      .7248       -.1779
      11     .       ¥ .           .    .51688      .6064       -.0895
      12     .      ¥ .            .    .60507      .7200       -.1149
      13     .            ¥          .    .68954      .6841     5.4021E-03
      14     .     ¥    .           .    .65316      .8503       -.1972
      15     .          .¥          .    .68532      .6190        .0663
      16     .  ¥       .           .    .67931      .9695       -.2902
      17     .          .¥          .    .65153      .6128        .0387
      18     .          .¥          .    .75046      .7169        .0335
      19     .            .    ¥  .      .80130      .5390        .2623
      20     .            .    ¥  .      .85621      .5870        .2692
      21     .            .   ¥  .       .91241      .5734        .3390
      22     .            .      ¥ .     .89714      .5305        .3667
      23     .           ¥           .    .88869      .9013       -.0126
      24     .          ¥.          .    .93596      .9829       -.0469
      25     .        ¥ .           .   1.01372     1.0880       -.0742
      26     .          ¥.          .   1.03186     1.0608       -.0289
      27     .           ¥          .   1.06419     1.0658    -1.6623E-03
      28     .          .¥          .   1.04588     1.0106        .0353
      29     .           ¥          .   1.10028     1.1071    -6.7763E-03
      30     .          .¥          .   1.13398     1.0715        .0625
      31     .         ¥.           .   1.16032     1.2262       -.0659
      32     .          . ¥          .   1.13313     1.0417        .0915
      33     .          ¥.          .   1.14767     1.1719       -.0243
      34     .         ¥.           .   1.18547     1.2246       -.0391
      35     .          . ¥          .   1.16854     1.0619        .1066
      36     .         ¥.           .   1.21746     1.2487       -.0313
      37     .          ¥           .   1.36726     1.3544        .0128
      38     .          ¥           .   1.49773     1.4940     3.7454E-03
      39     .          . ¥          .   1.47658     1.3902        .0864
    Case #    0:.......:.......:0           Y        *PRED        *RESID
             -3.0      0.0      3.0
```

Casewise Plot of Standardized Residual

t: Selected   M: Missing

```
            -3.0     0.0     3.0
   Case #   0:........:........:0          Y      #PRED      #RESID
      40    .        .#       .       1.45600    1.4013       .0547
      41    .        .#       .       1.46299    1.4204       .0426
      42    .        #        .       1.49962    1.4773       .0221
      43    .        #.       .       1.56986    1.6034      -.0336
      44    .        #.       .       1.66390    1.6931      -.0292
      45    .        . #      .       1.53531    1.4170       .1184
      46    .        .#       .       1.59649    1.5403       .0362
      47    .       # .       .       1.66390    1.7714      -.1075
      48    .        .  #      .      1.64785    1.5291       .1187
      49    .        #        .       1.75091    1.7435    7.3976E-03
      50    .        .#       .       1.87648    1.8410       .0355
      51    .        #        .       1.99678    1.9937    3.0316E-03
      52    .        . #      .       2.01645    1.9101       .1064
      53    .        #        .       1.97365    1.9934      -.0198
      54    .        .#       .       2.03208    2.0019       .0302
   Case #   0:........:........:0          Y      #PRED      #RESID
            -3.0     0.0     3.0
```

Durbin-Watson Test =   1.24621

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**** MULTIPLE REGRESSION ****

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX11	6.272	.199	
LOGX12	6.266	.200	
LOGX13	6.280	.202	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX11	LOGX12	LOGX13
LOGY	1.000	.886	.880	.902
	.	.000	.000	.000
LOGX11	.886	1.000	.946	.928
	.000	.	.000	.000
LOGX12	.880	.946	1.000	.930
	.000	.000	.	.000
LOGX13	.902	.928	.930	1.000
	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

 Descriptive Statistics are printed on Page 161

Block Number 1. Method: Enter   LOGX11   LOGX12   LOGX13

Variable(s) Entered on Step Number
     1..   LOGX13
     2..   LOGX11
     3..   LOGX12

Multiple R   .91237
R Square   .83242
Adjusted R Square   .82236
Standard Error   .18862

Analysis of Variance
                 DF   Sum of Squares   Mean Square
Regression   3   8.83332   2.94517
Residual   50   1.77879   .03558

F =   82.78594   Signif F = .0000

---------------------------- Variables in the Equation ----------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX11	.615582	.439837	.273467	.886395	.081026	.194162	1.400	.1678
LOGX12	.309663	.441492	.138480	.879876	.040607	.098709	.701	.4863
LOGX13	1.151399	.382440	.519156	.901793	.174298	.391742	3.011	.0041
(Constant)	-13.031473	.830565					-15.690	.0000

End Block Number   1   All requested variables entered.

‡ ‡ ‡ ‡   M U L T I P L E   R E G R E S S I O N   ‡ ‡ ‡ ‡

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

```
           -3.0          0.0          3.0
Case #     0:...........:...........:0     LOGY     #PRED      #RESID
     1     .    ‡       .                .  -.71324   -.3221     -.3911
     2     .            ‡.               .  -.62708   -.5940     -.0330
     3     . ‡          .                .  -.63298   -.1194     -.5135
     4     .        ‡   .                .  -.65471   -.4553     -.1995
     5     .            .‡               .  -.60046   -.6426      .0421
     6     .        ‡   .                .  -.58241   -.4227     -.1597
     7     .          ‡ .               .   -.55420   -.4772     -.0770
     8     .            . ‡              .  -.60750   -.6781      .0706
     9     .      ‡     .                .  -.63459   -.3493     -.2833
    10     .      ‡     .                .  -.60358   -.3191     -.2845
    11     .        ‡   .                .  -.65994   -.5041     -.1559
    12     .        ‡   .                .  -.50241   -.3342     -.1683
    13     .           ‡.                .  -.37172   -.3416     -.0301
    14     .       ‡    .                .  -.42593   -.1986     -.2274
    15     .            . ‡              .  -.37787   -.4542      .0764
    16     .      ‡     .                .  -.38668  -9.1728E-03  -.3785
    17     .            .‡               .  -.42842   -.4669      .0385
    18     .            .‡               .  -.28707   -.3221      .0351
    19     .            .        ‡       .  -.22152   -.6173      .3958
    20     .            .      ‡         .  -.15525   -.5057      .3505
    21     .            .           ‡    .  -.09167   -.5361      .4444
    22     .            .           ‡    .  -.10854   -.6064      .4978
    23     .            ‡                .  -.11800   -.1369      .0188
    24     .          ‡ .                .  -.06618    .0208     -.0870
    25     .          ‡ .                .   .01363    .1033     -.0897
    26     .           ‡.                .   .03136    .0705     -.0392
    27     .           ‡                 .   .06221    .0641    -1.9064E-03
    28     .           .‡                .   .04486    .0161      .0288
    29     .           ‡.                .   .09557    .1248     -.0292
    30     .           . ‡               .   .12573    .0407      .0851
    31     .           ‡.                .   .14870    .1717     -.0230
    32     .           .    ‡            .   .12498   -.0423      .1673
    33     .           ‡                 .   .13773    .1189      .0188
    34     .           ‡                 .   .17014    .1694    7.2470E-04
    35     .           . ‡               .   .15575    .0285      .1273
    36     .           ‡.                .   .19677    .2321     -.0353
    37     .           . ‡               .   .31281    .2514      .0614
    38     .           .‡                .   .40395    .3832      .0207
    39     .           . ‡               .   .38973    .2909      .0988
Case #     0:...........:...........:0     LOGY     #PRED      #RESID
           -3.0          0.0          3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
              -3.0           0.0           3.0
     Case #   0:.............:.............:0     LOGY      *PRED     *RESID
       40     .             . *           .      .37569     .3322      .0435
       41     .             .  *          .      .38048     .3090      .0714
       42     .             . *           .      .40521     .3832      .0220
       43     .             *             .      .45099     .4643     -.0133
       44     .             *             .      .50916     .5109  -1.7197E-03
       45     .             .  *          .      .42873     .3437      .0850
       46     .             .  *          .      .46780     .4065      .0613
       47     .            *.             .      .50916     .5330     -.0238
       48     .             .  *          .      .49947     .4073      .0922
       49     .             *             .      .56013     .5429      .0172
       50     .             . *           .      .62940     .5836      .0458
       51     .             .  *          .      .69153     .6336      .0579
       52     .             .   *         .      .70134     .5694      .1320
       53     .             *             .      .67989     .6767   3.1511E-03
       54     .             . *           .      .70906     .6716      .0374
     Case #   0:.............:.............:0     LOGY      *PRED     *RESID
              -3.0           0.0           3.0
```

Durbin-Watson Test =   1.04654

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	Y	X21	X22	X23
1	213594800	1594528	1641875	1515668
2	232914600	1902475	2205033	1650170
3	231446200	2278372	1910096	2005084
4	226470200	2465158	2615678	2459396
5	239096800	2051629	2321112	2376037
6	243450800	3068120	3511796	2605611
7	250417200	1564363	2183772	2180128
8	237417400	1630613	1716708	1590726
9	231073000	2090424	2441080	2014990
10	238350400	1649022	2179702	2084150
11	225283400	1898658	1933297	2091855
12	263728000	2055879	2654661	2416813
13	300546000	2764903	2695880	2461512
14	284686800	2051733	2252765	1716077
15	298705200	2993008	2540533	2600842
16	296085600	2120906	1744849	1920938
17	283979800	2244890	2166533	2186735
18	327096000	1792457	1602751	2181612
19	349256400	2409217	2478234	2263697
20	373186800	2483978	2424940	2784445
21	397693600	3505519	2942802	2923477
22	391028400	3410241	3021004	3089604
23	387346800	3568695	2759203	3674494
24	407949600	3127228	3640786	2820290
25	441842560	3029618	3954356	3648071
26	449745920	3473559	3262368	3326801
27	463837760	3965242	3266529	3432909
28	455859840	3279428	3706462	3429815
29	479569920	4056672	3291879	4384659
30	494258240	3297460	4007235	3355119
31	505740480	4403039	4433861	4013750
32	493885440	4552101	4094106	4103401
33	500223040	4571242	4686524	3729693
34	516700800	4705131	4153166	4339938
35	509319360	4150279	4354842	4403512
36	530643520	4077925	4147127	3871545
37	595934300	4074643	4534481	4021747
38	652803600	4512833	5322757	5207643
39	643586000	4292332	5266766	5211618
40	634615300	5291257	5660166	4544546
41	637660400	5346945	5378628	4424203
42	653626600	6191971	5867962	4689199
43	684242200	5923712	6105266	6339576
44	725227600	5912832	6478360	6330061
45	669181300	4933936	4623974	5945846
46	695846500	4829101	5660793	6093350
47	725227600	5921388	5569210	5645551
48	718232100	6036114	5524383	5395208
49	763153020	5349417	6751847	6156711
50	817885000	6488967	5755805	7728590

	Y	X21	X22	X23
51	870318060	5974375	7706205	7406144
52	878894800	6536357	7218201	6212509
53	860238180	7096769	5830294	6171362
54	885703140	7268690	7064988	6422807

Number of cases read: 54   Number of cases listed: 54

Lampiran 13

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	205858052.163	Vol. Penjualan
X21	3819541.685	1620223.349	B. Karyawan - Promosi
X22	3910252.426	1673209.040	
X23	3807411.759	1667343.800	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X21	X22	X23
Y	1.000	.957	.956	.962
	.	.000	.000	.000
X21	.957	1.000	.940	.934
	.000	.	.000	.000
X22	.956	.940	1.000	.939
	.000	.000	.	.000
X23	.962	.934	.939	1.000
	.000	.000	.000	.

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: : : : M U L T I P L E R E G R E S S I O N : : : :

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

:: Selected   M: Missing

```
            -3.0    0.0    3.0
  Case #   O:........:........:O         Y        *PRED        *RESID
    1      .          .:       .     213594800 197490675.3 16104124.69
    2      .           :       .     232814600 235998635.3 -3184035.31
    3      .         :  .       .     231446200 238768605.7 -27322405.7
    4      .   :       .        .     226470200 313060515.4 -86590315.4
    5      .         :  .       .     239096800 281993517.9 -42896717.9
    6      .:          .        .     243450800 373577852.2 -132127052
    7      .           :        .     250417200 247741081.0 2676118.991
    8      .          . :       .     237417400 205242246.0 32175153.96
    9      .         : .        .     231073000 269809258.2 -38736258.2
   10      .          :.        .     238350400 246296896.6 -7946496.60
   11      .          :.        .     225288400 244561284.1 -19272884.1
   12      .         : .        .     263728000 295620960.2 -31892960.2
   13      .         : .        .     300546000 328121800.1 -27575800.1
   14      .          . :       .     284686800 246976849.9 37709950.13
   15      .         : .        .     298705200 338984175.2 -40278975.2
   16      .          .  :      .     296083600 242524158.5 53561441.49
   17      .          .:        .     283978800 275191123.3 8787676.711
   18      .          .    :    .     327096000 237183851.9 89912148.09
   19      .          . :       .     349256400 296380277.4 52876122.65
   20      .          . :       .     373186800 323382400.6 49804399.39
   21      .          .:        .     397683600 389622285.2 8061314.771
   22      .           :        .     391028400 396648956.7 -5620356.74
   23      .         : .        .     387346800 423086951.5 -35740151.5
   24      .          .:        .     407949600 393037016.3 14912383.66
   25      .           :        .     441842560 440799628.3 1042931.718
   26      .          . :       .     449743920 419247158.0 30498761.96
   27      .          .:        .     463837760 444667113.6 19170646.35
   28      .          . :       .     455859840 431667298.4 24192541.60
   29      .          :.        .     479569920 496042374.0 -16472454.0
   30      .          . :       .     494258240 439014755.0 55243484.97
   31      .         : .        .     505740480 531276870.0 -25536390.0
   32      .         : .        .     493885440 530138220.7 -36252780.7
   33      .         : .        .     500223040 532724081.9 -32501041.9
   34      .         : .        .     516700800 550107103.2 -33406303.2
   35      .         : .        .     509319360 537573280.3 -28253920.3
   36      .          . :       .     530643520 501165273.6 29478246.38
   37      .          .  :      .     595934300 521748818.0 74185481.97
   38      .          . :       .     652803600 625338167.9 27465432.06
   39      .          . :       .     643586000 614635672.8 28950327.18
  Case #   O:........:........:O         Y        *PRED        *RESID
            -3.0    0.0    3.0
```

Casewise Plot of Standardized Residual

#: Selected   M: Missing

```
          -3.0     0.0     3.0
Case #    0:.......:.......:0              Y        #PRED        #RESID
  40      .         #         .      634615300  635773523.4  -1158223.38
  41      .        .#         .      637660400  622426340.8  15234059.19
  42      .      # .          .      653626600  686740881.0  -33114281.0
  43      .  #     .          .      684242200  765669825.3  -81427625.3
  44      .     #  .          .      725227600  777546724.2  -52319124.2
  45      .        .#         .      669181300  655082137.4  14099162.56
  46      .         #         .      695846500  693662607.3  2183892.732
  47      .        .#         .      725227600  712832681.9  12394918.12
  48      .        .#         .      718232100  703572311.6  14659788.44
  49      .        .#         .      763153020  755394925.6  7758094.365
  50      .       # .         .      817885000  845485077.0  -27600077.0
  51      .        #          .      870318060  875430202.5  -5112142.46
  52      .        .  #       .      878894800  822483354.1  56411445.89
  53      .        .   #      .      860238180  795685466.5  64552713.46
  54      .        . #        .      885703140  857467131.0  28236009.04
Case #    0:.......:.......:0              Y        #PRED        #RESID
          -3.0     0.0     3.0
```

Durbin-Watson Test =   1.24851

Lampiran 14

‡‡‡‡ M U L T I P L E   R E G R E S S I O N ‡‡‡‡

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX21	6.541	.193	
LOGX22	6.552	.193	
LOGX23	6.539	.194	

N of Cases = 34

Correlation, 1-tailed Sig:

	LOGY	LOGX21	LOGX22	LOGX23
LOGY	1.000	.946	.934	.957
	.	.000	.000	.000
LOGX21	.946	1.000	.947	.950
	.000	.	.000	.000
LOGX22	.934	.947	1.000	.946
	.000	.000	.	.000
LOGX23	.957	.950	.946	1.000
	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Descriptive Statistics are printed on Page 100

Block Number 1. Method: Enter   LOGX21   LOGX22   LOGX23

Variable(s) Entered on Step Number
    1..   LOGX23
    2..   LOGX22
    3..   LOGX21

```
Multiple R            .96517
R Square              .93156
Adjusted R Square     .92745
Standard Error        .05235
```

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	3	1.86497	.62166
Residual	50	.13702	.00274

F =   226.85320   Signif F = .0000

------------------------- Variables in the Equation -------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX21	.312175	.134399	.313115	.946247	.085936	.312081	2.323	.0243
LOGX22	.129481	.130912	.128403	.934259	.036593	.138527	.989	.3274
LOGX23	.538351	.134472	.538258	.957373	.148117	.492687	4.003	.0002
(Constant)	2.228895	.247238					9.015	.0000

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

Case #		LOGY	‡PRED	‡RESID
1		8.33	8.2973	.0323
2		8.37	8.3577	9.3059E-03
3		8.36	8.4196	-.0552
4		8.36	8.4957	-.1407
5		8.38	8.4561	-.0775
6		8.39	8.5555	-.1691
7		8.40	8.3957	2.9184E-03
8		8.38	8.3141	.0614
9		8.36	8.4229	-.0591
10		8.38	8.3923	-.0150
11		8.35	8.4018	-.0490
12		8.42	8.4679	-.0467
13		8.48	8.5132	-.0353
14		8.45	8.3783	.0761
15		8.48	8.5335	-.0582
16		8.47	8.3948	.0766
17		8.45	8.4450	8.3114E-03
18		8.51	8.3970	.1177
19		8.54	8.4702	.0729
20		8.57	8.5215	.0504
21		8.60	8.5905	9.0310E-03
22		8.59	8.6012	-8.9594E-03
23		8.59	8.6428	-.0547
24		8.61	8.5786	.0320
25		8.65	8.6391	6.1576E-03
26		8.65	8.6253	.0277
27		8.67	8.6506	.0157
28		8.66	8.6318	.0270
29		8.68	8.7112	-.0304
30		8.69	8.6318	.0622
31		8.70	8.7186	-.0146
32		8.69	8.7238	-.0301
33		8.70	8.7096	-.0104
34		8.71	8.7422	-.0289
35		8.71	8.7312	-.0242
36		8.72	8.6960	.0288
37		8.78	8.7098	.0654
38		8.81	8.7931	.0217
39		8.81	8.7859	.0228
Case #		LOGY	‡PRED	‡RESID

Casewise Plot of Standardized Residual

t: Selected   M: Missing

```
           -3.0            0.0            3.0
Case #     O:..............:..............:O    LOGY      *PRED      *RESID
   40      .               . t            .     8.80     8.7863       .0163
   41      .               . t            .     8.80     8.7785       .0261
   42      .               t              .     8.82     8.8169  -1.3860E-03
   43      .          t    .              .     8.84     8.8836      -.0484
   44      :          t .                 .     8.86     8.8864      -.0259
   45      .               t              .     8.83     8.8282  -2.6948E-03
   46      .               t              .     8.84     8.8424   8.0768E-05
   47      .               .t             .     8.86     8.8513   9.1597E-03
   48      .               .t             .     8.86     8.8429       .0134
   49      .               .t             .     8.88     8.8686       .0140
   50      .           t   .              .     8.91     8.9390      -.0263
   51      .               .t             .     8.94     8.9342   5.4288E-03
   52      .               .   t          .     8.94     8.9017       .0423
   53      .               .  t           .     8.93     8.8993       .0354
   54      .               . t            .     8.95     8.9226       .0246
Case #     O:..............:..............:O    LOGY      *PRED      *RESID
           -3.0            0.0            3.0
```

Durbin-Watson Test =   1.38054

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∗∗∗∗ MULTIPLE REGRESSION ∗∗∗∗

Listwise Deletion of Missing Data

	Mean	Std Deviati	Label
Y	1.100	.472	Zarembka Y
X21	3819541.685	1620223.349	
X22	3910252.426	1673209.040	
X23	3807411.759	1667343.800	

N of Cases =   54

Correlation, 1-tailed Sig:

	Y	X21	X22	X23
Y	1.000	.957	.956	.962
	.	.000	.000	.000
X21	.957	1.000	.940	.934
	.000	.	.000	.000
X22	.956	.940	1.000	.939
	.000	.000	.	.000
X23	.962	.934	.939	1.000
	.000	.000	.000	.

¥¥¥¥ M U L T I P L E   R E G R E S S I O N ¥¥¥¥

Equation Number 1   Dependent Variable..   Y   Zarembka Y

 Descriptive Statistics are printed on Page 136

Block Number 1. Method: Enter   X21   X22   X23

Variable(s) Entered on Step Number
     1..   X23
     2..   X21
     3..   X22

Multiple R   .97933
R Square   .95909
Adjusted R Square   .95663
Standard Error   .09835

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	3	11.33897	3.77966
Residual	50	.48368	.00967

F =   390.71680   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X21	9.34338E-08	2.7184E-08	.320523	.957074	.098317	.437168	3.437	.0012
X22	7.86578E-08	2.7204E-08	.278659	.956276	.082707	.378484	2.891	.0057
X23	1.13602E-07	2.6233E-08	.401043	.962115	.123870	.522259	4.330	.0001
(Constant)	.002793	.034889					.080	.9365

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

		-3.0	0.0	3.0			
Case #		O:.......:.......:O			Y	‡PRED	‡RESID
1		.	.‡	.	.49005	.4531	.0369
2		.	‡	.	.53415	.5415	-7.3052E-03
3		.	‡ .	.	.53101	.5937	-.0627
4		.	‡ .	.	.51959	.7183	-.1987
5		.	‡ .	.	.54856	.6470	-.0984
6		.‡	.	.	.55855	.8617	-.3031
7		.	‡	.	.57453	.5684	6.1398E-03
8		.	. ‡	.	.54471	.4709	.0738
9		.	‡ .	.	.53015	.6190	-.0889
10		.	‡.	.	.54685	.5651	-.0182
11		.	‡.	.	.51688	.5611	-.0442
12		.	‡ .	.	.60507	.6782	-.0732
13		.	‡ .	.	.68954	.7528	-.0633
14		.	. ‡	.	.65316	.5666	.0865
15		.	‡ .	.	.68532	.7777	-.0924
16		.	. ‡	.	.67931	.5564	.1229
17		.	.‡	.	.65153	.6314	.0202
18		.	. ‡	.	.75046	.5442	.2063
19		.	. ‡	.	.80130	.6800	.1213
20		.	. ‡	.	.85621	.7419	.1143
21		.	.‡	.	.91241	.8939	.0185
22		.	‡	.	.89714	.9100	-.0129
23		.	‡ .	.	.88869	.9707	-.0820
24		.	.‡	.	.93596	.9017	.0342
25		.	‡	.	1.01372	1.0113	2.3928E-03
26		.	. ‡	.	1.03186	.9619	.0700
27		.	.‡	.	1.06419	1.0202	.0440
28		.	. ‡	.	1.04588	.9904	.0555
29		.	‡.	.	1.10028	1.1381	-.0378
30		.	. ‡	.	1.13398	1.0072	.1267
31		.	‡ .	.	1.16032	1.2189	-.0586
32		.	‡ .	.	1.13313	1.2163	-.0832
33		.	‡ .	.	1.14767	1.2222	-.0746
34		.	‡ .	.	1.18547	1.2621	-.0766
35		.	‡ .	.	1.16854	1.2334	-.0648
36		.	. ‡	.	1.21746	1.1498	.0676
37		.	. ‡	.	1.36726	1.1971	.1702
38		.	. ‡	.	1.49773	1.4347	.0630
39		.	. ‡	.	1.47658	1.4102	.0664
Case #		O:.......:.......:O			Y	‡PRED	‡RESID
		-3.0	0.0	3.0			

Casewise Plot of Standardized Residual

1: Selected   M: Missing

	-3.0 0.0 3.0			
Case #	0:........:........:0	Y	*PRED	*RESID
40	. # .	1.45600	1.4587	-2.6573E-03
41	. .# .	1.46299	1.4280	.0350
42	. # . .	1.49962	1.5756	-.0760
43	. # , .	1.56986	1.7567	-.1868
44	. # . .	1.66390	1.7839	-.1200
45	. .# .	1.53531	1.5030	.0323
46	. # .	1.59649	1.5915	5.0105E-03
47	. .# .	1.66390	1.6355	.0284
48	. .# .	1.64785	1.6142	.0336
49	. .# .	1.75091	1.7331	.0178
50	. # . .	1.87648	1.9398	-.0633
51	. # .	1.99678	2.0085	-.0117
52	. . # .	2.01645	1.8870	.1294
53	. . # .	1.97365	1.8255	.1481
54	. . # .	2.03208	1.9673	.0648
Case #	0:........:........:0	Y	*PRED	*RESID
	-3.0 0.0 3.0			

Durbin-Watson Test =   1.24851

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≉≉≉ MULTIPLE REGRESSION ≉≉≉

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX21	6.541	.195	
LOGX22	6.552	.193	
LOGX23	6.539	.194	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX21	LOGX22	LOGX23
LOGY	1.000	.946	.934	.957
	.	.000	.000	.000
LOGX21	.946	1.000	.947	.950
	.000	.	.000	.000
LOGX22	.934	.947	1.000	.946
	.000	.000	.	.000
LOGX23	.957	.950	.946	1.000
	.000	.000	.000	.

**** MULTIPLE REGRESSION ****

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

 Descriptive Statistics are printed on Page 166

Block Number 1. Method: Enter   LOGX21   LOGX22   LOGX23

Variable(s) Entered on Step Number
     1..   LOGX23
     2..   LOGX22
     3..   LOGX21

Multiple R   .96517
R Square   .93156
Adjusted R Square   .92745
Standard Error   .12054

Analysis of Variance
                  DF   Sum of Squares   Mean Square
Regression   3   9.88786   3.29595
Residual   50   .72645   .01453

F =   226.85320   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX21	.718809	.309465	.313115	.946247	.085936	.312081	2.323	.0243
LOGX22	.298141	.301436	.128403	.934259	.036593	.138527	.989	.3274
LOGX23	1.239599	.309633	.538258	.957373	.148117	.492687	4.003	.0002
(Constant)	-14.760615	.569288					-25.928	.0000

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N   * * * *

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

*: Selected   M: Missing

Case #	-3.0 0.0 3.0	LOGY	*PRED	*RESID
	0:.............:.............:0			
1	. . * .	-.71324	-.7876	.0743
2	. .*	-.62708	-.6485	.0214
3	. * . .	-.63298	-.5059	-.1270
4	. * . .	-.65471	-.3307	-.3240
5	. * . .	-.60046	-.4220	-.1784
6	* . .	-.58241	-.1931	-.3893
7	. * .	-.33420	-.3609	6.7199E-03
8	. . * .	-.60750	-.7488	.1413
9	. * . .	-.63459	-.4984	-.1362
10	. *. .	-.60358	-.5689	-.0346
11	. * . .	-.65994	-.5470	-.1129
12	. * . .	-.50241	-.3949	-.1076
13	. * . .	-.37172	-.2905	-.0812
14	. . * .	-.42593	-.6011	.1751
15	. * . .	-.37787	-.2438	-.1341
16	. . * .	-.38668	-.5631	.1764
17	. .* .	-.42842	-.4476	.0191
18	. . * .	-.28707	-.5581	.2710
19	. . * .	-.22152	-.3895	.1680
20	. . * .	-.13525	-.2713	.1160
21	. .* .	-.09167	-.1125	.0208
22	. *. .	-.10834	-.0879	-.0206
23	. * . .	-.11800	7.8619E-03	-.1259
24	. . * .	-.06618	-.1399	.0737
25	. .* .	.01363	-5.4907E-04	.0142
26	. . * .	.03136	-.0324	.0638
27	. . * .	.06221	.0260	.0362
28	. . * .	.04486	-.0174	.0623
29	. * . .	.09557	.1655	-.0699
30	. . * .	.12573	-.0174	.1432
31	. *. .	.14870	.1824	-.0337
32	. * . .	.12498	.1944	-.0694
33	. *. .	.13773	.1618	-.0240
34	. * . .	.17014	.2367	-.0666
35	. * . .	.15575	.2115	-.0558
36	. . * .	.19677	.1304	.0664
37	. . * .	.31281	.1622	.1506
38	. . * .	.40395	.3539	.0500
39	. . * .	.38973	.3373	.0524
Case #	0:.............:.............:0	LOGY	*PRED	*RESID
	-3.0 0.0 3.0			

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Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0           0.0           3.0
    Case #  0:.............:.............:0    LOGY    *PRED      *RESID
      40    .             .  *          .    .37569   .3383       .0374
      41    .             .  *          .    .38048   .3295       .0600
      42    .             .  *          .    .40521   .4089   -3.6518E-03
      43    .          *  .             .    .45099   .5625      -.1115
      44    .            *  .           .    .50916   .5688      -.0596
      45    .             *             .    .42873   .4349   -6.2050E-03
      46    .             *             .    .46780   .4676    1.8598E-04
      47    .             .*            .    .50916   .4881       .0211
      48    .             .*            .    .49947   .4686       .0309
      49    .             .*            .    .56013   .5280       .0322
      50    .           *  .            .    .62940   .6900      -.0606
      51    .             .*            .    .69153   .6790       .0125
      52    .             .  *          .    .70134   .6040       .0973
      53    .             .  *          .    .67989   .5985       .0814
      54    .             .  *          .    .70906   .6323       .0567
    Case #  0:.............:.............:0    LOGY    *PRED      *RESID
            -3.0           0.0           3.0
```

Durbin-Watson Test =   1.38054

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	Y	X31	X32	X33	X34
1	213594800	1594528	2615678	2459396	670988.0
2	232814600	1902475	2942802	2923477	1210639
3	231446200	3068120	2166533	2186735	711025.0
4	226470200	1564363	2540533	2600842	1092577
5	239096800	1630613	2205033	1650170	731302.0
6	243450800	1649022	3511796	2605611	751847.0
7	250417200	1988658	1744849	1920938	1145084
8	237417400	2055879	1602751	2181612	676809.0
9	231073000	2764903	2695880	2461512	984178.0
10	238350400	2051733	1716708	1590726	631379.0
11	225288400	2993008	2654661	2416813	811639.0
12	263728000	2120906	2183772	2180128	708876.0
13	300546000	2244890	1641875	1515668	553196.0
14	284686800	1792457	1910096	2005084	714491.0
15	298705200	2409217	2321112	2376037	691987.0
16	296085600	2483978	2441080	2014990	578893.0
17	293979800	3410241	2179702	2084150	636385.0
18	327096000	3568695	1833297	2091855	858304.0
19	349256400	3127229	2252765	1716077	795939.0
20	373186800	3029618	2478234	2263697	904476.0
21	397683600	3279428	2424940	2784445	955861.0
22	391029400	3297460	3021004	3089604	1261315
23	387346800	4403039	2759203	3674494	1305509
24	407949600	4552101	3640786	2820290	1236474
25	441842560	4971242	3954356	3648071	1077964
26	449745920	4705131	3262368	3326801	1114623
27	463837760	4150279	3266529	3432909	1550704
28	455859840	4074643	3706462	3429815	1479579
29	479569920	4512833	3281879	4384659	1143197
30	494258240	4292332	4007235	3355119	1251825
31	505740480	5346845	4433861	4013750	1357736
32	493885440	5923712	4094106	4103401	1630806
33	500223040	5912832	4686524	3729693	1440070
34	516700800	2090424	4153166	4339938	1393790
35	509319360	4933936	4354842	4403512	1661669
36	530643520	3505519	4147127	3871545	1788539
37	595934300	4056672	4534481	4021747	1900782
38	652803600	6191971	5322757	5207643	2136858
39	643506000	2278372	5266766	5211618	1949773
40	634615300	4077925	5660166	4544546	1806882
41	637660400	3965242	5378628	4424203	1966686
42	653626600	2465158	5867962	4689199	1719302
43	684242200	3473559	6105266	6339576	2240998
44	725227600	2051629	6478360	6330061	2066338
45	669181300	5291257	4623974	5945846	1883393
46	695846500	4829101	5660793	6093350	2194221
47	725227600	5921388	5569210	5645551	1728571
48	718232100	6036114	5524383	5395208	2349300
49	763153020	5349417	6751847	6156711	2437995
50	817885000	6488967	5755805	7728590	2638137

	Y	X31	X32	X33	X34
51	870318060	5974375	7706205	7406144	2427775
52	878894800	6536357	7218201	6212509	2595918
53	860238180	7096769	5830294	6171362	2270298
54	885703140	7268690	7064988	6422807	2600989

Number of cases read: 54   Number of cases listed: 54

Lampiran 18

**** MULTIPLE REGRESSION ****

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	203858052.163	Vol. Penjualan
X31	3819541.685	1620223.349	
X32	3910252.426	1673209.040	
X33	3807411.759	1667343.800	
X34	1411366.130	627600.412	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X31	X32	X33	X34
Y	1.000	.759	.946	.947	.947
	.	.000	.000	.000	.000
X31	.759	1.000	.669	.700	.716
	.000	.	.000	.000	.000
X32	.946	.669	1.000	.939	.933
	.000	.000	.	.000	.000
X33	.947	.700	.939	1.000	.946
	.000	.000	.000	.	.000
X34	.947	.716	.933	.946	1.000
	.000	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

  Descriptive Statistics are printed on Page   75

Block Number 1. Method: Enter   X31   X32   X33   X34

Variable(s) Entered on Step Number
    1..   X34
    2..   X31
    3..   X32
    4..   X33

Multiple R   .97230
R Square   .94537
Adjusted R Square   .94092
Standard Error 50038445.812

Analysis of Variance
                DF   Sum of Squares   Mean Square
Regression   4   2123321038026622000   5.308302595E+17
Residual   49   122688456905648700   2503846059298952

F =   212.00595   Signif F =   .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X31	19.395063	6.113964	.154225	.759147	.107009	.416294	3.205	.0024
X32	45.058707	13.054940	.366236	.945724	.115240	.442232	3.451	.0012
X33	32.533971	14.555115	.263508	.947251	.074631	.304186	2.235	.0300
X34	80.492010	37.906478	.245396	.946750	.070899	.290286	2.123	.0388
(Constant)	-9162693.252	18980159.61					-.483	.6314

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

	-3.0 0.0 3.0			
Case #	O:.......:.......:O		Y	‡PRED	‡RESID
1	. ‡ . .	213394800	273964341.9	-60369541.9
2	. ‡ . .	232814600	353274358.7	-120459759
3	. ‡ . .	231446200	276953489.9	-45507289.9
4	. ‡ . .	226470200	308523666.5	-82053466.5
5	. ‡ .	239096800	234695757.0	4401042.981
6	. ‡ . .	243450800	326675531.6	-83224731.6
7	. ‡. .	250417200	261132172.2	-10714972.2
8	. .‡ .	237417400	228794490.2	8622909.833
9	. ‡ . .	231073000	317740645.2	-86667645.2
10	. . ‡ .	238350400	210967384.2	27383015.84
11	. ‡ . .	225288400	313060056.1	-87771656.1
12	. ‡ .	263728000	258781610.1	4946389.866
13	. . ‡ .	300546000	202645387.8	97900612.21
14	. . ‡ .	284686800	234771231.0	49915568.98
15	. .‡ .	298705200	274828793.0	23876406.97
16	. . ‡ .	296085600	261654806.5	34430793.45
17	. .‡ .	283978800	274903329.3	9073470.681
18	. . ‡ .	327096000	280515064.7	46580935.30
19	. . ‡ .	349256400	273511693.0	75744707.02
20	. . ‡ .	373186800	308319024.2	64867775.82
21	. . ‡ .	397683600	331890790.2	65792809.76
22	. ‡ .	391028400	393616642.1	-2588242.06
23	. ‡ . .	387346800	426070175.3	-38723375.3
24	. ‡ . .	407949600	435366630.5	-27417030.5
25	. ‡. .	441842560	464042972.7	-22200412.7
26	. .‡ .	449745920	427985019.3	21760900.69
27	. ‡ .	463837760	455853300.0	7984460.032
28	. ‡. .	455859840	468368365.6	-12508525.6
29	. .‡ .	479569920	461812368.5	17757551.53
30	. . ‡ .	494258240	465423902.8	28834337.25
31	. ‡ . .	505740480	535263237.9	-29522757.9
32	. ‡ . .	493885440	556154718.1	-62269278.1
33	. ‡ . .	500223040	555124183.6	-54901143.6
34	. . ‡ .	516700800	472319961.0	44380839.05
35	. ‡ . .	509319360	560756450.0	-51437090.0
36	. .‡ .	530643520	516312182.8	14331337.19
37	. . ‡ .	593934300	550437861.8	43496438.17
38	. ‡ . .	652803600	693431215.3	-40627615.3
39	. . ‡ .	643586000	599291391.0	44294409.04
Case #	O:.......:.......:O		Y	‡PRED	‡RESID
	-3.0 0.0 3.0			

Casewise Plot of Standardized Residual

*: Selected   M: Missing

Case #	-3.0 0:........:........:0 3.0	Y	*PRED	*RESID
40	. .* .	634615300	619075954.9	15539345.12
41	. .* .	637660400	613129895.8	24530504.19
42	. . * .	653626600	594493350.0	59133250.01
43	. * . .	684242200	720631319.1	-36389119.1
44	. . * .	725227600	695211349.8	30016250.18
45	. .* .	669181300	647910177.2	21271122.79
46	. *. .	695846500	715389986.4	-19543486.4
47	. . * .	725227600	680617022.6	44610577.40
48	. * .	718232100	722664312.4	-4432212.38
49	. * . .	763153020	796429532.7	-33276512.7
50	. *. .	817885000	841128824.1	-23243824.1
51	. *. .	870318060	891504954.6	-21186894.6
52	. .* .	878894800	855228679.6	23666120.38
53	. . * .	860238180	776123404.4	84114775.62
54	. .* .	885703140	869925214.9	15777925.15
Case #	-3.0 0:........:........:0 3.0	Y	*PRED	*RESID

Durbin-Watson Test =   1.45437

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$ $ $ $ M U L T I P L E   R E G R E S S I O N $ $ $ $

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX31	6.541	.193	
LOGX32	6.552	.193	
LOGX33	6.539	.194	
LOGX34	6.105	.203	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX31	LOGX32	LOGX33	LOGX34
LOGY	1.000	.754	.907	.915	.912
	.	.000	.000	.000	.000
LOGX31	.754	1.000	.648	.679	.679
	.000	.	.000	.000	.000
LOGX32	.907	.648	1.000	.946	.917
	.000	.000	.	.000	.000
LOGX33	.915	.679	.946	1.000	.939
	.000	.000	.000	.	.000
LOGX34	.912	.679	.917	.939	1.000
	.000	.000	.000	.000	.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   LOGY

  Descriptive Statistics are printed on Page 105

Block Number 1. Method: Enter   LOGX31   LOGX32   LOGX33   LOGX34

Variable(s) Entered on Step Number
    1..   LOGX34
    2..   LOGX31
    3..   LOGX32
    4..   LOGX33

Multiple R   .94579
R Square   .89452
Adjusted R Square   .88591
Standard Error   .06565

Analysis of Variance
                    DF   Sum of Squares   Mean Square
Regression   4   1.79082   .44770
Residual   49   .21117   .00431

F =   103.88769   Signif F = .0000

---------------------------- Variables in the Equation ----------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX31	.220646	.063882	.221310	.754436	.160252	.442491	3.454	.0011
LOGX32	.300914	.149765	.298408	.906825	.093222	.275894	2.009	.0500
LOGX33	.211050	.174275	.211014	.915398	.056187	.170470	1.211	.2317
LOGX34	.276848	.135374	.289404	.911500	.094883	.280429	2.045	.0462
(Constant)	2.154520	.345217					6.241	.0000

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

```
            -3.0          0.0          3.0
Case #      0:............:............:0   LOGY    *PRED    *RESID
   1        .        ‡    .              .   8.33    8.4161   -.0865
   2        . ‡          .              .   8.37    8.5353   -.1682
   3        .        ‡    .              .   8.36    8.4504   -.0860
   4        .    ‡        .              .   8.36    8.4742   -.1192
   5        .             .‡             .   8.38    8.3697  8.8343E-03
   6        .        ‡    .              .   8.39    8.4768   -.0904
   7        .           ‡ .              .   8.40    8.4211   -.0224
   8        .             .‡             .   8.38    8.3665  8.9781E-03
   9        .    ‡        .              .   8.36    8.5061   -.1423
  10        .             .  ‡           .   8.38    8.3380    .0392
  11        .    ‡        .              .   8.35    8.4997   -.1470
  12        .             ‡              .   8.42    8.4154  5.7093E-03
  13        .             .        ‡     .   8.48    8.3205    .1574
  14        .             .    ‡         .   8.45    8.3751    .0793
  15        .             . ‡            .   8.48    8.4389    .0364
  16        .             .  ‡           .   8.47    8.4136    .0578
  17        .             .‡             .   8.45    8.4436  9.6686E-03
  18        .             .  ‡           .   8.51    8.4617    .0530
  19        .             .   ‡          .   8.54    8.4487    .0944
  20        .             .  ‡           .   8.57    8.4989    .0730
  21        .             .  ‡           .   8.60    8.5293    .0703
  22        .           ‡. .             .   8.59    8.6014  -9.1786E-03
  23        .           ‡ .              .   8.59    8.6373   -.0492
  24        .           ‡ .              .   8.61    8.6459   -.0353
  25        .           ‡. .             .   8.65    8.6642   -.0189
  26        .            .‡              .   8.65    8.6374    .0156
  27        .            ‡               .   8.67    8.6681 -1.7666E-03
  28        .           ‡. .             .   8.66    8.6772   -.0183
  29        .            .‡              .   8.68    8.6625    .0183
  30        .            . ‡             .   8.69    8.6702    .0237
  31        .          ‡ .               .   8.70    8.7307   -.0268
  32        .      ‡      .              .   8.69    8.7541   -.0605
  33        .          ‡ .               .   8.70    8.7479   -.0488
  34        .             .   ‡          .   8.71    8.6425    .0708
  35        .         ‡  .               .   8.71    8.7534   -.0464
  36        .            .‡              .   8.72    8.7113    .0135
  37        .            . ‡             .   8.78    8.7413    .0339
  38        .         ‡  .               .   8.81    8.8470   -.0322
  39        .            .  ‡            .   8.81    8.7389    .0697
Case #      0:............:............:0   LOGY    *PRED    *RESID
            -3.0          0.0          3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
              -3.0            0.0           3.0
   Case #    O:...............:...............:O    LOGY      *PRED      *RESID
      40     .              . *            .        8.80      8.7824      .0201
      41     .              . *            .        8.80      8.7808      .0238
      42     .              .      *       .        8.82      8.7358      .0796
      43     .              *              .        8.84      8.8333   1.9053E-03
      44     .              .    *         .        8.86      8.7807      .0798
      45     .             .*             .         8.83      8.8105      .0150
      46     .              *             .         8.84      8.8488  -6.3183E-03
      47     .              . *           .         8.86      8.8306      .0299
      48     .             *.             .         8.86      8.8641  -7.8150E-03
      49     .             *.             .         8.88      8.8953     -.0127
      50     .             *.             .         8.91      8.9233     -.0106
      51     .             *              .         8.94      8.9396   9.6531E-05
      52     .             .*             .         8.94      8.9316      .0123
      53     .             .  *           .         8.93      8.8948      .0398
      54     .             *              .         8.95      8.9422   5.0399E-03
   Case #    O:...............:...............:O    LOGY      *PRED      *RESID
              -3.0            0.0           3.0
```

Durbin-Watson Test =   1.36143

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※※※※ MULTIPLE REGRESSION ※※※※

Listwise Deletion of Missing Data

	Mean	Std Deviati	Label
Y	1.100	.472	Zarembka Y
X31	3819341.685	1620223.349	
X32	3910252.426	1673209.040	
X33	3807411.759	1667343.800	
X34	1411366.130	627600.412	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X31	X32	X33	X34
Y	1.000	.759	.946	.947	.947
	.	.000	.000	.000	.000
X31	.759	1.000	.669	.700	.716
	.000	.	.000	.000	.000
X32	.946	.669	1.000	.939	.933
	.000	.000	.	.000	.000
X33	.947	.700	.939	1.000	.946
	.000	.000	.000	.	.000
X34	.947	.716	.933	.946	1.000
	.000	.000	.000	.000	.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Descriptive Statistics are printed on Page 141

Block Number 1. Method: Enter   X31   X32   X33   X34

Variable(s) Entered on Step Number
```
    1..    X34
    2..    X31
    3..    X32
    4..    X33
```

```
Multiple R          .97230
R Square            .94537
Adjusted R Square   .94092
Standard Error      .11480
```

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	4	11.17684	2.79421
Residual	49	.64581	.01318

F =   212.00595   Signif F = .0000

--------------------------------- Variables in the Equation ---------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X31	4.49571E-08	1.4027E-08	.154225	.759147	.107009	.416294	3.205	.0024
X32	1.03379E-07	2.9952E-08	.366236	.945724	.115240	.442232	3.451	.0012
X33	7.46429E-08	3.3394E-08	.263508	.947251	.074631	.304186	2.235	.0300
X34	1.84673E-07	8.6969E-08	.245396	.946750	.070899	.290286	2.123	.0388
(Constant)	-.021022	.043546					-.483	.6314

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
           -3.0      0.0      3.0
Case #     0:........:........:0        Y      *PRED      *RESID
    1      .     *   .           .    .49005    .6286     -.1385
    2      . *       .           .    .53415    .8105     -.2764
    3      .     *   .           .    .53101    .6354     -.1044
    4      .   *     .           .    .51959    .7078     -.1883
    5      .         *           .    .54856    .5385      .0101
    6      .   *     .           .    .55855    .7495     -.1909
    7      .         *.          .    .57453    .5991     -.0246
    8      .         .*          .    .54471    .5249      .0198
    9      .   *     .           .    .53015    .7290     -.1988
   10      .         . *         .    .54685    .4840      .0628
   11      .   *     .           .    .51688    .7183     -.2014
   12      .         *           .    .60507    .5937      .0113
   13      .         .     *     .    .68954    .4649      .2246
   14      .         . *         .    .65316    .5386      .1143
   15      .         .*          .    .68532    .6305      .0548
   16      .         . *         .    .67931    .6003      .0790
   17      .         .*          .    .65153    .6307      .0208
   18      .         . *         .    .75046    .6436      .1069
   19      .         .   *       .    .80130    .6275      .1738
   20      .         . *         .    .83621    .7074      .1488
   21      .         .   *       .    .91241    .7613      .1509
   22      .         *           .    .89714    .9031   -5.9382E-03
   23      .       *.            .    .88869    .9775     -.0888
   24      .       *.            .    .93596    .9989     -.0629
   25      .        *.           .   1.01372   1.0647     -.0509
   26      .         .*          .   1.03186    .9819      .0499
   27      .         *           .   1.06419   1.0459      .0183
   28      .        *.           .   1.04588   1.0746     -.0287
   29      .         .*          .   1.10028   1.0595      .0407
   30      .         . *         .   1.13398   1.0678      .0662
   31      .       *.            .   1.16032   1.2281     -.0677
   32      .     *   .           .   1.13313   1.2760     -.1429
   33      .     *   .           .   1.14767   1.2736     -.1260
   34      .         .   *       .   1.18547   1.0836      .1018
   35      .     *   .           .   1.16854   1.2863     -.1180
   36      .         .*          .   1.21746   1.1846      .0329
   37      .         .   *       .   1.36726   1.2629      .1044
   38      .     *   .           .   1.49773   1.5909     -.0932
   39      .         . *         .   1.47658   1.3750      .1016
Case #     0:........:........:0        Y      *PRED      *RESID
           -3.0      0.0      3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
              -3.0      0.0      3.0
   Case #    0:........:........:0            Y        #PRED      #RESID
     40      .         .*         .        1.45680      1.4204      .0357
     41      .         .*         .        1.46299      1.4067      .0563
     42      .         .    *     .        1.49962      1.3640      .1357
     43      .       * .         ,         1.56986      1.6533     -.0835
     44      .         . *        .        1.66390      1.5950      .0689
     45      .         .*         .        1.53531      1.4865      .0488
     46      .        *.          .        1.59649      1.6413     -.0448
     47      .         . *        .        1.66390      1.5615      .1024
     48      .         *          .        1.64785      1.6590     -.0102
     49      .       * .          .        1.75091      1.8273     -.0763
     50      .        *.          .        1.87649      1.9298     -.0533
     51      .        *.          .        1.99678      2.0454     -.0486
     52      .         .*         .        2.01645      1.9622      .0543
     53      .         .    *     .        1.97365      1.7807      .1930
     54      .         .*         .        2.03208      1.9959      .0362
   Case #    0:........:........:0            Y        #PRED      #RESID
              -3.0      0.0      3.0
```

Durbin-Watson Test =   1.45437

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＊＊＊＊ MULTIPLE REGRESSION ＊＊＊＊

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX31	6.541	.195	
LOGX32	6.552	.193	
LOGX33	6.539	.194	
LOGX34	6.105	.203	

N of Cases = 54

Correlation, 1-tailed Sig:

	LOGY	LOGX31	LOGX32	LOGX33	LOGX34
LOGY	1.000	.754	.907	.915	.912
	.	.000	.000	.000	.000
LOGX31	.754	1.000	.648	.679	.679
	.000	.	.000	.000	.000
LOGX32	.907	.648	1.000	.946	.917
	.000	.000	.	.000	.000
LOGX33	.915	.679	.946	1.000	.939
	.000	.000	.000	.	.000
LOGX34	.912	.679	.917	.939	1.000
	.000	.000	.000	.000	.

∗∗∗∗ M U L T I P L E   R E G R E S S I O N ∗∗∗∗

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

 Descriptive Statistics are printed on Page 171

Block Number 1. Method: Enter   LOGX31   LOGX32   LOGX33   LOGX34

Variable(s) Entered on Step Number
   1..   LOGX34
   2..   LOGX31
   3..   LOGX32
   4..   LOGX33

Multiple R   .94579
R Square   .89452
Adjusted R Square   .88591
Standard Error   .15116

Analysis of Variance
                  DF   Sum of Squares   Mean Square
Regression   4   9.49473   2.37368
Residual   49   1.11958   .02285

F =   103.88769   Signif F = .0000

---------------------------- Variables in the Equation ----------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX31	.508056	.147093	.221310	.754436	.160252	.442491	3.454	.0011
LOGX32	.692879	.344846	.298408	.906825	.093222	.275894	2.009	.0500
LOGX33	.485961	.401282	.211014	.915398	.056187	.170470	1.211	.2317
LOGX34	.637465	.311710	.289404	.911500	.094883	.280429	2.045	.0462
(Constant)	-14.931870	.794891					-18.785	.0000

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

	-3.0	0.0	3.0			
Case #	O:..........:.........:O			LOGY	*PRED	*RESID
1	. ‡ .		.	-.71324	-.5140	-.1993
2	. ‡ .		.	-.62708	-.2397	-.3874
3	. ‡ .		.	-.63298	-.4350	-.1980
4	. ‡ .		.	-.65471	-.3802	-.2745
5	.	.‡	.	-.60046	-.6298	.0203
6	. ‡ .		.	-.58241	-.3742	-.2082
7	.	‡ .	.	-.53420	-.5026	-.0516
8	.	.‡	.	-.60750	-.6282	.0207
9	. ‡ .		.	-.63459	-.3069	-.3277
10	.	. ‡	.	-.60358	-.6939	.0903
11	. ‡ .		.	-.65994	-.3216	-.3384
12	.	‡	.	-.50241	-.5156	.0131
13	.	.	‡ .	-.37172	-.7342	.3625
14	.	. ‡	.	-.42593	-.6084	.1825
15	.	. ‡	.	-.37787	-.4616	.0839
16	.	. ‡	.	-.38668	-.5199	.1332
17	.	.‡	.	-.42842	-.4507	.0223
18	.	. ‡	.	-.28707	-.4091	.1221
19	.	. ‡	.	-.22152	-.4390	.2175
20	.	. ‡	.	-.15525	-.3234	.1682
21	.	. ‡	.	-.09167	-.2535	.1618
22	.	‡.	.	-.10854	-.0874	-.0211
23	.	‡ .	.	-.11800	-4.7642E-03	-.1132
24	.	‡ .	.	-.06618	.0151	-.0813
25	.	‡.	.	.01363	.0573	-.0436
26	.	.‡	.	.03136	-4.4584E-03	.0358
27	.	‡	.	.06221	.0663	-4.0678E-03
28	.	‡.	.	.04486	.0871	-.0422
29	.	.‡	.	.09557	.0534	.0422
30	.	. ‡	.	.12573	.0711	.0546
31	.	‡ .	.	.14870	.2103	-.0616
32	.	‡ .	.	.12498	.2643	-.1394
33	.	‡ .	.	.13773	.2500	-.1123
34	.	. ‡	.	.17014	7.1663E-03	.1630
35	.	‡ .	.	.15575	.2627	-.1069
36	.	.‡	.	.19677	.1657	.0310
37	.	. ‡	.	.31281	.2347	.0781
38	.	‡ .	.	.40395	.4782	-.0742
39	.	. ‡	.	.38973	.2292	.1605
Case #	O:..........:.........:O			LOGY	*PRED	*RESID
	-3.0	0.0	3.0			

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

```
              -3.0           0.0           3.0
    Case #    0:.............:.............:0    LOGY     #PRED      #RESID
      40      .             . ‡           .     .37569    .3293      .0463
      41      .             . ‡           .     .38048    .3256      .0549
      42      .             .   ‡         .     .40521    .2220      .1832
      43      .             ‡             .     .45099    .4466    4.3872E-03
      44      .             .   ‡         .     .50916    .3255      .1837
      45      .             .‡            .     .42873    .3942      .0346
      46      .             ‡             .     .46780    .4824     -.0145
      47      .             . ‡           .     .50916    .4403      .0689
      48      .             ‡.            .     .49947    .5175     -.0180
      49      .             ‡.            .     .56013    .5893     -.0292
      50      .             ‡.            .     .62940    .6537     -.0243
      51      .             ‡             .     .69153    .6913    2.2227E-04
      52      .             .‡            .     .70134    .6729      .0284
      53      .             . ‡           .     .67989    .5883      .0916
      54      .             ‡             .     .70906    .6975      .0116
    Case #    0:.............:.............:0    LOGY     #PRED      #RESID
              -3.0           0.0           3.0
```

Durbin-Watson Test =   1.36143

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	Y	X41	X42	X43
1	213594800	385429.0	860846.0	868218.0
2	232814600	505492.0	1451634	954560.0
3	231446200	545961.0	876205.0	871651.0
4	226470200	436553.0	1212011	1455040
5	239096800	395506.0	788649.0	812755.0
6	243450800	410233.0	983511.0	1108091
7	250417200	389448.0	897990.0	905702.0
8	237417400	413704.0	817273.0	890841.0
9	231073000	446230.0	1329434	1304036
10	238350400	417028.0	760182.0	821190.0
11	225288400	406647.0	935687.0	881169.0
12	263728000	414113.0	844294.0	861368.0
13	300546000	693946.0	1071224	1321472
14	284686800	540767.0	787221.0	823807.0
15	298705200	708636.0	852410.0	825998.0
16	296085600	492552.0	845233.0	765587.0
17	283979800	527447.0	1273562	1128396
18	327096000	436382.0	1067794	1113298
19	349256400	551798.0	1070960	1064198
20	373186800	605195.0	1307813	1492931
21	397683600	681859.0	759761.0	782129.0
22	391028400	785599.0	1027617	1053079
23	387346800	983310.0	1327002	1441021
24	407949600	795739.0	1478573	1208123
25	441842560	1056337	1667662	1590892
26	449745920	866878.0	1500431	1607099
27	463837760	802079.0	1733261	1720669
28	455959840	892066.0	1674165	1542997
29	479569920	873086.0	1662644	1803390
30	494258240	825186.0	1648834	1712636
31	505740480	738254.0	1705586	1693576
32	493885440	785889.0	1763331	1611639
33	500223040	915944.0	1904668	1990758
34	516700800	1072654	1692151	1658501
35	509319360	534178.0	1644712	1634826
36	530643520	1182361	1700061	1872625
37	595934300	931056.0	2181466	2183746
38	652803600	725328.0	2333644	2181652
39	643586000	887868.0	2278492	2235910
40	634615300	823592.0	2299642	2330826
41	637660400	1190104	2175628	2102392
42	653626600	1101897	2302702	2138212
43	684242200	1116504	2249616	2544952
44	725227600	1285349	2350162	2692412
45	669181300	1168511	2336670	2215370
46	695846500	1128160	2297632	2629246
47	725227600	1242411	2390666	2533372
48	718232100	1276314	2300508	2470034
49	763153020	1527063	3081780	2924672
50	817885000	1442963	3090118	3046044

	Y	X41	X42	X43
51	870318060	1531453	3243522	3231310
52	978894800	1470066	3296388	3068258
53	860238180	1301291	2663876	2684286
54	885703140	1533096	3265200	3071910

Number of cases read: 54   Number of cases listed: 54

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$ $ $ $ M U L T I P L E   R E G R E S S I O N $ $ $ $

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	203858052.163	Vol. Penjualan
X41	836805.778	350270.571	
X42	1684463.222	734140.507	
X43	1692201.333	728000.616	

N of Cases =   54

Correlation, 1-tailed Sig:

	Y	X41	X42	X43
Y	1.000	.924	.957	.961
	.	.000	.000	.000
X41	.924	1.000	.898	.903
	.000	.	.000	.000
X42	.957	.898	1.000	.978
	.000	.000	.	.000
X43	.961	.903	.978	1.000
	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

 Descriptive Statistics are printed on Page   80

Block Number 1. Method: Enter   X41   X42   X43

Variable(s) Entered on Step Number
   1..   X43
   2..   X41
   3..   X42

Multiple R   .97214
R Square   .94506
Adjusted R Square   .94176
Standard Error 49678343.993

Analysis of Variance
                DF   Sum of Squares   Mean Square
Regression   3 2122612601836104000   7.073375339E+17
Residual   50 123396893096166700 2467937861923334

F =   286.69179   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable   B   SE B   Beta   Correl Part Cor Partial   T Sig T

X41   165.315384   45.934853   .281287 .924280 .119298 .453592   3.599 .0007
X42   84.791644   45.616410   .302388 .957462 .061616 .254236   1.859 .0689
X43   116.345786   47.219484   .411448 .961355 .081675 .329049   2.464 .0172
(Constant) 1300534.4316 17846855.56   .073 .9422

End Block Number   1   All requested variables entered.

* * * *   M U L T I P L E   R E G R E S S I O N   * * * *

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0    0.0    3.0
    Case #   0:.......:.......:0          Y        *PRED        *RESID
      1    .       * .          .      213594800 239023931.0  -25429131.0
      2    .    *   .          .      232814600 319011605.7  -86197005.7
      3    .       * .          .      231446200 267264070.1  -35817870.1
      4    . *      .          .      226470200 345525639.2  -119055439
      5    .         .*         .      239096800 228115225.4  10981574.59
      6    .       * .          .      243450800 281433393.5  -37982793.5
      7    .         *          .      250417200 247191308.5  3225891.487
      8    .         *          .      237417400 242635687.8  -5218297.83
      9    . *      .          .      231073000 339428414.7  -108355415
     10    .         *          .      238350400 230240756.1  8109643.934
     11    .       * .          .      225288400 250384278.5  -25095878.5
     12    .         .*         .      263728000 241565397.5  22162602.50
     13    .    *   .          .      300546000 360599026.7  -60053026.7
     14    .         . *        .      284686800 253293874.5  31392925.46
     15    .         .*         .      298705200 286827598.8  11877601.17
     16    .         . *        .      296085600 243468474.5  52617125.49
     17    .       * .          .      283978800 327767173.3  -43788373.3
     18    .         . *        .      327096000 293508732.1  33587267.86
     19    .         . *        .      349256400 307144644.7  42111755.26
     20    .         *.         .      373186800 385936423.5  -12749623.5
     21    .         .        * .      397683600 269441114.5  128242485.5
     22    .         . *        .      391028400 340826773.8  50201626.23
     23    .       * .          .      387346800 444032207.0  -56685407.0
     24    .         .*         .      407949600 398779088.5  9170511.459
     25    .       * .          .      441842560 502426674.3  -60584114.3
     26    .         *.         .      449745920 458812011.7  -9066091.71
     27    .         *.         .      463837760 481055169.6  -17217409.6
     28    .         *.         .      435859840 470249169.6  -14389329.6
     29    .         *.         .      479569920 496430227.3  -16860307.3
     30    .         .*         .      494258240 476781802.3  17476437.67
     31    .         . *        .      505740480 465005150.1  40735329.91
     32    .         . *        .      493885440 468243217.2  25642222.76
     33    .       * .          .      500223040 525722661.1  -25499621.1
     34    .         *          .      516700800 515066610.3  1634189.731
     35    .         .   *      .      509319360 419271326.3  90048033.66
     36    .       * .          .      530643520 558785992.1  -28142472.1
     37    .         *          .      595934300 594258148.3  1676151.665
     38    .         .   *      .      652803600 572907939.8  79895660.19
     39    .         . *        .      643586000 601414563.2  42171436.80
    Case #   0:.......:.......:0          Y        *PRED        *RESID
            -3.0    0.0    3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

Case #	-3.0 0:.........:.........:0 3.0	Y	*PRED	*RESID
40	. . * .	634615300	603625171.5	30990128.52
41	. .* .	637660400	625469405.4	12190994.64
42	. . * .	653626600	627482904.6	26143695.41
43	. .* .	684242200	672718902.2	11523297.82
44	. * .	725227600	726313388.4	-1085788.43
45	. .* .	669181300	650352434.3	18828865.70
46	. * .	695846500	688524425.6	7322074.434
47	. .* .	725227600	704145843.4	21081756.57
48	. .* .	718232100	694736776.4	23493323.57
49	. * . .	763153020	855329996.6	-92176976.6
50	. * . .	817885000	856255086.3	-38370086.3
51	. * . .	870318060	905446140.4	-35128080.4
52	. * .	878894800	880810106.9	-1915306.88
53	. . * .	860238180	754603746.3	105634433.7
54	. * .	885703140	889010348.5	-3307208.53
Case #	0:.........:.........:0	Y	*PRED	*RESID
	-3.0 0.0 3.0			

Durbin-Watson Test =   1.82128

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‡ ‡ ‡ ‡ M U L T I P L E   R E G R E S S I O N ‡ ‡ ‡ ‡

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX41	5.884	.189	
LOGX42	6.185	.193	
LOGX43	6.188	.192	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX41	LOGX42	LOGX43
LOGY	1.000	.924	.922	.926
	.	.000	.000	.000
LOGX41	.924	1.000	.868	.870
	.000	.	.000	.000
LOGX42	.922	.868	1.000	.976
	.000	.000	.	.000
LOGX43	.926	.870	.976	1.000
	.000	.000	.000	.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

 Descriptive Statistics are printed on Page 110

Block Number 1. Method: Enter   LOGX41   LOGX42   LOGX43

Variable(s) Entered on Step Number
     1..   LOGX43
     2..   LOGX41
     3..   LOGX42

Multiple R   .95766
R Square   .91712
Adjusted R Square   .91215
Standard Error   .05761

Analysis of Variance
                    DF   Sum of Squares   Mean Square
Regression   3   1.83606   .61202
Residual   50   .16592   .00332

F =   184.43263   Signif F = .0000

---------------------------- Variables in the Equation ----------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX41	.487658	.086436	.473462	.924376	.229697	.623683	5.642	.0000
LOGX42	.197962	.189737	.196659	.921806	.042478	.143971	1.043	.3018
LOGX43	.325300	.191856	.322052	.925886	.069031	.233176	1.696	.0962
(Constant)	2.532855	.260144					9.736	.0000

End Block Number   1   All requested variables entered.

‡‡‡‡ M U L T I P L E   R E G R E S S I O N ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

$: Selected   M: Missing

```
              -3.0              0.0              3.0
  Case #    0:............:.............:0     LOGY      $PRED       $RESID
     1      .          $  .             .      8.33      8.3636      -.0340
     2      .    $        .             .      8.37      8.4794      -.1123
     3      .       $     .             .      8.36      8.4394      -.0750
     4      .    $        .             .      8.36      8.4923      -.1373
     5      .             .  $          .      8.38      8.3522       .0264
     6      .          $  .             .      8.39      8.4227      -.0363
     7      .             .  $          .      8.40      8.3754       .0233
     8      .             $             .      8.38      8.3778  -2.2353E-03
     9      .    $        .             .      8.36      8.4894      -.1256
    10      .             .$            .      8.38      8.3617       .0155
    11      .          $  .             .      8.35      8.3842      -.0315
    12      .             .     $       .      8.42      8.3760       .0451
    13      .       $     .             .      8.48      8.3663      -.0884
    14      .             .  $          .      8.45      8.4202       .0341
    15      .            $.             .      8.48      8.4847  -9.4492E-03
    16      .             .    $        .      8.47      8.3962       .0752
    17      .         $   .             .      8.45      8.5007      -.0475
    18      .             .    $        .      8.51      8.4436       .0711
    19      .             .   $         .      8.54      8.4871       .0560
    20      .            $             .       8.57      8.5717   2.3006E-04
    21      .             .        $   .       8.60      8.4589       .1406
    22      .             .  $          .      8.59      8.5569       .0353
    23      .       $     .             .      8.59      8.6707      -.0826
    24      .            $              .      8.61      8.6103   2.9343E-04
    25      .         $   .             .      8.65      8.7195      -.0743
    26      .            $.             .      8.65      8.6700      -.0171
    27      .            $.             .      8.67      8.6756  -9.2528E-03
    28      .           $ .             .      8.66      8.6798      -.0209
    29      .            $.             .      8.68      8.6966      -.0158
    30      .            .$             .      8.69      8.6767       .0173
    31      .             .   $         .      8.70      8.6544       .0495
    32      .             .  $          .      8.69      8.6633       .0301
    33      .            $ .            .      8.70      8.7205      -.0214
    34      .             $.            .      8.71      8.7299      -.0167
    35      .             .       $     .      8.71      8.5778       .1292
    36      .          $  .             .      8.72      8.7681      -.0433
    37      .            .$             .      8.78      8.7606       .0146
    38      .             .      $      .      8.81      8.7134       .1014
    39      .             .   $         .      8.81      8.7577       .0509
  Case #    0:............:.............:0     LOGY      $PRED       $RESID
              -3.0              0.0              3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
             -3.0           0.0           3.0
  Case #    O:...............:...............:O    LOGY     *PRED      *RESID
    40      .               .      *       .       8.80     8.7484      .0541
    41      .               *              .       8.80     8.8052  -6.6051E-04
    42      .               . *            .       8.82     8.7980      .0173
    43      .               .*             .       8.84     8.8234      .0118
    44      .               *              .       8.86     8.8649  -4.4487E-03
    45      .               .*             .       8.83     8.8167   8.8504E-03
    46      .               .*             .       8.84     8.8320      .0105
    47      .               .*             .       8.86     8.8506   9.8797E-03
    48      .               .*             .       8.86     8.8494   6.8504E-03
    49      .           *   .              .       8.88     8.9364     -.0538
    50      .             * .              .       8.91     8.9304     -.0177
    51      .             *.              .        8.94     8.9555     -.0158
    52      .             *               .        8.94     8.9409   3.0263E-03
    53      .               .    *         .       8.93     8.8779      .0567
    54      .             *               .        8.95     8.9492  -1.8644E-03
  Case #    O:...............:...............:O    LOGY     *PRED      *RESID
             -3.0           0.0           3.0
```

Durbin-Watson Test =   1.86640

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�★☆☆ M U L T I P L E   R E G R E S S I O N ☆☆☆☆

Listwise Deletion of Missing Data

	Mean	Std Deviat	Label
Y	1.100	.472	Zarembka Y
X41	836805.778	350270.571	
X42	1684463.222	734140.507	
X43	1692201.333	728000.616	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X41	X42	X43
Y	1.000	.924	.957	.961
	.	.000	.000	.000
X41	.924	1.000	.898	.903
	.000	.	.000	.000
X42	.957	.898	1.000	.978
	.000	.000	.	.000
X43	.961	.903	.978	1.000
	.000	.000	.000	.

**** M U L T I P L E   R E G R E S S I O N ****

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Descriptive Statistics are printed on Page 146

Block Number 1. Method: Enter   X41   X42   X43

Variable(s) Entered on Step Number
  1..   X43
  2..   X41
  3..   X42

Multiple R   .97214
R Square   .94506
Adjusted R Square   .94176
Standard Error   .11398

Analysis of Variance
                  DF   Sum of Squares   Mean Square
Regression   3   11.17311   3.72437
Residual   50   .64954   .01299

F =   286.69179   Signif F = .0000

----------------------------- Variables in the Equation -----------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X41	3.79284E-07	1.0539E-07	.281287	.924280	.119298	.453592	3.599	.0007
X42	1.94538E-07	1.0466E-07	.302388	.957462	.061616	.254236	1.859	.0689
X43	2.66933E-07	1.0834E-07	.411448	.961355	.081675	.329049	2.464	.0172
(Constant)	.002984	.040946					.073	.9422

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0     0.0     3.0
  Case #    0:........:........:0        Y      *PRED      *RESID
      1     .        * .            .    .49005    .5484     -.0583
      2     .     *  .              .    .53415    .7319     -.1978
      3     .        * .            .    .53101    .6132     -.0822
      4     . *      .              .    .51959    .7927     -.2731
      5     .          .*           .    .54856    .5234      .0252
      6     .        * .            .    .55855    .6457     -.0871
      7     .          *            .    .57453    .5671  7.4012E-03
      8     .          *            .    .54471    .5567     -.0120
      9     . *      .              .    .53015    .7788     -.2486
     10     .          *            .    .54685    .5282      .0186
     11     .        * .            .    .51688    .5745     -.0576
     12     .          .*           .    .60507    .5542      .0508
     13     .     *   .             .    .68954    .8273     -.1378
     14     .          . *          .    .65316    .5811      .0720
     15     .          .*           .    .68532    .6581      .0273
     16     .          . *          .    .67931    .5586      .1207
     17     .        * .            .    .65153    .7520     -.1005
     18     .          . *          .    .75046    .6734      .0771
     19     .          . *          .    .80130    .7047      .0966
     20     .        *.             .    .85621    .8855     -.0293
     21     .        .      * .          .91241    .6182      .2942
     22     .          . *          .    .89714    .7820      .1152
     23     .     *   .             .    .88869   1.0187     -.1301
     24     .          .*           .    .93596    .9149      .0210
     25     .     *   .             .   1.01372   1.1527     -.1390
     26     .        *.             .   1.03186   1.0527     -.0208
     27     .        *.             .   1.06419   1.1037     -.0395
     28     .        *.             .   1.04588   1.0789     -.0330
     29     .        *.             .   1.10028   1.1390     -.0387
     30     .          .*           .   1.13398   1.0939      .0401
     31     .          . *          .   1.16032   1.0669      .0935
     32     .          . *          .   1.13313   1.0743      .0588
     33     .        * .            .   1.14767   1.2062     -.0585
     34     .          *            .   1.18547   1.1817  3.7493E-03
     35     .          .  *         .   1.16854    .9619      .2066
     36     .        * .            .   1.21746   1.2820     -.0646
     37     .          *            .   1.36726   1.3634  3.8456E-03
     38     .          .  *         .   1.49773   1.3144      .1833
     39     .          . *          .   1.47658   1.3798      .0968
  Case #    0:........:........:0        Y      *PRED      *RESID
            -3.0     0.0     3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

		-3.0 0.0 3.0			
Case #		O:........:........:O	Y	*PRED	*RESID
40	.	. * .	1.45600	1.3849	.0711
41	.	.* .	1.46299	1.4350	.0280
42	.	. * .	1.49962	1.4396	.0600
43	.	.* .	1.56986	1.5434	.0264
44	.	* .	1.66390	1.6664	-2.4911E-03
45	.	.* .	1.53531	1.4921	.0432
46	.	* .	1.59649	1.5797	.0168
47	.	.* .	1.66390	1.6155	.0484
48	.	.* .	1.64785	1.5939	.0539
49	. *	. .	1.75091	1.9624	-.2115
50	.	* . .	1.87648	1.9645	-.0880
51	.	* . .	1.99678	2.0774	-.0806
52	.	* .	2.01645	2.0208	-4.3943E-03
53	.	. * .	1.97365	1.7313	.2424
54	.	* .	2.03208	2.0397	-7.5878E-03
Case #		O:........:........:O	Y	*PRED	*RESID
		-3.0 0.0 3.0			

Durbin-Watson Test =   1.82128

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* * * * M U L T I P L E   R E G R E S S I O N * * * *

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX41	5.884	.189	
LOGX42	6.185	.193	
LOGX43	6.188	.192	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX41	LOGX42	LOGX43
LOGY	1.000	.924	.922	.926
	.	.000	.000	.000
LOGX41	.924	1.000	.868	.870
	.000	.	.000	.000
LOGX42	.922	.868	1.000	.976
	.000	.000	.	.000
LOGX43	.926	.870	.976	1.000
	.000	.000	.000	.

≈≈≈≈ MULTIPLE REGRESSION ≈≈≈≈

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Descriptive Statistics are printed on Page 176

Block Number 1. Method: Enter   LOGX41   LOGX42   LOGX43

Variable(s) Entered on Step Number
    1..   LOGX43
    2..   LOGX41
    3..   LOGX42

Multiple R   .95766
R Square   .91712
Adjusted R Square   .91215
Standard Error   .13264

Analysis of Variance
                   DF   Sum of Squares   Mean Square
Regression   3   9.73462   3.24487
Residual   50   .87969   .01759

F =   184.43263   Signif F = .0000

-------------------------------- Variables in the Equation --------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX41	1.122873	.199026	.473462	.924376	.229697	.623683	5.642	.0000
LOGX42	.455824	.436886	.196659	.921806	.042478	.145971	1.043	.3018
LOGX43	.749031	.441763	.322052	.925886	.069031	.233176	1.696	.0962
(Constant)	-14.060721	.599005					-23.473	.0000

End Block Number   1   All requested variables entered.

‡ ‡ ‡ ‡   M U L T I P L E   R E G R E S S I O N   ‡ ‡ ‡ ‡

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

```
           -3.0           0.0           3.0
  Case #   0:...........:...........:0     LOGY      *PRED      *RESID
     1     .           ‡  .           .   -.71324    -.6349     -.0783
     2     .     ‡         .           .   -.62708    -.3684     -.2587
     3     .        ‡      .           .   -.63298    -.4603     -.1726
     4     .  ‡            .           .   -.65471    -.3385     -.3162
     5     .              . ‡          .   -.60046    -.6611      .0607
     6     .           ‡  .           .   -.58241    -.4988     -.0836
     7     .              . ‡          .   -.55420    -.6078      .0536
     8     .              ‡           .   -.60750    -.6023  -5.1930E-03
     9     .  ‡            .           .   -.63459    -.3453     -.2893
    10     .              .‡           .   -.60358    -.6392      .0356
    11     .           ‡  .           .   -.65994    -.5875     -.0725
    12     .              .  ‡         .   -.50241    -.6063      .1039
    13     .     ‡         .           .   -.37172    -.1682     -.2035
    14     .              . ‡          .   -.42593    -.5046      .0786
    15     .           ‡.             .   -.37787    -.3561     -.0218
    16     .              .     ‡      .   -.38668    -.5599      .1732
    17     .        ‡      .           .   -.42842    -.3191     -.1093
    18     .              .   ‡        .   -.28707    -.4508      .1638
    19     .              .    ‡       .   -.22152    -.3305      .1290
    20     .           ‡  .           .   -.15525    -.1558   5.2974E-04
    21     .              .        ‡   .   -.09167    -.4154      .3238
    22     .              .  ‡         .   -.10854    -.1898      .0813
    23     .        ‡      .           .   -.11800     .0723     -.1903
    24     .              ‡           .   -.06618    -.0669   6.7565E-04
    25     .        ‡      .           .    .01363     .1846     -.1710
    26     .           ‡.             .    .03136     .0706     -.0393
    27     .           ‡.             .    .06221     .0835     -.0213
    28     .          ‡ .             .    .04486     .0930     -.0482
    29     .           ‡.             .    .09557     .1319     -.0364
    30     .              .‡           .    .12573     .0860      .0398
    31     .              .  ‡         .    .14870     .0347      .1140
    32     .              . ‡          .    .12498     .0557      .0693
    33     .           ‡ .            .    .13773     .1869     -.0492
    34     .            ‡.            .    .17014     .2085     -.0384
    35     .              .       ‡    .    .15575    -.1417      .2975
    36     .        ‡      .           .    .19677     .2965     -.0997
    37     .              .‡           .    .31281     .2793      .0335
    38     .              .     ‡      .    .40395     .1706      .2334
    39     .              .  ‡         .    .38973     .2724      .1173
  Case #   0:...........:...........:0     LOGY      *PRED      *RESID
           -3.0           0.0           3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
              -3.0            0.0            3.0
   Case #     0:..............:..............:0      LOGY      *PRED       *RESID
      40      .              .    *         .       .37369     .2511       .1246
      41      .              *              .       .38048     .3820    -1.5209E-03
      42      .              . *            .       .40521     .3653       .0399
      93      .              .*             .       .45099     .4238       .0272
      44      .              *              .       .50916     .5194      -.0102
      45      .              .*             .       .42873     .4084       .0204
      46      .              .*             .       .46780     .4436       .0242
      47      .              .*             .       .50916     .4864       .0227
      48      .              .*             .       .49947     .4837       .0158
      49      .         *    .              .       .56013     .6840      -.1239
      50      .            *..              .       .62940     .6701      -.0407
      51      .            *.               .       .69153     .7280      -.0364
      52      .            *                .       .70134     .6944     6.9683E-03
      53      .              .    *         .       .67989     .5492       .1306
      54      .            *                .       .70906     .7134    -4.2930E-03
   Case #     0:..............:..............:0      LOGY      *PRED       *RESID
              -3.0            0.0            3.0
```

Durbin-Watson Test =   1.86640

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	Y	X51	X52
1	213594800	370869.0	454326.0
2	232814600	458444.0	678096.0
3	231446200	430917.0	595936.0
4	226470200	768075.0	765431.0
5	239096800	658143.0	470651.0
6	243450800	505533.0	716611.0
7	250417200	475762.0	453556.0
8	237417400	429447.0	397637.0
9	231073000	646843.0	742816.0
10	238350400	593690.0	603621.0
11	225288400	637856.0	464261.0
12	263728000	757919.0	362250.0
13	300546000	435714.0	629581.0
14	284686800	522956.0	442255.0
15	298705200	519571.0	396062.0
16	296085600	710440.0	539571.0
17	283978800	376789.0	754376.0
18	327096000	710636.0	532727.0
19	349256400	424844.0	424594.0
20	373186800	512250.0	515446.0
21	397683600	393918.0	381973.0
22	391028400	828013.0	848802.0
23	387346800	775049.0	881027.0
24	407949600	435581.0	429842.0
25	441842560	402465.0	423602.0
26	449745920	567829.0	496174.0
27	463837760	427692.0	374566.0
28	455859840	828357.0	831884.0
29	479569920	899577.0	803859.0
30	494258240	866562.0	860139.0
31	505740480	811060.0	837379.0
32	493885440	854133.0	901663.0
33	500223040	891838.0	949675.0
34	516700800	928993.0	929765.0
35	509519360	857908.0	898997.0
36	530643520	889234.0	899215.0
37	595934300	963882.0	1023781
38	652803600	1209499	1148660
39	643586000	1183176	1040387
40	634615300	1030548	1136478
41	637660400	1138649	1167712
42	653626600	1212536	1064194
43	684242200	1162940	1232139
44	725227600	1219861	1346322
45	669181300	1133282	1221166
46	695846500	1150214	1175960
47	725227600	1288032	1161380
48	718232100	1287165	1348408
49	763153020	1357508	1431576
50	817885000	1377218	1482736

	Y	X51	X52
51	870318060	1569183	1476462
52	878894800	1672617	1531051
53	880275897	1592796	1426660
54	885703140	1631073	1569044

Number of cases read: 54   Number of cases listed: 54

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≇≇≇≇ M U L T I P L E   R E G R E S S I O N ≇≇≇≇

Listwise Deletion of Missing Data

	Mean	Std Deviation	Label
Y	479346303.333	205858052.163	Vol. Penjualan
X51	847686.778	367726.470	
X52	843790.407	361499.486	

N of Cases =   54

Correlation, 1-tailed Sig:

	Y	X51	X52
Y	1.000	.915	.900
	.	.000	.000
X51	.915	1.000	.940
	.000	.	.000
X52	.900	.940	1.000
	.000	.000	.

**** MULTIPLE REGRESSION ****

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

  Descriptive Statistics are printed on Page   85

Block Number 1. Method: Enter   X51   X52

Variable(s) Entered on Step Number
  1..   X52
  2..   X51

Multiple R   .92257
R Square   .85113
Adjusted R Square   .84529
Standard Error 80970357.424

Analysis of Variance
                 DF   Sum of Squares   Mean Square
Regression   2 19116433357080348000   9.558216785E+17
Residual   51 334366137851922000 6556198781410240

F =   145.78900   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X51	334.177486	88.832489	.596945	.915334	.203248	.466060	3.762	.0004
X52	192.829784	90.362667	.338621	.899900	.115294	.286305	2.134	.0377
(Constant)	32974885.795	28467554.95					1.158	.2521

End Block Number   1   All requested variables entered.

**** M U L T I P L E   R E G R E S S I O N ****

Equation Number 1   Dependent Variable..   Y   Vol. Penjualan

Casewise Plot of Standardized Residual

*: Selected   M: Missing

Case #	-3.0 0.0 3.0 0:........:........:0	Y	*PRED	*RESID
1	. *. .	213594800	244518540.1	-30923740.1
2	. * . .	232814600	316933654.2	-84119054.2
3	. * . .	231446200	291891835.5	-60445635.5
4	. * . ,	226470200	437246152.4	-210775952
5	. * . .	239096800	343666989.4	-104570189
6	. * , .	243450800	340096576.9	-96645776.9
7	. *. .	250417200	279422940.2	-29005740.2
8	. *. .	237417400	253162661.3	-15745261.3
9	. * . .	231073000	392372301.9	-161299302
10	. * . .	238350400	347768824.3	-109418424
11	. * . .	225288400	335635348.4	-110366948
12	. * , .	263728000	356106940.8	-92378940.8
13	, * .	300546000	299982663.0	563337.0208
14	. * .	284686800	293014943.1	-8328143.08
15	. .* .	298705200	282976366.1	15728833.92
16	, * . .	296085600	374433298.1	-78347698.1
17	. *. .	283978800	304355447.5	-20376647.5
18	. * . .	327096000	373179069.8	-46083069.8
19	. . * .	349256400	256822354.8	92433845.21
20	, . * .	373186800	303550643.6	69636156.37
21	. . * .	397683600	238269183.6	159414416.4
22	, * , .	391028400	473352494.5	-82324094.5
23	. * . .	387346800	461867057.9	-74520257.9
24	. . * .	407949600	261422589.2	146527010.8
25	. . * .	441842560	249152709.7	192689850.3
26	. . * ,	449745920	318407678.5	131338241.5
27	. . * .	463837760	248127403.8	215710356.2
28	. *. .	455859840	470205157.3	-14345317.3
29	. * .	479569920	488601223.1	-9031303.10
30	. * .	494258240	488420813.6	5837426.354
31	. .* .	505740480	465484489.0	40255991.05
32	. * .	493885440	492274385.6	1611054.375
33	. *. .	500223040	514132691.3	-13909651.3
34	. * .	516700800	522709814.8	-6009014.79
35	. .* .	509319360	493021821.4	16297538.57
36	. .* .	530643520	503532302.2	27111217.76
37	. . * .	595934300	552498018.1	43436281.95
38	. * .	652803600	658696646.1	-5893046.09
39	. .* .	643586000	628983267.0	14602733.01
Case #	0:........:........:0 -3.0 0.0 3.0	Y	*PRED	*RESID

Casewise Plot of Standardized Residual

1: Selected   M: Missing

```
          -3.0     0.0     3.0
 Case #   0:........:........:0            Y        *PRED        *RESID
    40    .        .*       .        634615300  596507632.5  38107667.53
    41    .        *        ,        637660400  638655398.3  -994998.321
    42    .        *        ,        653626600  643385416.6  10241183.37
    43    .        .*       .        684242200  659196348.1  25045851.89
    44    .        .*       .        725227600  700235948.0  24991652.01
    45    .        .*       .        669181300  647169391.0  22011908.97
    46    .        . *      .        695846500  644110621.0  51735879.00
    47    .        .*       .        725227600  687354835.5  37872764.53
    48    .        *        .        718232100  723129672.4  -4897572.42
    49    .        *        .        763153020  762673986.8  479033.2376
    50    .        .*       .        817885000  779125796.8  38759203.25
    51    .        .*       .        870318060  842066363.7  28251696.28
    52    .        *        .        878894800  887158062.8  -8263262.85
    53    ,        .*       .        860238180  837012212.9  23225967.06
    54    .        *        .        895703140  880601175.4  5101964.634
 Case #   0:........:........:0            Y        *PRED        *RESID
          -3.0     0.0     3.0
```

Durbin-Watson Test =   .91541

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**** MULTIPLE REGRESSION ****

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	8.639	.194	
LOGX51	5.887	.193	
LOGX52	5.886	.195	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX51	LOGX52
LOGY	1.000	.829	.802
	.	.000	.000
LOGX51	.829	1.000	.892
	.000	.	.000
LOGX52	.802	.892	1.000
	.000	.000	.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   LOGY

   Descriptive Statistics are printed on Page 115

Block Number 1. Method: Enter   LOGX51   LOGX52

Variable(s) Entered on Step Number
     1..   LOGX52
     2..   LOGX51

Multiple R   .84067
R Square   .70672
Adjusted R Square   .69522
Standard Error   .10730

Analysis of Variance
                   DF   Sum of Squares   Mean Square
Regression   2   1.41485   .70742
Residual   51   .58714   .01151

F =   61.44856   Signif F = .0000

---------------------------------- Variables in the Equation ----------------------------------

Variable   B   SE B   Beta   Correl Part Cor Partial   T Sig T

LOGX51   .563579   .169080   .559442 .829470 .252765 .422943   3.333 .0016
LOGX52   .302142   .167538   .302684 .801769 .136758 .244844   1.803 .0772
(Constant)   3.543047   .460550   7.693 .0000

End Block Number   1   All requested variables entered.

‡‡‡‡ MULTIPLE REGRESSION ‡‡‡‡

Equation Number 1   Dependent Variable..   LOGY

Casewise Plot of Standardized Residual

‡: Selected   M: Missing

```
          -3.0          0.0          3.0
Case #   O:............:............:O    LOGY    *PRED     *RESID
    1    .          ‡  .              .    8.33    8.3911    -.0615
    2    .        ‡    .              .    8.37    8.4955    -.1285
    3    .         ‡   .              .    8.36    8.4634    -.0990
    4    . ‡            .             .    8.36    8.6377    -.2827
    5    .       ‡      .             .    8.38    8.5361    -.1375
    6    .       ‡      .             .    8.39    8.5267    -.1403
    7    .         ‡.   .             .    8.40    8.4518    -.0531
    8    .         ‡.   .             .    8.38    8.4095    -.0340
    9    .  ‡           .             .    8.36    8.5917    -.2280
   10    .       ‡      .             .    8.38    8.5435    -.1663
   11    .      ‡       .             .    8.35    8.5266    -.1739
   12    .        ‡     .             .    8.42    8.5363    -.1151
   13    .           ‡  .             .    8.48    8.4733   4.5881E-03
   14    .          ‡.  .             .    8.45    8.4717    -.0173
   15    .           .‡ .             .    8.48    8.4556     .0197
   16    .        ‡    .              .    8.47    8.5727    -.1013
   17    .           ‡  .             .    8.45    8.4615  -8.2023E-03
   18    .        ‡  .                .    8.51    8.5711    -.0565
   19    .          .    ‡            .    8.54    8.4154     .1277
   20    .          . ‡               .    8.57    8.4867     .0852
   21    .          .       ‡         .    8.60    8.3831     .2165
   22    .       ‡   .                .    8.59    8.6697    -.0775
   23    .       ‡   .                .    8.59    8.6584    -.0703
   24    .          .     ‡           .    8.61    8.4232     .1874
   25    .          .       ‡         .    8.65    8.4019     .2434
   26    .          .   ‡             .    8.65    8.5069     .1461
   27    .          .        ‡        .    8.67    8.4006     .2657
   28    .          ‡                 .    8.66    8.6671  -8.3018E-03
   29    .          ‡                 .    8.68    8.6828  -1.9723E-03
   30    .          .‡                .    8.69    8.6826     .0114
   31    .          .  ‡              .    8.70    8.6628     .0411
   32    .          ‡                 .    8.69    8.6852   8.4236E-03
   33    .          ‡                 .    8.70    8.7026  -3.4194E-03
   34    .          ‡                 .    8.71    8.7098   3.4460E-03
   35    .          .‡                .    8.71    8.6859     .0211
   36    .          .‡                .    8.72    8.6947     .0301
   37    .          . ‡               .    8.78    8.7313     .0437
   38    .          .‡                .    8.81    8.8021     .0126
   39    .          .‡                .    8.81    8.7837     .0249
Case #   O:............:............:O    LOGY    *PRED     *RESID
          -3.0          0.0          3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
            -3.0           0.0           3.0
  Case #    0:.............:.............:0    LOGY      *PRED      *RESID
    40      .             . *           .     8.80     8.7615     .0410
    41      .             .*            .     8.80     8.7895     .0151
    42      .             .*            .     8.82     8.7927     .0226
    43      .             . *           .     8.84     8.8017     .0335
    44      .             . *           .     8.86     8.8250     .0334
    45      .             .*            .     8.83     8.7942     .0313
    46      .             . *           .     8.84     8.7929     .0496
    47      .             . *           .     8.86     8.8190     .0415
    48      .             .*            .     8.86     8.8384     .0179
    49      .             .*            .     8.88     8.8593     .0233
    50      .             . *           .     8.91     8.8674     .0453
    51      .             . *           .     8.94     8.8988     .0409
    52      .             .*            .     8.94     8.9192     .0248
    53      .             . *           .     8.93     8.8964     .0382
    54      .             .*            .     8.95     8.9162     .0311
  Case #    0:.............:.............:0    LOGY      *PRED      *RESID
            -3.0           0.0           3.0
```

Durbin-Watson Test =   .79164

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* * * * MULTIPLE REGRESSION * * * *

Listwise Deletion of Missing Data

	Mean	Std Deviat	Label
Y	1.100	.472	Zarembka Y
X51	847686.778	367726.470	
X52	845790.407	361499.486	

N of Cases = 54

Correlation, 1-tailed Sig:

	Y	X51	X52
Y	1.000	.915	.900
	.	.000	.000
X51	.915	1.000	.940
	.000	.	.000
X52	.900	.940	1.000
	.000	.000	.

* * * * M U L T I P L E R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Descriptive Statistics are printed on Page 151

Block Number 1. Method: Enter   X51   X52

Variable(s) Entered on Step Number
   1..   X52
   2..   X51

Multiple R   .92257
R Square   .85113
Adjusted R Square   .84529
Standard Error   .18577

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	2	10.06260	5.03130
Residual	51	1.76005	.03451

F =   145.78900   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
X51	7.66706E-07	2.0381E-07	.596945	.915334	.203248	.466060	3.762	.0004
X52	4.42411E-07	2.0732E-07	.338621	.899900	.115294	.286305	2.134	.0377
(Constant)	.075655	.065313					1.158	.2521

End Block Number   1   All requested variables entered.

 # # # # M U L T I P L E   R E G R E S S I O N   # # # #

Equation Number 1   Dependent Variable..   Y   Zarembka Y

Casewise Plot of Standardized Residual

#: Selected   M: Missing

```
           -3.0      0.0     3.0
   Case #   0:........:........:0        Y      #PRED      #RESID
      1    .         #.           .    .49005    .5610     -.0709
      2    .       #  .           .    .53415    .7271     -.1930
      3    .        #  .          .    .53101    .6697     -.1387
      4    . #         .          .    .51959   1.0032     -.4836
      5    .       #   .          .    .54856    .7885     -.2399
      6    .       #   .          .    .55855    .7803     -.2217
      7    .         #.           .    .57453    .6411     -.0665
      8    .         #.           .    .54471    .5808     -.0361
      9    .     #    .           .    .53015    .9002     -.3701
     10    .       #  .           .    .54685    .7979     -.2510
     11    .       #  .           .    .51688    .7701     -.2532
     12    .        #  .          .    .60507    .8170     -.2119
     13    .          #           .    .68954    .6883   1.2925E-03
     14    .          #           .    .65316    .6723     -.0191
     15    .          .#          .    .68532    .6492      .0361
     16    .       #  .           .    .67931    .8591     -.1798
     17    .         #.           .    .65153    .6983     -.0468
     18    .       #  .           .    .75046    .8562     -.1057
     19    .          . #         .    .80130    .5892      .2121
     20    .          . #         .    .85621    .6964      .1598
     21    .          .    #      .    .91241    .5467      .3657
     22    .       #  .           .    .89714   1.0860     -.1889
     23    .       #  .           .    .88869   1.0597     -.1710
     24    .          .  #        .    .93596    .5998      .3362
     25    .          .     #  .       1.01372   .5716      .4421
     26    .          .  #    .        1.03186   .7305      .3013
     27    .          .       #  .     1.06419   .5693      .4949
     28    .        #.           .     1.04588  1.0788     -.0329
     29    .        #            .     1.10028  1.1210     -.0207
     30    .        #            .     1.13398  1.1206      .0134
     31    .         .#          .     1.16032  1.0680      .0924
     32    .        #            .     1.13313  1.1294   3.6963E-03
     33    .        #.           .     1.14767  1.1796     -.0319
     34    .        #            .     1.18547  1.1993     -.0138
     35    .         .#          .     1.16854  1.1311      .0374
     36    .         .#          .     1.21746  1.1553      .0622
     37    .         . #         .     1.36726  1.2676      .0997
     38    .        #            .     1.49773  1.5113     -.0135
     39    .         .#          .     1.47658  1.4431      .0335
   Case #   0:........:........:0        Y      #PRED      #RESID
           -3.0      0.0     3.0
```

Casewise Plot of Standardized Residual

$: Selected   M: Missing

```
           -3.0      0.0      3.0
  Case #   0:........:........:0            Y      #PRED       #RESID
    40     .         .$        .        1.45600    1.3686       .0874
    41     .         $         .        1.46299    1.4653   -2.2828E-03
    42     .         $         .        1.49962    1.4761       .0235
    43     .         .$        .        1.56986    1.5124       .0575
    44     .         .$        .        1.66390    1.6066       .0573
    45     .         .$        .        1.53531    1.4848       .0505
    46     .         . $       .        1.59649    1.4778       .1187
    47     .         .$        .        1.66390    1.5770       .0869
    48     .         $         .        1.64785    1.6591      -.0112
    49     .         $         .        1.75091    1.7498    1.0990E-03
    50     .         .$        .        1.87648    1.7876       .0889
    51     .         .$        .        1.99678    1.9320       .0648
    52     .         $         .        2.01645    2.0354      -.0190
    53     .         .$        .        1.97365    1.9204       .0533
    54     .         $         .        2.03208    2.0204       .0117
  Case #   0:........:........:0            Y      #PRED       #RESID
           -3.0      0.0      3.0
```

Durbin-Watson Test =   .91541

Lampiran 31

* * * * MULTIPLE REGRESSION * * * *

Listwise Deletion of Missing Data

	Mean	Std Dev	Label
LOGY	.000	.448	Zarembka (log Y)
LOGX51	5.887	.193	
LOGX52	5.886	.195	

N of Cases =   54

Correlation, 1-tailed Sig:

	LOGY	LOGX51	LOGX52
LOGY	1.000	.829	.802
	.	.000	.000
LOGX51	.829	1.000	.892
	.000	.	.000
LOGX52	.802	.892	1.000
	.000	.000	.

＊＊＊＊ M U L T I P L E   R E G R E S S I O N ＊＊＊＊

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Descriptive Statistics are printed on Page 181

Block Number 1. Method: Enter   LOGX51   LOGX52

Variable(s) Entered on Step Number
  1..   LOGX52
  2..   LOGX51

Multiple R	.84067
R Square	.70672
Adjusted R Square	.69522
Standard Error	.24706

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	2	7.50138	3.75069
Residual	51	3.11293	.06104

F =   61.44856   Signif F = .0000

------------------------------ Variables in the Equation ------------------------------

Variable	B	SE B	Beta	Correl	Part Cor	Partial	T	Sig T
LOGX51	1.297690	.389320	.559442	.829470	.252765	.422943	3.333	.0016
LOGX52	.695708	.385770	.302684	.801769	.136758	.244844	1.803	.0772
(Constant)	-11.734668	1.060456					-11.066	.0000

End Block Number   1   All requested variables entered.

* * * * M U L T I P L E   R E G R E S S I O N * * * *

Equation Number 1   Dependent Variable..   LOGY   Zarembka (log Y)

Casewise Plot of Standardized Residual

*: Selected   M: Missing


```
              -3.0           0.0           3.0
     Case #   0:.............:.............:0       LOGY        *PRED      *RESID
        1     .              *  .              .   -.71324      -.5717     -.1416
        2     .           *     .              .   -.62708      -.3312     -.2959
        3     .             *    .             .   -.63298      -.4051     -.2279
        4     . *                .             .   -.65471  -3.7600E-03    -.6510
        5     .          *       .             .   -.60046      -.2378     -.3627
        6     .          *       .             .   -.58241      -.2594     -.3230
        7     .              * .                .  -.55420      -.4318     -.1224
        8     .              * .                .  -.60750      -.5293     -.0782
        9     .  *                .             .  -.63459      -.1096     -.5250
       10     .       *          .             .   -.60358      -.2207     -.3829
       11     .       *          .             .   -.65994      -.2595     -.4004
       12     .          *       .             .   -.50241      -.2373     -.2651
       13     .                *  .             .  -.37172      -.3823      .0106
       14     .              *.              .     -.42593      -.3861     -.0398
       15     .                .*              .   -.37787      -.4231      .0453
       16     .          *     .               .   -.38668      -.1534     -.2333
       17     .                *              .    -.42842      -.4095     -.0189
       18     .           *  .                 .   -.28707      -.1571     -.1300
       19     .                .   *            .  -.22152      -.5155      .2940
       20     .                .  *             .  -.15525      -.3515      .1963
       21     .                .      *         .  -.09167      -.5901      .4984
       22     .           *    .                .  -.10854       .0698     -.1784
       23     .           *  .                  .  -.11800       .0438     -.1618
       24     .                .     *          .  -.06618      -.4978      .4316
       25     .                .       *         . .01363       -.5468      .5604
       26     .                .   *            .   .03136      -.3050      .3363
       27     .                .        *       .   .06221      -.5497      .6119
       28     .              *                  .   .04486       .0640     -.0191
       29     .              *                  .   .09557       .1001  -4.5415E-03
       30     .               .*                .   .12573       .0995      .0263
       31     .                . *              .   .14870       .0541      .0946
       32     .              *                  .   .12498       .1056      .0194
       33     .              *                  .   .13773       .1456  -7.8736E-03
       34     .              *                  .   .17014       .1622   7.9347E-03
       35     .               .*               .    .15575       .1072      .0486
       36     .               .*               .    .19677       .1275      .0693
       37     .                . *             .     .31281       .2121      .1007
       38     .               .*               .    .40395       .374B      .0291
       39     .               .*               .    .38973       .3325      .0573
     Case #   0:.............:.............:0       LOGY        *PRED      *RESID
              -3.0           0.0           3.0
```

Casewise Plot of Standardized Residual

*: Selected   M: Missing

```
              -3.0            0.0           3.0
Case #    0:...............:...............:0    LOGY    *PRED    *RESID
   40     .               . *             .     .37569   .2813    .0944
   41     .               .*              .     .38048   .3457    .0347
   42     .               .*              .     .40521   .3531    .0521
   43     .               . *             .     .45099   .3739    .0771
   44     .               . *             .     .50916   .4276    .0816
   45     .               .*              .     .42873   .3566    .0721
   46     .               . *             .     .46780   .3536    .1142
   47     .               . *             .     .50916   .4136    .0956
   48     .               .*              .     .49947   .4583    .0412
   49     .               .*              .     .56013   .5064    .0538
   50     .               . *             .     .62940   .5251    .1043
   51     .               . *             .     .69153   .5974    .0942
   52     .               .*              .     .70134   .6443    .0570
   53     .               . *             .     .67989   .5919    .0880
   54     .               .*              .     .70906   .6375    .0715
Case #    0:...............:...............:0    LOGY    *PRED    *RESID
              -3.0            0.0           3.0
```

Durbin-Watson Test =   .79164

Lampiran 32

```
MIN    X1 + X2 + X3 + X4 + X5
SUBJECT TO
        2)    X1 + X2 + X3 + X4 + X5 <=   1280580
        3)    X1 + X2 + X3 + X4 + X5 >=   853720
        4)    X1 >=   162267
        5)    X2 >=   183116
        6)    X3 >=   204893
        7)    X4 >=   93852
        8)    X5 >=   65795
        9)    X1 <=   358562
       10)    X2 <=   230504
       11)    X3 <=   461008
       12)    X4 <=   153669
       13)    X5 <=   86835
       14)    13246533 X1 + 13146517 X2 + 12730006 X3 + 18140800 X4
       + 13293925 X5 >=   10671000
END


LP OPTIMUM FOUND AT STEP        0

        OBJECTIVE FUNCTION VALUE

        1)    924120.000

VARIABLE        VALUE          REDUCED COST
      X1     173667.000000         .000000
      X2     208116.000000         .000000
      X3     322873.000000         .000000
      X4     143769.000000         .000000
      X5      75695.000000         .000000


     ROW    SLACK OR SURPLUS    DUAL PRICES
      2)     426860.000000         .000000
      3)          .000000        -1.000000
      4)          .000000         .000000
      5)          .000000         .000000
      6)      83980.000000         .000000
      7)      59817.000000         .000000
      8)          .000000         .000000
      9)     196295.000000         .000000
     10)      47388.000000         .000000
     11)     172135.000000         .000000
     12)          .000000         .000000
     13)      21040.000000         .000000
     14) ****************         .000000

NO. ITERATIONS=        0
```

DO RANGE(SENSITIVITY) ANALYSIS?
RANGES IN WHICH THE BASIS IS UNCHANGED:

OBJ COEFFICIENT RANGES

VARIABLE	CURRENT COEF	ALLOWABLE INCREASE	ALLOWABLE DECREASE
X1	1.000000	INFINITY	.000000
X2	1.000000	INFINITY	.000000
X3	1.000000	.000000	.000000
X4	1.000000	.000000	INFINITY
X5	1.000000	INFINITY	.000000

RIGHTHAND SIDE RANGES

ROW	CURRENT RHS	ALLOWABLE INCREASE	ALLOWABLE DECREASE
2	1280580.000000	INFINITY	426860.000000
3	853720.000000	172135.000000	83980.000000
4	162267.000000	83980.000000	162267.000000
5	183116.000000	47388.000000	172135.000000
6	204893.000000	83980.000000	INFINITY
7	93852.000000	59817.000000	INFINITY
8	65795.000000	21040.000000	65795.000000
9	358562.000000	INFINITY	196295.000000
10	230504.000000	INFINITY	47388.000000
11	461008.000000	INFINITY	172135.000000
12	153669.000000	83980.000000	59817.000000
13	86835.000000	INFINITY	21040.000000
14	10671000.000000	***************	INFINITY

Lampiran 33

PERHITUNGAN ELASTISITAS BIAYA PEMASARAN

Rumus Elastisitas:

$$E = \frac{\text{Rata} - \text{rata variabel biaya}}{\text{Rata} - \text{rata penjualan}} \times \text{koefisien regresi}$$

1. Hasil dari perhitungan elastisitas untuk $Y = f(X_1, X_2, X_3, X_4, X_5)$

$$EX_1 = \frac{5659428,519}{479346303,333} \times 13,246533 = 0,156395921$$

$$EX_2 = \frac{10748706,926}{479346303,333} \times 13,146517 = 0,294793258$$

$$EX_3 = \frac{8025038,296}{479346303,333} \times 12,730006 = 0,213121046$$

$$EX_4 = \frac{5321610,889}{479346303,333} \times 18,140800 = 0,201395689$$

$$EX_5 = \frac{4469221,127}{479346303,333} \times 13,293925 = 0,123946904$$

2. Hasil dari perhitungan elastisitas untuk $Y = f(X_{11}, X_{12}, X_{13})$

$$EX_{11} = \frac{2068781,778}{479346303,333} \times 58,035008 = 0.250469788$$

$$EX_{12} = \frac{2037977,148}{479346303,333} \times 71,433459 = 0,303704766$$

$$EX_{13} = \frac{2109438,852}{479346303,333} \times 89,370343 = 0,39328826$$

3. Hasil dari perhitungan elastisitas untuk $Y = (X_{21}, X_{22}, X_{23})$

$$EX_{21} = \frac{3819541,685}{479346303,333} \times 40,724201 = 0,324499808$$

$$EX_{22} = \frac{3910252,426}{479346303,333} \times 34,283881 = 0,279669683$$

$$EX_{23} = \frac{3807411,759}{479346303,333} \times 49,514672 = 0,393291328$$

4. Hasil dari perhitungan elastisitas untuk $Y = f (X_{31}, X_{32}, X_{33}, X_{34})$

$$EX_{31} = \frac{3819541,685}{479346303,333} \times 19,595063 = 0,156137973$$

$$EX_{32} = \frac{3910252,426}{479346303,333} \times 45,058707 = 0,367564988$$

$$EX_{33} = \frac{3807411,759}{479346303,333} \times 32,533971 = 0,258414893$$

$$EX_{34} = \frac{1411366,130}{479346303,333} \times 80,492010 = 0,236997127$$

5. Hasil perhitungan elastisitas untuk $Y = f (X_{41}, X_{42}, X_{43})$

$$EX_{41} = \frac{836805,778}{479346303,333} \times 165,315384 = 0,288594838$$

$$EX_{42} = \frac{1684463,222}{479346303,333} \times 84,791644 = 0,297964968$$

$$EX_{43} = \frac{1692201,333}{479346303,333} \times 116,345786 = 0,410727052$$

6. Hasil perhitungan elastisitas untuk $Y = f(X_{51}, X_{52})$

$$EX_{51} = \frac{847686,778}{479346303,333} \times 334,177486 = 0,590966978$$

$$EX_{52} = \frac{845790,407}{479346303,333} \times 192,829784 = 0,340241659$$

TANGERANG, 12 JANUARI 1999

PERIHAL : KETERANGAN RISET

Dengan Hormat,

Dengan ini, PT.GLEDIS MULTI TRENDI menerangkan bahwa mahasiswa
Universitas Atmajaya di bawah ini :

Nama   : Henni
No. Mhs   : 06685
Fakultas : Ekonomi
Jurusan   : Manajemen

telah melakukan riset penelitian dalam rangka menyusun dan pe-
nulisan skripsi dengan judul :

" Evaluasi Biaya Pemasaran "

Demikian surat keterangan ini kami buat dan agar dipergunakan
seperlunya.

Hormat Kami,

Yenny Francel

Marketing Manager