

BAB 9

KESIMPULAN DAN SARAN

9.1. Kesimpulan

- a. Penyelesaian masalah di Giant Pet Gallery diselesaikan dengan *survey potential customer* dengan menggunakan metode SERVQUAL IPA.
- b. Instrumen penelitian yang digunakan berupa kuesioner dengan 7 atribut dimensi bukti fisik, 3 atribut dimensi reliabilitas, 3 atribut dimensi jaminan, 4 atribut dimensi empati dan 4 atribut dimensi daya tanggap.
- c. Atribut pelayanan yang diputuskan untuk dilakukan perbaikan berdasarkan SERVQUAL IPA antara lain mengenai lahan parkir, produk yang dijual di Giant Pet Gallery tertata dengan rapi, terdapat label harga pada setiap produk, label harga yang tertera di rak sesuai dengan harga yang terdapat di kasir, adanya media pengaduan layanan serta karyawan menawarkan bantuan dan melayani ketika pelanggan datang.
- d. Rancangan usulan perbaikan yang diberikan guna meningkatkan perbaikan kualitas pelayanan di Giant Pet Gallery yaitu perbaikan kemiringan akses jalan masuk dan parkiran, adanya penataan produk sesuai fungsinya, pemberian label harga produk dan sinkronisasi harga kasir, adanya media layanan *customer service*, dan pengadaaan *coaching* bagi karyawan.
- e. Usulan perbaikan yang dapat mengatasi rasa ketidakpuasan pelanggan pada kondisi *turnover* karyawan yang tinggi antara lain penataan produk sesuai fungsinya, adanya label harga produk yang sinkron dengan harga kasir, serta adanya layanan *customer service*.
- f. Perbaikan yang sudah diimplementasikan antara lain perbaikan kemiringan akses jalan masuk di mana akses jalan sudah lebih landai, pemberian label harga produk dan sinkronisasi harga kasir, serta adanya media layanan *customer service*.
- g. Perbaikan yang diberikan berdampak baik bagi Giant Pet Gallery. Terdapat penurunan komentar buruk pada hasil survei awal dari 53,85% berkurang menjadi 21,88% pada hasil survei ulang.

9.2. Saran

Saran untuk pengembangan penelitian di Giant Pet Gallery yaitu perlu penelitian lebih lanjut di Giant Pet Gallery mengenai manajemen sumber daya manusia di Giant Pet Gallery terutama pada tingkat *turnover* karyawan yang tinggi.

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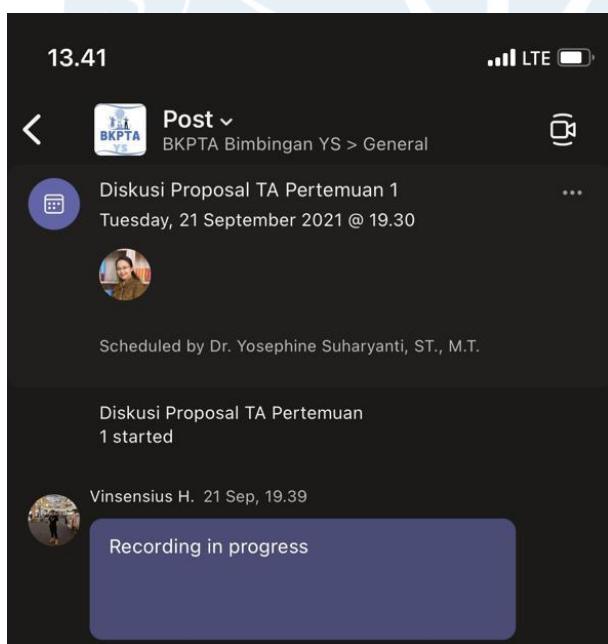
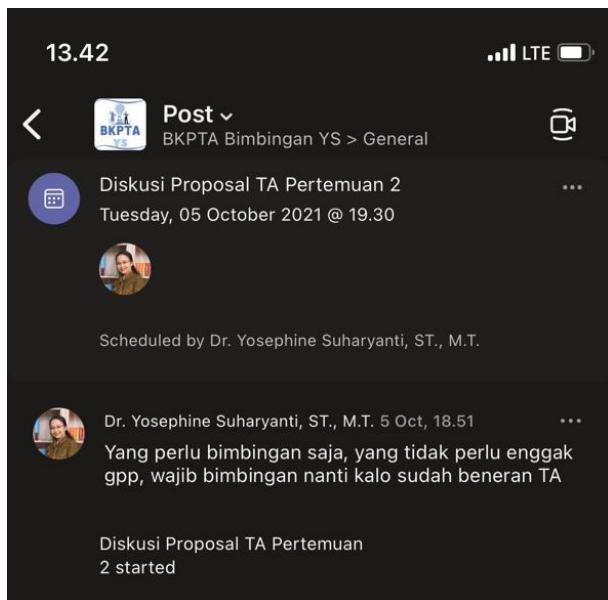
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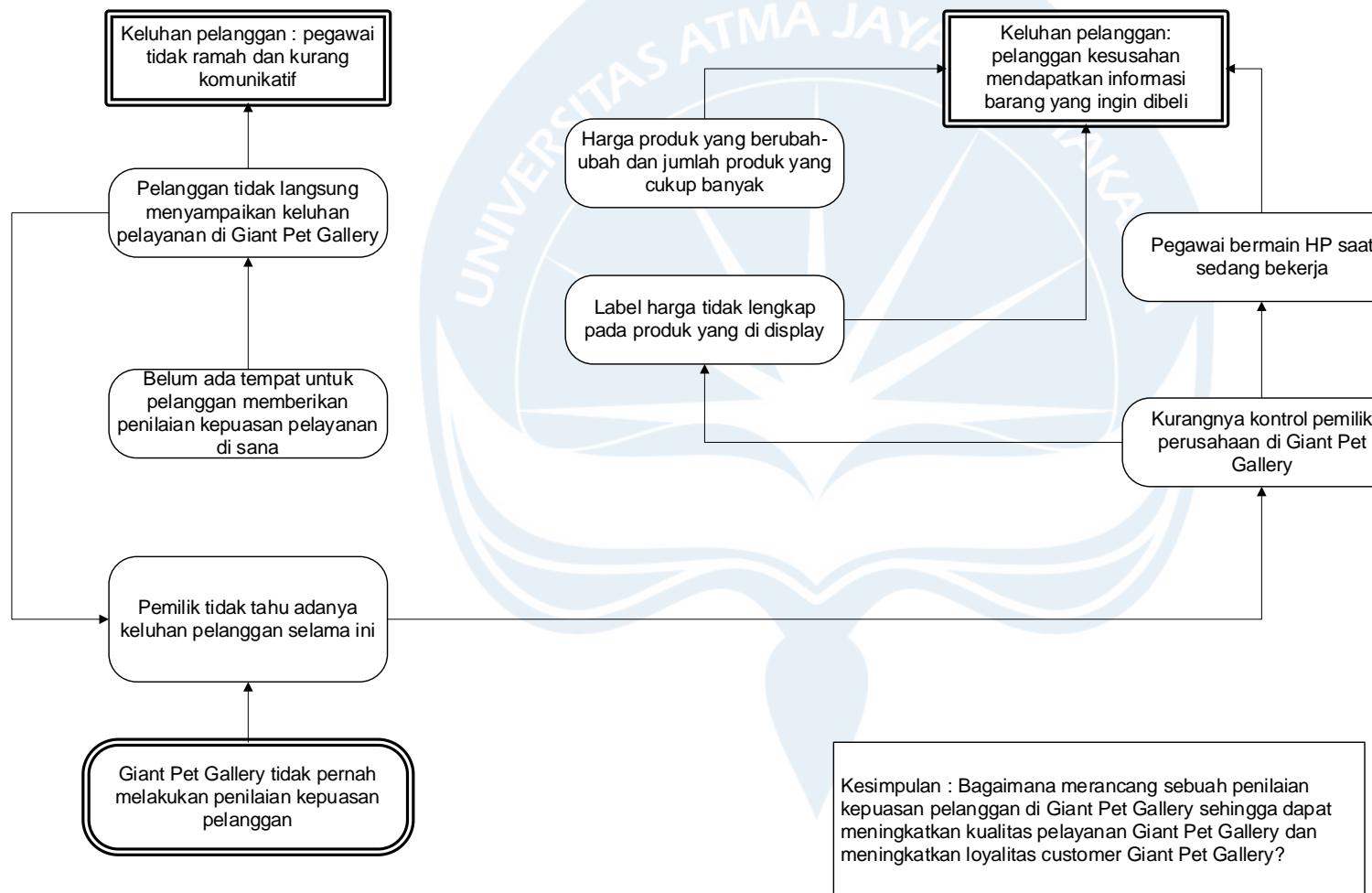


LAMPIRAN

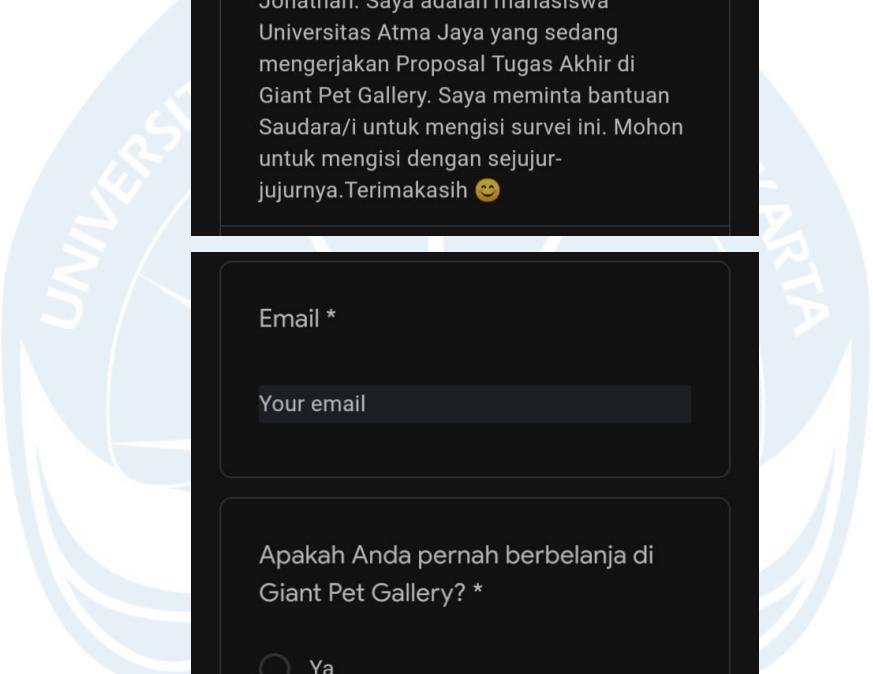
Lampiran 1: Bukti bimbingan dengan dosen pembimbing



Lampiran 2: Diagram Keterkaitan



Lampiran 3: Desain pengumpulan data awal





Survei Konsumen Giant Pet Gallery

Hai! Perkenalkan nama saya Vinsensius Jonathan. Saya adalah mahasiswa Universitas Atma Jaya yang sedang mengerjakan Proposal Tugas Akhir di Giant Pet Gallery. Saya meminta bantuan Saudara/i untuk mengisi survei ini. Mohon untuk mengisi dengan sejujurnya. Terimakasih 😊

Email *

Your email

Apakah Anda pernah berbelanja di Giant Pet Gallery? *

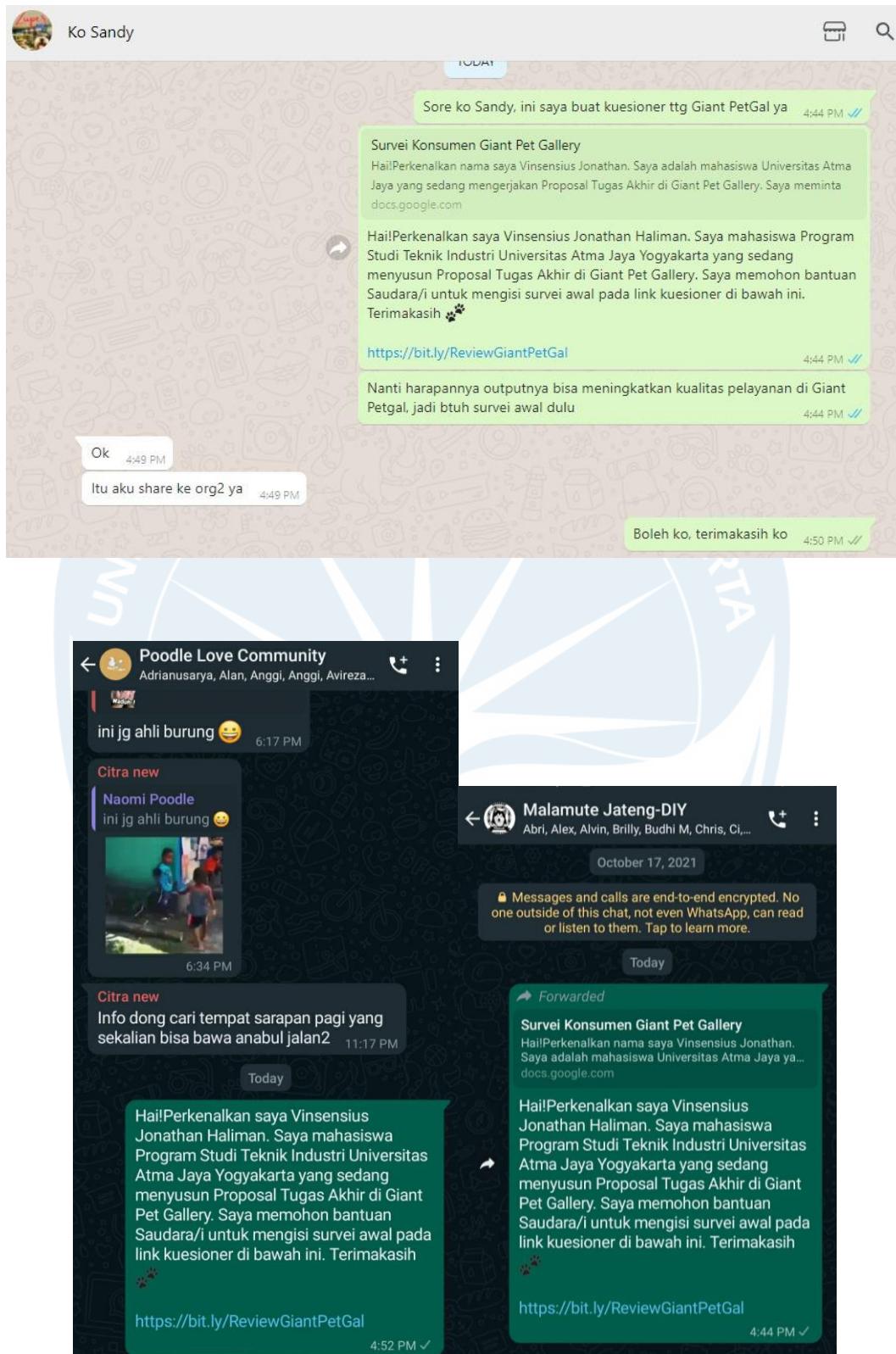
Ya
 Tidak

Bagaimana pengalaman Anda berbelanja di Giant Pet Gallery?
Berikan review, komentar, keluhan atau penilaian untuk Giant Pet Gallery. *

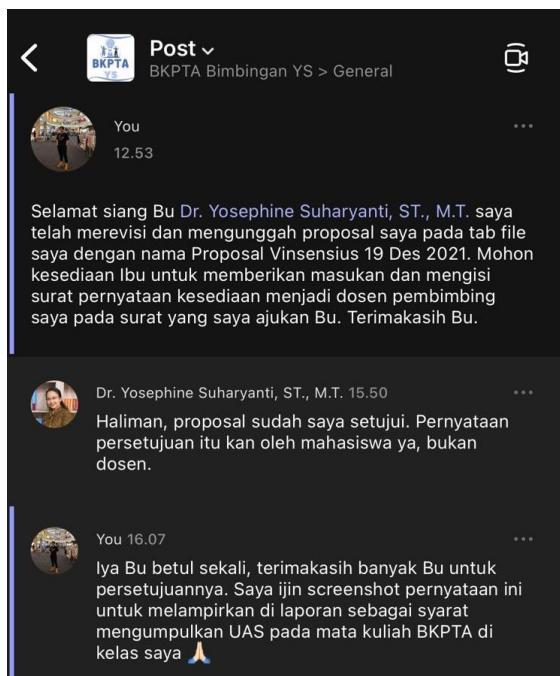
Your answer

 Submit Clear form

Lampiran 4: Pengumpulan data awal



Lampiran 5: Bukti ACC Dosen Pembimbing



Lampiran 6: Pengolahan Data SPSS

Bagian : Kondisi Sekarang

Correlations								
	Atribut1	Atribut2	Atribut3	Atribut4	Atribut5	Atribut6	Atribut7	TotalBuktiFisik
Atribut1	Pearson Correlation	1	.194	.165	.371**	-.053	-.207	.170
	Sig. (2-tailed)		.137	.208	.003	.688	.112	.193
	N	60	60	60	60	60	60	60
Atribut2	Pearson Correlation	.194	1	.439**	.336**	.260*	.205	-.061
	Sig. (2-tailed)		.137		.000	.009	.045	.115
	N	60	60	60	60	60	60	60
Atribut3	Pearson Correlation	.165	.439**	1	.089	.281*	.210	.251
	Sig. (2-tailed)		.208		.000	.498	.029	.108
	N	60	60	60	60	60	60	60
Atribut4	Pearson Correlation	.371**	.336**	.089	1	.141	.351**	.481**
	Sig. (2-tailed)		.003	.009	.498		.283	.006
	N	60	60	60	60	60	60	60
Atribut5	Pearson Correlation	-.053	.260*	.281*	.141	1	.250	.236
	Sig. (2-tailed)		.688	.045	.029	.283		.054
	N	60	60	60	60	60	60	60
Atribut6	Pearson Correlation	-.207	.205	.210	.351**	.250	1	.348**
	Sig. (2-tailed)		.112	.115	.108	.006		.006
	N	60	60	60	60	60	60	60
Atribut7	Pearson Correlation	.170	-.061	.251	.481**	.236	.348**	1
	Sig. (2-tailed)		.193	.644	.054	.000	.069	
	N	60	60	60	60	60	60	60
TotalBuktiFisik	Pearson Correlation	.321*	.672**	.692**	.600**	.476**	.553**	1
	Sig. (2-tailed)		.012	.000	.000	.000	.000	
	N	60	60	60	60	60	60	60

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

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

Correlations								
	Atribut8	Atribut9	Atribut10		TotalReliabilitas			
Atribut8	Pearson Correlation	1	.626**	.662**		.879**		
	Sig. (2-tailed)			.000	.000		.000	
	N	60	60	60	60		60	
Atribut9	Pearson Correlation	.626**	1	.691**		.876**		
	Sig. (2-tailed)		.000		.000		.000	
	N	60	60	60	60		60	
Atribut10	Pearson Correlation	.662**	.691**	1		.882**		
	Sig. (2-tailed)		.000	.000			.000	
	N	60	60	60	60		60	
TotalReliabilitas	Pearson Correlation	.879**	.876**	.882**		1		
	Sig. (2-tailed)		.000	.000	.000			
	N	60	60	60	60		60	

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

Correlations

		Atribut11	Atribut12	Atribut13	TotalJaminan
Atribut11	Pearson Correlation	1	.369**	.374**	.769**
	Sig. (2-tailed)		.004	.003	.000
	N	60	60	60	60
Atribut12	Pearson Correlation	.369**	1	.387**	.769**
	Sig. (2-tailed)		.004	.002	.000
	N	60	60	60	60
Atribut13	Pearson Correlation	.374**	.387**	1	.755**
	Sig. (2-tailed)		.003	.002	.000
	N	60	60	60	60
TotalJaminan	Pearson Correlation	.769**	.769**	.755**	1
	Sig. (2-tailed)		.000	.000	.000
	N	60	60	60	60

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

Correlations

		Atribut14	Atribut15	Atribut16	Atribut17	TotalEmpati
Atribut14	Pearson Correlation	1	.335**	.511**	.234	.664**
	Sig. (2-tailed)		.009	.000	.072	.000
	N	60	60	60	60	60
Atribut15	Pearson Correlation	.335**	1	.551**	.603**	.801**
	Sig. (2-tailed)		.009	.000	.000	.000
	N	60	60	60	60	60
Atribut16	Pearson Correlation	.511**	.551**	1	.548**	.848**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	60	60	60	60	60
Atribut17	Pearson Correlation	.234	.603**	.548**	1	.778**
	Sig. (2-tailed)		.072	.000	.000	.000
	N	60	60	60	60	60
TotalEmpati	Pearson Correlation	.664**	.801**	.848**	.778**	1
	Sig. (2-tailed)		.000	.000	.000	.000
	N	60	60	60	60	60

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

Correlations

		Atribut18	Atribut19	Atribut20	Atribut21	TotalDayaTanggap
Atribut18	Pearson Correlation	1	.476**	.453**	-.013	.682**
	Sig. (2-tailed)		.000	.000	.921	.000
	N	60	60	60	60	60
Atribut19	Pearson Correlation	.476**	1	.422**	.158	.712**
	Sig. (2-tailed)	.000		.001	.228	.000
	N	60	60	60	60	60
Atribut20	Pearson Correlation	.453**	.422**	1	.555**	.858**
	Sig. (2-tailed)	.000	.001		.000	.000
	N	60	60	60	60	60
Atribut21	Pearson Correlation	-.013	.158	.555**	1	.594**
	Sig. (2-tailed)	.921	.228	.000		.000
	N	60	60	60	60	60
TotalDayaTanggap	Pearson Correlation	.682**	.712**	.858**	.594**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	60	60	60	60	60

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

(Atribut 1-7)

Reliability Statistics

Cronbach's Alpha	N of Items
.648	7

(Atribut 8-10)

Reliability Statistics

Cronbach's Alpha	N of Items
.850	3

(Atribut 11-13)

Reliability Statistics

Cronbach's Alpha	N of Items
.644	3

(Atribut 14-17)

Reliability Statistics

Cronbach's Alpha	N of Items
.777	4

(Atribut 18-21)

Reliability Statistics

Cronbach's Alpha	N of Items
.676	4

Bagian : Harapan

Correlations

		Atribut1	Atribut2	Atribut3	Atribut4	Atribut5	Atribut6	Atribut7	TotalBuktiFisi k
Atribut1	Pearson Correlation	1	.530**	.023	.056	.089	-.008	.606**	.472**
	Sig. (2-tailed)		.000	.859	.668	.500	.951	.000	.000
	N	60	60	60	60	60	60	60	60
Atribut2	Pearson Correlation	.530**	1	.375**	.636**	.528**	.306*	.289*	.750**
	Sig. (2-tailed)	.000		.003	.000	.000	.017	.025	.000
	N	60	60	60	60	60	60	60	60
Atribut3	Pearson Correlation	.023	.375**	1	.656**	.627**	.844**	.400**	.775**
	Sig. (2-tailed)	.859	.003		.000	.000	.000	.002	.000
	N	60	60	60	60	60	60	60	60
Atribut4	Pearson Correlation	.056	.636**	.656**	1	.594**	.522**	.344**	.780**
	Sig. (2-tailed)	.668	.000	.000		.000	.000	.007	.000
	N	60	60	60	60	60	60	60	60
Atribut5	Pearson Correlation	.089	.528**	.627**	.594**	1	.601**	.438**	.771**
	Sig. (2-tailed)	.500	.000	.000	.000		.000	.000	.000
	N	60	60	60	60	60	60	60	60
Atribut6	Pearson Correlation	-.008	.306*	.844**	.522**	.601**	1	.380**	.713**
	Sig. (2-tailed)	.951	.017	.000	.000	.000		.003	.000
	N	60	60	60	60	60	60	60	60
Atribut7	Pearson Correlation	.606**	.289*	.400**	.344**	.438**	.380**	1	.702**
	Sig. (2-tailed)	.000	.025	.002	.007	.000	.003		.000
	N	60	60	60	60	60	60	60	60
TotalBuktiFisik	Pearson Correlation	.472**	.750**	.775**	.780**	.771**	.713**	.702**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	
	N	60	60	60	60	60	60	60	60

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

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

Correlations

		Atribut8	Atribut9	Atribut10	TotalReliabilitas
Atribut8	Pearson Correlation	1	.625**	.528**	.878**
	Sig. (2-tailed)		.000	.000	.000
	N	60	60	60	60
Atribut9	Pearson Correlation	.625**	1	.380**	.818**
	Sig. (2-tailed)	.000		.003	.000
	N	60	60	60	60
Atribut10	Pearson Correlation	.528**	.380**	1	.766**
	Sig. (2-tailed)	.000	.003		.000
	N	60	60	60	60
TotalReliabilitas	Pearson Correlation	.878**	.818**	.766**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	60	60	60	60

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

Correlations

		Atribut11	Atribut12	Atribut13	TotalJaminan
Atribut11	Pearson Correlation	1	.540**	.429**	.824**
	Sig. (2-tailed)		.000	.001	.000
	N	60	60	60	60
Atribut12	Pearson Correlation	.540**	1	.448**	.812**
	Sig. (2-tailed)	.000		.000	.000
	N	60	60	60	60
Atribut13	Pearson Correlation	.429**	.448**	1	.779**
	Sig. (2-tailed)	.001	.000		.000
	N	60	60	60	60
TotalJaminan	Pearson Correlation	.824**	.812**	.779**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	60	60	60	60

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

Correlations

		Atribut14	Atribut15	Atribut16	Atribut17	TotalEmpati
Atribut14	Pearson Correlation	1	.355**	.242	.139	.701**
	Sig. (2-tailed)		.005	.062	.289	.000
	N	60	60	60	60	60
Atribut15	Pearson Correlation	.355**	1	.552**	.133	.737**
	Sig. (2-tailed)	.005		.000	.312	.000
	N	60	60	60	60	60
Atribut16	Pearson Correlation	.242	.552**	1	.339**	.754**
	Sig. (2-tailed)	.062	.000		.008	.000
	N	60	60	60	60	60
Atribut17	Pearson Correlation	.139	.133	.339**	1	.538**
	Sig. (2-tailed)	.289	.312	.008		.000
	N	60	60	60	60	60
TotalEmpati	Pearson Correlation	.701**	.737**	.754**	.538**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	60	60	60	60	60

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

Correlations

		Atribut18	Atribut19	Atribut20	Atribut21	TotalDayaTanggap
Atribut18	Pearson Correlation	1	.406**	.130	.208	.634**
	Sig. (2-tailed)		.001	.324	.111	.000
	N	60	60	60	60	60
Atribut19	Pearson Correlation	.406**	1	.372**	.207	.739**
	Sig. (2-tailed)	.001		.003	.112	.000
	N	60	60	60	60	60
Atribut20	Pearson Correlation	.130	.372**	1	.328*	.679**
	Sig. (2-tailed)	.324	.003		.010	.000
	N	60	60	60	60	60
Atribut21	Pearson Correlation	.208	.207	.328*	1	.651**
	Sig. (2-tailed)	.111	.112	.010		.000
	N	60	60	60	60	60
TotalDayaTanggap	Pearson Correlation	.634**	.739**	.679**	.651**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	60	60	60	60	60

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

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

(Atribut 1-7)

Reliability Statistics

Cronbach's Alpha	N of Items
.834	7

(Atribut 8-10)

Reliability Statistics

Cronbach's Alpha	N of Items
.759	3

(Atribut 11-13)

Reliability Statistics

Cronbach's Alpha	N of Items
.727	3

(Atribut 14-17)

Reliability Statistics

Cronbach's Alpha	N of Items
.613	4

(Atribut 18-21)

Reliability Statistics

Cronbach's Alpha	N of Items
.604	4

Bagian : Tingkat Kepentingan

Correlations								
	Atribut1	Atribut2	Atribut3	Atribut4	Atribut5	Atribut6	Atribut7	TotalBuktiFisik
Atribut1	Pearson Correlation	1	.137	.199	.218	.254	.126	.290*
	Sig. (2-tailed)		.298	.127	.095	.050	.336	.025
	N	60	60	60	60	60	60	60
Atribut2	Pearson Correlation	.137	1	.389**	.000	.169	.314*	.441**
	Sig. (2-tailed)		.298		.002	1.000	.197	.015
	N	60	60	60	60	60	60	60
Atribut3	Pearson Correlation	.199	.389**	1	.471**	.164	.294*	.288*
	Sig. (2-tailed)		.127	.002		.000	.210	.023
	N	60	60	60	60	60	60	60
Atribut4	Pearson Correlation	.218	.000	.471**	1	.146	.350**	.294*
	Sig. (2-tailed)		.095	1.000	.000		.267	.006
	N	60	60	60	60	60	60	60
Atribut5	Pearson Correlation	.254	.169	.164	.146	1	.331**	.092
	Sig. (2-tailed)		.050	.197	.210	.267		.496**
	N	60	60	60	60	60	60	60
Atribut6	Pearson Correlation	.126	.314*	.294*	.350**	.331**	1	.650**
	Sig. (2-tailed)		.336	.015	.023	.006		.366**
	N	60	60	60	60	60	60	60
Atribut7	Pearson Correlation	.290*	.441**	.288*	.294*	.092	.650**	1
	Sig. (2-tailed)		.025	.000	.026	.023	.482	
	N	60	60	60	60	60	60	60
TotalBuktiFisik	Pearson Correlation	.496**	.333**	.421**	.275*	.496**	.366**	1
	Sig. (2-tailed)		.000	.009	.001	.033	.000	.003
	N	60	60	60	60	60	60	60

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

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

Correlations								
	Atribut8	Atribut9	Atribut10		TotalReliabilitas			
Atribut8	Pearson Correlation	1	.372**	.399**		.742**		
	Sig. (2-tailed)		.003	.002		.000		
	N	60	60	60		60		
Atribut9	Pearson Correlation	.372**	1	.626**		.827**		
	Sig. (2-tailed)		.003			.000		
	N	60	60	60		60		
Atribut10	Pearson Correlation	.399**	.626**	1		.838**		
	Sig. (2-tailed)		.002	.000		.000		
	N	60	60	60		60		
TotalReliabilitas	Pearson Correlation	.742**	.827**	.838**		1		
	Sig. (2-tailed)		.000	.000		.000		
	N	60	60	60		60		

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

Correlations

		Atribut11	Atribut12	Atribut13	TotalJaminan
Atribut11	Pearson Correlation	1	.504**	.456**	.803**
	Sig. (2-tailed)		.000	.000	.000
	N	60	60	60	60
Atribut12	Pearson Correlation	.504**	1	.365**	.730**
	Sig. (2-tailed)		.000	.004	.000
	N	60	60	60	60
Atribut13	Pearson Correlation	.456**	.365**	1	.830**
	Sig. (2-tailed)		.000	.004	.000
	N	60	60	60	60
TotalJaminan	Pearson Correlation	.803**	.730**	.830**	1
	Sig. (2-tailed)		.000	.000	.000
	N	60	60	60	60

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

Correlations

		Atribut14	Atribut15	Atribut16	Atribut17	TotalEmpati
Atribut14	Pearson Correlation	1	.796**	.518**	.382**	.883**
	Sig. (2-tailed)		.000	.000	.003	.000
	N	60	60	60	60	60
Atribut15	Pearson Correlation	.796**	1	.417**	.326*	.828**
	Sig. (2-tailed)		.000	.001	.011	.000
	N	60	60	60	60	60
Atribut16	Pearson Correlation	.518**	.417**	1	.295*	.729**
	Sig. (2-tailed)		.000	.001	.022	.000
	N	60	60	60	60	60
Atribut17	Pearson Correlation	.382**	.326*	.295*	1	.637**
	Sig. (2-tailed)		.003	.011	.022	.000
	N	60	60	60	60	60
TotalEmpati	Pearson Correlation	.883**	.828**	.729**	.637**	1
	Sig. (2-tailed)		.000	.000	.000	.000
	N	60	60	60	60	60

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

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

Correlations

		Atribut18	Atribut19	Atribut20	Atribut21	TotalDayaTanggap
Atribut18	Pearson Correlation	1	.591**	.587**	.623**	.674**
	Sig. (2-tailed)		.000	.000	.000	.000
	N	60	60	60	60	60
Atribut19	Pearson Correlation	.591**	1	.591**	.456**	.604**
	Sig. (2-tailed)	.000		.000	.000	.000
	N	60	60	60	60	60
Atribut20	Pearson Correlation	.587**	.591**	1	.675**	.508**
	Sig. (2-tailed)	.000	.000		.000	.000
	N	60	60	60	60	60
Atribut21	Pearson Correlation	.623**	.456**	.675**	1	.464**
	Sig. (2-tailed)	.000	.000	.000		.000
	N	60	60	60	60	60
TotalDayaTanggap	Pearson Correlation	.674**	.604**	.508**	.464**	1
	Sig. (2-tailed)	.000	.000	.000	.000	
	N	60	60	60	60	60

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

(Atribut 1-7)

Reliability Statistics

Cronbach's Alpha	N of Items
.717	7

(Atribut 8-10)

Reliability Statistics

Cronbach's Alpha	N of Items
.722	3

(Atribut 11-13)

Reliability Statistics

Cronbach's Alpha	N of Items
.680	3

(Atribut 14-17)

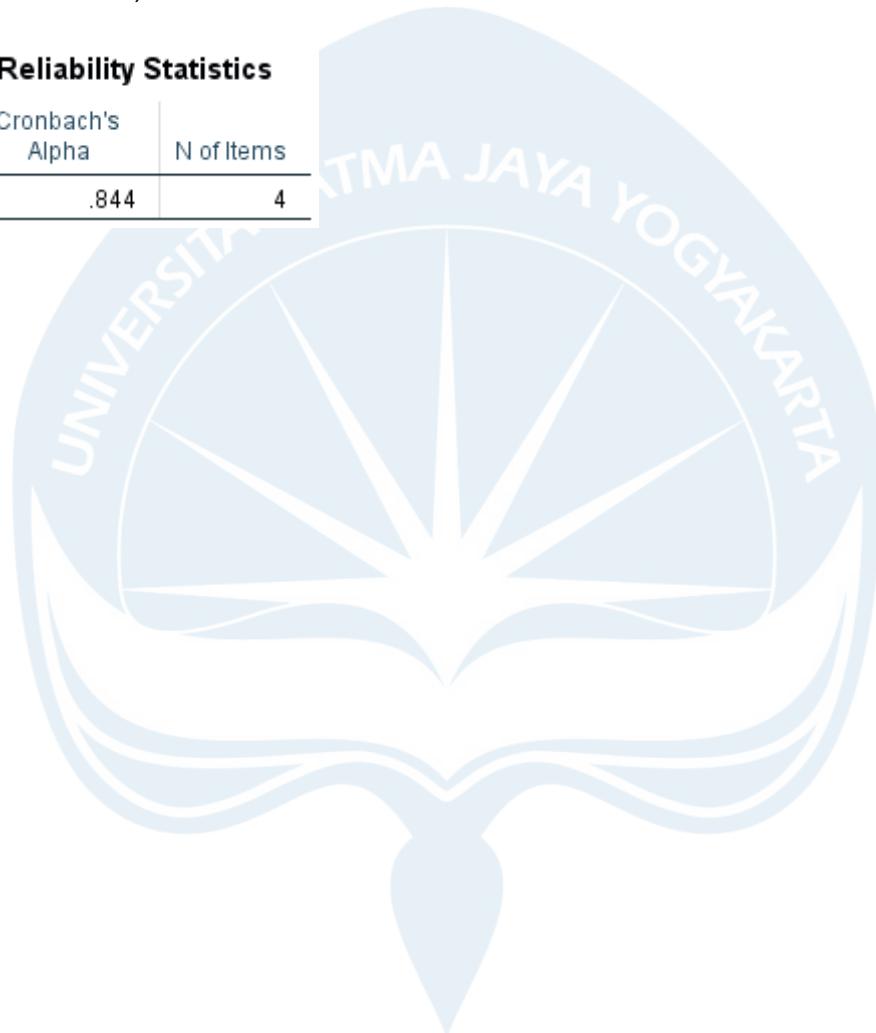
Reliability Statistics

Cronbach's Alpha	N of Items
.773	4

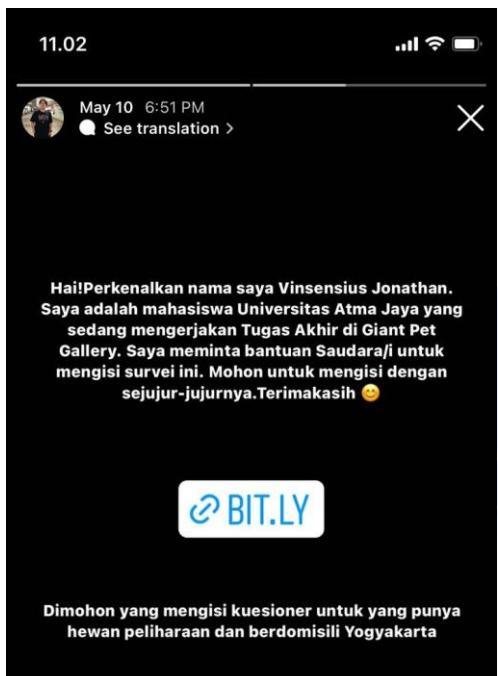
(Atribut 18-21)

Reliability Statistics

Cronbach's Alpha	N of Items
.844	4



Lampiran 7 : Foto Dokumentasi









Lampiran 8 : Data Tingkat Kepuasan Sekarang

B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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Data Tingkat Harapan

B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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Data Tingkat Kepentingan

B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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B1	B2	B3	B4	B5	B6	B7	R1	R2	R3	J1	J2	J3	E1	E2	E3	E4	D1	D2	D3	D4
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