

BAB V

KESIMPULAN DAN SARAN

5.1 Kesimpulan

Terdapat 4 faktor yang mempengaruhi adopsi *e-commerce* pada toko aksesoris mobil di Kota Pekanbaru, Riau, secara positif dan signifikan, di antara lain: Faktor Teknologi, Faktor Organisasi, Faktor Lingkungan dan Faktor Individu. Teori yang digunakan pada penelitian ini adalah *Technology Organization Environment (TOE)*, yang dimana teori ini akan menggabungkan skema dari karakteristik teknologi, faktor organisasi dan unsur lingkungan makro.

Berdasarkan hasil penelitian seperti yang telah diuraikan pada bab sebelumnya dapat ditarik beberapa kesimpulan yaitu:

1. Faktor teknologi terbukti berdampak positif nyata terhadap adopsi *e-commerce* pada sejumlah toko aksesoris mobil di Kota Pekanbaru, Riau.
2. Faktor organisasi terbukti berdampak positif nyata dalam mengadopsi *e-commerce* pada sejumlah toko aksesoris mobil di Kota Pekanbaru, Riau.
3. Faktor lingkungan terbukti berdampak positif nyata dalam mengadopsi *e-commerce* pada sejumlah toko aksesoris mobil di Kota Pekanbaru, Riau.
4. Faktor individual terbukti berdampak positif nyata dalam mengadopsi *e-commerce* pada sejumlah toko aksesoris mobil di Kota Pekanbaru, Riau.

5.2 Saran

Berdasarkan hasil pembahasan dan kesimpulan di atas, dapat diberikan beberapa saran sebagai berikut:

1. Kedepannya penelitian dilakukan dengan membedakan jenis *e-commerce* dan dilakukan pada sejumlah UMKM yang sudah banyak mengadopsi *E-commerce*.
2. Pelaku usaha dapat memaksimalkan usahanya dengan mengikuti pelatihan maupun seminar terkait *e-commerce*.

3. Meyakinkan konsumen melalui adopsi *e-commerce* dalam mendukung aktivitas usahanya dan dapat memperluas wilayah penjualannya.



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KUISONER PENELITIAN

Kuisoner Mengenai Adopsi *E-commerce*

Dalam studi ini, Adopsi *E-commerce* didefinisikan sebagai Keinginan dalam pemanfaatan teknologi informasi dan teknologi dan aplikasinya untuk mendukung bisnis, operasi, manajemen, dan pengambilan keputusan dalam bisnis/ usaha.

Tujuan utama dari kuisoner ini adalah untuk mengidentifikasi faktor-faktor yang mendorong para pelaku usaha toko aksesoris mobil di Kota Pekanbaru Riau untuk mengadopsi *e-commerce*.

Kuisoner ini terdiri dari 6 (enam) bagian. Bagian pertama berisi informasi demografi dan 5 (lima) bagian selanjutnya berisi aspek-aspek yang mempengaruhi pelaku usaha dalam mengadopsi *e-commerce*.

Silahkan jawab pernyataan-pernyataan di bawah ini dengan memberi tanda n pada tempat yang tersedia untuk jawaban yang paling sesuai dengan kondisi anda.

Hormat saya,

Edwin Junus

Fakultas Teknologi Industri

Universitas Atma Jaya Yogyakarta

Informasi Demografi

1. Nama :(optional)

2. Jenis Kelamin : Perempuan
 Laki-Laki

3. Usia : 15 – 24 tahun 45 – 54 tahun
 25 – 34 tahun 55 - 64 tahun
 35 – 44 tahun > 65 tahun

4. Pendidikan terakhir Anda :

- SMP
- SMU
- Diploma
- S1
- S2
- Lainnya

4. Lama usaha :Tahun

5. Jumlah karyawan yang dimiliki?

- 1-5 orang
- 6-10 orang
- >10 orang

Untuk menjawab bagian 1 – 5 silahkan menggunakan skala sebagai berikut:

| | | | | |
|------------------------|--------------|--------------|----------|------------------|
| 1 | 2 | 3 | 4 | 5 |
| Sangat Tidak Setuju | Tidak Setuju | Cukup Setuju | Setuju | Sangat Setuju |

Sejauh mana anda setuju atas pernyataan-pernyataan di bawah ini. Silahkan menggunakan skala di atas.

| Bagian 1 - Faktor Teknologi | | 1 | 2 | 3 | 4 | 5 |
|------------------------------------|--|----------|----------|----------|----------|----------|
| Keuntungan Relatif | | | | | | |
| 1 | <i>E-commerce</i> membuat bisnis lebih efisien | | | | | |
| 2 | <i>E-commerce</i> menurunkan biaya | | | | | |
| 3 | <i>E-commerce</i> meningkatkan layanan pelanggan | | | | | |
| 4 | <i>E-commerce</i> menarik penjualan baru ke pelanggan baru atau pasar baru | | | | | |
| Kompatibilitas | | | | | | |
| 5 | Mengadopsi <i>e-commerce</i> konsisten dengan praktik bisnis kami | | | | | |
| 6 | Mengadopsi <i>e-commerce</i> sesuai dengan budaya organisasi kami | | | | | |
| 7 | Sangat mudah untuk memasukkan <i>e-commerce</i> ke dalam usaha kami | | | | | |
| Observabilitas | | | | | | |
| 8 | Manfaat menggunakan <i>e-commerce</i> dapat dengan mudah diamati | | | | | |
| 9 | Banyak kemudahan dan manfaat dari penggunaan <i>e-commerce</i> | | | | | |
| 10 | Kami telah melihat banyak perusahaan yang menggunakan <i>e-commerce</i> . | | | | | |

| Bagian 2- Faktor Organisasi | | 1 | 2 | 3 | 4 | 5 |
|------------------------------------|--|----------|----------|----------|----------|----------|
| Dukungan Manajemen Puncak | | | | | | |
| 1 | Manajemen puncak menganggap adopsi <i>e-commerce</i> sebagai hal yang penting bagi organisasi dalam transformasi digital | | | | | |
| 2 | Manajemen puncak secara efektif mengkomunikasikan dukungannya terhadap penggunaan <i>e-commerce</i> | | | | | |

| | | | | | | |
|--------------------------------|--|--|--|--|--|--|
| 3 | Manajemen puncak kemungkinan besar akan menginvestasikan dananya pada teknologi terkait <i>e-commerce</i> | | | | | |
| 4 | Manajemen puncak telah menetapkan tujuan dan standar untuk memantau <i>e-commerce</i> | | | | | |
| Ukuran Perusahaan | | | | | | |
| 5 | Modal perusahaan lebih tinggi dibandingkan dengan industri | | | | | |
| 6 | Pendapatan perusahaan lebih tinggi dibandingkan dengan industri | | | | | |
| 7 | Jumlah karyawan di perusahaan lebih tinggi dibandingkan dengan industri | | | | | |
| Orientasi kewirausahaan | | | | | | |
| 8 | Perusahaan kami sering mencoba ide-ide baru di <i>e-commerce</i> | | | | | |
| 9 | Perusahaan kami mencari cara baru untuk melakukan sesuatu di <i>e-commerce</i> | | | | | |
| 10 | Perusahaan kami kreatif dalam metode operasi <i>e-commerce</i> | | | | | |
| 11 | Perusahaan kami bersedia melaksanakan beberapa proyek berisiko di <i>e-commerce</i> | | | | | |
| Orientasi Teknologi | | | | | | |
| 12 | Perusahaan kami menggunakan teknologi inovatif untuk menyediakan solusi <i>e-commerce</i> dalam transformasi digital | | | | | |
| 13 | Perusahaan kami menggunakan teknologi tercanggih untuk pengembangan <i>e-commerce</i> di transformasi digital | | | | | |
| 14 | Perusahaan kami memiliki kemauan dan kapasitas untuk membangun dan memasarkan produk dalam transformasi digital | | | | | |

| Bagian 3 - Faktor Lingkungan | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------|---|----------|----------|----------|----------|----------|
| Tekanan kompetitif | | | | | | |
| 1 | Merupakan kebutuhan strategis untuk memanfaatkan <i>e-commerce</i> guna bersaing di pasar | | | | | |

| | | | | | | |
|---------------------|--|--|--|--|--|--|
| 2 | Perusahaan kami akan terkena dampak kerugian kompetitif jika tidak mengadopsi <i>e-commerce</i> | | | | | |
| 3 | Kami yakin akan kehilangan pangsa pasar jika kami tidak mengadopsi <i>e-commerce</i> dalam transformasi digital | | | | | |
| Tren yang dirasakan | | | | | | |
| 4 | Di tingkat negara, pihak berwenang mendorong perusahaan untuk mengadopsi <i>e-commerce</i> | | | | | |
| 5 | Mengadopsi teknologi <i>e-commerce</i> menjadi tren dalam transformasi digital | | | | | |
| 6 | Semakin banyak perusahaan di industri yang akan mengadopsi <i>e-commerce</i> dalam transformasi digital | | | | | |
| Dukungan pemerintah | | | | | | |
| 7 | Pemerintah menyediakan seminar, kursus, konferensi dan pembicaraan mengenai <i>e-commerce</i> kepada perusahaan | | | | | |
| 8 | Pemerintah menawarkan program pelatihan yang bermanfaat bagi pertumbuhan bisnis perusahaan | | | | | |
| 9 | Pemerintah menyediakan program konsultasi bisnis untuk membantu perusahaan operasi bisnis | | | | | |
| 10 | Instansi pemerintah membantu perusahaan untuk memasarkan produk dan layanan kami | | | | | |
| Kerangka hukum | | | | | | |
| 11 | Kebijakan pemerintah mendorong kami untuk mengadopsi <i>e-commerce</i> dalam transformasi digital | | | | | |
| 12 | Pemerintah memberikan insentif untuk penggunaan <i>e-commerce</i> di pemerintahan seperti pengadaan dan kontrak seperti dukungan teknis, pelatihan, dan pendanaan untuk kami | | | | | |
| 13 | Ada beberapa undang-undang bisnis yang mengatur keamanan dan privasi kekhawatiran atas teknologi <i>e-commerce</i> | | | | | |

| Bagian 4 - Faktor Individual | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------|--|----------|----------|----------|----------|----------|
| 1 | Adanya keinginan melakukan inovasi menjadikan pemilik usaha memanfaatkan teknologi informasi | | | | | |
| 2 | Pengalaman yang dimiliki pemilik usaha mendorong mereka menggunakan teknologi informasi | | | | | |
| 3 | Kemampuan penggunaan teknologi informasi dari pemilik usaha mendorong dalam pemakaian <i>e-commerce</i> | | | | | |
| 4 | Tingginya wawasan dari pemilik usaha terhadap teknologi mendorong pemilik usaha mengadopsi <i>e-commerce</i> | | | | | |
| 5 | Tingginya kepercayaan diri dalam pemakaian teknologi mendorong pemilik usaha mengadopsi <i>e-commerce</i> | | | | | |

| Bagian 5 - Adopsi E-Commerce | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------|---|----------|----------|----------|----------|----------|
| 1 | Kami sangat berniat memanfaatkan <i>e-commerce</i> dalam transformasi digital | | | | | |
| 2 | Kami menyukai gagasan memanfaatkan <i>e-commerce</i> dalam transformasi digital | | | | | |
| 3 | Kami berencana untuk memanfaatkan <i>e-commerce</i> di masa depan | | | | | |

Rekapitulasi Data Uji Validitas dan Reliabilitas

| No | Faktor Teknologi (X ₁) | | | | | | | | | | Total |
|----|------------------------------------|------|------|------|------|------|------|------|------|-------|-------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | X1.10 | |
| 1 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 37 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 39 |
| 4 | 3 | 3 | 3 | 3 | 5 | 4 | 3 | 5 | 4 | 3 | 36 |
| 5 | 5 | 4 | 5 | 5 | 3 | 3 | 5 | 3 | 3 | 5 | 41 |
| 6 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 37 |
| 7 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 4 | 38 |
| 8 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 3 | 36 |
| 9 | 5 | 4 | 3 | 5 | 3 | 4 | 5 | 4 | 3 | 4 | 40 |
| 10 | 5 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 45 |
| 11 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 3 | 35 |
| 12 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 13 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 14 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 36 |
| 15 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 37 |
| 16 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 41 |
| 17 | 5 | 5 | 4 | 5 | 5 | 3 | 3 | 5 | 4 | 4 | 43 |
| 18 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 34 |
| 19 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 3 | 4 | 45 |
| 20 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 41 |
| 21 | 5 | 5 | 4 | 5 | 3 | 3 | 5 | 4 | 4 | 4 | 42 |
| 22 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 49 |
| 23 | 3 | 3 | 2 | 3 | 3 | 2 | 3 | 3 | 3 | 2 | 27 |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 25 | 2 | 3 | 1 | 2 | 3 | 1 | 2 | 3 | 1 | 1 | 19 |
| 26 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 35 |
| 27 | 5 | 3 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 45 |
| 28 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 5 | 4 | 3 | 36 |
| 29 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 38 |
| 30 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |

| No | Faktor Organisasi (X ₂) | | | | | | | | | | | | | | Total |
|----|-------------------------------------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | X2.11 | X2.12 | X2.13 | X2.14 | |
| 1 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 55 |
| 2 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 53 |
| 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 56 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 56 |
| 5 | 4 | 4 | 5 | 3 | 4 | 4 | 3 | 5 | 4 | 4 | 3 | 3 | 3 | 3 | 52 |
| 6 | 5 | 5 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 49 |
| 7 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 54 |
| 8 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 58 |
| 9 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 50 |
| 10 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 53 |
| 11 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 55 |
| 12 | 5 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 5 | 3 | 3 | 3 | 3 | 51 |
| 13 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 45 |
| 14 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 54 |
| 15 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 51 |
| 16 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 49 |
| 17 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 52 |
| 18 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 52 |
| 19 | 3 | 2 | 4 | 4 | 3 | 3 | 3 | 2 | 4 | 3 | 4 | 3 | 4 | 4 | 46 |
| 20 | 4 | 2 | 2 | 3 | 4 | 3 | 4 | 2 | 4 | 4 | 3 | 2 | 2 | 2 | 41 |
| 21 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 47 |
| 22 | 3 | 1 | 3 | 3 | 3 | 2 | 3 | 1 | 3 | 3 | 2 | 3 | 1 | 3 | 34 |
| 23 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 42 |
| 24 | 2 | 1 | 3 | 4 | 3 | 2 | 4 | 1 | 2 | 3 | 4 | 4 | 1 | 3 | 37 |
| 25 | 4 | 2 | 4 | 4 | 4 | 2 | 4 | 2 | 3 | 4 | 4 | 4 | 2 | 4 | 47 |
| 26 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 5 | 4 | 4 | 4 | 3 | 54 |
| 27 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 55 |
| 28 | 5 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 54 |
| 29 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 53 |
| 30 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 53 |

| No | Faktor Lingkungan (X ₃) | | | | | | | | | | | | | Total |
|----|-------------------------------------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|
| | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | X3.9 | X3.10 | X3.11 | X3.12 | X3.13 | |
| 1 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 50 |
| 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 51 |
| 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 5 | 4 | 3 | 4 | 4 | 49 |
| 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 3 | 4 | 5 | 4 | 4 | 46 |
| 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 51 |
| 6 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 46 |
| 7 | 3 | 3 | 3 | 2 | 1 | 3 | 3 | 3 | 2 | 1 | 3 | 2 | 1 | 30 |
| 8 | 2 | 3 | 3 | 2 | 2 | 2 | 3 | 3 | 2 | 2 | 3 | 2 | 2 | 31 |
| 9 | 4 | 4 | 2 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 48 |
| 10 | 5 | 4 | 3 | 4 | 3 | 5 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 50 |
| 11 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 53 |
| 12 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 47 |
| 13 | 5 | 4 | 5 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 3 | 50 |
| 14 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 46 |
| 15 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 47 |
| 16 | 5 | 4 | 2 | 4 | 2 | 5 | 4 | 2 | 4 | 2 | 2 | 4 | 2 | 42 |
| 17 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 52 |
| 18 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 2 | 47 |
| 19 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 59 |
| 20 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 49 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 50 |
| 22 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 52 |
| 23 | 3 | 3 | 3 | 3 | 2 | 4 | 3 | 4 | 3 | 2 | 3 | 3 | 2 | 38 |
| 24 | 3 | 4 | 3 | 4 | 3 | 4 | 5 | 4 | 4 | 3 | 3 | 4 | 4 | 48 |
| 25 | 3 | 2 | 3 | 2 | 2 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 43 |
| 26 | 4 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 45 |
| 27 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 53 |
| 28 | 4 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 44 |
| 29 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 3 | 46 |
| 30 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 57 |

| No | Faktor Individual (X ₄) | | | | | | Adopsi E-Commerce (Y) | | | |
|----|-------------------------------------|------|------|------|------|-------|-----------------------|------|------|-------|
| | X4.1 | X4.2 | X4.3 | X4.4 | X4.5 | Total | Y1.1 | Y1.2 | Y1.3 | Total |
| 1 | 4 | 3 | 4 | 3 | 3 | 17 | 4 | 3 | 4 | 11 |
| 2 | 4 | 4 | 4 | 4 | 4 | 20 | 4 | 4 | 4 | 12 |
| 3 | 4 | 4 | 4 | 4 | 3 | 19 | 4 | 4 | 4 | 12 |
| 4 | 4 | 4 | 4 | 3 | 3 | 18 | 4 | 3 | 3 | 10 |
| 5 | 4 | 3 | 4 | 4 | 4 | 19 | 4 | 3 | 2 | 9 |
| 6 | 5 | 4 | 5 | 4 | 4 | 22 | 3 | 3 | 3 | 9 |
| 7 | 4 | 3 | 4 | 3 | 3 | 17 | 3 | 2 | 2 | 7 |
| 8 | 4 | 4 | 4 | 4 | 4 | 20 | 3 | 2 | 3 | 8 |
| 9 | 4 | 3 | 4 | 4 | 3 | 18 | 4 | 5 | 4 | 13 |
| 10 | 4 | 4 | 4 | 3 | 4 | 19 | 5 | 4 | 4 | 13 |
| 11 | 4 | 4 | 3 | 3 | 4 | 18 | 4 | 3 | 4 | 11 |
| 12 | 4 | 3 | 4 | 4 | 3 | 18 | 3 | 3 | 3 | 9 |
| 13 | 3 | 3 | 3 | 3 | 3 | 15 | 4 | 5 | 5 | 14 |
| 14 | 4 | 4 | 4 | 4 | 4 | 20 | 4 | 4 | 4 | 12 |
| 15 | 3 | 3 | 3 | 4 | 4 | 17 | 3 | 4 | 4 | 11 |
| 16 | 4 | 4 | 4 | 4 | 3 | 19 | 4 | 4 | 4 | 12 |
| 17 | 4 | 4 | 4 | 3 | 3 | 18 | 5 | 5 | 5 | 15 |
| 18 | 4 | 4 | 4 | 4 | 4 | 20 | 3 | 3 | 4 | 10 |
| 19 | 3 | 3 | 3 | 3 | 3 | 15 | 5 | 5 | 4 | 14 |
| 20 | 3 | 2 | 3 | 2 | 2 | 12 | 3 | 4 | 4 | 11 |
| 21 | 3 | 3 | 3 | 3 | 3 | 15 | 5 | 5 | 5 | 15 |
| 22 | 2 | 2 | 2 | 2 | 2 | 10 | 5 | 5 | 5 | 15 |
| 23 | 3 | 3 | 4 | 4 | 3 | 17 | 3 | 3 | 3 | 9 |
| 24 | 3 | 2 | 4 | 3 | 2 | 14 | 4 | 4 | 4 | 12 |
| 25 | 4 | 4 | 3 | 3 | 4 | 18 | 3 | 3 | 3 | 9 |
| 26 | 5 | 5 | 4 | 4 | 5 | 23 | 4 | 5 | 4 | 13 |
| 27 | 5 | 4 | 5 | 4 | 4 | 22 | 4 | 4 | 4 | 12 |
| 28 | 4 | 4 | 4 | 4 | 3 | 19 | 3 | 3 | 3 | 9 |
| 29 | 4 | 4 | 4 | 3 | 3 | 18 | 4 | 4 | 4 | 12 |
| 30 | 3 | 3 | 3 | 4 | 4 | 17 | 4 | 4 | 4 | 12 |

Uji Validitas dan Reliabilitas

Correlations

| Correlations | | FaktorTeknologiX1 |
|-------------------|---------------------|-------------------|
| X11 | Pearson Correlation | .871 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X12 | Pearson Correlation | .603** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X13 | Pearson Correlation | .906** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X14 | Pearson Correlation | .871** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X15 | Pearson Correlation | .498 |
| | Sig. (2-tailed) | .005 |
| | N | 30 |
| X16 | Pearson Correlation | .763** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X17 | Pearson Correlation | .745** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X18 | Pearson Correlation | .575* |
| | Sig. (2-tailed) | .001 |
| | N | 30 |
| X19 | Pearson Correlation | .636* |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X110 | Pearson Correlation | .906** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| FaktorTeknologiX1 | Pearson Correlation | 1** |
| | Sig. (2-tailed) | |
| | N | 30 |

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

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

Reliability

Scale: ALL VARIABLES

Case Processing Summary

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

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .909 | 10 |

Correlations

| Correlations | | FaktorOrganisasiX2 |
|--------------------|---------------------|--------------------|
| X21 | Pearson Correlation | .632 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X22 | Pearson Correlation | .836 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X23 | Pearson Correlation | .606 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X24 | Pearson Correlation | .457* |
| | Sig. (2-tailed) | .011 |
| | N | 30 |
| X25 | Pearson Correlation | .497* |
| | Sig. (2-tailed) | .005 |
| | N | 30 |
| X26 | Pearson Correlation | .820 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X27 | Pearson Correlation | .389 |
| | Sig. (2-tailed) | .033 |
| | N | 30 |
| X28 | Pearson Correlation | .874 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X29 | Pearson Correlation | .453 |
| | Sig. (2-tailed) | .012 |
| | N | 30 |
| X210 | Pearson Correlation | .548* |
| | Sig. (2-tailed) | .002 |
| | N | 30 |
| X211 | Pearson Correlation | .450 |
| | Sig. (2-tailed) | .012 |
| | N | 30 |
| X212 | Pearson Correlation | .365 |
| | Sig. (2-tailed) | .047 |
| | N | 30 |
| X213 | Pearson Correlation | .827 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X214 | Pearson Correlation | .487 |
| | Sig. (2-tailed) | .006 |
| | N | 30 |
| FaktorOrganisasiX2 | Pearson Correlation | 1* |
| | Sig. (2-tailed) | |
| | N | 30 |

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

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

Reliability

Scale: ALL VARIABLES

Case Processing Summary

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

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .869 | 14 |

Correlations

| Correlations | | FaktorLingkunganX3 |
|--------------------|---------------------|--------------------|
| X31 | Pearson Correlation | .585 |
| | Sig. (2-tailed) | .001 |
| | N | 30 |
| X32 | Pearson Correlation | .606* |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X33 | Pearson Correlation | .633* |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X34 | Pearson Correlation | .791** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X35 | Pearson Correlation | .812* |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X36 | Pearson Correlation | .624** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X37 | Pearson Correlation | .476 |
| | Sig. (2-tailed) | .008 |
| | N | 30 |
| X38 | Pearson Correlation | .591 |
| | Sig. (2-tailed) | .001 |
| | N | 30 |
| X39 | Pearson Correlation | .638* |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X310 | Pearson Correlation | .775 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X311 | Pearson Correlation | .558 |
| | Sig. (2-tailed) | .001 |
| | N | 30 |
| X312 | Pearson Correlation | .673 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X313 | Pearson Correlation | .759 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| FaktorLingkunganX3 | Pearson Correlation | 1** |
| | Sig. (2-tailed) | |
| | N | 30 |

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

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

Reliability

Scale: ALL VARIABLES

Case Processing Summary

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

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .891 | 13 |

Correlations

| Correlations | | FaktorIndividualX4 |
|--------------------|---------------------|--------------------|
| X41 | Pearson Correlation | .905 |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X42 | Pearson Correlation | .862** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X43 | Pearson Correlation | .763** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X44 | Pearson Correlation | .764** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| X45 | Pearson Correlation | .796** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| FaktorIndividualX4 | Pearson Correlation | 1** |
| | Sig. (2-tailed) | |
| | N | 30 |

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

Reliability

Scale: ALL VARIABLES

Case Processing Summary

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

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .877 | 5 |

Correlations

| Correlations | | AdopsiECommerceY |
|------------------|---------------------|------------------|
| Y11 | Pearson Correlation | .849** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| Y12 | Pearson Correlation | .943** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| Y13 | Pearson Correlation | .907** |
| | Sig. (2-tailed) | .000 |
| | N | 30 |
| AdopsiECommerceY | Pearson Correlation | 1 |
| | Sig. (2-tailed) | |
| | N | 30 |

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

Reliability

Scale: ALL VARIABLES

Case Processing Summary

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

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .881 | 3 |

Karakteristik Responden

| No | Jenis Kelamin | Usia | Pendidikan | Lama Usaha | Jumlah Karyawan |
|----|---------------|---------------|------------|------------|-----------------|
| 1 | Laki-laki | 25 – 34 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 2 | Laki-laki | 45 – 54 tahun | SMU | 6-10 tahun | 1-5 orang |
| 3 | Laki-laki | 45 – 54 tahun | Diploma | > 10 tahun | 6-10 orang |
| 4 | Laki-laki | 35 – 44 tahun | SMU | 6-10 tahun | 1-5 orang |
| 5 | Perempuan | 45 – 54 tahun | S1 | > 10 tahun | 6-10 orang |
| 6 | Laki-laki | 25 – 34 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 7 | Laki-laki | 55 - 64 tahun | Diploma | > 10 tahun | 1-5 orang |
| 8 | Laki-laki | 45 – 54 tahun | SMU | 6-10 tahun | 1-5 orang |
| 9 | Laki-laki | 45 – 54 tahun | SMU | > 10 tahun | 6-10 orang |
| 10 | Perempuan | 45 – 54 tahun | S1 | 6-10 tahun | 1-5 orang |
| 11 | Laki-laki | 35 – 44 tahun | Diploma | > 10 tahun | 6-10 orang |
| 12 | Laki-laki | 45 – 54 tahun | S1 | > 10 tahun | 1-5 orang |
| 13 | Perempuan | 55 - 64 tahun | SMU | 6-10 tahun | 1-5 orang |
| 14 | Laki-laki | 35 – 44 tahun | SMU | ≤ 5 tahun | 6-10 orang |
| 15 | Laki-laki | 45 – 54 tahun | S1 | 6-10 tahun | 1-5 orang |
| 16 | Laki-laki | 25 – 34 tahun | Diploma | ≤ 5 tahun | 6-10 orang |
| 17 | Perempuan | 35 – 44 tahun | SMU | 6-10 tahun | 1-5 orang |
| 18 | Laki-laki | 45 – 54 tahun | Diploma | > 10 tahun | 6-10 orang |
| 19 | Laki-laki | 45 – 54 tahun | SMU | > 10 tahun | 1-5 orang |
| 20 | Laki-laki | 35 – 44 tahun | SMU | 6-10 tahun | 1-5 orang |
| 21 | Perempuan | 45 – 54 tahun | S1 | > 10 tahun | 6-10 orang |
| 22 | Laki-laki | 45 – 54 tahun | SMU | 6-10 tahun | 1-5 orang |
| 23 | Laki-laki | 35 – 44 tahun | Diploma | ≤ 5 tahun | 1-5 orang |
| 24 | Laki-laki | 45 – 54 tahun | S1 | 6-10 tahun | 6-10 orang |
| 25 | Laki-laki | 35 – 44 tahun | SMU | > 10 tahun | 1-5 orang |
| 26 | Perempuan | 55 - 64 tahun | Diploma | 6-10 tahun | 6-10 orang |
| 27 | Laki-laki | 35 – 44 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 28 | Laki-laki | 45 – 54 tahun | S1 | 6-10 tahun | 1-5 orang |
| 29 | Perempuan | 35 – 44 tahun | S2 | ≤ 5 tahun | 1-5 orang |
| 30 | Laki-laki | 45 – 54 tahun | S1 | 6-10 tahun | 6-10 orang |
| 31 | Laki-laki | 55 - 64 tahun | SMU | > 10 tahun | 1-5 orang |
| 32 | Laki-laki | 35 – 44 tahun | Diploma | ≤ 5 tahun | 1-5 orang |
| 33 | Laki-laki | 35 – 44 tahun | Diploma | > 10 tahun | 6-10 orang |
| 34 | Laki-laki | 25 – 34 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 35 | Laki-laki | 45 – 54 tahun | SMP | > 10 tahun | 6-10 orang |
| 36 | Laki-laki | 35 – 44 tahun | S1 | 6-10 tahun | 1-5 orang |
| 37 | Perempuan | 55 - 64 tahun | SMU | > 10 tahun | > 10 orang |
| 38 | Laki-laki | 35 – 44 tahun | S1 | 6-10 tahun | 6-10 orang |
| 39 | Laki-laki | 45 – 54 tahun | SMU | > 10 tahun | 1-5 orang |
| 40 | Laki-laki | 55 - 64 tahun | S1 | > 10 tahun | 6-10 orang |
| 41 | Perempuan | 35 – 44 tahun | SMU | 6-10 tahun | 1-5 orang |
| 42 | Laki-laki | 55 - 64 tahun | Diploma | > 10 tahun | 1-5 orang |
| 43 | Laki-laki | 35 – 44 tahun | SMU | ≤ 5 tahun | 6-10 orang |
| 44 | Perempuan | 45 – 54 tahun | S1 | 6-10 tahun | 1-5 orang |
| 45 | Laki-laki | 45 – 54 tahun | S1 | > 10 tahun | 6-10 orang |

| | | | | | |
|----|-----------|---------------|---------|------------|------------|
| 46 | Perempuan | 45 – 54 tahun | SMU | 6-10 tahun | 6-10 orang |
| 47 | Laki-laki | 15 – 24 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 48 | Laki-laki | 35 – 44 tahun | S1 | 6-10 tahun | 1-5 orang |
| 49 | Laki-laki | 55 - 64 tahun | S2 | > 10 tahun | > 10 orang |
| 50 | Laki-laki | 35 – 44 tahun | Diploma | 6-10 tahun | 6-10 orang |
| 51 | Laki-laki | 25 – 34 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 52 | Laki-laki | 35 – 44 tahun | S2 | 6-10 tahun | 1-5 orang |
| 53 | Perempuan | 55 - 64 tahun | S1 | > 10 tahun | 6-10 orang |
| 54 | Laki-laki | > 65 tahun | SMP | 6-10 tahun | 6-10 orang |
| 55 | Laki-laki | 35 – 44 tahun | SMU | ≤ 5 tahun | 1-5 orang |
| 56 | Laki-laki | 45 – 54 tahun | S1 | 6-10 tahun | 1-5 orang |
| 57 | Perempuan | 45 – 54 tahun | Diploma | 6-10 tahun | 1-5 orang |
| 58 | Laki-laki | 55 - 64 tahun | SMP | > 10 tahun | 1-5 orang |
| 59 | Laki-laki | 45 – 54 tahun | SMU | 6-10 tahun | > 10 orang |
| 60 | Laki-laki | 55 - 64 tahun | S1 | > 10 tahun | 1-5 orang |

Frequencies

Statistics

| | | Jenis Kelamin | Usia | Pendidikan | Lama Usaha | Jumlah Karyawan |
|---|---------|---------------|------|------------|------------|-----------------|
| N | Valid | 60 | 60 | 60 | 60 | 60 |
| | Missing | 0 | 0 | 0 | 0 | 0 |

Frequency Table

Jenis Kelamin

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-----------|-----------|---------|---------------|--------------------|
| Valid | Laki-laki | 44 | 73.3 | 73.3 | 73.3 |
| | Perempuan | 16 | 26.7 | 26.7 | 100.0 |
| | Total | 60 | 100.0 | 100.0 | |

Usia

| | | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------------|-----------|---------|---------------|--------------------|
| Valid | 15 – 24 tahun | 1 | 1.7 | 1.7 | 1.7 |
| | 25 – 34 tahun | 5 | 8.3 | 8.3 | 10.0 |
| | 35 – 44 tahun | 17 | 28.3 | 28.3 | 38.3 |
| | 45 – 54 tahun | 26 | 43.3 | 43.3 | 81.7 |
| | 55 - 64 tahun | 10 | 16.7 | 16.7 | 98.3 |
| | > 65 tahun | 1 | 1.7 | 1.7 | 100.0 |
| | Total | 60 | 100.0 | 100.0 | |

Pendidikan

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|-----------|-----------|---------|---------------|--------------------|
| Valid SMP | 2 | 3.3 | 3.3 | 3.3 |
| SMU | 22 | 36.7 | 36.7 | 40.0 |
| Diploma | 13 | 21.7 | 21.7 | 61.7 |
| S1 | 20 | 33.3 | 33.3 | 95.0 |
| S2 | 3 | 5.0 | 5.0 | 100.0 |
| Total | 60 | 100.0 | 100.0 | |

Lama Usaha

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|-----------------|-----------|---------|---------------|--------------------|
| Valid ≤ 5 tahun | 11 | 18.3 | 18.3 | 18.3 |
| 6-10 tahun | 26 | 43.3 | 43.3 | 61.7 |
| > 10 tahun | 23 | 38.3 | 38.3 | 100.0 |
| Total | 60 | 100.0 | 100.0 | |

Jumlah Karyawan

| | Frequency | Percent | Valid Percent | Cumulative Percent |
|-----------------|-----------|---------|---------------|--------------------|
| Valid 1-5 orang | 32 | 53.3 | 53.3 | 53.3 |
| 6-10 orang | 18 | 30.0 | 30.0 | 83.3 |
| > 10 orang | 10 | 16.7 | 16.7 | 100.0 |
| Total | 60 | 100.0 | 100.0 | |

Rekapitulasi Data Penelitian

| No | Faktor Teknologi (X ₁) | | | | | | | | | | Rata2 |
|----|------------------------------------|------|------|------|------|------|------|------|------|-------|-------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | X1.10 | |
| 1 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4,30 |
| 2 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4,60 |
| 3 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 4,70 |
| 4 | 3 | 4 | 5 | 3 | 4 | 5 | 3 | 4 | 5 | 5 | 4,10 |
| 5 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3,60 |
| 6 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4,50 |
| 7 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4,50 |
| 8 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 9 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 5 | 4 | 4,70 |
| 10 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 4,70 |
| 11 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4,70 |
| 12 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 4,80 |
| 13 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4,80 |
| 14 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 15 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4,60 |
| 16 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 17 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 18 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4,60 |
| 19 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 4,60 |
| 20 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 21 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4,60 |
| 22 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4,60 |
| 23 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 25 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4,20 |
| 26 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3,00 |
| 27 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4,30 |
| 28 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 29 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4,70 |
| 30 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 31 | 4 | 2 | 4 | 4 | 2 | 4 | 4 | 2 | 4 | 4 | 3,40 |
| 32 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 33 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4,80 |
| 34 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4,80 |
| 35 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4 | 4,70 |
| 36 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4,80 |
| 37 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 4,70 |
| 38 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4,80 |
| 39 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 4,80 |
| 40 | 3 | 5 | 5 | 3 | 5 | 5 | 3 | 5 | 5 | 5 | 4,40 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |

| No | Faktor Teknologi (X ₁) | | | | | | | | | | Rata2 |
|----|------------------------------------|------|------|------|------|------|------|------|------|-------|-------|
| | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | X1.10 | |
| 42 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4,40 |
| 43 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 44 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 4,70 |
| 45 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4,70 |
| 46 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 47 | 4 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4,40 |
| 48 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4,70 |
| 49 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 4,80 |
| 50 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4,60 |
| 51 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4,80 |
| 52 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4,70 |
| 53 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,40 |
| 54 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 4,60 |
| 55 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,70 |
| 56 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4,70 |
| 57 | 5 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 4,50 |
| 58 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4,70 |
| 59 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 5 | 4,70 |
| 60 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,70 |

| No | Faktor Organisasi (X ₂) | | | | | | | | | | | | | | Rata2 |
|----|-------------------------------------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | X2.11 | X2.12 | X2.13 | X2.14 | |
| 1 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,29 |
| 2 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3,64 |
| 3 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 5 | 4,57 |
| 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3,64 |
| 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 3,79 |
| 6 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,64 |
| 7 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 8 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 9 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4,71 |
| 10 | 5 | 5 | 5 | 3 | 4 | 4 | 4 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 4,43 |
| 11 | 5 | 5 | 5 | 4 | 4 | 3 | 4 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4,50 |
| 12 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,57 |
| 13 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 14 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4,71 |
| 16 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 3,86 |
| 17 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3,29 |
| 18 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 4,64 |
| 19 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,64 |
| 20 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3,29 |
| 21 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,29 |
| 22 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4,57 |
| 23 | 5 | 5 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 3 | 4 | 5 | 3 | 4 | 4,36 |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 25 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 3,64 |
| 26 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,21 |
| 27 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4,14 |
| 28 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,21 |
| 29 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 30 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 31 | 4 | 2 | 5 | 4 | 4 | 4 | 4 | 2 | 5 | 4 | 4 | 4 | 2 | 5 | 3,79 |
| 32 | 5 | 3 | 5 | 5 | 3 | 4 | 5 | 3 | 5 | 5 | 3 | 4 | 3 | 5 | 4,14 |
| 33 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 4,71 |
| 34 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 35 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4,36 |
| 36 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 5 | 5 | 5 | 5 | 4,71 |
| 37 | 5 | 5 | 5 | 5 | 4 | 4 | 3 | 4 | 3 | 4 | 5 | 5 | 4 | 4 | 4,29 |
| 38 | 5 | 5 | 5 | 5 | 3 | 4 | 4 | 4 | 4 | 4 | 5 | 5 | 3 | 4 | 4,29 |
| 39 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4,71 |
| 40 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4,36 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 42 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4,71 |
| 43 | 5 | 5 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 4,57 |

| No | Faktor Organisasi (X ₂) | | | | | | | | | | | | | | Rata2 |
|----|-------------------------------------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|-------|
| | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | X2.11 | X2.12 | X2.13 | X2.14 | |
| 44 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4,57 |
| 45 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3,36 |
| 46 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,29 |
| 47 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 4,64 |
| 48 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 4,64 |
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4,86 |
| 50 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 3 | 4 | 5 | 5 | 5 | 4,64 |
| 51 | 5 | 5 | 5 | 4 | 4 | 5 | 3 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4,36 |
| 52 | 5 | 5 | 5 | 3 | 4 | 5 | 4 | 4 | 5 | 5 | 5 | 3 | 4 | 5 | 4,43 |
| 53 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4,71 |
| 54 | 5 | 3 | 5 | 5 | 3 | 5 | 5 | 3 | 5 | 5 | 3 | 5 | 3 | 5 | 4,29 |
| 55 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4 | 4,57 |
| 56 | 5 | 5 | 5 | 5 | 5 | 3 | 4 | 5 | 3 | 4 | 5 | 5 | 3 | 4 | 4,36 |
| 57 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4,29 |
| 58 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,21 |
| 59 | 5 | 5 | 5 | 5 | 5 | 5 | 3 | 4 | 5 | 5 | 5 | 5 | 3 | 4 | 4,57 |
| 60 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4,71 |

| No | Faktor Lingkungan (X ₃) | | | | | | | | | | | | | Rata2 |
|----|-------------------------------------|------|------|------|------|------|------|------|------|-------|-------|-------|-------|-------|
| | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | X3.9 | X3.10 | X3.11 | X3.12 | X3.13 | |
| 1 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3,31 |
| 2 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3,69 |
| 3 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4,62 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3,00 |
| 6 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,08 |
| 7 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4,46 |
| 8 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 9 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4,15 |
| 10 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4,77 |
| 11 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,46 |
| 12 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3,31 |
| 13 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4,77 |
| 14 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 15 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 5 | 4,69 |
| 16 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3,92 |
| 17 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 3,54 |
| 18 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4,46 |
| 19 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 5 | 4,77 |
| 20 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4,31 |
| 21 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4,31 |
| 22 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 5 | 4,62 |
| 23 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4,54 |
| 24 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 25 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3,00 |
| 26 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3,62 |
| 27 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3,92 |
| 28 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 3,69 |
| 29 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4,54 |
| 30 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3,54 |
| 31 | 1 | 2 | 1 | 2 | 1 | 1 | 2 | 1 | 2 | 1 | 1 | 2 | 1 | 1,38 |
| 32 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 33 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 3,31 |
| 34 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4,69 |
| 35 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4,38 |
| 36 | 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4,54 |
| 37 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,46 |
| 38 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 4,54 |
| 39 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4,77 |
| 40 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,15 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 42 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 5 | 5 | 4 | 4,46 |
| 43 | 3 | 3 | 5 | 3 | 4 | 4 | 4 | 5 | 3 | 4 | 4 | 4 | 4 | 3,85 |

| | | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|---|---|---|------|
| 44 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4,62 |
| 45 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3,85 |
| 46 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3,69 |
| 47 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3,31 |
| 48 | 4 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 5 | 4 | 4 | 4 | 4 | 4,31 |
| 49 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 4,85 |
| 50 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3,85 |
| 51 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4,38 |
| 52 | 5 | 5 | 5 | 5 | 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4,46 |
| 53 | 2 | 4 | 3 | 4 | 3 | 2 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 3,31 |
| 54 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 3,62 |
| 55 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5,00 |
| 56 | 3 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 57 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 3,62 |
| 58 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |
| 59 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 4 | 4 | 4 | 5 | 5 | 4 | 4,62 |
| 60 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4,00 |

| No | Faktor Individual (X ₄) | | | | | | Adopsi E-Commerce (Y) | | | |
|----|-------------------------------------|------|------|------|------|-------|-----------------------|------|------|-------|
| | X4.1 | X4.2 | X4.3 | X4.4 | X4.5 | Rata2 | Y1.1 | Y1.2 | Y1.3 | Rata2 |
| 1 | 4 | 3 | 4 | 3 | 3 | 3,40 | 4 | 3 | 3 | 3,33 |
| 2 | 5 | 5 | 4 | 4 | 5 | 4,60 | 4 | 3 | 4 | 3,67 |
| 3 | 5 | 5 | 4 | 3 | 5 | 4,40 | 5 | 5 | 5 | 5,00 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 3 | 4 | 3,67 |
| 5 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 3 | 3 | 3,33 |
| 6 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 4 | 5 | 4,67 |
| 7 | 5 | 5 | 5 | 4 | 3 | 4,40 | 5 | 4 | 4 | 4,33 |
| 8 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 4 | 4 | 4,00 |
| 9 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 10 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 5 | 5 | 5,00 |
| 11 | 5 | 5 | 4 | 4 | 3 | 4,20 | 5 | 5 | 5 | 5,00 |
| 12 | 5 | 4 | 4 | 3 | 4 | 4,00 | 4 | 4 | 4 | 4,00 |
| 13 | 5 | 5 | 4 | 4 | 5 | 4,60 | 5 | 5 | 5 | 5,00 |
| 14 | 4 | 4 | 4 | 4 | 4 | 4,00 | 5 | 3 | 3 | 3,67 |
| 15 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 16 | 4 | 4 | 4 | 4 | 4 | 4,00 | 3 | 3 | 3 | 3,00 |
| 17 | 4 | 3 | 4 | 3 | 3 | 3,40 | 4 | 2 | 3 | 3,00 |
| 18 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 4 | 4 | 4,00 |
| 19 | 3 | 4 | 3 | 4 | 4 | 3,60 | 5 | 4 | 4 | 4,33 |
| 20 | 4 | 4 | 4 | 4 | 3 | 3,80 | 4 | 3 | 4 | 3,67 |
| 21 | 4 | 4 | 4 | 4 | 4 | 4,00 | 5 | 4 | 4 | 4,33 |
| 22 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 23 | 5 | 5 | 5 | 5 | 5 | 5,00 | 4 | 4 | 4 | 4,00 |
| 24 | 5 | 4 | 5 | 4 | 4 | 4,40 | 4 | 4 | 4 | 4,00 |
| 25 | 4 | 3 | 4 | 3 | 3 | 3,40 | 4 | 2 | 3 | 3,00 |
| 26 | 5 | 5 | 4 | 4 | 5 | 4,60 | 3 | 3 | 4 | 3,33 |
| 27 | 5 | 5 | 4 | 3 | 5 | 4,40 | 4 | 4 | 4 | 4,00 |
| 28 | 5 | 4 | 4 | 4 | 4 | 4,20 | 4 | 4 | 4 | 4,00 |
| 29 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 30 | 3 | 3 | 3 | 4 | 4 | 3,40 | 3 | 3 | 2 | 2,67 |
| 31 | 5 | 5 | 5 | 4 | 3 | 4,40 | 4 | 1 | 1 | 2,00 |
| 32 | 4 | 3 | 4 | 4 | 4 | 3,80 | 4 | 3 | 3 | 3,33 |
| 33 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 4 | 4,67 |
| 34 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 5 | 5 | 5,00 |
| 35 | 5 | 5 | 5 | 4 | 3 | 4,40 | 5 | 4 | 4 | 4,33 |
| 36 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 5 | 5 | 5,00 |
| 37 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 38 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 39 | 5 | 5 | 4 | 4 | 5 | 4,60 | 5 | 5 | 5 | 5,00 |
| 40 | 5 | 5 | 4 | 3 | 5 | 4,40 | 4 | 5 | 5 | 4,67 |
| 41 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 3 | 3 | 3,33 |
| 42 | 5 | 5 | 5 | 5 | 5 | 5,00 | 4 | 4 | 5 | 4,33 |
| 43 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |

| No | Faktor Individual (X ₄) | | | | | | Adopsi E-Commerce (Y) | | | |
|----|-------------------------------------|------|------|------|------|-------|-----------------------|------|------|-------|
| | X4.1 | X4.2 | X4.3 | X4.4 | X4.5 | Rata2 | Y1.1 | Y1.2 | Y1.3 | Rata2 |
| 44 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 4 | 4 | 4,33 |
| 45 | 5 | 5 | 5 | 5 | 5 | 5,00 | 4 | 3 | 1 | 2,67 |
| 46 | 4 | 4 | 4 | 4 | 4 | 4,00 | 5 | 4 | 3 | 4,00 |
| 47 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 4 | 5 | 4,33 |
| 48 | 5 | 4 | 5 | 4 | 4 | 4,40 | 5 | 4 | 4 | 4,33 |
| 49 | 5 | 5 | 5 | 4 | 3 | 4,40 | 5 | 5 | 5 | 5,00 |
| 50 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 5 | 5 | 5,00 |
| 51 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 52 | 5 | 5 | 5 | 5 | 5 | 5,00 | 5 | 5 | 5 | 5,00 |
| 53 | 4 | 5 | 4 | 5 | 5 | 4,60 | 5 | 5 | 5 | 5,00 |
| 54 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 4 | 4 | 4,00 |
| 55 | 5 | 5 | 4 | 4 | 5 | 4,60 | 5 | 5 | 5 | 5,00 |
| 56 | 5 | 5 | 4 | 3 | 5 | 4,40 | 5 | 5 | 5 | 5,00 |
| 57 | 4 | 3 | 4 | 4 | 4 | 3,80 | 2 | 3 | 4 | 3,00 |
| 58 | 5 | 5 | 5 | 4 | 3 | 4,40 | 5 | 4 | 4 | 4,33 |
| 59 | 5 | 5 | 5 | 4 | 4 | 4,60 | 5 | 5 | 5 | 5,00 |
| 60 | 4 | 4 | 4 | 4 | 4 | 4,00 | 4 | 4 | 4 | 4,00 |

Descriptives

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|----|---------|---------|------|----------------|
| X11 | 60 | 3 | 5 | 4.53 | .596 |
| X12 | 60 | 2 | 5 | 4.52 | .624 |
| X13 | 60 | 3 | 5 | 4.78 | .490 |
| X14 | 60 | 3 | 5 | 4.33 | .572 |
| X15 | 60 | 2 | 5 | 4.33 | .601 |
| X16 | 60 | 3 | 5 | 4.55 | .565 |
| X17 | 60 | 3 | 5 | 4.38 | .585 |
| X18 | 60 | 2 | 5 | 4.33 | .601 |
| X19 | 60 | 3 | 5 | 4.53 | .566 |
| X110 | 60 | 3 | 5 | 4.47 | .566 |
| FaktorTeknologiX1 | 60 | 3.00 | 5.00 | 4.48 | .367 |
| Valid N (listwise) | 60 | | | | |

Descriptives

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|----|---------|---------|------|----------------|
| X21 | 60 | 3 | 5 | 4.72 | .490 |
| X22 | 60 | 2 | 5 | 4.40 | .785 |
| X23 | 60 | 3 | 5 | 4.50 | .624 |
| X24 | 60 | 3 | 5 | 4.58 | .591 |
| X25 | 60 | 3 | 5 | 4.13 | .676 |
| X26 | 60 | 3 | 5 | 4.18 | .596 |
| X27 | 60 | 3 | 5 | 4.42 | .619 |
| X28 | 60 | 2 | 5 | 4.25 | .728 |
| X29 | 60 | 3 | 5 | 4.33 | .655 |
| X210 | 60 | 3 | 5 | 4.32 | .624 |
| X211 | 60 | 3 | 5 | 4.23 | .673 |
| X212 | 60 | 3 | 5 | 4.37 | .637 |
| X213 | 60 | 2 | 5 | 4.08 | .766 |
| X214 | 60 | 3 | 5 | 4.33 | .542 |
| FaktorOrganisasiX2 | 60 | 3.29 | 5.00 | 4.35 | .418 |
| Valid N (listwise) | 60 | | | | |

Descriptives

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|----|---------|---------|------|----------------|
| X31 | 60 | 1 | 5 | 4.03 | .938 |
| X32 | 60 | 2 | 5 | 4.23 | .831 |
| X33 | 60 | 1 | 5 | 4.22 | .846 |
| X34 | 60 | 2 | 5 | 4.08 | .766 |
| X35 | 60 | 1 | 5 | 3.92 | .671 |
| X36 | 60 | 1 | 5 | 4.17 | .847 |
| X37 | 60 | 2 | 5 | 4.13 | .650 |
| X38 | 60 | 1 | 5 | 4.12 | .715 |
| X39 | 60 | 2 | 5 | 4.05 | .699 |
| X310 | 60 | 1 | 5 | 3.92 | .591 |
| X311 | 60 | 1 | 5 | 4.15 | .633 |
| X312 | 60 | 2 | 5 | 3.97 | .581 |
| X313 | 60 | 1 | 5 | 3.90 | .656 |
| FaktorLingkunganX3 | 60 | 1.38 | 5.00 | 4.07 | .608 |
| Valid N (listwise) | 60 | | | | |

Descriptives

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|----|---------|---------|------|----------------|
| X41 | 60 | 3 | 5 | 4.62 | .555 |
| X42 | 60 | 3 | 5 | 4.50 | .676 |
| X43 | 60 | 3 | 5 | 4.42 | .561 |
| X44 | 60 | 3 | 5 | 4.12 | .613 |
| X45 | 60 | 3 | 5 | 4.23 | .722 |
| FaktorIndividualX4 | 60 | 3.40 | 5.00 | 4.38 | .476 |
| Valid N (listwise) | 60 | | | | |

Descriptives

Descriptive Statistics

| | N | Minimum | Maximum | Mean | Std. Deviation |
|--------------------|----|---------|---------|------|----------------|
| Y11 | 60 | 2 | 5 | 4.47 | .676 |
| Y12 | 60 | 1 | 5 | 4.07 | .954 |
| Y13 | 60 | 1 | 5 | 4.15 | .971 |
| AdopsiECommerceY | 60 | 2.00 | 5.00 | 4.23 | .775 |
| Valid N (listwise) | 60 | | | | |

Pengujian Asumsi Klasik

Uji Linieritas

Means

Case Processing Summary

| | Cases | | | | | |
|--|----------|---------|----------|---------|-------|---------|
| | Included | | Excluded | | Total | |
| | N | Percent | N | Percent | N | Percent |
| AdopsiECommerceY * FaktorTeknologiX1 | 60 | 100.0% | 0 | 0.0% | 60 | 100.0% |
| AdopsiECommerceY * FaktorOrganisasiX2 | 60 | 100.0% | 0 | 0.0% | 60 | 100.0% |
| AdopsiECommerceY * FaktorLingkunganX3 | 60 | 100.0% | 0 | 0.0% | 60 | 100.0% |
| AdopsiECommerceY * FaktorIndividualX4 | 60 | 100.0% | 0 | 0.0% | 60 | 100.0% |

AdopsiECommerceY * FaktorTeknologiX1

Report

AdopsiECommerceY

| FaktorTeknologiX1 | Mean | N | Std. Deviation |
|-------------------|--------|----|----------------|
| 3.00 | 3.3333 | 1 | . |
| 3.40 | 2.0000 | 1 | . |
| 3.60 | 3.3333 | 1 | . |
| 4.00 | 3.5556 | 6 | .50185 |
| 4.10 | 3.6667 | 1 | . |
| 4.20 | 3.0000 | 1 | . |
| 4.30 | 3.6667 | 2 | .47140 |
| 4.40 | 3.9667 | 10 | .67495 |
| 4.50 | 4.0000 | 3 | .88192 |
| 4.60 | 4.4167 | 8 | .52705 |
| 4.70 | 4.6250 | 16 | .63099 |
| 4.80 | 4.8519 | 9 | .33793 |
| 5.00 | 5.0000 | 1 | . |
| Total | 4.2278 | 60 | .77506 |

ANOVA Table

| | | | Sum of Squares | df |
|--------------------|----------------|--------------------------|----------------|----|
| AdopsiECommerceY * | Between Groups | (Combined) | 19.475 | 12 |
| | | Linearity | 15.743 | 1 |
| | | Deviation from Linearity | 3.732 | 11 |
| FaktorTeknologiX1 | Within Groups | 15.967 | 47 | |
| Total | | 35.443 | 59 | |

ANOVA Table

| | | | Mean Square | F |
|--------------------|----------------|--------------------------|-------------|--------|
| AdopsiECommerceY * | Between Groups | (Combined) | 1.623 | 4.777 |
| | | Linearity | 15.743 | 46.340 |
| | | Deviation from Linearity | .339 | .999 |
| FaktorTeknologiX1 | Within Groups | .340 | | |
| Total | | | | |

ANOVA Table

| | | | Sig. |
|--------------------|----------------|--------------------------|------|
| AdopsiECommerceY * | Between Groups | (Combined) | .000 |
| | | Linearity | .000 |
| | | Deviation from Linearity | .462 |
| FaktorTeknologiX1 | Within Groups | | |
| Total | | | |

Measures of Association

| | R | R Squared | Eta | Eta Squared |
|--------------------|------|-----------|------|-------------|
| AdopsiECommerceY * | .666 | .444 | .741 | .549 |
| FaktorTeknologiX1 | | | | |

AdopsiECommerceY * FaktorOrganisasiX2

Report

AdopsiECommerceY

| FaktorOrganisasiX2 | Mean | N | Std. Deviation |
|--------------------|--------|----|----------------|
| 3.29 | 3.3333 | 2 | .47140 |
| 3.36 | 2.6667 | 1 | . |
| 3.64 | 3.4444 | 3 | .38490 |
| 3.79 | 2.6667 | 2 | .94281 |
| 3.86 | 3.0000 | 1 | . |
| 4.00 | 3.5333 | 5 | .55777 |
| 4.14 | 3.6667 | 2 | .47140 |
| 4.21 | 3.8889 | 3 | .50918 |
| 4.29 | 4.0952 | 7 | .76290 |
| 4.36 | 4.6000 | 5 | .43461 |
| 4.43 | 5.0000 | 2 | .00000 |
| 4.50 | 5.0000 | 1 | . |
| 4.57 | 4.7619 | 7 | .41786 |
| 4.64 | 4.4444 | 6 | .34427 |
| 4.71 | 4.7500 | 8 | .38832 |
| 4.86 | 5.0000 | 1 | . |
| 5.00 | 4.8333 | 4 | .33333 |
| Total | 4.2278 | 60 | .77506 |

ANOVA Table

| | | | Sum of Squares | df |
|--|----------------|--------------------------|----------------|----|
| AdopsiECommerceY * FaktorOrganisasiX2 | Between Groups | (Combined) | 24.773 | 16 |
| | | Linearity | 19.206 | 1 |
| | | Deviation from Linearity | 5.567 | 15 |
| | Within Groups | | 10.669 | 43 |
| | Total | | 35.443 | 59 |

ANOVA Table

| | | | Mean Square | F | |
|--------------------|----------------|--------------------------|-------------|--------|-------|
| | | | (Combined) | 1.548 | 6.240 |
| AdopsiECommerceY * | Between Groups | Linearity | 19.206 | 77.407 | |
| | | Deviation from Linearity | .371 | 1.496 | |
| | | Within Groups | .248 | | |
| Total | | | | | |

ANOVA Table

| | | | Sig. | |
|--------------------|----------------|--------------------------|------------|------|
| | | | (Combined) | .000 |
| AdopsiECommerceY * | Between Groups | Linearity | .000 | |
| | | Deviation from Linearity | .150 | |
| | | Within Groups | | |
| Total | | | | |

Measures of Association

| | R | R Squared | Eta | Eta Squared |
|--------------------|------|-----------|------|-------------|
| AdopsiECommerceY * | .736 | .542 | .836 | .699 |
| FaktorOrganisasiX2 | | | | |

AdopsiECommerceY * FaktorLingkunganX3

Report

AdopsiECommerceY

| FaktorLingkunganX3 | Mean | N | Std. Deviation |
|--------------------|--------|----|----------------|
| 1.38 | 2.0000 | 1 | . |
| 3.00 | 3.1667 | 2 | .23570 |
| 3.31 | 4.2667 | 5 | .64118 |
| 3.54 | 2.8333 | 2 | .23570 |
| 3.62 | 3.4444 | 3 | .50918 |
| 3.69 | 3.8889 | 3 | .19245 |
| 3.85 | 4.2222 | 3 | 1.34715 |
| 3.92 | 3.5000 | 2 | .70711 |
| 4.00 | 3.9259 | 9 | .52116 |
| 4.08 | 4.6667 | 1 | . |
| 4.15 | 4.8333 | 2 | .23570 |
| 4.31 | 4.1111 | 3 | .38490 |
| 4.38 | 4.6667 | 2 | .47140 |
| 4.46 | 4.6111 | 6 | .44305 |
| 4.54 | 4.7500 | 4 | .50000 |
| 4.62 | 4.8333 | 4 | .33333 |
| 4.69 | 5.0000 | 2 | .00000 |
| 4.77 | 4.8333 | 4 | .33333 |
| 4.85 | 5.0000 | 1 | . |
| 5.00 | 5.0000 | 1 | . |
| Total | 4.2278 | 60 | .77506 |

ANOVA Table

| | | | Sum of Squares | df |
|--------------------|----------------|--------------------------|----------------|----|
| | | (Combined) | 23.820 | 19 |
| AdopsiECommerceY * | Between Groups | Linearity | 16.398 | 1 |
| | | Deviation from Linearity | 7.421 | 18 |
| | | Within Groups | 11.623 | 40 |
| FaktorLingkunganX3 | Total | | 35.443 | 59 |

ANOVA Table

| | | | Mean Square | F |
|--|----------------|--------------------------|-------------|--------|
| | | | 1.254 | 4.315 |
| AdopsiECommerceY * FaktorLingkunganX3 | Between Groups | (Combined) Linearity | 16.398 | 56.435 |
| | | Deviation from Linearity | .412 | 1.419 |
| | Within Groups | | .291 | |
| Total | | | | |

ANOVA Table

| | | | Sig. |
|--|----------------|--------------------------|------|
| | | | .000 |
| AdopsiECommerceY * FaktorLingkunganX3 | Between Groups | (Combined) Linearity | .000 |
| | | Deviation from Linearity | .176 |
| | Within Groups | | |
| Total | | | |

Measures of Association

| | R | R Squared | Eta | Eta Squared |
|--------------------|------|-----------|------|-------------|
| AdopsiECommerceY * | .680 | .463 | .820 | .672 |
| FaktorLingkunganX3 | | | | |

AdopsiECommerceY * FaktorIndividualX4

Report

AdopsiECommerceY

| FaktorIndividualX4 | Mean | N | Std. Deviation |
|--------------------|--------|----|----------------|
| 3.40 | 3.0000 | 4 | .27217 |
| 3.60 | 4.3333 | 1 | . |
| 3.80 | 3.3333 | 3 | .33333 |
| 4.00 | 3.8205 | 13 | .39943 |
| 4.20 | 4.5000 | 2 | .70711 |
| 4.40 | 4.2727 | 11 | .84087 |
| 4.60 | 4.7222 | 12 | .58315 |
| 5.00 | 4.6429 | 14 | .65976 |
| Total | 4.2278 | 60 | .77506 |

ANOVA Table

| | | | Sum of Squares | df | |
|--------------------|----------------|--------------------------|----------------|--------|--------|
| | | | (Combined) | 16.113 | 7 |
| AdopsiECommerceY * | Between Groups | Linearity | 12.875 | 1 | |
| | | Deviation from Linearity | 3.238 | 6 | |
| | | Within Groups | | | 19.329 |
| Total | | | 35.443 | 59 | |

ANOVA Table

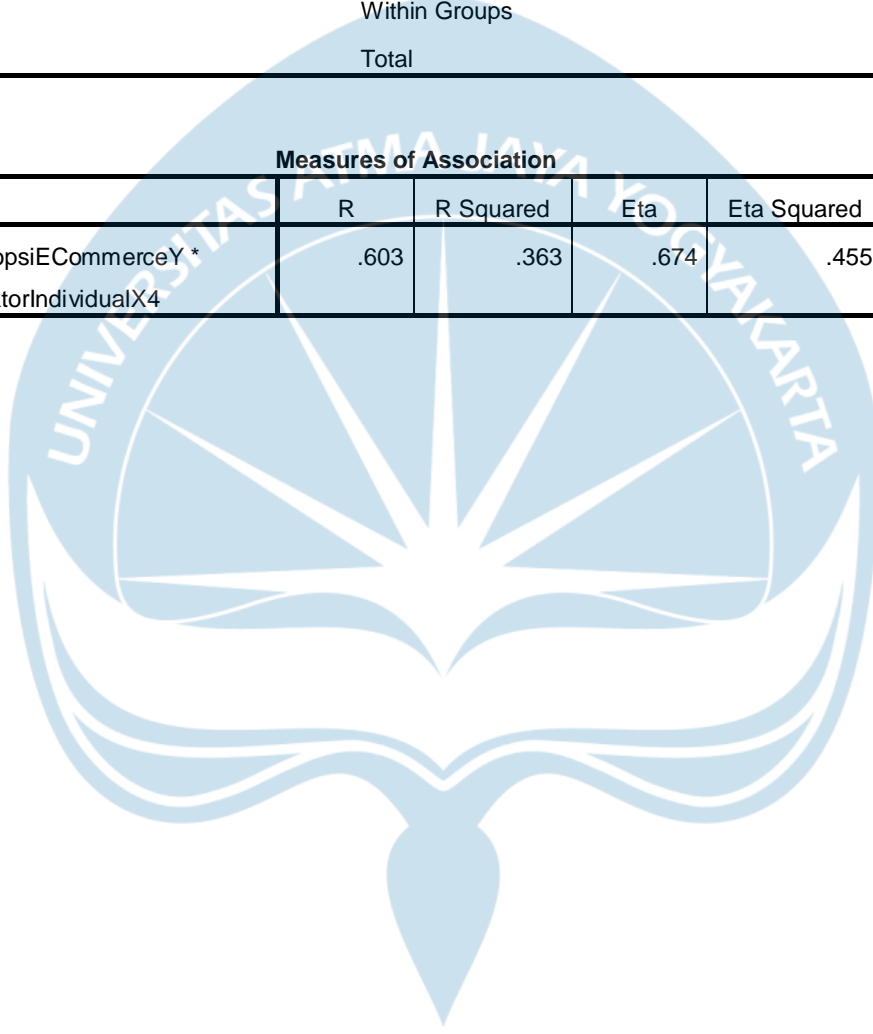
| | | | Mean Square | F | |
|--------------------|----------------|--------------------------|-------------|--------|-------|
| | | | (Combined) | 2.302 | 6.193 |
| AdopsiECommerceY * | Between Groups | Linearity | 12.875 | 34.637 | |
| | | Deviation from Linearity | .540 | 1.452 | |
| | | Within Groups | | | .372 |
| Total | | | | | |

ANOVA Table

| | | | Sig. |
|--------------------|----------------|--------------------------|------|
| | | (Combined) | .000 |
| AdopsiECommerceY * | Between Groups | Linearity | .000 |
| FaktorIndividualX4 | | Deviation from Linearity | .213 |
| | Within Groups | | |
| | Total | | |

Measures of Association

| | R | R Squared | Eta | Eta Squared |
|--------------------|------|-----------|------|-------------|
| AdopsiECommerceY * | .603 | .363 | .674 | .455 |
| FaktorIndividualX4 | | | | |



Uji Normalitas

NPar Tests

| | | Unstandardized Residual |
|----------------------------------|----------------|-------------------------|
| N | | 60 |
| Normal Parameters ^{a,b} | Mean | .0000000 |
| | Std. Deviation | .36808425 |
| | Absolute | .096 |
| Most Extreme Differences | Positive | .057 |
| | Negative | -.096 |
| Kolmogorov-Smirnov Z | | .744 |
| Asymp. Sig. (2-tailed) | | .637 |

a. Test distribution is Normal.

b. Calculated from data.

Uji Heteroskedastisitas

| Model | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|--------------------|-----------------------------|------------|---------------------------|--------|------|
| | B | Std. Error | Beta | | |
| (Constant) | .677 | .411 | | 1.645 | .106 |
| 1 | | | | | |
| FaktorTeknologiX1 | .070 | .103 | .113 | .673 | .504 |
| FaktorOrganisasiX2 | -.139 | .088 | -.256 | -1.576 | .121 |
| FaktorLingkunganX3 | -.054 | .062 | -.144 | -.868 | .389 |
| FaktorIndividualX4 | .027 | .070 | .058 | .391 | .697 |

a. Dependent Variable: Abs_Resid

Uji Outlier

| No | ZFaktorTeknologiX 1_A | ZFaktorOrganisasiX 2_A | ZFaktorLingkunganX 3_A |
|----|--------------------------|---------------------------|---------------------------|
| 1 | -.48136 | -.14521 | -1.25004 |
| 2 | .33604 | -1.68271 | -.61764 |
| 3 | .60851 | .53813 | .90011 |
| 4 | -1.02630 | -1.68271 | -.11172 |
| 5 | -2.38863 | -1.34104 | -1.75596 |
| 6 | .06358 | .70896 | .01476 |
| 7 | .06358 | 1.56313 | .64715 |
| 8 | -.20889 | -.82854 | -.11172 |
| 9 | .60851 | .87979 | .14124 |
| 10 | .60851 | .19646 | 1.15307 |
| 11 | .60851 | .36729 | .64715 |
| 12 | .88098 | .53813 | -1.25004 |
| 13 | .88098 | 1.56313 | 1.15307 |
| 14 | -.20889 | -.82854 | -.11172 |
| 15 | .33604 | .87979 | 1.02659 |
| 16 | -1.29876 | -1.17021 | -.23820 |
| 17 | -1.29876 | -2.43688 | -.87060 |
| 18 | .33604 | .70896 | .64715 |
| 19 | .33604 | .70896 | 1.15307 |
| 20 | -.20889 | -2.43688 | .39419 |
| 21 | .33604 | -.14521 | .39419 |
| 22 | .33604 | .53813 | .90011 |
| 23 | -1.29876 | .02563 | .77363 |
| 24 | -1.29876 | -.82854 | -.11172 |
| 25 | -.75383 | -1.68271 | -1.75596 |
| 26 | -2.02344 | -.31604 | -.74412 |
| 27 | -.48136 | -.48688 | -.23820 |
| 28 | -.20889 | -.31604 | -.61764 |
| 29 | .60851 | 1.56313 | .77363 |
| 30 | -.20889 | -.82854 | -.87060 |
| 31 | -2.43357 | -1.34104 | -1.41202 |
| 32 | -.20889 | -.48688 | -.11172 |
| 33 | .88098 | .87979 | -1.25004 |
| 34 | .88098 | 1.56313 | 1.02659 |
| 35 | .60851 | .02563 | .52067 |
| 36 | .88098 | .87979 | .77363 |
| 37 | .60851 | -.14521 | .64715 |

| No | ZFaktorTeknologiX 1_A | ZFaktorOrganisasiX 2_A | ZFaktorLingkunganX 3_A |
|----|--------------------------|---------------------------|---------------------------|
| 38 | .88098 | -.14521 | .77363 |
| 39 | .88098 | .87979 | 1.15307 |
| 40 | -.20889 | .02563 | .14124 |
| 41 | -1.29876 | -.82854 | -.11172 |
| 42 | -.20889 | .87979 | .64715 |
| 43 | 1.42592 | .53813 | -.36468 |
| 44 | .60851 | .53813 | .90011 |
| 45 | .60851 | -2.36604 | -.36468 |
| 46 | -1.29876 | -.14521 | -.61764 |
| 47 | -.20889 | .70896 | -1.25004 |
| 48 | .60851 | .70896 | .39419 |
| 49 | .88098 | 1.22146 | 1.27955 |
| 50 | .33604 | .70896 | -.36468 |
| 51 | .88098 | .02563 | .52067 |
| 52 | .60851 | .19646 | .64715 |
| 53 | -.20889 | .87979 | -1.25004 |
| 54 | .33604 | -.14521 | -.74412 |
| 55 | .60851 | .53813 | 1.53251 |
| 56 | .60851 | .02563 | -.11172 |
| 57 | .06358 | -.14521 | -.74412 |
| 58 | .60851 | -.31604 | -.11172 |
| 59 | .60851 | .53813 | .90011 |
| 60 | .60851 | .87979 | -.11172 |

| No | ZFaktorIndividualX4_A | ZAdopsiECommerceY_A |
|----|-----------------------|---------------------|
| 1 | -2.05187 | -1.15403 |
| 2 | .46920 | -.72396 |
| 3 | .04902 | .99634 |
| 4 | -.79134 | -.72396 |
| 5 | -.79134 | -1.15403 |
| 6 | .46920 | .56626 |
| 7 | .04902 | .13619 |
| 8 | -.79134 | -.29388 |
| 9 | 1.30956 | .99634 |
| 10 | .46920 | .99634 |
| 11 | -.37116 | .99634 |
| 12 | -.79134 | -.29388 |
| 13 | .46920 | .99634 |
| 14 | -.79134 | -.72396 |
| 15 | 1.30956 | .99634 |
| 16 | -.79134 | -1.58410 |
| 17 | -2.05187 | -1.58410 |
| 18 | -.79134 | -.29388 |
| 19 | -1.63169 | .13619 |
| 20 | -1.21151 | -.72396 |
| 21 | -.79134 | .13619 |
| 22 | 1.30956 | .99634 |
| 23 | 1.30956 | -.29388 |
| 24 | .04902 | -.29388 |
| 25 | -2.05187 | -1.58410 |
| 26 | .46920 | -1.15403 |
| 27 | .04902 | -.29388 |
| 28 | -.37116 | -.29388 |
| 29 | 1.30956 | .99634 |
| 30 | -2.05187 | -2.01417 |
| 31 | .04902 | -2.47432 |
| 32 | -1.21151 | -1.15403 |
| 33 | 1.30956 | .56626 |
| 34 | .46920 | .99634 |
| 35 | .04902 | .13619 |
| 36 | .46920 | .99634 |
| 37 | 1.30956 | .99634 |
| 38 | 1.30956 | .99634 |
| 39 | .46920 | .99634 |
| 40 | .04902 | .56626 |

| No | ZFaktorIndividualX4_A | ZAdopsiECommerceY_A |
|----|-----------------------|---------------------|
| 41 | -.79134 | -1.15403 |
| 42 | 1.30956 | .13619 |
| 43 | 1.30956 | .99634 |
| 44 | 1.30956 | .13619 |
| 45 | 1.30956 | -2.01417 |
| 46 | -.79134 | -.29388 |
| 47 | -.79134 | .13619 |
| 48 | .04902 | .13619 |
| 49 | .04902 | .99634 |
| 50 | .46920 | .99634 |
| 51 | 1.30956 | .99634 |
| 52 | 1.30956 | .99634 |
| 53 | .46920 | .99634 |
| 54 | -.79134 | -.29388 |
| 55 | .46920 | .99634 |
| 56 | .04902 | .99634 |
| 57 | -1.21151 | -1.58410 |
| 58 | .04902 | .13619 |
| 59 | .46920 | .99634 |
| 60 | -.79134 | -.29388 |

Uji Multikolinieritas

Coefficients^a

| Model | Collinearity Statistics | | |
|-------|-------------------------|------|-------|
| | Tolerance | VIF | |
| 1 | FaktorTeknologiX1 | .600 | 1.666 |
| | FaktorOrganisasiX2 | .638 | 1.566 |
| | FaktorLingkunganX3 | .611 | 1.637 |
| | FaktorIndividualX4 | .772 | 1.295 |

a. Dependent Variable: AdopsiECommerceY

Uji Autokorelasi

Model Summary^b

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|-------------------|----------|-------------------|----------------------------|---------------|
| 1 | .880 ^a | .774 | .758 | .38123 | 1.850 |

a. Predictors: (Constant), FaktorIndividualX4, FaktorTeknologiX1, FaktorOrganisasiX2, FaktorLingkunganX3

b. Dependent Variable: AdopsiECommerceY



Regresi Linier Berganda

Regression

Variables Entered/Removed^a

| Model | Variables Entered | Variables Removed | Method |
|-------|---|-------------------|--------|
| 1 | FaktorIndividualX4, FaktorTeknologiX1, FaktorOrganisasiX2, FaktorLingkunganX3 ^b | . | Enter |

a. Dependent Variable: AdopsiECommerceY

b. All requested variables entered.

Model Summary

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | .880 ^a | .774 | .758 | .38123 |

a. Predictors: (Constant), FaktorIndividualX4, FaktorTeknologiX1, FaktorOrganisasiX2, FaktorLingkunganX3

ANOVA^a

| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|-------|------------|----------------|----|-------------|--------|-------------------|
| 1 | Regression | 27.449 | 4 | 6.862 | 47.215 | .000 ^b |
| | Residual | 7.994 | 55 | .145 | | |
| | Total | 35.443 | 59 | | | |

a. Dependent Variable: AdopsiECommerceY

b. Predictors: (Constant), FaktorIndividualX4, FaktorTeknologiX1, FaktorOrganisasiX2, FaktorLingkunganX3

Coefficients^a

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|--------------------|-----------------------------|------------|---------------------------|--------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | -4.286 | .695 | | -6.166 | .000 |
| | FaktorTeknologiX1 | .497 | .175 | .235 | 2.848 | .006 |
| | FaktorOrganisasiX2 | .699 | .149 | .377 | 4.704 | .000 |
| | FaktorLingkunganX3 | .343 | .104 | .269 | 3.286 | .002 |
| | FaktorIndividualX4 | .424 | .119 | .260 | 3.575 | .001 |

a. Dependent Variable: AdopsiECommerceY