

CHAPTER V

CONCLUSIONS, LIMITATION, AND MANAGERIAL IMPLICATIONS

5.1. Conclusions

The aim of this research is to evaluate the influence of consumers' Moral Ethics, Relativism and consumers' piracy attitudes on piracy behavior. In this study, three facts are revealed in the hypothesis testing. Based on the hypothesis testing it can be concluded that:

1. Moral Equity has a negative and significant impact in the purchase of pirate CD and in the use of illegal software. While relativism has a negative impact, it failed in being significant. Therefore H1 is only partially supported.
2. A higher Moral Equity reinforces negative attitudes to acting unethically in the context of software piracy and purchase of illegal CD (H2).
3. The more negative consumers' attitudes to piracy, the lower would be their use of pirated software and purchase of illegal copies of CDs.

Therefore we can conclude that, Moral Equity, attitudes toward the act and Relativism do affect individual's willingness to engage in software and CD piracy, however Relativism does not have enough significance.

5.2. Research Limitation

The limitations of this study are:

- b. This study only explains whether consumers' Moral ethics, relativism and Attitude influence the consumers' willingness to engage in Piracy.
- c. The result of this research cannot be generalized for all Indonesian, since the research is only conducted in the area of Daerah Istimewa Yogyakarta.
- d. There is time limitation. For collecting more data and better result, longer time and more samples are needed. However, this research only has 15 days for distributing and collecting the questionnaires that was May 12th until May 27th 2010.

5.3. Managerial Implications

From the business standpoint, the best action is to strongly highlight the unethical nature of piracy, consumers who indulge in piracy in the form of illegal downloading of unlawfully copied CDs may then feel obliged to acquire legal copies in the future. There are many things that companies can do in order to respond to such situation.

Educating consumers so that they become more aware of the damage piracy causes to the artist or developer.

Companies should advertise piracy as unethical. This would result in acknowledgment of unethical piracy behavior by some part of the population.

Being transparent and informing the public about the company's values and strategies so that negative consumers' perception of the company is changed.

Use advertising and promotion with the objective to influence social agreement towards piracy.

5.4. Directions for the future research

With the limitation of this research, actually there are still many variables that can be examined. Or perhaps in the next research, it could be interesting to integrate to the other factor related to the specific product such as prices, values, advertisement, product quality, and others. It could be also comparing the research by doing research on other areas, expanding the research location, getting more samples or focusing on a specific character of respondents or a specific product or industry.

REFERENCES

Ajzen, I.: 1991, "*The Theory of Planned Behavior*", Organizational Behavior and Human Decision Processes

Al-Khatib, J. A., K. Dobie and S. J. Vitell: 1995, "*Consumer Ethics in Developing Countries: An Empirical Investigation*", Journal of Euro-Marketing 4(2), 87–109.

Al-Khatib, J. A., S. J. Vitell and M. Y. A. Rawwas: 1997, "*Consumer Ethics: A Cross-Cultural Investigation*", European Journal of Marketing 31(11/12), 750–767.

Anusorn Singhapakdi, Mohammed Y.A. Rawwas, Janet K. Marta, and Mohd Ismail Ahmed. "*A cross-cultural study of consumer perceptions about marketing ethics.*" The Journal of Consumer Marketing 16, no. 3 (January 1, 1999): 257-272. <http://www.proquest.com/> (accessed February 18, 2010).

Aviv Shoham, Ayalla Ruvio, and Moshe Davidow. "*(Un)ethical consumer behavior: Robin Hoods or plain hoods?*" The Journal of Consumer Marketing 25, no. 4 (June 10, 2008): 200-210. <http://www.proquest.com/> (accessed February 12, 2010)

Benjamin Tan. "*Understanding consumer ethical decision making with respect to purchase of pirated software.*" The Journal of Consumer Marketing 19, no.2/3 (January 1, 2002): 96. <http://www.proquest.com/> (accessed February 24, 2010).

Business Software Alliance (BSA) www.bsa.org

Chiharu Ishida. "*How do Scores of DIT and MJT Differ? A Critical Assessment of the Use of Alternative Moral Development Scales in Studies of Business Ethics.*" Journal of Business Ethics 67, no.1 (August 1, 2006):63-74. <http://www.proquest.com/> (accessed February 24, 2010)

Clive Staples Lewis, *Mere Christianity* (New York: Collier Books of Macmillan Publishing, 1960) Retrieved February 21, 2010 from Online Christian Library: <http://www.ntslibrary.com/PDF%20Books/Mere%20Christianity%20-%20Lewis.pdf>

Cooper. D.R. & Schindler. P.S. (2006). *Business Research Methods. Ninth Edition*, Singapore: Mc Graw Hill.

Dodge, H Robert, Edwards, Elizabeth A, and Fullerton, Sam. "Consumer transgressions in the marketplace: Consumers' perspectives." *Psychology & Marketing* 13 ,no.8 (December 1 ,1996) :821-835. <http://www.proquest.com/> (accessed February 22, 2010).

Dong-Jin Lee, and M Joseph Sirgy. "The effect of moral philosophy and ethnocentrism on quality-of-life orientation in international marketing: A cross-cultural comparison." *Journal of Business Ethics* 18, no. 1 (January 1, 1999): 73-89. <http://www.proquest.com/> (accessed February 20, 2010).

Forsyth, Donelson R. "Judging the Morality of Business Practices: The Influence of Personal Moral Philosophies." *Journal of Business Ethics* 11, no. 5,6 (May 1, 1992): 461. <http://www.proquest.com/> (accessed February 21, 2010).

Jamal A. Al-Khatib, Christopher J. Robertson, & Dana-Nicoleta Lascu. 2004). "Post-Communist Consumer Ethics: The Case of Romania." *Journal of Business Ethics*, 4(1), 81-95. Retrieved February 21, 2010, from ABI/INFORM Global. (Document ID:707276901).

Manjit Monga. "Managers' Moral Reasoning: Evidence from Large Indian Manufacturing Organizations." *Journal of Business Ethics* 71 ,no.2 (March 1, 2007): 179-194. <http://www.proquest.com/> (accessed February 24, 2010).

Manjit Monga. "Value orientations: a case study of north Indian manufacturing managers." *The Journal of Management Development* 24, no.7/8 (August 10, 2005): 632-644. <http://www.proquest.com/> (accessed February 24, 2010).

Mohammed Y. A. Rawwas, Ziad Swaidan, and Mine Oyman. "Consumer Ethics: A Cross-Cultural Study of the Ethical Beliefs of Turkish and American Consumers." *Journal of Business Ethics* 57, no. 2 (March 1, 2005): 183-195. <http://www.proquest.com/> (accessed February 19, 2010).

Nunnally, J.: 1978, *Psychometric Theory* (McGraw Hill, New York).

Oxford Dictionary. Apple inc. v. 2.1.1

Rallapalli, Kumar C, Vitell, Scott J, Wiebe, Frank A, and Barnes, James H. "Consumer ethical beliefs and personality traits: An exploratory analysis." *Journal of Business Ethics* 13, no.7 (July 1, 1994):487. <http://www.proquest.com/> (accessed February 22, 2010).

Rawwas, Mohammed Y A, Patzer, Gordon L, and Klassen, Michael L. "Consumer ethics in cross-cultural settings: Entrepreneurial implications." *European Journal of Marketing* 29, no. 7 (January 1, 1995): 62. <http://www.proquest.com/> (accessed February 24, 2010).

Rawwas, Mohammed Y A, Vitell, Scott J, and Al-Khatib, Jamal A. "Consumer ethics: The possible effects of terrorism and civil unrest on the ethical values of consumers." *Journal of Business Ethics* 13, no. 3 (March 1, 1994): 223. <http://www.proquest.com/> (accessed February 22, 2010).

Reidenbach, R. Eric, and Robin, Donald P.: "Toward the Development of a Multidimensional Scale for Improving Evaluations of Business Ethics." *Journal of Business Ethics* 9, no. 8 (August 1, 1990): 639. <http://www.proquest.com/> (accessed February 24, 2010).

Robert C Erffmeyer, Bruce D Keillor, and Debbie Thorne LeClair. "An empirical investigation of Japanese consumer ethics." *Journal of Business Ethics* 18, no.1(January1,1999):35-50. <http://www.proquest.com/> (accessed February 24, 2010).

Savona, E.U. and Mignone, M. (2004) "The Fox and the Hunters: How IC Technologies Change the Crime Race", *European Journal on Criminal Policy and Research*, 10(1): 3–26.

Scott J Vitell. "Consumer ethics research: Review, synthesis and suggestions for the future." *Journal of Business Ethics* 43, no.1/2 (March 1, 2003): 33-47. <http://www.proquest.com/> (accessed February 19, 2010).

Scott J. Vitell, Anusorn Singhapakdi, and James Thomas. "Consumer ethics: an application and empirical testing of the Hunt-Vitell theory of ethics." *The Journal of Consumer Marketing* 18, no. 2 (January 1, 2001): 153-178. <http://www.proquest.com/> (accessed February 23, 2010).

Sekaran, U. (2003). *Research Method for Business: A Skill Building Approach. Fourth Edition*, New York: John Wiley.

Swinyard, W.R., Rinne, H. and Kau, A.K. (1990), "The morality of software piracy: a cross-cultural analysis", *Journal of Business Ethics*, Vol. 9, pp. 655-64.

Vitell, Scott J, Nwachukwu, Saviour L, and Barnes, James H. *"The effects of culture on ethical decision-making: An application of Hofstede's typology."* Journal of Business Ethics 12, no.10 (October 1, 1993):753. <http://www.proquest.com/> (accessed February 19, 2010).

Vitell, Scott J., and Muncy, James. *"Consumer Ethics: An Empirical Investigation of Factors Influencing Ethical Judgments of the Final Consumer."* Journal of Business Ethics 11,no. 8(August 1, 1992): 585. <http://www.proquest.com/> (accessed February 24, 2010).

Vitell, Scott J., Lumpkin, James R., and Rawwas, Mohammed Y. A.. *"Consumer Ethics: An Investigation of the Ethical Beliefs."* Journal of Business Ethics 10, no. 5 (May 1, 1991): 365. <http://www.proquest.com/> (accessed February 24, 2010).

Ziad Swaidan, Scott J Vitell, and Mohammed Y A Rawwas. *"Consumer ethics: Determinants of ethical beliefs of African Americans."* Journal of Business Ethics 46, no. 2 (August 1, 2003): 175-186. <http://www.proquest.com/> (accessed February 19, 2010).



Appendix A: Research Instrument (English version)

Download of Illegal Software and Purchase of Pirate CDs and DVDs in Indonesia

Questionnaire

1. In which of the following age groups are you in?

☐	less than 20
☐	21-30
☐	31-40
☐	41-50
☐	over 50

2. What is your gender?

☐	Male
☐	Female

3. Monthly expenses.

☐	Rp 1-3 Million
☐	Rp 3-5 Million
☐	Rp 5-7 Million
☐	Rp 7-10 Million
☐	> Rp 10 Million

4. Buying pirate CDs and DVDs is...

Fair	1 : 2 : 3 : 4 : 5 : 6 : 7	Unfair
Just	1 : 2 : 3 : 4 : 5 : 6 : 7	Unjust
Culturally Acceptable	1 : 2 : 3 : 4 : 5 : 6 : 7	Culturally
unacceptable		
Morally Right	1 : 2 : 3 : 4 : 5 : 6 : 7	Not morally right
Acceptable for my family	1 : 2 : 3 : 4 : 5 : 6 : 7	Unacceptable for
my family		

5. Download of pirate software is...

Fair	1 : 2 : 3 : 4 : 5 : 6 : 7	Unfair
Just	1 : 2 : 3 : 4 : 5 : 6 : 7	Unjust
Culturally Acceptable	1 : 2 : 3 : 4 : 5 : 6 : 7	Culturally

unacceptable

Morally Right

1 : 2 : 3 : 4 : 5 : 6 : 7

Not morally right

Acceptable for my family
my family

1 : 2 : 3 : 4 : 5 : 6 : 7

Unacceptable for

6. Please signify your overall feelings and impressions about using pirate software.

Bad

1 : 2 : 3 : 4 : 5 : 6 : 7

Good

Unsatisfactory

1 : 2 : 3 : 4 : 5 : 6 : 7

Satisfactory

Unfavorable

1 : 2 : 3 : 4 : 5 : 6 : 7

Favorable

Negative

1 : 2 : 3 : 4 : 5 : 6 : 7

Positive

Unpleasant

1 : 2 : 3 : 4 : 5 : 6 : 7

Pleasant

7. Please signify your overall feelings and impressions about using pirate CDs and DVDs.

Bad

1 : 2 : 3 : 4 : 5 : 6 : 7

Good

Unsatisfactory

1 : 2 : 3 : 4 : 5 : 6 : 7

Satisfactory

Unfavorable

1 : 2 : 3 : 4 : 5 : 6 : 7

Favorable

Negative

1 : 2 : 3 : 4 : 5 : 6 : 7

Positive

Unpleasant

1 : 2 : 3 : 4 : 5 : 6 : 7

Pleasant

8. How often do you buy a non-original CD/DVD?

Very rarely 1 : 2 : 3 : 4 : 5 : 6 : 7 Very often

9. Compared to other people, you buy non-original CD/DVD...

Much less 1 : 2 : 3 : 4 : 5 : 6 : 7 Much more

10. Of your purchase of CD/DVD, non-original CD/DVD constitute...

A very small share 1 : 2 : 3 : 4 : 5 : 6 : 7 A very large share

11. How many non-original CD/DVD have you purchased?

	0
	1 – 3
	4 – 6
	7 – 9
	10 – 12
	13 – 15
	Over 15

12. How often do you download a non-original software?

Very rarely 1 : 2 : 3 : 4 : 5 : 6 : 7 Very often

13. Compared to other people, you download non-original software...

Much less 1 : 2 : 3 : 4 : 5 : 6 : 7 Much more

14. Of your purchase of software, non-original software constitute...

A very small share 1 : 2 : 3 : 4 : 5 : 6 : 7 A very large share

15. How many non-original software have you downloaded?

	0
	1 – 3
	4 – 6
	7 – 9
	10 – 12
	13 – 15
	Over 15

Appendix B: Research Instrument (Bahasa Indonesia version)
Pengunduhan Software Ilegal dan Pembelian CD dan DVD Bajakan di Indonesia
Kuesioner

1. Anda termasuk dalam kelompok umur yang mana ?

☐	Kurang dari 20 tahun
☐	21-30 Tahun
☐	31-40 Tahun
☐	41-50 Tahun
☐	Lebih dari 50 tahun

2. Jenis kelamin Anda ?

☐	Laki-laki
☐	Perempuan

3. Pengeluaran bulanan.

☐	Rp < 1 Juta
☐	Rp 1-3 Juta
☐	Rp 3-5 Juta
☐	Rp 5-7 Juta
☐	> Rp 7 Juta

4. Membeli CD dan DVD bajakan adalah : ...

Wajar (Fair)	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak wajar
(Unfair)		
Adil	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak adil
Bisa diterima secara kultural	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak bisa diterima
secara kultural		
Benar secara moral	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak benar secara
moral		
Bisa diterima di keluarga saya	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak bisa diterima
di keluarga saya		

5. Mengunduh software bajakan adalah ...

Wajar (Fair)	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak wajar
(Unfair)		

Adil	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak adil
Bisa diterima secara kultural	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak bisa
diterima secara kultural		
Benar secara moral	1 : 2 : 3 : 4 : 5 : 6 : 7	Tidak benar
secara moral		
Bisa diterima di keluarga saya	1 : 2 : 3 : 4 : 5 : 6 : 7	Tida bisa
diterima di keluarga saya		

6. Tolong jelaskan perasaan dan kesan Anda secara keseluruhan tentang pemakaian software bajakan.

Buruk	1 : 2 : 3 : 4 : 5 : 6 : 7	Baik
Tidak memuaskan	1 : 2 : 3 : 4 : 5 : 6 : 7	Memuaskan
Tidak menguntungkan	1 : 2 : 3 : 4 : 5 : 6 : 7	Menguntungkan
Negatif	1 : 2 : 3 : 4 : 5 : 6 : 7	Positif
Tidak menyenangkan	1 : 2 : 3 : 4 : 5 : 6 : 7	Menyenangkan

7. Tolong jelaskan perasaan dan kesan Anda secara keseluruhan tentang pemakaian CD/DVD bajakan.

Buruk	1 : 2 : 3 : 4 : 5 : 6 : 7	Baik
Tidak memuaskan	1 : 2 : 3 : 4 : 5 : 6 : 7	Memuaskan
Tidak menguntungkan	1 : 2 : 3 : 4 : 5 : 6 : 7	Menguntungkan
Negatif	1 : 2 : 3 : 4 : 5 : 6 : 7	Positif
Tidak menyenangkan	1 : 2 : 3 : 4 : 5 : 6 : 7	Menyenangkan

8. Berapa sering Anda membeli CD/DVD tidak asli ?

Jarang sekali	1 : 2 : 3 : 4 : 5 : 6 : 7	Sering sekali
---------------	---------------------------	---------------

9. Dibandingkan orang lain, Anda membeli CD/DVD tidak asli ...

Jauh lebih sedikit	1 : 2 : 3 : 4 : 5 : 6 : 7	Jauh lebih banyak
--------------------	---------------------------	-------------------

10. Dari semua pembelian CD/DVD Anda, CD/DVD tidak asli merupakan ...

Bagian yang sangat kecil	1 : 2 : 3 : 4 : 5 : 6 : 7	Bagian yang sangat besar
--------------------------	---------------------------	--------------------------

11. Berapa banyak CD/DVD tidak asli yang telah Anda beli ?

	0 Buah
	1 – 3 Buah
	4 – 6 Buah
	7 – 9 Buah
	10 – 12 Buah
	13 – 15 Buah
	Lebih dari 15 Buah

12. Seberapa sering Anda mengunduh software tidak asli ?

Jarang sekali

1 : 2 : 3 : 4 : 5 : 6 : 7

Sering sekali

13. Dibandingkan orang lain, Anda mengunduh software tidak asli ...

Jauh lebih sedikit

1 : 2 : 3 : 4 : 5 : 6 : 7

Jauh lebih banyak

14. Dari semua pembelian software Anda, software tidak asli merupakan ...

Bagian yang sangat kecil

1 : 2 : 3 : 4 : 5 : 6 : 7

Bagian yang sangat besar

15. Berapa banyak software tidak asli yang telah Anda unduh ?

	0 Buah
	1 – 3 Buah
	4 – 6 Buah
	7 – 9 Buah
	10 – 12 Buah
	13 – 15 Buah
	Lebih dari 15 Buah

Appendix C: Reliability and Validity Results for Pilot Test

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Moral Equity - CD	8,47	6,326	,693	,480	,534
Item 2 - Moral Equity - CD	7,17	7,592	,551	,350	,709
Item 3 - Moral Equity - CD	9,30	8,562	,520	,311	,741
Item 1 - Relativism - CD	5,40	2,317	,362	,131	^a
Item 2 - Relativism - CD	4,73	1,926	,362	,131	^a
Item 1 - Attitude - CD	15,03	25,826	,789	,638	,835
Item 2 - Attitude - CD	14,73	25,237	,609	,634	,878
Item 3 - Attitude - CD	14,23	23,978	,723	,678	,848
Item 4 - Attitude - CD	15,00	28,621	,585	,471	,877
Item 5 - Attitude - CD	14,47	23,154	,873	,812	,809
Item 1 - Piracy Behavior -CD	11,03	20,861	,592	,433	,665
Item 2 - Piracy Behavior -CD	10,97	21,206	,504	,263	,711
Item 3 - Piracy Behavior -CD	10,50	18,672	,670	,495	,615
Item 4 - Piracy Behavior -CD	10,20	21,131	,426	,192	,759
item 1 - Moral Equity - Software	8,43	8,944	,507	,287	,624
item 2 - Moral Equity - Software	7,43	9,564	,457	,223	,685
item 3 - Moral Equity - Software	8,93	8,823	,595	,357	,515
item 1 - Relativism - Software	5,57	1,702	,480	,231	^a
item 2 - Relativism - Software	4,73	2,823	,480	,231	^a
Item 1 - Attitude - Software	14,83	27,799	,780	,679	,867
Item 2 - Attitude - Software	14,87	26,671	,807	,767	,861
Item 3 - Attitude - Software	13,90	27,128	,817	,717	,859
Item 4 - Attitude - Software	15,03	33,964	,496	,288	,922
Item 5 - Attitude - Software	14,43	27,702	,843	,781	,854
Item 1 - Piracy Behavior -Software	10,23	24,875	,732	,670	,799
Item 2 - Piracy Behavior -Software	10,27	27,857	,685	,634	,822
Item 3 - Piracy Behavior -Software	10,03	24,930	,771	,634	,783

Item 4 - Piracy Behavior -Software	10,47	25,223	,619	,528	,853
------------------------------------	-------	--------	------	------	------

Appendix D: Reliability and Validity Results for Complete data

MORAL EQUITY - CD

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
	,704	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Moral Equity - CD	8,51	8,106	,623
Item 2 - Moral Equity - CD	7,33	10,241	,457
Item 3 - Moral Equity - CD	8,81	9,421	,490

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Moral Equity - CD	,389	,475
Item 2 - Moral Equity - CD	,239	,688
Item 3 - Moral Equity - CD	,279	,651

RELATIVISM – CD

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,579	,579	2

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Relativism - CD	5,32	3,176	,408
Item 2 - Relativism - CD	4,03	3,040	,408

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Relativism - CD	,166 ^a	
Item 2 - Relativism - CD	,166 ^a	

ATTITUDE - CD

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,872	,872	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Attitude - CD	15,52	27,165	,654

Item 2 - Attitude - CD	15,38	26,680	,646
Item 3 - Attitude - CD	14,69	25,562	,731
Item 4 - Attitude - CD	15,46	27,218	,671
Item 5 - Attitude - CD	14,95	24,880	,791

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Attitude - CD	,451	,855
Item 2 - Attitude - CD	,450	,858
Item 3 - Attitude - CD	,630	,836
Item 4 - Attitude - CD	,470	,851
Item 5 - Attitude - CD	,691	,821

PIRACY BEHAVIOR - CD

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,829	,831	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Piracy Behavior -CD	9,82	21,859	,724
Item 2 - Piracy Behavior -CD	9,95	24,215	,645
Item 3 - Piracy Behavior -CD	9,34	22,351	,650
Item 4 - Piracy Behavior -CD	9,24	22,065	,614

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Piracy Behavior -CD	,545	,752
Item 2 - Piracy Behavior -CD	,470	,790
Item 3 - Piracy Behavior -CD	,424	,786
Item 4 - Piracy Behavior -CD	,402	,805

MORAL EQUITY - SOFTWARE

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,740	,740	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
item 1 - Moral Equity - Software	8,18	8,996	,639
item 2 - Moral Equity - Software	7,10	10,727	,511
item 3 - Moral Equity - Software	8,32	10,678	,551

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
item 1 - Moral Equity - Software	,411	,563
item 2 - Moral Equity - Software	,274	,716

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
item 1 - Moral Equity - Software	,411	,563
item 2 - Moral Equity - Software	,274	,716
item 3 - Moral Equity - Software	,330	,672

RELATIVISM – SOFTWARE

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,619	,619	2

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
item 1 - Relativism - Software	5,01	3,018	,448
item 2 - Relativism - Software	3,83	3,093	,448



Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted

item 1 - Relativism - Software	,201	. ^a
item 2 - Relativism - Software	,201	. ^a

ATTITUDE – SOFTWARE

Reliability Statistics

	Cronbach's Alpha Based on Standardized Items	N of Items
Cronbach's Alpha	,908	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Attitude - Software	16,74	35,685	,732
Item 2 - Attitude - Software	16,55	34,086	,809
Item 3 - Attitude - Software	15,97	34,157	,792
Item 4 - Attitude - Software	16,73	35,943	,690
Item 5 - Attitude - Software	16,28	34,609	,825

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Attitude - Software	,551	,896
Item 2 - Attitude - Software	,674	,880
Item 3 - Attitude - Software	,661	,883

Item 4 - Attitude - Software	,482	,905
Item 5 - Attitude - Software	,693	,877

PIRACY BEHAVIOR –SOFTWARE

Reliability Statistics

	Cronbach's Alpha Based on	
Cronbach's Alpha	Standardized Items	N of Items
,889	,889	4

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item- Total Correlation
Item 1 - Piracy Behavior - Software	10,45	25,470	,824
Item 2 - Piracy Behavior - Software	10,75	27,891	,744
Item 3 - Piracy Behavior - Software	10,50	27,147	,781
Item 4 - Piracy Behavior - Software	10,64	27,636	,681

Item-Total Statistics

	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Item 1 - Piracy Behavior - Software	,692	,830

Item 2 - Piracy Behavior - Software	,587	,861
Item 3 - Piracy Behavior - Software	,619	,848
Item 4 - Piracy Behavior - Software	,471	,886

Appendix E: Descriptive Statistics

One-Sample Statistics

	N	Mean	Minimum	Maximum	Std. Deviation	Std. Error Mean
MoralEquityCD	222	4,11	1.00	7.00	1,420	,095
RelativismCD	222	4,67	1.00	7.00	1,479	,099
AttitudeCD	222	3,80	1.00	7.00	1,262	,085
PiracyBehaviorCD	222	3,20	1.00	7.00	1,542	,103
MoralEquitySoftware	222	3,93	1.00	7.00	1,497	,101
RelativismSoftware	222	4,42	1.00	7.00	1,487	,100
AttitudeSoftware	222	4,11	1.00	7.00	1,460	,098
PiracyBehaviorSoftware	222	3,53	1.00	7.00	1,702	,114

Appendix F: Multiple Regression Analysis Results

Regression on cd: att=me+r

Variables Entered/Removed

Model	Variables Entered	Variables Removed	Method
1	RelativismCD, MoralEquityCD ^a	.	Enter

a. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,202 ^a	,041	,032	1,242

a. Predictors: (Constant), RelativismCD, MoralEquityCD

b. Dependent Variable: AttitudeCD

Model Summary^b

Model	Change Statistics					Durbin-Watson
	R Square Change	F Change	df1	df2	Sig. F Change	
1	,041	4,652	2	219	,011	1,754

b. Dependent Variable: AttitudeCD

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	14,345	2	7,172	4,652	,011 ^a
	Residual	337,655	219	1,542		
	Total	352,000	221			

a. Predictors: (Constant), RelativismCD, MoralEquityCD

b. Dependent Variable: AttitudeCD

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	t	Sig.
1	(Constant)	4,541	,290		15,658	,000
	MoralEquityCD	-,178	,079	-,200	-2,241	,026
	RelativismCD	-,002	,076	-,002	-,025	,980

a. Dependent Variable: AttitudeCD

Regression on cd: $pb = me + r + att$

Variables Entered/Removed			
Model	Variables Entered	Variables Removed	Method
1	AttitudeCD, RelativismCD, MoralEquityCD ^a	.	Enter

a. All requested variables entered.

Model Summary ^b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,448 ^a	,201	,190	1,388

a. Predictors: (Constant), AttitudeCD, RelativismCD, MoralEquityCD

b. Dependent Variable: PiracyBehaviorCD

Model Summary ^b						
Model	Change Statistics					Durbin-Watson
	R Square Change	F Change	df1	df2	Sig. F Change	
1	,201	18,272	3	218	,000	1,727

b. Dependent Variable: PiracyBehaviorCD

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	105,584	3	35,195	18,272	,000 ^a
	Residual	419,892	218	1,926		
	Total	525,476	221			

a. Predictors: (Constant), AttitudeCD, RelativismCD, MoralEquityCD

b. Dependent Variable: PiracyBehaviorCD

Coefficients ^a					
Model		Unstandardized Coefficients		Standardized Coefficients	
		B	Std. Error	Beta	Sig.
1	(Constant)	3,375	,472		7,152
	MoralEquityCD	-,242	,090	-,223	-2,699
	RelativismCD	-,104	,085	-,099	-1,215
	AttitudeCD	,342	,076	,280	4,533

a. Dependent Variable: PiracyBehaviorCD

Regression on software: $\text{att} = \text{me} + \text{r}$

Variables Entered/Removed

Model	Variables Entered	Variables Removed	Method
-------	-------------------	-------------------	--------

1	RelativismSoftware, MoralEquitySoftware ^a		Enter
---	--	--	-------

a. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	,328 ^a	,107	,099	1,386

a. Predictors: (Constant), RelativismSoftware, MoralEquitySoftware

b. Dependent Variable: AttitudeSoftware

Model Summary^b

Model	Change Statistics					Durbin-Watson
	R Square Change	F Change	df1	df2	Sig. F Change	
1	,107	13,173	2	219	,000	1,582

b. Dependent Variable: AttitudeSoftware

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	50,602	2	25,301	13,173	,000 ^a
	Residual	420,618	219	1,921		
	Total	471,219	221			

a. Predictors: (Constant), RelativismSoftware, MoralEquitySoftware

b. Dependent Variable: AttitudeSoftware

Coefficients ^a					
Model		Unstandardized Coefficients		Standardized Coefficients	
		B	Std. Error	Beta	
1	(Constant)	5,490	,298		18,428 ,000
	MoralEquitySoftware	-,242	,093	-,248	-2,594 ,010
	RelativismSoftware	-,096	,094	-,098	-1,025 ,307

a. Dependent Variable: AttitudeSoftware

Regression on software: $pb = me + r + att$

Variables Entered/Removed			
Model	Variables Entered	Variables Removed	Method
1	AttitudeSoftware, . RelativismSoftware, MoralEquitySoftware ^a		Enter

a. All requested variables entered.

Model Summary ^b				
Model	R	R Square	Adjusted R Square	Std. Error of the Estimate

1	,596 ^a	,356	,347	1,376
---	-------------------	------	------	-------

a. Predictors: (Constant), AttitudeSoftware, RelativismSoftware, MoralEquitySoftware

b. Dependent Variable: PiracyBehaviorSoftware

Model Summary^b

Model	Change Statistics					Durbin-Watson
	R Square Change	F Change	df1	df2	Sig. F Change	
1	,356	40,089	3	218	,000	1,984

b. Dependent Variable: PiracyBehaviorSoftware

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	227,595	3	75,865	40,089	,000 ^a
	Residual	412,542	218	1,892		
	Total	640,137	221			

a. Predictors: (Constant), AttitudeSoftware, RelativismSoftware, MoralEquitySoftware

b. Dependent Variable: PiracyBehaviorSoftware

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	t	Sig.
1	(Constant)	3,109	,472		6,581	,000
	MoralEquitySoftware	-,443	,094	-,390	-4,716	,000

RelativismSoftware	,068	,093	,060	,732	,465
AttitudeSoftware	,452	,067	,388	6,742	,000

a. Dependent Variable: PiracyBehaviorSoftware



Appendix G: Paired T-test Results

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	MoralEquityCD	4,11	222	1,420	,095
	MoralEquitySoftware	3,93	222	1,497	,101
Pair 2	RelativismCD	4,67	222	1,479	,099
	RelativismSoftware	4,42	222	1,487	,100
Pair 3	AttitudeCD	3,80	222	1,262	,085
	AttitudeSoftware	4,11	222	1,460	,098
Pair 4	PiracyBehaviorCD	3,20	222	1,542	,103
	PiracyBehaviorSoftware	3,53	222	1,702	,114

Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	MoralEquityCD & MoralEquitySoftware	222	,760	,000
Pair 2	RelativismCD & RelativismSoftware	222	,778	,000
Pair 3	AttitudeCD & AttitudeSoftware	222	,625	,000
Pair 4	PiracyBehaviorCD & PiracyBehaviorSoftware	222	,491	,000

Paired Samples Test

		Paired Differences		
		Mean	Std. Deviation	Std. Error Mean
Pair 1	MoralEquityCD - MoralEquitySoftware	,177	1,013	,068
Pair 2	RelativismCD - RelativismSoftware	,250	,988	,066
Pair 3	AttitudeCD - AttitudeSoftware	-,314	1,193	,080
Pair 4	PiracyBehaviorCD - PiracyBehaviorSoftware	-,332	1,642	,110

Paired Samples Test

	Paired Differences
--	--------------------

		95% Confidence Interval of the Difference	
		Lower	Upper
Pair 1	MoralEquityCD - MoralEquitySoftware	,043	,311
Pair 2	RelativismCD - RelativismSoftware	,119	,381
Pair 3	AttitudeCD - AttitudeSoftware	-,471	-,156
Pair 4	PiracyBehaviorCD - PiracyBehaviorSoftware	-,549	-,115

Paired Samples Test

		t	df	Sig. (2-tailed)
Pair 1	MoralEquityCD - MoralEquitySoftware	2,606	221	,010
Pair 2	RelativismCD - RelativismSoftware	3,769	221	,000
Pair 3	AttitudeCD - AttitudeSoftware	-3,916	221	,000
Pair 4	PiracyBehaviorCD - PiracyBehaviorSoftware	-3,015	221	,003

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15
1	2	1	1	4	6	6	6	2	5	5	5	5	3	1	2	4	2	3	2	2	4	3	4	4	6	2	3	1	2	2	2
2	1	2	2	6	7	6	6	6	6	7	6	6	6	2	2	3	1	3	2	2	3	1	3	2	1	1	2	2	5	1	2
3	1	2	1	6	7	6	7	4	7	7	7	7	4	2	2	2	2	2	2	2	2	2	2	6	6	7	7	4	5	1	1
4	2	1	1	5	7	5	6	4	7	7	7	7	6	4	2	6	3	4	3	4	6	2	4	4	4	5	4	2	2	2	2
5	1	2	1	4	6	5	6	4	4	4	6	5	4	4	3	3	4	3	4	3	3	4	3	2	2	2	4	5	4	6	7
6	2	2	1	6	6	4	5	4	5	5	4	5	3	5	3	5	4	3	3	4	5	4	5	6	5	6	5	2	5	5	6
7	1	2	1	2	7	2	2	2	2	6	3	5	2	2	2	4	4	4	4	3	4	5	4	4	4	3	5	7	5	6	5
8	1	1	1	6	7	2	7	2	5	6	4	4	5	3	3	4	5	3	3	3	3	4	4	5	3	3	3	3	3	3	2
9	2	1	2	4	3	5	3	4	3	4	3	4	3	3	2	4	1	1	3	2	3	3	2	1	3	3	1	2	2	2	1
10	1	1	1	3	3	3	4	3	2	2	2	2	2	6	6	5	4	5	5	5	5	4	5	1	5	4	5	6	5	4	5
11	2	1	1	3	3	7	7	3	3	3	7	7	3	6	6	6	1	6	3	3	7	5	5	5	1	6	2	6	6	6	7
12	1	1	1	1	7	4	4	4	1	7	4	4	4	7	6	7	4	6	4	4	6	4	6	1	1	4	7	1	1	7	7
13	2	1	2	3	3	4	7	1	4	4	4	6	1	4	5	5	4	3	4	7	4	4	4	7	4	7	7	5	4	4	2
14	2	1	2	2	4	5	5	2	2	3	5	5	3	2	4	4	4	5	4	5	5	4	5	5	5	4	4	4	3	3	2
15	1	1	1	2	4	4	6	2	1	6	4	6	2	5	5	7	5	6	4	5	6	5	6	4	3	5	7	5	4	5	7
16	1	1	1	5	7	7	7	1	4	7	7	7	1	1	1	1	1	1	1	1	1	1	1	1	1	1	2	1	1	1	2
17	1	1	1	5	5	5	5	5	5	5	5	5	5	3	3	3	3	3	3	3	3	3	3	4	4	3	4	4	4	4	3
18	2	1	2	4	5	5	5	4	4	5	4	4	5	4	3	5	4	4	5	4	5	5	5	5	5	3	3	3	3	4	2
19	1	1	3	7	7	7	7	7	7	7	7	7	7	1	1	1	1	1	1	1	1	1	1	1	1	1	2	1	1	1	2
20	2	1	2	2	3	4	7	2	2	3	4	7	2	4	4	4	4	4	3	3	3	3	3	3	2	3	7	1	1	1	2
21	1	1	1	4	4	4	4	4	6	6	7	7	3	2	3	3	2	3	7	7	7	5	7	4	4	5	2	4	4	4	2
22	1	1	1	5	7	4	1	4	1	7	4	7	4	1	1	5	4	3	3	7	2	1	4	4	3	7	2	1	1	4	1
23	1	2	1	1	3	2	6	1	1	2	2	6	1	6	7	7	4	7	6	4	6	3	6	3	7	6	7	7	7	7	7
24	1	1	1	5	6	4	5	2	5	6	3	6	2	3	1	3	2	4	4	2	6	4	2	2	1	1	2	5	4	5	6
25	2	2	1	4	6	5	6	4	5	6	6	6	6	4	4	6	5	5	2	4	3	3	3	3	3	3	7	3	2	2	2
26	2	2	1	4	5	4	6	2	4	5	4	6	1	4	4	3	4	4	4	4	3	5	4	1	7	4	3	1	4	4	1
27	1	2	2	3	3	6	4	3	4	2	5	3	4	4	4	4	4	4	4	4	4	4	4	1	1	1	2	7	7	7	2
28	2	2	1	7	7	6	6	4	5	6	6	6	6	4	4	6	5	5	2	4	4	4	4	3	3	3	7	3	2	2	1
29	2	2	1	5	6	5	6	3	4	5	6	6	4	3	3	5	4	4	2	1	4	3	2	3	2	6	4	5	3	4	3
30	2	3	1	2	5	6	6	2	5	1	1	6	2	3	6	6	2	6	3	6	6	2	6	1	1	2	2	2	2	2	2
31	2	1	1	2	3	1	2	5	2	2	2	2	2	3	1	5	4	2	6	6	5	3	4	4	5	6	3	3	2	4	2
32	2	1	1	7	3	4	4	1	1	7	1	7	1	1	3	2	4	3	1	3	6	1	4	1	1	1	7	4	1	5	3
33	2	2	3	6	7	1	7	3	4	7	2	7	3	2	5	6	6	6	4	3	6	4	5	3	2	3	2	1	1	1	1
34	1	2	2	7	7	7	7	7	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	1	1	1	2	1	1	1	4
35	2	2	1	7	7	4	7	4	7	7	4	7	4	4	4	4	2	4	1	1	1	1	1	1	1	1	1	1	1	1	1
36	1	2	1	4	4	4	4	4	4	4	4	4	4	5	5	5	5	5	5	5	5	5	5	5	3	4	2	5	5	4	3
37	1	2	1	2	5	6	6	4	7	6	5	5	5	6	6	5	3	4	4	2	5	2	3	2	3	3	2	5	3	3	3
38	1	3	2	3	6	4	6	2	3	6	3	5	2	6	6	4	2	2	6	4	6	2	5	1	1	1	1	1	1	1	2
39	1	3	2	5	5	5	5	5	5	5	5	5	5	4	4	4	4	4	4	4	4	4	3	3	3	4	4	4	4	3	4
40	2	2	1	4	6	4	7	4	4	6	2	7	4	6	6	7	5	6	4	2	4	4	3	5	2	7	2	4	4	4	2
41	2	2	1	1	6	3	7	5	2	6	3	7	5	7	5	5	6	5	6	4	5	5	4	1	1	1	2	2	2	1	2

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15
42	1	2	1	4	6	4	6	5	7	6	7	6	7	2	3	2	3	3	5	4	5	4	4	4	2	4	4	3	3	5	3
43	2	2	1	4	4	4	3	5	4	4	4	3	5	4	4	6	4	4	4	3	4	4	3	4	4	4	4	4	4	4	6
44	2	2	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	3	4	4	4	2	1	1	2	2	2	2	6
45	1	2	1	1	1	1	1	1	1	1	1	1	1	5	7	7	7	7	4	4	7	4	6	1	1	1	1	6	6	5	7
46	2	2	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	3	3	3	3	3	1	1	1	1	4	4	4	4
47	2	2	1	5	7	4	6	2	4	7	4	7	2	2	4	5	2	4	2	4	5	2	4	4	3	5	2	4	4	6	5
48	2	2	1	4	5	4	5	3	4	5	4	5	3	3	3	3	3	3	5	3	6	4	4	2	1	2	2	5	5	3	3
49	2	2	1	6	6	4	6	4	6	6	4	6	4	4	5	5	4	5	5	4	4	3	5	3	3	2	2	2	2	2	2
50	2	2	1	5	6	6	7	5	6	7	6	6	5	1	2	3	3	3	1	2	2	3	1	1	1	5	2	1	1	1	1
51	1	3	3	6	6	6	7	6	6	6	6	7	6	2	2	3	1	2	2	2	3	2	2	3	3	3	4	2	3	3	3
52	1	2	2	2	5	6	7	2	7	7	5	6	5	2	2	3	1	2	3	5	6	5	7	2	1	1	2	1	1	2	2
53	1	2	1	3	6	3	6	2	3	5	3	6	3	4	4	5	5	5	5	5	5	4	5	2	2	4	3	5	4	4	7
54	1	2	1	2	4	4	2	2	4	6	1	3	5	2	4	5	7	1	1	4	6	1	1	1	1	2	2	1	1	2	1
55	1	3	2	4	7	1	6	1	1	7	1	7	1	6	7	7	1	7	3	1	7	3	7	7	3	7	7	7	7	7	1
56	1	3	1	6	4	4	5	2	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	1	2	1	2	1	1	1	1
57	1	3	2	7	6	7	7	7	7	7	7	7	7	1	1	1	1	1	1	1	1	1	1	1	1	1	2	1	1	1	2
58	2	4	2	3	5	2	4	3	3	5	3	4	5	3	4	4	4	3	2	3	2	3	4	2	2	5	3	3	2	3	2
59	1	2	1	4	7	2	7	2	2	7	2	7	2	3	5	6	1	4	2	5	4	1	5	2	4	6	2	6	4	6	2
60	1	2	1	5	7	6	7	2	7	7	7	7	4	4	4	5	4	5	3	3	5	5	5	2	4	5	2	3	1	1	2
61	2	2	1	4	5	4	6	2	3	3	3	5	2	4	5	6	4	5	4	5	5	4	5	1	1	2	1	4	2	1	3
62	1	1	1	4	2	2	2	3	4	1	1	1	1	4	1	1	1	1	2	2	4	4	4	1	4	4	3	4	2	2	2
63	2	2	1	5	7	4	7	5	5	6	6	7	5	3	1	1	1	1	3	1	1	1	1	2	2	3	3	2	2	2	2
64	1	3	1	3	4	3	7	4	5	5	4	7	7	4	4	5	3	3	2	3	3	2	3	1	1	1	3	1	1	1	2
65	2	2	1	5	6	5	5	5	7	6	5	6	5	3	3	3	2	3	3	2	5	2	4	1	1	1	2	1	1	1	1
66	1	1	1	3	5	4	4	4	6	5	5	4	4	3	2	5	3	4	3	2	5	3	5	1	2	3	4	1	3	1	4
67	1	2	1	3	6	2	7	3	3	6	2	7	3	5	7	7	7	7	2	5	4	2	4	1	1	1	2	6	6	6	7
68	2	2	1	4	7	6	7	4	4	4	5	7	4	2	2	4	2	4	4	2	3	2	2	6	4	4	1	2	2	4	2
69	2	2	2	4	4	4	6	4	4	4	4	6	4	4	4	4	4	4	4	4	4	4	4	1	1	5	2	1	1	4	2
70	1	2	1	4	7	5	5	2	4	6	6	6	4	6	4	3	4	4	4	4	5	5	4	3	2	7	7	3	3	3	5
71	1	2	2	7	7	4	7	4	7	7	3	7	6	2	2	6	1	4	1	1	4	1	2	1	1	1	1	1	1	1	1
72	1	2	2	2	5	2	6	4	3	5	3	6	4	5	5	6	6	3	2	3	4	4	4	5	5	3	5	1	1	1	2
73	2	1	1	6	4	5	4	6	4	5	5	4	5	6	4	4	4	5	4	4	4	4	4	1	1	1	1	1	2	2	1
74	1	3	2	2	4	4	4	4	2	4	4	4	4	1	2	2	4	3	1	2	2	4	3	1	1	2	2	2	2	1	2
75	2	1	2	4	2	4	1	2	5	1	2	1	2	4	3	5	1	3	4	5	2	1	3	1	1	2	2	3	3	2	3
76	2	3	2	4	4	4	4	4	5	5	5	5	5	3	3	3	3	3	3	3	3	3	3	4	3	4	2	1	1	1	1
77	2	1	1	7	7	7	7	7	7	7	7	7	7	1	1	1	1	1	1	1	1	1	1	1	1	1	2	1	1	1	2
78	2	2	1	3	6	5	5	3	2	5	5	5	3	5	5	7	2	6	2	2	2	2	2	2	1	1	3	6	5	5	5
79	2	2	1	4	7	7	7	4	4	5	4	4	2	3	4	4	5	4	2	2	2	2	2	1	1	1	1	1	1	1	1
80	2	1	2	1	1	1	2	1	1	1	1	2	1	3	3	3	3	3	5	5	5	5	5	7	7	7	7	4	4	2	3
81	3	1	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	1
82	1	3	2	5	4	4	6	6	2	4	3	5	4	3	2	4	4	2	3	3	4	3	3	2	2	2	2	5	4	3	3
83	2	3	2	5	4	6	3	5	6	5	6	6	4	2	3	2	2	2	3	2	4	2	2	4	3	5	5	3	3	2	3

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15
84	1	2	1	6	6	5	6	5	6	5	6	4	6	2	3	4	3	4	2	2	3	4	2	2	3	6	3	2	3	6	3
85	2	3	1	4	7	7	4	4	7	7	4	4	4	2	2	2	2	2	2	2	2	2	2	2	2	4	2	2	2	2	1
86	2	1	2	1	7	1	7	1	1	7	1	7	1	4	3	5	1	4	4	4	5	1	5	1	3	4	5	5	2	6	3
87	2	2	1	1	7	1	7	1	1	7	1	7	1	1	3	6	1	5	4	3	6	1	5	3	2	5	5	4	4	3	3
88	2	2	2	7	7	7	7	7	1	1	1	1	1	5	7	7	7	7	6	6	7	7	7	7	3	7	4	4	2	7	3
89	2	1	2	7	1	7	7	7	5	7	5	5	5	3	3	5	5	6	4	1	7	6	5	1	1	7	7	1	7	1	1
90	2	1	1	7	7	7	6	6	7	7	7	6	6	2	2	4	2	2	2	2	4	2	2	2	2	2	2	2	2	2	2
91	2	3	2	7	7	3	4	4	7	4	5	4	2	4	4	4	4	4	2	2	3	3	4	3	4	4	5	4	4	4	2
92	1	2	1	1	1	1	5	1	1	1	1	6	2	5	4	1	4	6	1	5	5	5	5	1	1	7	3	1	1	1	7
93	1	2	1	1	1	1	1	1	2	3	3	4	7	2	2	2	2	2	2	3	4	4	4	3	3	2	3	2	2	3	3
94	1	2	1	1	7	7	7	7	1	7	7	7	7	2	2	2	2	2	1	1	1	1	1	1	1	1	2	1	1	1	3
95	1	2	1	4	1	2	6	1	4	2	5	3	5	6	3	4	2	6	5	3	1	3	3	7	6	3	7	7	7	6	7
96	1	2	2	4	7	4	7	3	4	7	4	7	1	4	7	7	4	4	4	1	7	4	4	1	3	1	2	1	1	5	2
97	1	2	1	4	6	5	7	4	4	6	5	7	5	5	4	6	6	6	4	3	3	2	3	2	1	5	2	5	3	5	3
98	1	2	2	1	4	1	1	1	1	1	1	1	1	7	7	7	7	7	6	5	7	4	6	6	5	6	7	7	7	7	7
99	1	2	1	4	4	4	3	3	3	3	4	4	4	5	6	5	5	5	5	3	6	7	6	6	4	5	4	1	1	1	1
100	2	3	2	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	1	7	7	2	7	7	7	7
101	1	2	1	4	5	4	3	5	3	5	3	3	5	3	3	4	5	4	3	4	3	3	6	3	4	2	2	3	5	3	2
102	1	2	2	2	4	5	4	4	3	4	3	5	5	5	5	6	6	5	2	6	5	5	6	4	5	3	2	3	6	5	3
103	2	3	2	7	6	6	4	3	5	4	5	4	6	5	4	5	7	6	6	5	7	4	3	2	3	5	3	4	5	3	4
104	2	3	2	7	6	5	6	5	4	5	4	6	5	5	4	5	4	4	3	4	3	4	2	2	2	2	3	4	4	4	3
105	1	2	1	1	4	3	7	7	1	2	3	7	7	1	2	2	2	2	1	1	1	1	1	1	1	1	2	1	1	1	2
106	2	2	2	7	7	7	7	7	7	7	7	7	7	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
107	2	2	1	3	6	1	6	4	1	6	2	6	4	6	6	7	4	6	6	7	6	4	6	5	1	5	3	5	1	7	6
108	1	2	1	2	5	5	6	5	3	4	4	5	5	6	6	6	6	6	6	6	6	6	6	2	1	1	3	1	1	1	2
109	1	1	2	5	6	5	7	5	3	4	4	5	3	4	5	6	3	4	3	3	3	3	3	2	2	2	5	6	6	6	7
110	1	2	1	2	2	1	3	3	3	3	1	2	2	5	5	5	5	6	4	5	5	5	6	6	6	5	7	5	5	5	3
111	1	1	1	5	4	3	6	5	3	5	3	5	3	5	3	5	4	5	4	3	3	3	4	4	6	5	2	6	6	6	4
112	1	1	1	4	7	4	7	6	4	7	4	4	4	5	5	7	1	4	4	4	4	1	4	6	3	4	3	7	5	1	5
113	2	1	1	3	4	3	4	2	3	4	5	4	3	4	5	3	4	5	4	5	5	3	4	2	2	3	2	1	1	2	2
114	1	1	1	4	6	5	7	3	1	5	4	4	2	7	7	7	5	6	4	4	5	5	5	2	2	6	2	7	5	7	5
115	1	1	2	7	7	1	7	2	7	7	1	7	2	4	1	4	1	1	1	1	1	1	1	1	7	1	1	1	7	1	1
116	1	4	3	6	6	4	2	2	4	4	4	3	3	3	4	5	5	5	3	2	5	4	4	4	4	5	7	2	2	4	5
117	1	2	1	6	6	4	6	6	2	2	2	3	2	5	5	7	5	7	2	2	3	2	2	1	1	1	1	5	5	6	2
118	2	2	1	4	6	4	6	4	4	6	4	5	4	6	3	3	4	4	3	3	5	3	4	3	2	5	5	4	4	4	3
119	1	5	3	5	5	3	7	6	5	6	6	5	5	1	2	3	2	1	5	6	4	5	5	1	1	3	2	1	1	1	1
120	2	2	1	7	6	5	7	4	6	5	4	7	5	4	4	4	4	4	4	4	4	4	4	4	2	4	3	4	4	4	3
121	2	2	2	1	1	1	1	1	1	2	2	1	2	2	1	1	2	2	1	1	2	3	4	7	4	2	5	3	2	3	4
122	2	4	3	6	5	5	7	4	6	6	4	7	5	4	2	4	4	4	4	2	4	4	4	2	2	5	2	2	4	4	3
123	1	2	2	1	2	2	2	1	1	3	2	4	1	4	4	5	4	5	4	5	6	5	5	7	5	5	7	6	5	5	5
124	1	1	1	1	1	2	3	2	2	2	1	2	3	2	3	1	3	2	4	3	5	4	4	6	2	4	7	2	4	5	5
125	2	2	1	1	4	3	5	1	3	4	3	5	1	5	5	6	5	6	4	5	6	5	6	6	6	5	7	4	4	6	4

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15	
126	2	2	1	4	6	6	7	5	5	5	5	5	5	4	4	4	4	4	4	4	4	4	4	5	5	7	4	4	4	4	2	
127	1	2	2	3	4	5	6	4	4	4	4	6	6	5	5	6	4	4	4	4	4	4	3	1	1	1	1	2	1	1	2	
128	2	2	1	4	4	4	4	4	4	5	5	4	4	5	5	5	4	4	4	3	5	5	5	4	4	4	7	5	4	4	4	
129	2	2	1	3	5	5	6	4	3	5	4	6	3	4	5	5	3	5	5	4	4	4	5	4	3	4	3	4	4	4	2	
130	2	2	1	2	4	4	5	2	1	4	1	4	1	4	5	6	6	6	6	6	6	6	6	6	7	6	3	6	4	6	4	
131	2	1	1	3	4	7	7	4	5	7	7	7	4	4	5	6	4	4	4	5	5	4	4	4	4	5	7	4	3	2	2	
132	1	2	1	7	4	7	7	4	7	4	4	7	4	7	7	7	7	7	7	4	6	4	7	5	1	1	1	1	7	1	4	7
133	2	2	1	3	6	5	7	4	3	7	4	7	4	3	3	3	3	3	2	2	2	2	2	2	2	2	3	2	2	2	3	
134	2	2	1	4	7	7	7	7	4	7	6	7	5	4	7	7	6	7	3	3	4	4	6	1	1	1	2	6	1	6	5	
135	2	2	1	4	5	6	7	6	4	6	6	7	5	4	6	6	6	6	3	3	4	4	4	2	1	1	2	3	2	3	2	
136	2	2	2	4	7	6	7	7	4	6	6	6	7	4	4	6	6	6	5	3	3	4	4	5	1	1	1	2	4	1	4	3
137	1	2	2	2	3	3	6	3	2	4	4	4	5	3	3	3	3	3	3	4	3	3	2	4	2	3	4	3	3	3	4	
138	1	2	2	2	5	4	7	3	1	6	3	6	4	3	2	6	5	7	3	4	7	2	7	7	5	6	7	6	5	6	7	
139	2	2	1	6	3	5	1	6	5	3	5	3	6	5	4	4	4	6	4	6	5	3	6	6	6	4	5	6	6	5	4	
140	1	2	2	1	7	3	5	1	1	7	1	5	1	1	7	7	4	7	1	7	7	1	7	7	7	7	7	7	7	7	7	7
141	1	2	1	3	6	2	7	1	2	6	2	6	1	3	5	6	2	4	2	2	5	2	6	7	7	6	7	7	7	6	7	
142	2	2	2	3	7	3	7	1	2	7	3	6	4	3	4	5	4	3	2	3	3	3	3	7	7	7	7	5	4	5	4	
143	2	2	1	6	6	4	6	5	4	5	6	5	4	4	3	4	3	4	5	4	4	2	2	1	3	2	3	2	1	2	2	
144	2	2	1	4	6	3	7	4	4	6	3	7	6	1	2	2	1	2	1	3	4	1	4	4	2	2	2	1	1	1	1	
145	2	2	2	5	7	4	6	4	5	7	4	6	4	3	4	2	1	4	1	1	2	1	1	1	2	3	3	2	3	1	3	
146	2	2	1	3	5	3	7	3	2	4	2	5	2	3	3	4	4	5	3	3	4	3	4	3	3	3	7	6	4	6	7	
147	2	2	1	2	4	4	7	4	3	5	4	7	5	1	3	3	1	3	3	5	5	4	4	4	4	4	3	3	4	4	2	
148	2	2	1	3	4	5	4	2	4	4	3	4	2	3	2	4	4	4	4	5	4	4	5	1	2	6	2	2	2	2	2	
149	2	2	1	2	5	3	5	2	2	2	2	3	2	4	5	5	4	6	5	5	6	5	5	2	3	3	3	6	3	4	4	
150	2	2	1	4	5	4	5	4	4	4	4	5	4	3	3	4	4	4	4	3	4	4	4	2	3	3	2	3	4	4	2	
151	2	2	1	3	6	3	6	3	3	4	4	6	3	4	4	5	5	5	4	5	5	5	5	3	4	4	2	4	4	5	3	
152	2	2	1	3	4	5	7	6	3	3	5	5	4	4	5	5	4	5	5	5	5	4	5	2	3	3	3	5	4	3	4	
153	1	2	1	1	4	2	4	2	1	7	2	4	4	5	2	6	4	6	1	1	4	4	6	5	2	2	7	6	2	3	7	
154	1	2	2	4	7	4	6	1	1	4	4	4	1	7	7	7	7	7	4	3	5	4	7	1	4	4	2	2	7	3	4	
155	1	1	1	2	2	3	4	1	1	2	3	5	1	4	4	4	4	4	3	2	4	4	3	3	3	7	7	7	6	7	7	
156	1	2	1	3	3	2	3	2	2	3	2	4	2	4	3	6	4	5	3	4	6	3	6	3	3	4	3	3	4	3	3	
157	1	2	2	2	6	2	6	2	2	6	2	6	2	2	6	6	2	5	2	3	3	2	2	1	1	1	1	6	6	6	3	
158	1	2	1	1	7	1	7	1	1	7	1	7	1	1	7	7	1	7	1	7	7	4	4	4	3	4	2	6	5	5	3	
159	1	2	2	1	7	1	7	1	1	3	4	3	1	1	2	1	2	3	1	7	3	3	3	3	3	3	3	3	3	3	3	
160	2	2	2	5	5	5	6	4	6	6	6	6	4	3	2	3	3	3	3	2	3	3	3	3	3	2	3	5	1	2	1	
161	1	2	2	2	4	2	7	1	1	3	2	6	1	6	7	7	4	7	6	7	7	4	7	1	6	7	2	7	7	7	7	
162	2	2	2	4	6	4	4	4	4	5	4	4	4	4	3	4	4	4	3	3	4	4	4	1	2	4	2	4	4	4	4	
163	2	2	1	4	6	6	7	4	4	4	5	3	4	2	4	5	7	5	4	4	4	6	4	5	6	5	6	7	5	4	4	5
164	2	2	2	5	6	4	6	5	5	5	4	3	5	6	6	7	7	3	4	3	6	6	4	6	3	4	7	4	2	3	2	
165	1	2	2	5	4	5	3	4	4	6	4	5	4	3	4	4	4	4	6	6	4	3	4	2	2	3	2	4	3	4	3	
166	1	2	3	3	4	5	4	3	4	4	5	3	5	4	6	6	5	5	4	5	5	5	6	6	3	4	7	4	4	4	7	
167	1	2	1	3	3	3	3	3	3	3	3	3	3	5	5	5	4	5	4	4	4	4	4	2	3	3	2	4	3	3	3	

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15	
168	1	2	1	3	6	4	4	1	1	1	3	4	4	4	4	4	4	4	6	6	6	6	6	1	4	6	7	7	6	5	7	
169	2	1	2	4	4	2	4	3	4	4	3	4	3	4	5	5	4	4	4	4	5	4	4	4	4	7	4	4	4	4	7	
170	1	2	2	1	7	1	7	1	1	1	1	1	1	7	7	7	7	7	7	7	7	7	7	5	7	7	7	7	7	7	7	
171	1	2	1	1	5	4	7	1	1	2	3	7	1	4	4	7	4	7	4	4	7	4	7	5	3	1	7	5	2	1	3	
172	1	2	1	1	4	3	7	1	1	4	4	7	1	3	1	5	4	4	2	4	5	4	4	2	2	2	6	5	4	5	7	
173	1	2	2	5	6	3	6	3	5	5	3	5	3	3	3	3	3	4	4	4	4	4	5	2	5	2	2	2	2	2	2	
174	1	2	2	2	2	3	3	4	1	2	3	3	4	5	5	6	6	6	6	6	6	5	6	5	3	5	7	5	5	5	7	
175	2	2	1	1	1	1	1	1	1	1	1	1	1	1	2	2	1	1	1	1	2	1	1	1	1	1	2	1	1	1	2	
176	2	2	1	1	2	2	1	1	1	2	1	1	1	2	1	2	2	3	2	3	2	1	2	1	1	1	2	1	1	1	2	
177	1	2	1	2	4	3	4	4	1	4	3	4	4	4	6	4	4	5	6	5	4	4	4	4	3	4	3	4	4	4	3	
178	1	2	1	2	4	5	6	6	2	4	5	6	6	2	4	5	6	6	2	4	6	6	5	2	3	2	2	2	2	2	1	
179	1	3	2	2	2	3	1	1	1	1	2	1	1	1	2	2	1	1	1	1	2	2	1	2	1	6	5	1	2	7	2	
180	1	3	3	2	4	3	5	3	5	2	6	3	7	2	1	3	4	2	6	2	4	2	5	2	3	1	4	4	2	3	4	
181	1	3	2	2	3	2	3	2	2	2	3	3	2	6	4	6	6	6	6	1	6	6	6	4	4	2	2	5	2	5	3	
182	1	3	2	7	7	7	7	7	6	7	5	7	5	5	4	5	4	5	4	4	2	4	3	1	1	1	2	1	1	1	2	
183	2	1	1	7	7	7	7	7	5	6	6	6	5	1	1	1	1	1	1	1	1	1	1	1	1	1	2	4	4	3	2	
184	2	2	2	4	6	7	7	2	4	4	6	6	2	4	4	2	4	4	5	5	4	4	5	4	3	3	6	4	3	4	2	
185	2	2	1	4	6	4	6	4	4	4	4	6	4	4	4	5	4	5	4	5	5	5	5	3	3	4	3	6	4	4	2	
186	2	2	1	2	5	2	6	2	2	6	2	6	2	3	3	6	4	4	4	3	5	3	4	5	2	5	6	6	6	6	7	
187	1	1	1	6	6	6	7	6	6	6	6	7	6	1	1	1	1	1	6	3	3	3	3	6	7	1	2	7	7	6	3	
188	2	2	2	7	7	7	6	7	7	7	7	4	7	4	4	4	4	4	4	5	7	7	7	1	1	1	2	6	3	4	2	
189	2	2	1	2	3	2	4	5	3	4	2	3	2	3	4	3	2	4	3	4	4	2	3	3	2	2	3	2	2	2	2	
190	1	2	1	3	4	4	6	3	3	4	4	6	3	5	5	5	5	5	5	5	5	5	5	4	4	6	7	6	4	5	7	
191	1	2	1	4	6	1	6	4	3	5	1	6	4	3	3	6	6	6	3	3	4	4	4	3	2	2	3	6	3	3	3	
192	1	2	2	1	1	1	1	1	1	1	1	1	1	7	7	7	7	7	4	4	4	4	4	6	4	4	7	4	4	4	7	
193	1	3	2	4	6	4	7	3	1	7	5	7	2	2	4	5	4	4	4	3	5	3	3	1	2	3	2	2	2	2	3	2
194	1	2	1	5	5	5	6	3	4	4	4	4	3	4	4	4	4	5	3	3	3	4	4	1	1	1	1	6	5	6	7	
195	2	1	1	4	7	3	7	4	7	7	3	7	4	4	4	2	1	4	2	4	4	1	4	1	1	2	2	1	1	1	2	
196	2	1	2	5	4	4	5	2	4	5	5	5	3	4	3	3	4	4	4	4	3	4	4	4	4	7	5	5	5	5	5	
197	1	2	1	4	6	2	4	7	3	4	2	7	4	4	6	4	4	5	4	4	4	4	6	2	2	2	5	5	4	4	5	3
198	1	2	1	5	6	5	5	4	6	6	5	7	4	2	4	2	2	2	4	3	3	3	3	2	2	2	2	1	1	1	1	
199	1	2	1	7	7	1	1	1	7	7	1	1	1	7	7	7	7	7	7	7	7	7	7	2	1	7	7	7	4	5	3	
200	2	1	1	5	5	5	5	7	6	6	6	6	3	1	2	5	4	3	1	1	4	5	5	2	2	4	7	3	2	2	3	
201	2	1	2	3	4	4	4	4	3	4	4	4	4	4	4	4	4	4	4	4	4	4	4	6	4	6	7	6	6	4	2	
202	2	2	2	4	4	4	6	5	4	4	4	6	5	4	4	5	3	4	4	4	5	3	4	1	1	5	3	1	1	4	2	
203	1	2	3	2	2	1	2	1	1	1	1	1	1	6	7	7	7	7	5	6	5	4	4	4	4	4	3	4	4	4	7	
204	1	2	4	1	1	1	1	1	1	1	1	1	1	7	7	7	7	7	3	3	3	3	3	7	7	7	7	7	7	7	7	
205	1	2	2	7	7	4	7	1	4	4	3	4	1	7	6	7	4	5	1	1	6	4	4	3	3	3	3	5	6	5	7	
206	1	2	1	3	4	2	6	1	1	4	3	4	1	7	6	7	7	6	3	4	4	4	4	4	4	4	3	6	6	5	7	
207	2	2	1	4	4	3	6	2	2	2	3	6	2	4	5	6	4	5	6	6	6	6	6	7	5	7	7	5	2	4	4	
208	2	2	1	5	4	7	7	6	4	7	7	7	6	4	4	5	5	6	4	4	4	4	4	4	3	5	5	5	4	4	4	
209	1	2	2	7	7	7	7	7	7	7	7	7	7	7	7	7	7	7	6	7	7	7	7	7	1	1	1	2	2	2	1	

Appendix H - Research Data

No. Resp.	Gender	Age	Monthly Income	Q4.1	Q4.2	Q4.3	Q4.4	Q4.5	Q5.1	Q5.2	Q5.3	Q5.4	Q5.5	Q6.1	Q6.2	Q6.3	Q6.4	Q6.5	Q7.1	Q7.2	Q7.3	Q7.4	Q7.5	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15
210	2	1	1	7	7	6	7	7	7	7	5	6	4	7	6	7	5	7	1	5	7	7	6	1	1	1	1	1	1	1	1
211	2	2	1	1	6	7	6	4	7	6	7	7	4	1	7	7	6	4	6	5	7	6	7	1	1	1	1	1	1	1	1
212	2	2	1	7	7	4	7	2	7	7	3	6	1	6	6	7	7	4	3	3	6	4	5	2	1	1	1	2	2	5	3
213	1	3	2	6	6	6	6	6	4	5	6	5	2	5	5	4	4	4	5	5	4	4	4	4	4	4	3	6	6	6	7
214	1	2	2	4	4	4	4	4	2	2	2	2	2	7	7	7	7	7	2	2	2	2	2	4	4	4	3	6	6	5	7
215	2	2	1	5	5	5	6	4	5	5	6	6	4	4	4	5	7	4	4	5	2	4	1	1	1	1	2	2	2	4	3
216	1	2	5	5	6	6	6	6	5	5	5	5	5	4	5	4	4	4	3	3	4	4	3	4	4	4	2	5	5	5	4
217	1	1	1	1	2	2	3	3	1	2	3	3	2	5	6	5	6	5	5	4	4	4	4	4	4	4	3	6	6	6	5
218	1	2	1	4	4	4	4	4	3	4	2	5	1	6	4	7	7	6	6	6	6	4	5	4	4	4	2	7	7	7	7
219	1	2	1	1	4	4	7	1	1	4	1	4	1	7	6	4	4	6	3	3	3	3	3	3	4	4	3	6	6	6	5
220	1	1	2	2	4	3	6	2	2	2	2	4	2	7	7	7	7	7	4	3	5	4	4	4	4	5	3	6	6	6	7
221	1	3	2	3	4	3	4	3	2	3	2	4	1	6	6	7	5	6	5	3	7	4	4	2	2	2	2	7	7	7	7
222	1	2	2	4	4	4	4	4	1	3	2	4	1	5	3	3	4	4	4	4	4	4	4	1	1	1	2	5	6	5	7