

## BAB V

### KESIMPULAN DAN IMPLIKASI MANAJERIAL

#### 5.1. Kesimpulan

Tingginya biaya produksi suatu produk seharusnya diimbangi dengan fakta bahwa atribut suatu produk mempengaruhi pembelian konsumen. Beberapa faktor demografi dari konsumen mampu menghasilkan kesan dan penerimaan yang berbeda terhadap sebuah produk. Penelitian ini hanyalah langkah awal untuk mengetahui apakah ada perbedaan faktor-faktor yang dipertimbangkan oleh konsumen produk *face wash* bila ditinjau dari jenis kelamin, umur, statur pekerjaan, dan status pernikahan.

Dari analisis yang ada, maka penelitian yang dilakukan pada kategori produk *face wash* ini mendapat temuan bahwa mayoritas konsumen direkomendasi oleh dirinya sendiri dalam melakukan pembeliannya. Sebagian besar konsumen membeli *face wash* di supermarket. Supermarket sudah memiliki kedekatan secara psikologi dengan konsumen dengan anggapan bahwa di sana kita dapat menemukan setiap barang yang kita inginkan. Tetapi tidak sedikit pula konsumen yang membeli *face wash* secara khusus di tempat-tempat yang lebih spesifik seperti toko kecantikan dan klinik kecantikan. Di kedua tempat ini sangat dimungkinkan konsumen bertemu dengan tenaga profesional di bidang kosmetika, sehingga memungkinkan untuk diperolehnya beragam informasi mengenai produk. Analisis *independent sample t-test* mengidentifikasi hasil bahwa: ada perbedaan signifikan pada variabel produk dalam negeri dan kesesuaian

dengan tipe kulit bila ditinjau dari umur; ada perbedaan signifikan pada variabel produk dalam negeri, pengalaman sebelumnya, dan kesesuaian dengan tipe kulit bila ditinjau dari umur dan status pernikahan; dan ada perbedaan signifikan pada variabel produk dalam negeri, pengalaman penggunaan sebelumnya, kesesuaian dengan tipe kulit, dan produk baru bila ditinjau dari status pekerjaan.

Wanita lebih mempertimbangkan faktor merek, produk dalam negeri, dan kesesuaian dengan tipe kulit dibandingkan pria. Remaja lebih mempertimbangkan faktor efek yang dijanjikan dan pengalaman penggunaan sebelumnya. Konsumen dewasa-tua lebih mempertimbangkan faktor produk dalam negeri dan kesesuaian dengan tipe kulit. Konsumen yang bekerja lebih mempertimbangkan faktor produk dalam negeri dan kesesuaian dengan tipe kulit. Konsumen yang tidak bekerja lebih mempertimbangkan faktor efek yang dijanjikan dan pengalaman penggunaan sebelumnya. Konsumen yang menikah lebih mempertimbangkan faktor produk dalam negeri dan kesesuaian dengan tipe kulit. Konsumen yang belum menikah lebih mempertimbangkan faktor pengalaman sebelumnya.

## **5.2 Implikasi Manajerial**

Perusahaan kosmetika (perusahaan produk *face wash*) diharapkan semakin dapat mengetahui apa saja yang menjadi pertimbangan konsumen dalam pengambilan keputusan pembeliannya. Dari hasil penelitian ini yang kaitannya ada perbedaan pada beberapa variabel bila ditinjau dari beberapa aspek demografi konsumen, maka perusahaan diharapkan dapat menyikapi dengan sigap. Spesifikasi produk semakin dibutuhkan untuk memenuhi setiap karakter

konsumen. Secara umum penelitian ini memberikan informasi dan gambaran kepada perusahaan bahwa ada perbedaan dalam hal pertimbangan faktor pengambilan keputusan pembelian *face wash*. Berdasarkan temuan, implikasi manajerial dapat dijabarkan sebagai berikut:

1. Penelitian ini menemukan fenomena bahwa konsumen mengutamakan kualitas. Oleh karena itu, diharapkan perusahaan produk *face wash* menjaga kualitas bahkan meningkatkan kualitas produk yang dibuatnya.
2. Selain kualitas produk, perusahaan juga harus meningkatkan proses pembangunan merek karena berdasarkan penelitian ini merek merupakan faktor yang berpengaruh kuat di setiap aspek demografi konsumen. Pembangunan merek yang baik dapat menciptakan kebanggaan konsumen yang menggunakan produk tersebut.
3. Sedikit ditemukan konsumen yang pembeliannya direkomendasi oleh iklan. Oleh karena itu, perusahaan harus jeli dalam memproduksi sebuah sarana promosi sehingga benar-benar dapat menjadi media rekomendasi konsumen dalam pembeliannya.
4. Mayoritas pembelian produk dilakukan di supermarket, sehingga perusahaan sebaiknya melancarkan jalur distribusinya menuju supermarket-supermarket sehingga konsumen mudah memperoleh produk tanpa menemukan hambatan.
5. Faktor kandungan alami mendapat perhatian yang tinggi pada setiap demografi konsumen. Perusahaan diharapkan dapat melakukan inovasi

dalam penciptaan produk-produk *face wash* atau kosmetika pada umumnya yang berbahan alami.

### 5.3. Keterbatasan Penelitian dan Saran

Beberapa keterbatasan dalam penelitian ini adalah sebagai berikut:

1. Penelitian ini dilakukan pada produk *face wash* secara luas, tidak spesifik pada sebuah merek. Saran untuk penelitian selanjutnya yaitu penelitian dilakukan spesifik pada sebuah merek. Atau bahkan dilakukan dengan membandingkan antara dua atau lebih merek *face wash* yang berbeda. Diharapkan penelitian yang selanjutnya dapat melengkapi informasi mengenai faktor-faktor yang dipertimbangkan konsumen dalam pembelian produk *face wash*.
2. Penyebaran kuesioner kurang merata pada segi demografi yaitu umur dan profesi. Mayoritas responden adalah mahasiswa. Penelitian selanjutnya hendaknya memiliki variasi demografi yang lebih luas lagi, sehingga dapat lebih mewakili keseluruhan populasi.
3. Beberapa variabel di dalam kuesioner hanya memiliki 1 item pernyataan sehingga tidak dapat dilakukan uji validitas dan reliabilitas pada variabel tersebut. Untuk penelitian selanjutnya, sebaiknya tiap variabel mengandung pernyataan lebih dari 1 (minimal 2) sehingga dapat dilakukan uji validitas dan reliabilitas untuk setiap variabelnya.

4. Penelitian mengenai perilaku konsumen terhadap pembelian *face wash* yang selanjutnya dapat dilakukan dengan mengidentifikasi apa yang terjadi setelah konsumen melakukan pembelian (*post-purchase behavior*).



## Lampiran 1: PILOT STUDY

### 1. Usia

- < 20 tahun
- 20 – 25 tahun
- 26 – 30 tahun
- 31 – 35 tahun
- 36 – 40 tahun
- > 40 tahun

### 2. Apakah anda melakukan perawatan kulit wajah?

- Ya
- Tidak

### 3. Produk perawatan wajah apa yang anda gunakan? (boleh menjawab lebih dari 1)

- sabun muka (*facial wash / facial foam*)
- pembersih (*milk cleanser*)
- obat jerawat (*anti acne*)
- cairan penyegar (*toner/face tonic*)
- pelembab (*moisturizer cream*)
- tabir surya (*sunscreen/ sunblock*)
- serum
- masker
- krim pagi & krim malam
- pencerah

Lainnya, \_\_\_\_\_

### 4. Seberapa sering anda memakai produk perawatan kulit wajah anda?

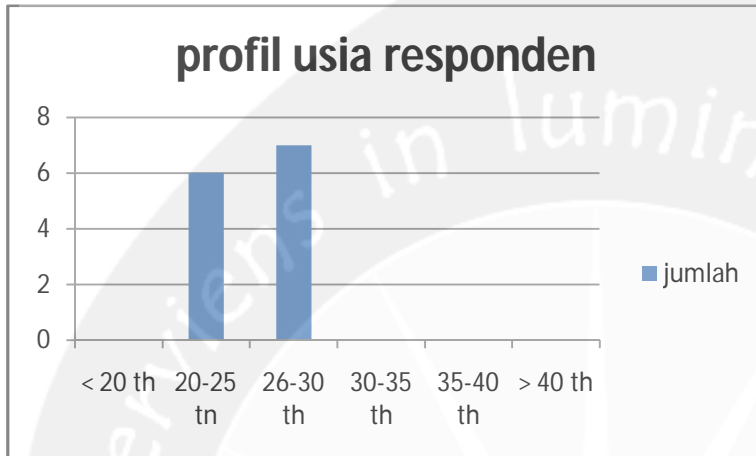
- setiap hari
- sekali seminggu
- lebih jarang dari pada sekali seminggu

### 5. Apa merek produk perawatan wajah yang anda lakukan?

## Lampiran 2: Hasil Pilot Study

### 1. Profil usia responden

Jumlah responden pada pilot study sebanyak 13 orang pria. Sebanyak 6 orang berusia pada range 20-25 tahun, dan sisanya berada pada range usia 26-30 tahun.

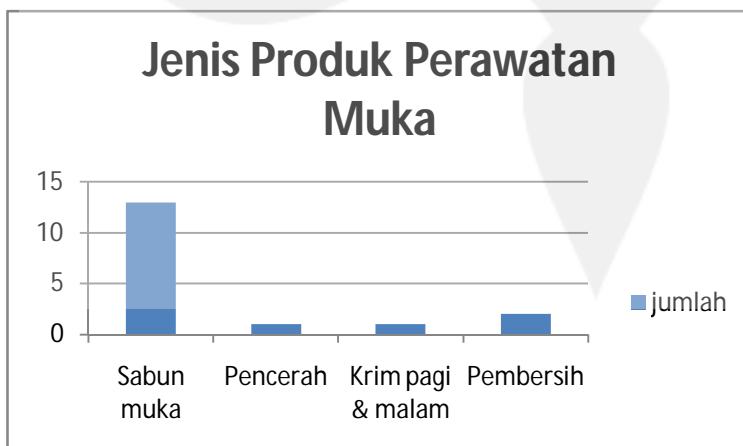


### 2. Kebiasaan merawat muka

Pertanyaan mengenai kebiasaan merawat kulit muka di ajukan kepada responden. Dan hasilnya adalah seluruh responden mengakui melakukan perawatan kulit wajah.

### 3. Produk perawatan wajah

Seluruh responden menggunakan produk perawatan dalam bentuk produk sabun muka. Dua responden mengakui juga menggunakan pembersih wajah selain menggunakan sabun muka. Seorang responden selain menggunakan sabun muka juga menggunakan krim pagi dan malam dalam merawat kulit mukanya. Dan satu orang responden selain menggunakan sabun muka juga menggunakan pencerah.

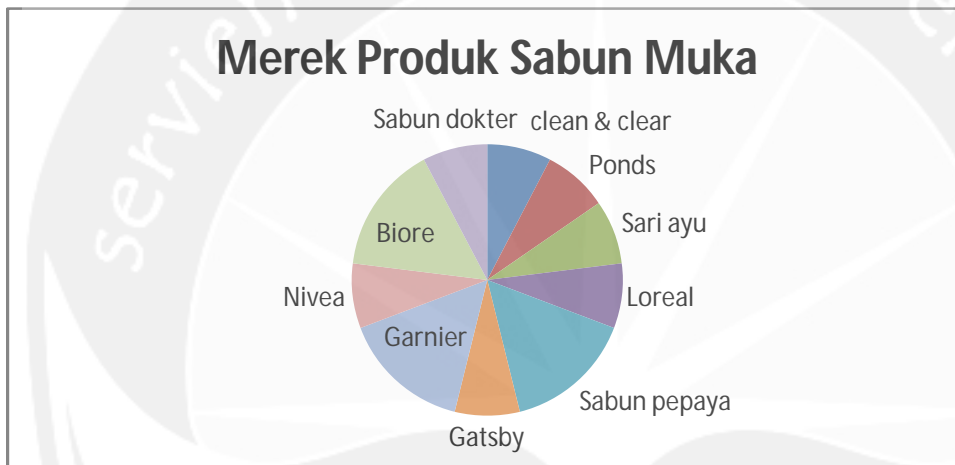


#### 4. Frekuensi pemakaian

Responden menjelaskan bahwa pemakaian produk perawatan wajah dilakukan setiap hari. Terlebih sabun muka, responden melakukannya setiap kali mandi.

#### 5. Merek

Dari keseluruhan responden, merek yang digunakan sungguh bermacam-macam. Untuk yang menyebutkan menggunakan pembersih, responden menggunakan merek Sari Ayu, dan seorang responden menggunakan merek Viva. Satu orang responden menggunakan pencerah merek Garnier. Dan Satu orang responden menggunakan krim pagi dan krim malam dari Ponds. Untuk pemilihan merek pada produk sabun muka, digambarkan dengan *pie chart* di bawah ini:



Dari total responden sebanyak 13 orang pria, terdapat 1 orang yang menggunakan sabun muka produk racikan dari dokter spesialis kulit dan 2 orang responden menggunakan sabun pepaya, dimana komposisi utamanya adalah bahan alami dari buah pepaya. Sisa responden menyebutkan merek dari sabun muka masing-masing.

### KESIMPULAN

Dari pilot study yang diajukan pada 13 orang pria, didapat hasil bahwa pria juga melakukan perawatan kulit wajah. Produk yang banyak digunakan untuk merawat kulit wajah adalah dalam bentuk sabun muka (*face wash*). Untuk beberapa produk lain seperti pembersih, pencerah, masker, serum, tidak banyak didapati pada responden.

Hasil ini menjadi dasar untuk kuesioner tesis selanjutnya yang akan menggunakan produk sabun muka sebagai kategori produk yang akan diteliti.



## Lampiran 3: Kuesioner

### KUESIONER

Responden yang terhormat,

Saya selaku mahasiswa program Magister Manajemen Pemasaran Universitas Atma Jaya Yogyakarta mengadakan penelitian mengenai: **"Studi Perilaku Pembelian Konsumen pada Produk Face Wash"**. Oleh karena itu, saya mohon kesediaan Anda untuk meluangkan waktu guna mengisi kuesioner berikut ini secara lengkap dan jujur sesuai dengan keadaan yang sebenarnya.

Atas perhatiannya, saya mengucapkan terimakasih.

Hormat saya,

Felisita Anesti Kusumastuti  
(Peneliti/Mhs MM UAJY angk 2012)

### I. Identitas Responden

Berilah tanda (v) pada pernyataan di bawah ini:

1. Jenis kelamin  Pria  Wanita
2. Umur \_\_\_\_\_ tahun
3. Status pernikahan  Belum menikah  Menikah
4. Pendidikan terakhir  di bawah SMU  SMU  
 Diploma  Sarjana  
 Pasca sarjana
5. Pekerjaan (apabila anda mahasiswa dan bekerja, mohon beri jawaban juga pada jenis pekerjaan anda) (bekerja dan tidak bekerja)  
 Pelajar/mahasiswa (tidak bekerja)  
 Pegawai Swasta  
 Pegawai Negeri  
 ABRI  
 Pengusaha/Wiraswasta  
 Guru/Dosen/Staf Pengajar  
 Ibu Rumah Tangga (tidak bekerja)  
 Pensiunan  
 lain-lain (sebutkan) \_\_\_\_\_
6. Pendapatan atau uang saku perbulan  
 kurang dari sama dengan 500.000  
 lebih dari 500.000 sampai 1.000.000  
 lebih dari 1.000.000 sampai 1.500.000  
 lebih dari 1.500.000 sampai 2.000.000  
 lebih dari 2.000.000

7. Saya menggunakan produk *face wash* (sabun muka)

- Ya  
 Tidak

Iklan

## II. Mengenai produk yang digunakan

1. Pilihlah salah satu dari nama merek produk *face wash* di bawah ini yang sedang Anda gunakan

- Pond's                       Gatsby                       Lainnya, sebutkan \_\_\_\_\_  
 Garnier                       Biore  
 Nivea                               Loreal  
 Clean & Clear

2. Hal apa saja yang anda anda perhatikan pada **iklan** produk *face wash*? (boleh menjawab lebih dari 1)

- Merek  
 Efek yang dijanjikan  
 Penelitian tentang keefektifan produk  
 Kemasan  
 Warna dari skema iklan  
 Bintang iklan

3. Di mana anda membeli *face wash* yang anda gunakan?

- Supermarket  
 Toko khusus kosmetika/kecantikan  
 Klinik kecantikan  
 Catalog  
 Internet  
 Lainnya, sebutkan \_\_\_\_\_

4. Atas rekomendasi siapa Anda menggunakan produk *face wash* yang anda gunakan sekarang?

- Sendiri  
 Teman  
 Keluarga  
 Dokter/tenaga profesional

## III. Berilah tanda (v) pada tempat yang sesuai dengan pilihan Anda.

STS = Sangat tidak setuju

S = Setuju

TS = Tidak setuju

SS = Sangat setuju

N = Netral

## Pernyataan di bawah ini terkait dengan *face wash* yang Anda gunakan.

|    | Pernyataan  | STS | TS | N | S | SS |
|----|---|-----|----|---|---|----|
| M1 | Merek tersebut mudah dibaca   |     |    |   |   |    |
| M2 | Merek tersebut mudah diucapkan  |     |    |   |   |    |
| M3 | Merek tersebut mudah diingat  |     |    |   |   |    |
| M4 | Merek tersebut mudah didengar   |     |    |   |   |    |
| M5 | Merek tersebut sederhana  |     |    |   |   |    |
| M6 | Merek tersebut mencerminkan kualitasnya baik                            |     |    |   |   |    |
| M7 | Merek tersebut tidak mencerminkan konotasi negatif                      |     |    |   |   |    |
| M8 | Merek tersebut memiliki kesan beda dengan merek yang lain               |     |    |   |   |    |
| H1 | Harga produk ini terjangkau   |     |    |   |   |    |
| H2 | Harga produk ini sebanding dengan kualitasnya                           |     |    |   |   |    |
| H3 | Dalam memilih produk <i>face wash</i> , saya peduli dengan faktor harga |     |    |   |   |    |
| K1 | Kemasannya memiliki desain menarik                                      |     |    |   |   |    |
| K2 | Kemasannya memiliki paduan warna menarik                                |     |    |   |   |    |
| K3 | Tulisan-tulisan pada kemasannya menarik                                 |     |    |   |   |    |

|    | Pernyataan  | STS | TS | N | S | SS |
|----|---|-----|----|---|---|----|
| K4 | Bahan kemasannya tidak mudah pecah  |     |    |   |   |    |
| K5 | Bahan kemasannya tidak mudah bocor  |     |    |   |   |    |
| K6 | Bentuk kemasannya mudah dipegang  |     |    |   |   |    |
| K7 | Kemasannya mudah dibuka   |     |    |   |   |    |
| K8 | Kemasannya unik   |     |    |   |   |    |
| A1 | Kandungan dalam produk mempengaruhi saya untuk membelinya                               |     |    |   |   |    |
| A2 | Kandungan dalam produk adalah kandungan alami   |     |    |   |   |    |
| A3 | Saya bersedia membayar lebih untuk produk dengan bahan alami                            |     |    |   |   |    |
| A4 | <i>Face wash</i> dengan bahan alami lebih aman dari pada yang bukan bahan alami         |     |    |   |   |    |
| A5 | <i>Face wash</i> dengan bahan alami lebih baik efeknya dari pada yang bukan bahan alami |     |    |   |   |    |
| T1 | Aroma produk yang saya gunakan sesuai dengan selera saya                                |     |    |   |   |    |
| T2 | Aroma produk tersebut unik  |     |    |   |   |    |
| T3 | Aromanya tidak menyengat  |     |    |   |   |    |
| T4 | Warna dari <i>face wash</i> produk tersebut menarik                                     |     |    |   |   |    |
| T5 | Warna dari <i>face wash</i> tersebut mencerminkan kebersihan, kesegaran                 |     |    |   |   |    |
| P1 | Produk ini adalah produk dalam negeri   |     |    |   |   |    |

|     | Pernyataan   | STS | TS | N | S | SS |
|-----|--|-----|----|---|---|----|
| P2  | <i>Face wash</i> produk dalam negeri tidak kalah baik dibandingkan luar negeri               |     |    |   |   |    |
| P3  | Saya percaya <i>face wash</i> produk dalam negeri akan sesuai dengan tipe kulit saya         |     |    |   |   |    |
| Kw1 | kualitas produk <i>face wash</i> saya baik   |     |    |   |   |    |
| Kw2 | Kualitasnya sesuai dengan keinginan saya   |     |    |   |   |    |
| Kw3 | Kualitas adalah hal yang perlu dipertimbangkan dalam memilih produk <i>face wash</i>         |     |    |   |   |    |
| Kw4 | Kualitas <i>face wash</i> saya lebih baik dari pada yang lainnya                             |     |    |   |   |    |
| E1  | Efek yang dijanjikan dari produk ini bagus   |     |    |   |   |    |
| E2  | Efek yang dijanjikan sama dengan hasilnya  |     |    |   |   |    |
| E3  | Efek yang dijanjikan oleh produk akan mempengaruhi saya dalam pembelian <i>face wash</i>     |     |    |   |   |    |
| PS1 | Saya sudah pernah menggunakannya sebelumnya  |     |    |   |   |    |
| PS2 | Saya tidak ingin mencoba menggunakan produk yang saya belum pernah menggunakannya sebelumnya |     |    |   |   |    |
| BI1 | Bintang iklan produk ini adalah idola saya   |     |    |   |   |    |
| BI2 | Bintang iklan produk ini adalah orang terkenal   |     |    |   |   |    |

|     | Pernyataan  | STS | TS | N | S | SS |
|-----|---|-----|----|---|---|----|
| BI3 | Bintang iklan produk akan mempengaruhi pembelian <i>face wash</i> yang saya lakukan |     |    |   |   |    |
| KTK | Produk tersebut sesuai dengan kulit saya  |     |    |   |   |    |
| PB  | Produk tersebut merupakan produk baru   |     |    |   |   |    |

#### IV. Pilihan konsumen akan produk *face wash*

Apakah hal-hal di bawah ini mempengaruhi anda dalam pembelian produk *face wash*?  
Berilah tanda (v) pada tempat yang sesuai dengan pilihan Anda.

| Variabel                                       | STS | TS | N | S | SS |
|--|-----|----|---|---|----|
| Merek  |     |    |   |   |    |
| Harga  |     |    |   |   |    |
| Kemasan  |     |    |   |   |    |
| Adanya kandungan alami                         |     |    |   |   |    |
| Produk dalam negeri                            |     |    |   |   |    |
| Tekstur dari produk (meliputi aroma dan warna) |     |    |   |   |    |
| Kualitas                                       |     |    |   |   |    |
| Efek yang dijanjikan                           |     |    |   |   |    |
| Pengalaman penggunaan sebelumnya               |     |    |   |   |    |
| Kesesuaian dengan tipe kulit                   |     |    |   |   |    |
| Bintang Iklan                                  |     |    |   |   |    |

\*\*\*\* TERIMA KASIH \*\*\*\*

## Lampiran 4: Uji Validitas dan Reliabilitas

### Correlations

|    |                     | Correlations |        |        |        |        |        |        |        |        |
|----|---------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|
|    |                     | M1           | M2     | M3     | M4     | M5     | M6     | M7     | M8     | M      |
| M1 | Pearson Correlation | 1            | ,859** | ,854** | ,800** | ,653** | ,362** | ,213** | ,288** | ,859** |
|    | Sig. (2-tailed)     |              | ,000   | ,000   | ,000   | ,000   | ,000   | ,002   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M2 | Pearson Correlation | ,859**       | 1      | ,862** | ,813** | ,720** | ,277** | ,318** | ,365** | ,891** |
|    | Sig. (2-tailed)     | ,000         |        | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M3 | Pearson Correlation | ,854**       | ,862** | 1      | ,819** | ,644** | ,286** | ,273** | ,316** | ,865** |
|    | Sig. (2-tailed)     | ,000         | ,000   |        | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M4 | Pearson Correlation | ,800**       | ,813** | ,819** | 1      | ,702** | ,303** | ,224** | ,285** | ,845** |
|    | Sig. (2-tailed)     | ,000         | ,000   | ,000   |        | ,000   | ,000   | ,001   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M5 | Pearson Correlation | ,653**       | ,720** | ,644** | ,702** | 1      | ,185** | ,359** | ,343** | ,789** |
|    | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   |        | ,008   | ,000   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M6 | Pearson Correlation | ,362**       | ,277** | ,286** | ,303** | ,185** | 1      | ,235** | ,389** | ,509** |
|    | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,008   |        | ,001   | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M7 | Pearson Correlation | ,213**       | ,318** | ,273** | ,224** | ,359** | ,235** | 1      | ,458** | ,527** |
|    | Sig. (2-tailed)     | ,002         | ,000   | ,000   | ,001   | ,000   | ,001   |        | ,000   | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M8 | Pearson Correlation | ,288**       | ,365** | ,316** | ,285** | ,343** | ,389** | ,458** | 1      | ,580** |
|    | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |        | ,000   |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| M  | Pearson Correlation | ,859**       | ,891** | ,865** | ,845** | ,789** | ,509** | ,527** | ,580** | 1      |
|    | Sig. (2-tailed)     | ,000         | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|    | N                   | 205          | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |

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

### Reliability

#### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

#### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,878             | 8          |

## Correlations

Correlations

|    |                     | H1     | H2     | H3     | H      |
|----|---------------------|--------|--------|--------|--------|
| H1 | Pearson Correlation | 1      | ,395** | ,344** | ,776** |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| H2 | Pearson Correlation | ,395** | 1      | ,273** | ,723** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| H3 | Pearson Correlation | ,344** | ,273** | 1      | ,741** |
|    | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| H  | Pearson Correlation | ,776** | ,723** | ,741** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    |

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

## Reliability

Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,602             | 3          |

## Correlations

Correlations

|    |                     | K1     | K2     | K3     | K4     | K5     | K6     | K7     | K8     | K      |
|----|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| K1 | Pearson Correlation | 1      | ,721** | ,573** | ,183** | ,185** | ,291** | ,222** | ,484** | ,735** |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,009   | ,008   | ,000   | ,001   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K2 | Pearson Correlation | ,721** | 1      | ,555** | ,273** | ,185** | ,285** | ,246** | ,367** | ,727** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,008   | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K3 | Pearson Correlation | ,573** | ,555** | 1      | ,099   | ,088   | ,150*  | ,132   | ,437** | ,617** |
|    | Sig. (2-tailed)     | ,000   | ,000   |        | ,156   | ,208   | ,032   | ,060   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K4 | Pearson Correlation | ,183** | ,273** | ,099   | 1      | ,641** | ,496** | ,445** | ,180** | ,617** |
|    | Sig. (2-tailed)     | ,009   | ,000   | ,156   |        | ,000   | ,000   | ,000   | ,010   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K5 | Pearson Correlation | ,185** | ,185** | ,088   | ,641** | 1      | ,499** | ,519** | ,077   | ,580** |
|    | Sig. (2-tailed)     | ,008   | ,008   | ,208   | ,000   |        | ,000   | ,000   | ,272   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K6 | Pearson Correlation | ,291** | ,285** | ,150*  | ,496** | ,499** | 1      | ,728** | ,255** | ,671** |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,032   | ,000   | ,000   |        | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K7 | Pearson Correlation | ,222** | ,246** | ,132   | ,445** | ,519** | ,728** | 1      | ,252** | ,634** |
|    | Sig. (2-tailed)     | ,001   | ,000   | ,060   | ,000   | ,000   | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K8 | Pearson Correlation | ,484** | ,367** | ,437** | ,180** | ,077   | ,255** | ,252** | 1      | ,614** |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,010   | ,272   | ,000   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |
| K  | Pearson Correlation | ,735** | ,727** | ,617** | ,617** | ,580** | ,671** | ,634** | ,614** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    | 205    |

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

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

## Reliability

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

### Reliability Statistics

|                  |            |
|------------------|------------|
| Cronbach's Alpha | N of Items |
| ,801             | 8          |

## Correlations

### Correlations

|    |                     | A1     | A2     | A3     | A4     | A5     | A      |
|----|---------------------|--------|--------|--------|--------|--------|--------|
| A1 | Pearson Correlation | 1      | ,396** | ,111   | ,195** | ,194** | ,525** |
|    | Sig. (2-tailed)     |        | ,000   | ,112   | ,005   | ,005   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| A2 | Pearson Correlation | ,396** | 1      | ,320** | ,352** | ,322** | ,714** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| A3 | Pearson Correlation | ,111   | ,320** | 1      | ,330** | ,295** | ,653** |
|    | Sig. (2-tailed)     | ,112   | ,000   |        | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| A4 | Pearson Correlation | ,195** | ,352** | ,330** | 1      | ,628** | ,737** |
|    | Sig. (2-tailed)     | ,005   | ,000   | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| A5 | Pearson Correlation | ,194** | ,322** | ,295** | ,628** | 1      | ,724** |
|    | Sig. (2-tailed)     | ,005   | ,000   | ,000   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| A  | Pearson Correlation | ,525** | ,714** | ,653** | ,737** | ,724** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |

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

## Reliability

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,693             | 5          |



## Correlations

### Correlations

|    |                     | T1     | T2     | T3     | T4     | T5     | T      |
|----|---------------------|--------|--------|--------|--------|--------|--------|
| T1 | Pearson Correlation | 1      | ,531** | ,470** | ,357** | ,458** | ,770** |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| T2 | Pearson Correlation | ,531** | 1      | ,370** | ,571** | ,374** | ,798** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| T3 | Pearson Correlation | ,470** | ,370** | 1      | ,322** | ,256** | ,662** |
|    | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| T4 | Pearson Correlation | ,357** | ,571** | ,322** | 1      | ,276** | ,714** |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| T5 | Pearson Correlation | ,458** | ,374** | ,256** | ,276** | 1      | ,658** |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |
| T  | Pearson Correlation | ,770** | ,798** | ,662** | ,714** | ,658** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    | 205    | 205    |

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

## Reliability

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,767             | 5          |

## Correlations

**Correlations**

|    |                     | P1     | P2     | P3     | P      |
|----|---------------------|--------|--------|--------|--------|
| P1 | Pearson Correlation | 1      | ,503** | ,568** | ,832** |
|    | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| P2 | Pearson Correlation | ,503** | 1      | ,675** | ,843** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| P3 | Pearson Correlation | ,568** | ,675** | 1      | ,871** |
|    | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| P  | Pearson Correlation | ,832** | ,843** | ,871** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    |

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

## Reliability

**Case Processing Summary**

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,801             | 3          |

## Correlations

Correlations

|     |                     | Kw1    | Kw2    | Kw3    | Kw4    | Kw     |
|-----|---------------------|--------|--------|--------|--------|--------|
| Kw1 | Pearson Correlation | 1      | ,717** | ,486** | ,399** | ,817** |
|     | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    | 205    | 205    |
| Kw2 | Pearson Correlation | ,717** | 1      | ,478** | ,420** | ,819** |
|     | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    | 205    | 205    |
| Kw3 | Pearson Correlation | ,486** | ,478** | 1      | ,366** | ,746** |
|     | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    | 205    | 205    |
| Kw4 | Pearson Correlation | ,399** | ,420** | ,366** | 1      | ,733** |
|     | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        | ,000   |
|     | N                   | 205    | 205    | 205    | 205    | 205    |
| Kw  | Pearson Correlation | ,817** | ,819** | ,746** | ,733** | 1      |
|     | Sig. (2-tailed)     | ,000   | ,000   | ,000   | ,000   |        |
|     | N                   | 205    | 205    | 205    | 205    | 205    |

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

## Reliability

Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,774             | 4          |

## Correlations

Correlations

|    |                     | E1     | E2     | E3     | E      |
|----|---------------------|--------|--------|--------|--------|
| E1 | Pearson Correlation | 1      | ,582** | ,240** | ,797** |
|    | Sig. (2-tailed)     |        | ,000   | ,001   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| E2 | Pearson Correlation | ,582** | 1      | ,278** | ,830** |
|    | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| E3 | Pearson Correlation | ,240** | ,278** | 1      | ,653** |
|    | Sig. (2-tailed)     | ,001   | ,000   |        | ,000   |
|    | N                   | 205    | 205    | 205    | 205    |
| E  | Pearson Correlation | ,797** | ,830** | ,653** | 1      |
|    | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        |
|    | N                   | 205    | 205    | 205    | 205    |

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

## Reliability

Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,638             | 3          |

## Correlations

Correlations

|     |                     | PS1    | PS2    | PS     |
|-----|---------------------|--------|--------|--------|
| PS1 | Pearson Correlation | 1      | ,487** | ,848** |
|     | Sig. (2-tailed)     |        | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    |
| PS2 | Pearson Correlation | ,487** | 1      | ,876** |
|     | Sig. (2-tailed)     | ,000   |        | ,000   |
|     | N                   | 205    | 205    | 205    |
| PS  | Pearson Correlation | ,848** | ,876** | 1      |
|     | Sig. (2-tailed)     | ,000   | ,000   |        |
|     | N                   | 205    | 205    | 205    |

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

## Reliability

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,653             | 2          |

## Correlations

### Correlations

|     |                     | BI1    | BI2    | BI3    | BI     |
|-----|---------------------|--------|--------|--------|--------|
| BI1 | Pearson Correlation | 1      | ,605** | ,495** | ,852** |
|     | Sig. (2-tailed)     |        | ,000   | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    | 205    |
| BI2 | Pearson Correlation | ,605** | 1      | ,374** | ,818** |
|     | Sig. (2-tailed)     | ,000   |        | ,000   | ,000   |
|     | N                   | 205    | 205    | 205    | 205    |
| BI3 | Pearson Correlation | ,495** | ,374** | 1      | ,769** |
|     | Sig. (2-tailed)     | ,000   | ,000   |        | ,000   |
|     | N                   | 205    | 205    | 205    | 205    |
| BI  | Pearson Correlation | ,852** | ,818** | ,769** | 1      |
|     | Sig. (2-tailed)     | ,000   | ,000   | ,000   |        |
|     | N                   | 205    | 205    | 205    | 205    |

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

## Reliability

### Case Processing Summary

|       |                       | N   | %     |
|-------|-----------------------|-----|-------|
| Cases | Valid                 | 205 | 100,0 |
|       | Excluded <sup>a</sup> | 0   | ,0    |
|       | Total                 | 205 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,740             | 3          |

## Correlations

|      | Mr  | Hr                    | Km                    | KA                    | PDN                   | Tk                    | Kwa                   | EYD                   | PPS                   | KTKI                  | Bik                   | PK                    |
|------|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Mr   | Pearson Correlation<br>Sig. (2-tailed)<br>N | 1<br>,397**<br>205    | ,443**<br>,000<br>205 | ,086<br>,220<br>205   | ,012<br>,868<br>205   | ,361**<br>,000<br>205 | ,169*<br>,015<br>205  | ,233**<br>,001<br>205 | ,207**<br>,003<br>205 | ,138*<br>,049<br>205  | ,168*<br>,016<br>205  | ,578**<br>,000<br>205 |
| Hr   | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,397**<br>,000<br>205 | 1<br>,340**<br>205    | ,218**<br>,002<br>205 | ,187**<br>,007<br>205 | ,308**<br>,000<br>205 | ,235**<br>,001<br>205 | ,287**<br>,000<br>205 | ,074<br>,290<br>205   | ,141*<br>,044<br>205  | ,043<br>,537<br>205   | ,571**<br>,000<br>205 |
| Km   | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,443**<br>,000<br>205 | ,340**<br>,000<br>205 | 1<br>,084<br>205      | ,194**<br>,230<br>205 | ,412**<br>,005<br>205 | ,154*<br>,028<br>205  | ,169*<br>,016<br>205  | ,164*<br>,019<br>205  | ,088<br>,208<br>205   | ,195**<br>,005<br>205 | ,595**<br>,000<br>205 |
| KA   | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,086<br>,220<br>205   | ,218**<br>,002<br>205 | ,084<br>,230<br>205   | 1<br>,191**<br>205    | ,228**<br>,001<br>205 | ,373**<br>,000<br>205 | ,399**<br>,000<br>205 | ,217**<br>,002<br>205 | ,338**<br>,000<br>205 | -,006<br>,926<br>205  | ,515**<br>,000<br>205 |
| PDN  | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,012<br>,868<br>205   | ,187**<br>,007<br>205 | ,194**<br>,005<br>205 | ,191**<br>,006<br>205 | 1<br>,270**<br>205    | ,040<br>,574<br>205   | ,133<br>,057<br>205   | ,006<br>,932<br>205   | ,141*<br>,044<br>205  | ,253**<br>,000<br>205 | ,452**<br>,000<br>205 |
| Tk   | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,361**<br>,000<br>205 | ,308**<br>,000<br>205 | ,412**<br>,000<br>205 | ,228**<br>,001<br>205 | ,270**<br>,000<br>205 | 1<br>,227**<br>205    | ,152*<br>,029<br>205  | ,062<br>,378<br>205   | ,150*<br>,032<br>205  | ,039<br>,582<br>205   | ,568**<br>,000<br>205 |
| Kwa  | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,169*<br>,015<br>205  | ,235**<br>,001<br>205 | ,154*<br>,028<br>205  | ,373**<br>,000<br>205 | ,040<br>,574<br>205   | ,227**<br>,001<br>205 | 1<br>,494**<br>205    | ,352**<br>,000<br>205 | ,511**<br>,000<br>205 | -,109<br>,119<br>205  | ,538**<br>,000<br>205 |
| EYD  | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,233**<br>,001<br>205 | ,287**<br>,000<br>205 | ,169*<br>,016<br>205  | ,399**<br>,000<br>205 | ,133<br>,057<br>205   | ,152*<br>,029<br>205  | ,494**<br>,000<br>205 | 1<br>,283**<br>205    | ,309**<br>,000<br>205 | -,013<br>,850<br>205  | ,572**<br>,000<br>205 |
| PPS  | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,207**<br>,003<br>205 | ,074<br>,290<br>205   | ,164*<br>,019<br>205  | ,217**<br>,002<br>205 | ,006<br>,932<br>205   | ,062<br>,378<br>205   | ,352**<br>,000<br>205 | ,283**<br>,000<br>205 | 1<br>,555**<br>205    | -,049<br>,489<br>205  | ,462**<br>,000<br>205 |
| KTKI | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,138*<br>,049<br>205  | ,141*<br>,044<br>205  | ,088<br>,208<br>205   | ,338**<br>,000<br>205 | ,141*<br>,044<br>205  | ,150*<br>,032<br>205  | ,511**<br>,000<br>205 | ,309**<br>,000<br>205 | ,555**<br>,000<br>205 | 1<br>,945<br>205      | ,539**<br>,000<br>205 |
| Bik  | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,168*<br>,016<br>205  | ,043<br>,537<br>205   | ,195**<br>,005<br>205 | -,006<br>,926<br>205  | ,253**<br>,000<br>205 | ,039<br>,582<br>205   | -,109<br>,119<br>205  | -,013<br>,850<br>205  | -,049<br>,489<br>205  | ,005<br>,945<br>205   | ,336**<br>,000<br>205 |
| PK   | Pearson Correlation<br>Sig. (2-tailed)<br>N | ,578**<br>,000<br>205 | ,571**<br>,000<br>205 | ,595**<br>,000<br>205 | ,515**<br>,000<br>205 | ,452**<br>,000<br>205 | ,568**<br>,000<br>205 | ,538**<br>,000<br>205 | ,572**<br>,000<br>205 | ,462**<br>,000<br>205 | ,539**<br>,000<br>205 | ,336**<br>,000<br>205 |

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

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

## Reliability

### Case Processing Summary

|                       | N   | %     |
|-----------------------|-----|-------|
| Cases Valid           | 205 | 100,0 |
| Excluded <sup>a</sup> | 0   | ,0    |
| Total                 | 205 | 100,0 |

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

### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| ,717             | 11         |

## Lampiran 5: Frekuensi Karakteristik Responden

### Frequencies

#### JK

|            | Frequency | Percent | Valid Percent | Cumulative Percent |
|------------|-----------|---------|---------------|--------------------|
| Valid Pria | 64        | 31,2    | 31,2          | 31,2               |
| Wanita     | 141       | 68,8    | 68,8          | 100,0              |
| Total      | 205       | 100,0   | 100,0         |                    |

#### Umur

|          | Frequency | Percent | Valid Percent | Cumulative Percent |
|----------|-----------|---------|---------------|--------------------|
| Valid 18 | 9         | 4,4     | 4,4           | 4,4                |
| 19       | 32        | 15,6    | 15,6          | 20,0               |
| 20       | 44        | 21,5    | 21,5          | 41,5               |
| 21       | 12        | 5,9     | 5,9           | 47,3               |
| 22       | 14        | 6,8     | 6,8           | 54,1               |
| 23       | 10        | 4,9     | 4,9           | 59,0               |
| 24       | 10        | 4,9     | 4,9           | 63,9               |
| 25       | 10        | 4,9     | 4,9           | 68,8               |
| 26       | 4         | 2,0     | 2,0           | 70,7               |
| 27       | 8         | 3,9     | 3,9           | 74,6               |
| 28       | 4         | 2,0     | 2,0           | 76,6               |
| 29       | 5         | 2,4     | 2,4           | 79,0               |
| 31       | 3         | 1,5     | 1,5           | 80,5               |
| 32       | 3         | 1,5     | 1,5           | 82,0               |
| 33       | 3         | 1,5     | 1,5           | 83,4               |
| 34       | 2         | 1,0     | 1,0           | 84,4               |
| 35       | 3         | 1,5     | 1,5           | 85,9               |
| 37       | 1         | ,5      | ,5            | 86,3               |
| 39       | 1         | ,5      | ,5            | 86,8               |
| 42       | 1         | ,5      | ,5            | 87,3               |
| 44       | 7         | 3,4     | 3,4           | 90,7               |
| 45       | 3         | 1,5     | 1,5           | 92,2               |
| 46       | 2         | 1,0     | 1,0           | 93,2               |
| 47       | 1         | ,5      | ,5            | 93,7               |
| 48       | 1         | ,5      | ,5            | 94,1               |
| 49       | 4         | 2,0     | 2,0           | 96,1               |
| 50       | 4         | 2,0     | 2,0           | 98,0               |
| 51       | 1         | ,5      | ,5            | 98,5               |
| 52       | 1         | ,5      | ,5            | 99,0               |
| 53       | 2         | 1,0     | 1,0           | 100,0              |
| Total    | 205       | 100,0   | 100,0         |                    |

**SP**

|       |               | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------------|-----------|---------|---------------|--------------------|
| Valid | Belum menikah | 151       | 73,7    | 73,7          | 73,7               |
|       | Menikah       | 54        | 26,3    | 26,3          | 100,0              |
|       | Total         | 205       | 100,0   | 100,0         |                    |

**Pddkn**

|       |               | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------------|-----------|---------|---------------|--------------------|
| Valid | di bawah SMU  | 6         | 2,9     | 2,9           | 2,9                |
|       | SMU           | 124       | 60,5    | 60,5          | 63,4               |
|       | Diploma       | 16        | 7,8     | 7,8           | 71,2               |
|       | Sarjana       | 54        | 26,3    | 26,3          | 97,6               |
|       | Pasca sarjana | 5         | 2,4     | 2,4           | 100,0              |
|       | Total         | 205       | 100,0   | 100,0         |                    |

**Pkrjn**

|       |                          | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|--------------------------|-----------|---------|---------------|--------------------|
| Valid | Pelajar/mahasiswa        | 103       | 50,2    | 50,2          | 50,2               |
|       | Pegawai Swasta           | 52        | 25,4    | 25,4          | 75,6               |
|       | Pegawai Negeri           | 27        | 13,2    | 13,2          | 88,8               |
|       | Pengusaha/Wiraswasta     | 7         | 3,4     | 3,4           | 92,2               |
|       | Guru/Dosen/Staf Pengajar | 10        | 4,9     | 4,9           | 97,1               |
|       | Ibu Rumah Tangga         | 2         | 1,0     | 1,0           | 98,0               |
|       | Pensiunan                | 1         | ,5      | ,5            | 98,5               |
|       | lain-lain                | 3         | 1,5     | 1,5           | 100,0              |
|       | Total                    | 205       | 100,0   | 100,0         |                    |

**Pdptn**

|       |                                       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------------------------------------|-----------|---------|---------------|--------------------|
| Valid | kurang dari sama dengan 500.000       | 31        | 15,1    | 15,1          | 15,1               |
|       | lebih dari 500.000 sampai 1.000.000   | 55        | 26,8    | 26,8          | 42,0               |
|       | lebih dari 1.000.000 sampai 1.500.000 | 48        | 23,4    | 23,4          | 65,4               |
|       | lebih dari 1.000.000 sampai 1.500.000 | 17        | 8,3     | 8,3           | 73,7               |
|       | lebih dari 2.000.000                  | 54        | 26,3    | 26,3          | 100,0              |
|       | Total                                 | 205       | 100,0   | 100,0         |                    |



**Merek\_SM**

|       |               | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------------|-----------|---------|---------------|--------------------|
| Valid | Pond's        | 68        | 33,2    | 33,2          | 33,2               |
|       | Gatsby        | 14        | 6,8     | 6,8           | 40,0               |
|       | Garnier       | 18        | 8,8     | 8,8           | 48,8               |
|       | Biore         | 15        | 7,3     | 7,3           | 56,1               |
|       | Nivea         | 7         | 3,4     | 3,4           | 59,5               |
|       | Loreal        | 1         | ,5      | ,5            | 60,0               |
|       | Clean & Clear | 10        | 4,9     | 4,9           | 64,9               |
|       | Lain-lain     | 72        | 35,1    | 35,1          | 100,0              |
|       | Total         | 205       | 100,0   | 100,0         |                    |

**Hal\_diperhatikan**

|       |         | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|---------|-----------|---------|---------------|--------------------|
| Valid | 1       | 20        | 9,8     | 9,8           | 9,8                |
|       | 1,2     | 21        | 10,2    | 10,2          | 20,0               |
|       | 1,2,3   | 18        | 8,8     | 8,8           | 28,8               |
|       | 1,2,3,4 | 6         | 2,9     | 2,9           | 31,7               |
|       | 1,2,3,6 | 1         | ,5      | ,5            | 32,2               |
|       | 1,2,4   | 2         | 1,0     | 1,0           | 33,2               |
|       | 1,3     | 6         | 2,9     | 2,9           | 36,1               |
|       | 1,4     | 1         | ,5      | ,5            | 36,6               |
|       | 1,5     | 1         | ,5      | ,5            | 37,1               |
|       | 2       | 69        | 33,7    | 33,7          | 70,7               |
|       | 2,3     | 18        | 8,8     | 8,8           | 79,5               |
|       | 2,4     | 1         | ,5      | ,5            | 80,0               |
|       | 3       | 38        | 18,5    | 18,5          | 98,5               |
|       | 6       | 3         | 1,5     | 1,5           | 100,0              |
|       | Total   | 205       | 100,0   | 100,0         |                    |

**Tempat\_membeli**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 1     | 141       | 68,8    | 68,8          | 68,8               |
|       | 1,2   | 4         | 2,0     | 2,0           | 70,7               |
|       | 1,4   | 1         | ,5      | ,5            | 71,2               |
|       | 2     | 16        | 7,8     | 7,8           | 79,0               |
|       | 3     | 33        | 16,1    | 16,1          | 95,1               |
|       | 4     | 2         | 1,0     | 1,0           | 96,1               |
|       | 5     | 1         | ,5      | ,5            | 96,6               |
|       | 6     | 6         | 2,9     | 2,9           | 99,5               |
|       | 8     | 1         | ,5      | ,5            | 100,0              |
|       | Total | 205       | 100,0   | 100,0         |                    |

### Rekomendator

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 1 | 119       | 58,0    | 58,0          | 58,0               |
| 1,2     | 3         | 1,5     | 1,5           | 59,5               |
| 1,3     | 1         | ,5      | ,5            | 60,0               |
| 2       | 25        | 12,2    | 12,2          | 72,2               |
| 2,4     | 2         | 1,0     | 1,0           | 73,2               |
| 2,5     | 1         | ,5      | ,5            | 73,7               |
| 3       | 33        | 16,1    | 16,1          | 89,8               |
| 4       | 15        | 7,3     | 7,3           | 97,1               |
| 5       | 6         | 2,9     | 2,9           | 100,0              |
| Total   | 205       | 100,0   | 100,0         |                    |

### Lain\_lain

|               | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------------|-----------|---------|---------------|--------------------|
| Valid (Amway) | 1         | 1,4     | 1,4           | 1,4                |
| Acnes         | 2         | 2,8     | 2,8           | 4,2                |
| Body sho      | 1         | 1,4     | 1,4           | 5,6                |
| Earlene       | 1         | 1,4     | 1,4           | 6,9                |
| Erha          | 1         | 1,4     | 1,4           | 8,3                |
| Inez          | 1         | 1,4     | 1,4           | 9,7                |
| JF sulfur     | 2         | 2,8     | 2,8           | 12,5               |
| L'Mira        | 1         | 1,4     | 1,4           | 13,9               |
| L'occita      | 1         | 1,4     | 1,4           | 15,3               |
| Larissa       | 12        | 16,7    | 16,7          | 31,9               |
| LBC           | 4         | 5,6     | 5,6           | 37,5               |
| mustika       | 1         | 1,4     | 1,4           | 38,9               |
| Mutiara       | 1         | 1,4     | 1,4           | 40,3               |
| Naava gr      | 6         | 8,3     | 8,3           | 48,6               |
| Natasha       | 3         | 4,2     | 4,2           | 52,8               |
| NU Skin       | 1         | 1,4     | 1,4           | 54,2               |
| olay          | 1         | 1,4     | 1,4           | 55,6               |
| oriflame      | 1         | 1,4     | 1,4           | 56,9               |
| Racikan       | 9         | 12,5    | 12,5          | 69,4               |
| sabun pe      | 1         | 1,4     | 1,4           | 70,8               |
| sariayu       | 8         | 11,1    | 11,1          | 81,9               |
| vaseline      | 2         | 2,8     | 2,8           | 84,7               |
| Wardah        | 11        | 15,3    | 15,3          | 100,0              |
| Total         | 72        | 100,0   | 100,0         |                    |

## Lampiran 6: Frekuensi Variabel

### Interval Skala

| Interval      | Kategori |
|---------------|----------|
| 1,00 s/d 1,79 | STS      |
| 1,80 s/d 2,59 | TS       |
| 2,60 s/d 3,39 | N        |
| 3,40 s/d 4,19 | S        |
| 4,20 s/d 5,00 | SS       |

### Descriptives

#### Descriptive Statistics

|    | N   | Minimum | Maximum | Mean   | Std. Deviation |
|----|-----|---------|---------|--------|----------------|
| M1 | 205 | 1,00    | 5,00    | 3,9073 | ,83207         |
| M2 | 205 | 1,00    | 5,00    | 3,8927 | ,80938         |
| M3 | 205 | 1,00    | 5,00    | 3,9122 | ,86438         |
| M4 | 205 | 1,00    | 5,00    | 3,8976 | ,82500         |
| M5 | 205 | 1,00    | 5,00    | 3,6293 | ,85699         |
| M6 | 205 | 1,00    | 5,00    | 3,8244 | ,79112         |
| M7 | 205 | 1,00    | 5,00    | 3,6829 | ,85861         |
| M8 | 205 | 1,00    | 5,00    | 3,6439 | ,78280         |
| M  | 205 | 1,00    | 5,00    | 3,8010 | ,60836         |
| H1 | 205 | 2,00    | 5,00    | 3,8488 | ,72866         |
| H2 | 205 | 2,00    | 5,00    | 3,9610 | ,67768         |
| H3 | 205 | 2,00    | 5,00    | 3,7512 | ,76796         |
| H  | 205 | 2,00    | 5,00    | 3,8539 | ,54198         |
| K1 | 205 | 1,00    | 5,00    | 3,4049 | ,77141         |
| K2 | 205 | 1,00    | 5,00    | 3,4829 | ,78338         |
| K3 | 205 | 1,00    | 5,00    | 3,3171 | ,76180         |
| K4 | 205 | 1,00    | 5,00    | 4,0732 | ,72728         |
| K5 | 205 | 1,00    | 5,00    | 4,0439 | ,66644         |
| K6 | 205 | 2,00    | 5,00    | 4,0732 | ,60998         |
| K7 | 205 | 2,00    | 5,00    | 4,0976 | ,56901         |
| K8 | 205 | 1,00    | 5,00    | 3,1854 | ,79507         |
| K  | 205 | 2,00    | 4,80    | 3,7234 | ,46446         |
| A1 | 205 | 1,00    | 5,00    | 3,8976 | ,73714         |
| A2 | 205 | 1,00    | 5,00    | 3,6341 | ,91169         |
| A3 | 205 | 1,00    | 5,00    | 3,6195 | 1,01538        |
| A4 | 205 | 1,00    | 5,00    | 4,1317 | ,80879         |
| A5 | 205 | 1,00    | 5,00    | 3,9854 | ,88272         |
| A  | 205 | 2,40    | 5,00    | 3,8537 | ,58716         |
| T1 | 205 | 2,00    | 5,00    | 3,6537 | ,66572         |
| T2 | 205 | 1,00    | 5,00    | 3,2439 | ,75344         |
| T3 | 205 | 1,00    | 5,00    | 3,7512 | ,69421         |
| T4 | 205 | 1,00    | 5,00    | 3,3073 | ,75938         |
| T5 | 205 | 1,00    | 5,00    | 3,7561 | ,73366         |
| T  | 205 | 2,00    | 5,00    | 3,5424 | ,51943         |
| P1 | 205 | 1,00    | 5,00    | 3,5024 | ,95806         |

|                    |     |      |      |        |         |
|--------------------|-----|------|------|--------|---------|
| P2                 | 205 | 1,00 | 5,00 | 3,8000 | ,83078  |
| P3                 | 205 | 1,00 | 5,00 | 3,6098 | ,83072  |
| P                  | 205 | 1,00 | 5,00 | 3,6371 | ,74030  |
| Kw1                | 205 | 2,00 | 5,00 | 3,9171 | ,66270  |
| Kw2                | 205 | 2,00 | 5,00 | 3,9317 | ,63803  |
| Kw3                | 205 | 1,00 | 5,00 | 4,1561 | ,71058  |
| Kw4                | 205 | 1,00 | 5,00 | 3,4634 | ,81342  |
| Kw                 | 205 | 1,75 | 5,00 | 3,8671 | ,54768  |
| E1                 | 205 | 2,00 | 5,00 | 3,8195 | ,64292  |
| E2                 | 205 | 1,00 | 5,00 | 3,6976 | ,70450  |
| E3                 | 205 | 1,00 | 5,00 | 3,9756 | ,63739  |
| E                  | 205 | 2,00 | 5,00 | 3,8308 | ,50468  |
| PS1                | 205 | 1,00 | 5,00 | 3,7463 | ,84833  |
| PS2                | 205 | 1,00 | 5,00 | 3,4927 | ,93210  |
| PS                 | 205 | 1,50 | 5,00 | 3,6195 | ,76799  |
| BI1                | 205 | 1,00 | 5,00 | 2,4927 | ,92683  |
| BI2                | 205 | 1,00 | 5,00 | 2,9951 | 1,02660 |
| BI3                | 205 | 1,00 | 5,00 | 2,5171 | 1,00291 |
| BI                 | 205 | 1,00 | 5,00 | 2,6686 | ,79986  |
| KTK                | 205 | 2,00 | 5,00 | 3,9024 | ,61056  |
| PB                 | 205 | 1,00 | 5,00 | 2,6488 | ,82460  |
| Mr                 | 205 | 1,00 | 5,00 | 3,7024 | ,79474  |
| Hr                 | 205 | 1,00 | 5,00 | 3,7707 | ,79281  |
| Km                 | 205 | 1,00 | 5,00 | 3,4244 | ,83454  |
| KA                 | 205 | 2,00 | 5,00 | 3,9171 | ,71260  |
| PDN                | 205 | 1,00 | 5,00 | 3,4683 | ,82558  |
| Tk                 | 205 | 1,00 | 5,00 | 3,7024 | ,78231  |
| Kwa                | 205 | 2,00 | 5,00 | 4,3561 | ,57311  |
| EYD                | 205 | 1,00 | 5,00 | 4,1805 | ,74202  |
| PPS                | 205 | 1,00 | 5,00 | 4,0341 | ,71661  |
| KTKI               | 205 | 2,00 | 5,00 | 4,2683 | ,64262  |
| Bik                | 205 | 1,00 | 5,00 | 2,2976 | ,99717  |
| PK                 | 205 | 2,36 | 4,82 | 3,7389 | ,39445  |
| Valid N (listwise) | 205 |      |      |        |         |

## Lampiran 7: Hasil *Independent Sample t-Test*

### T-Test

#### Group Statistics

| JK  | N              | Mean      | Std. Deviation   | Std. Error Mean  |                  |
|-----|----------------|-----------|------------------|------------------|------------------|
| M   | Pria<br>Wanita | 64<br>141 | 3,6825<br>3,8548 | ,65255<br>,58167 | ,08157<br>,04899 |
| H   | Pria<br>Wanita | 64<br>141 | 3,7711<br>3,8915 | ,59094<br>,51606 | ,07387<br>,04346 |
| K   | Pria<br>Wanita | 64<br>141 | 3,6531<br>3,7553 | ,47941<br>,45567 | ,05993<br>,03837 |
| A   | Pria<br>Wanita | 64<br>141 | 3,7844<br>3,8851 | ,59873<br>,58125 | ,07484<br>,04895 |
| T   | Pria<br>Wanita | 64<br>141 | 3,5500<br>3,5390 | ,48206<br>,53716 | ,06026<br>,04524 |
| P   | Pria<br>Wanita | 64<br>141 | 3,4063<br>3,7419 | ,72131<br>,72735 | ,09016<br>,06125 |
| Kw  | Pria<br>Wanita | 64<br>141 | 3,7969<br>3,8989 | ,62022<br>,51058 | ,07753<br>,04300 |
| E   | Pria<br>Wanita | 64<br>141 | 3,8333<br>3,8296 | ,50078<br>,50822 | ,06260<br>,04280 |
| PS  | Pria<br>Wanita | 64<br>141 | 3,6094<br>3,6241 | ,74252<br>,78184 | ,09282<br>,06584 |
| BI  | Pria<br>Wanita | 64<br>141 | 2,8175<br>2,6011 | ,83103<br>,77893 | ,10388<br>,06560 |
| KTK | Pria<br>Wanita | 64<br>141 | 3,7031<br>3,9929 | ,65900<br>,56690 | ,08237<br>,04774 |
| PB  | Pria<br>Wanita | 64<br>141 | 2,7500<br>2,6028 | ,77664<br>,84413 | ,09708<br>,07109 |

Independent Samples Test

|     |                             | Levene's Test for Equality of Variances |      | t-test for Equality of Means |         |                 |                 |                       |   |         |
|-----|-----------------------------|---|------|------------------------------|---------|-----------------|-----------------|-----------------------|---|---------|
|     |                             | F                                       | Sig. | t                            | df      | Sig. (2-tailed) | Mean Difference | Std. Error Difference | 95% Confidence Interval of the Difference |         |
|     |                             |   |      |                              |         |                 |                 |                       | Lower                                     | Upper   |
| M   | Equal variances assumed     | ,633                                    | ,427 | -1,890                       | 203     | ,060            | -,17225         | ,09112                | -,35192                                   | ,00741  |
|     | Equal variances not assumed |   |      | -1,810                       | 110,187 | ,073            | -,17225         | ,09515                | -,36081                                   | ,01630  |
| H   | Equal variances assumed     | 3,528                                   | ,062 | -1,478                       | 203     | ,141            | -,12040         | ,08145                | -,28100                                   | ,04021  |
|     | Equal variances not assumed |   |      | -1,405                       | 108,325 | ,163            | -,12040         | ,08570                | -,29027                                   | ,04948  |
| K   | Equal variances assumed     | ,882                                    | ,349 | -1,464                       | 203     | ,145            | -,10219         | ,06981                | -,23984                                   | ,03545  |
|     | Equal variances not assumed |   |      | -1,436                       | 116,449 | ,154            | -,10219         | ,07116                | -,24313                                   | ,03874  |
| A   | Equal variances assumed     | ,057                                    | ,811 | -1,139                       | 203     | ,256            | -,10073         | ,08843                | -,27510                                   | ,07363  |
|     | Equal variances not assumed |   |      | -1,126                       | 118,657 | ,262            | -,10073         | ,08943                | -,27781                                   | ,07635  |
| T   | Equal variances assumed     | 1,162                                   | ,282 | ,140                         | 203     | ,889            | ,01099          | ,07848                | -,14374                                   | ,16573  |
|     | Equal variances not assumed |   |      | ,146                         | 134,761 | ,884            | ,01099          | ,07535                | -,13802                                   | ,16001  |
| P   | Equal variances assumed     | ,206                                    | ,651 | -3,070                       | 203     | ,002            | -,33566         | ,10935                | -,55126                                   | -,12007 |
|     | Equal variances not assumed |   |      | -3,079                       | 122,802 | ,003            | -,33566         | ,10900                | -,55143                                   | -,11990 |
| Kw  | Equal variances assumed     | 1,145                                   | ,286 | -1,238                       | 203     | ,217            | -,10206         | ,08244                | -,26461                                   | ,06049  |
|     | Equal variances not assumed |   |      | -1,151                       | 103,321 | ,252            | -,10206         | ,08865                | -,27788                                   | ,07376  |
| E   | Equal variances assumed     | ,054                                    | ,816 | ,048                         | 203     | ,962            | ,00364          | ,07625                | -,14671                                   | ,15399  |
|     | Equal variances not assumed |   |      | ,048                         | 123,523 | ,962            | ,00364          | ,07583                | -,14646                                   | ,15373  |
| PS  | Equal variances assumed     | ,109                                    | ,741 | -,127                        | 203     | ,899            | -,01474         | ,11603                | -,24352                                   | ,21405  |
|     | Equal variances not assumed |   |      | -,130                        | 127,799 | ,897            | -,01474         | ,11380                | -,23991                                   | ,21043  |
| BI  | Equal variances assumed     | ,001                                    | ,973 | 1,805                        | 203     | ,073            | ,21644          | ,11989                | -,01996                                   | ,45283  |
|     | Equal variances not assumed |   |      | 1,762                        | 115,032 | ,081            | ,21644          | ,12286                | -,02692                                   | ,45979  |
| KTK | Equal variances assumed     | 11,440                                  | ,001 | -3,220                       | 203     | ,001            | -,28978         | ,08998                | -,46720                                   | -,11236 |
|     | Equal variances not assumed |   |      | -3,044                       | 106,999 | ,003            | -,28978         | ,09521                | -,47852                                   | -,10104 |
| PB  | Equal variances assumed     | 2,740                                   | ,099 | 1,185                        | 203     | ,237            | ,14716          | ,12416                | -,09765                                   | ,39198  |
|     | Equal variances not assumed |   |      | 1,223                        | 131,645 | ,223            | ,14716          | ,12033                | -,09086                                   | ,38518  |

## T-Test

### Group Statistics

|     | Umur       | N   | Mean   | Std. Deviation | Std. Error Mean |
|-----|------------|-----|--------|----------------|-----------------|
| M   | Remaja     | 131 | 3,8229 | ,53727         | ,04694          |
|     | Dewasa-Tua | 74  | 3,7622 | ,71960         | ,08365          |
| H   | Remaja     | 131 | 3,8323 | ,54793         | ,04787          |
|     | Dewasa-Tua | 74  | 3,8922 | ,53282         | ,06194          |
| K   | Remaja     | 131 | 3,7183 | ,45129         | ,03943          |
|     | Dewasa-Tua | 74  | 3,7324 | ,48993         | ,05695          |
| A   | Remaja     | 131 | 3,8626 | ,60920         | ,05323          |
|     | Dewasa-Tua | 74  | 3,8378 | ,54965         | ,06390          |
| T   | Remaja     | 131 | 3,5466 | ,48979         | ,04279          |
|     | Dewasa-Tua | 74  | 3,5351 | ,57157         | ,06644          |
| P   | Remaja     | 131 | 3,5366 | ,75842         | ,06626          |
|     | Dewasa-Tua | 74  | 3,8151 | ,67597         | ,07858          |
| Kw  | Remaja     | 131 | 3,8531 | ,56659         | ,04950          |
|     | Dewasa-Tua | 74  | 3,8919 | ,51532         | ,05990          |
| E   | Remaja     | 131 | 3,8803 | ,49646         | ,04338          |
|     | Dewasa-Tua | 74  | 3,7431 | ,51055         | ,05935          |
| PS  | Remaja     | 131 | 3,7137 | ,70719         | ,06179          |
|     | Dewasa-Tua | 74  | 3,4527 | ,84468         | ,09819          |
| BI  | Remaja     | 131 | 2,6440 | ,85124         | ,07437          |
|     | Dewasa-Tua | 74  | 2,7123 | ,70315         | ,08174          |
| KTK | Remaja     | 131 | 3,8244 | ,61370         | ,05362          |
|     | Dewasa-Tua | 74  | 4,0405 | ,58378         | ,06786          |
| PB  | Remaja     | 131 | 2,7252 | ,82325         | ,07193          |
|     | Dewasa-Tua | 74  | 2,5135 | ,81498         | ,09474          |

**Independent Samples Test**

|     |                             | Levene's Test for Equality of Variances |      | t-test for Equality of Means |         |                 |                 |                       |   |         |
|-----|-----------------------------|---|------|------------------------------|---------|-----------------|-----------------|-----------------------|---|---------|
|     |                             | F                                       | Sig. | t                            | df      | Sig. (2-tailed) | Mean Difference | Std. Error Difference | 95% Confidence Interval of the Difference |         |
|     |                             |   |      |                              |         |                 |                 |                       | Lower                                     | Upper   |
| M   | Equal variances assumed     | 1,115                                   | ,292 | ,686                         | 203     | ,494            | ,06074          | ,08858                | -,11392                                   | ,23540  |
|     | Equal variances not assumed |   |      | ,633                         | 119,556 | ,528            | ,06074          | ,09592                | -,12919                                   | ,25067  |
| H   | Equal variances assumed     | ,692                                    | ,406 | -,759                        | 203     | ,449            | -,05987         | ,07890                | -,21543                                   | ,09569  |
|     | Equal variances not assumed |   |      | -,765                        | 155,174 | ,446            | -,05987         | ,07828                | -,21451                                   | ,09477  |
| K   | Equal variances assumed     | ,093                                    | ,761 | -,208                        | 203     | ,835            | -,01411         | ,06770                | -,14760                                   | ,11938  |
|     | Equal variances not assumed |   |      | -,204                        | 141,495 | ,839            | -,01411         | ,06927                | -,15105                                   | ,12283  |
| A   | Equal variances assumed     | 1,913                                   | ,168 | ,289                         | 203     | ,773            | ,02476          | ,08558                | -,14398                                   | ,19349  |
|     | Equal variances not assumed |   |      | ,298                         | 164,882 | ,766            | ,02476          | ,08316                | -,13944                                   | ,18895  |
| T   | Equal variances assumed     | 1,136                                   | ,288 | ,151                         | 203     | ,880            | ,01143          | ,07572                | -,13786                                   | ,16072  |
|     | Equal variances not assumed |   |      | ,145                         | 133,247 | ,885            | ,01143          | ,07903                | -,14489                                   | ,16775  |
| P   | Equal variances assumed     | 2,153                                   | ,144 | -2,625                       | 203     | ,009            | -,27857         | ,10613                | -,48784                                   | -,06930 |
|     | Equal variances not assumed |   |      | -2,710                       | 166,467 | ,007            | -,27857         | ,10279                | -,48151                                   | -,07563 |
| Kw  | Equal variances assumed     | ,258                                    | ,612 | -,487                        | 203     | ,627            | -,03884         | ,07979                | -,19617                                   | ,11849  |
|     | Equal variances not assumed |   |      | -,500                        | 163,841 | ,618            | -,03884         | ,07771                | -,19228                                   | ,11461  |
| E   | Equal variances assumed     | ,270                                    | ,604 | 1,881                        | 203     | ,061            | ,13720          | ,07294                | -,00662                                   | ,28101  |
|     | Equal variances not assumed |   |      | 1,866                        | 148,088 | ,064            | ,13720          | ,07351                | -,00807                                   | ,28246  |
| PS  | Equal variances assumed     | 2,319                                   | ,129 | 2,363                        | 203     | ,019            | ,26104          | ,11045                | ,04327                                    | ,47881  |
|     | Equal variances not assumed |   |      | 2,250                        | 130,744 | ,026            | ,26104          | ,11601                | ,03153                                    | ,49055  |
| BI  | Equal variances assumed     | 6,548                                   | ,011 | -,586                        | 203     | ,558            | -,06833         | ,11650                | -,29804                                   | ,16138  |
|     | Equal variances not assumed |   |      | -,618                        | 176,120 | ,537            | -,06833         | ,11051                | -,28643                                   | ,14977  |
| KTK | Equal variances assumed     | 2,392                                   | ,123 | -2,464                       | 203     | ,015            | -,21611         | ,08770                | -,38904                                   | -,04318 |
|     | Equal variances not assumed |   |      | -2,499                       | 158,014 | ,013            | -,21611         | ,08649                | -,38694                                   | -,04529 |
| PB  | Equal variances assumed     | ,050                                    | ,824 | 1,775                        | 203     | ,077            | ,21168          | ,11929                | -,02352                                   | ,44688  |
|     | Equal variances not assumed |   |      | 1,780                        | 152,886 | ,077            | ,21168          | ,11895                | -,02332                                   | ,44668  |



## T-Test

### Group Statistics

|     | SP            | N   | Mean   | Std. Deviation | Std. Error Mean |
|-----|---------------|-----|--------|----------------|-----------------|
| M   | Belum menikah | 151 | 3,8401 | ,52531         | ,04275          |
|     | Menikah       | 54  | 3,6915 | ,79181         | ,10775          |
| H   | Belum menikah | 151 | 3,8192 | ,54429         | ,04429          |
|     | Menikah       | 54  | 3,9509 | ,52834         | ,07190          |
| K   | Belum menikah | 151 | 3,7272 | ,46302         | ,03768          |
|     | Menikah       | 54  | 3,7130 | ,47267         | ,06432          |
| A   | Belum menikah | 151 | 3,8358 | ,59018         | ,04803          |
|     | Menikah       | 54  | 3,9037 | ,58114         | ,07908          |
| T   | Belum menikah | 151 | 3,5285 | ,50509         | ,04110          |
|     | Menikah       | 54  | 3,5815 | ,56068         | ,07630          |
| P   | Belum menikah | 151 | 3,5494 | ,72943         | ,05936          |
|     | Menikah       | 54  | 3,8824 | ,72137         | ,09817          |
| Kw  | Belum menikah | 151 | 3,8560 | ,55109         | ,04485          |
|     | Menikah       | 54  | 3,8981 | ,54192         | ,07375          |
| E   | Belum menikah | 151 | 3,8499 | ,49122         | ,03998          |
|     | Menikah       | 54  | 3,7774 | ,54176         | ,07372          |
| PS  | Belum menikah | 151 | 3,6987 | ,71433         | ,05813          |
|     | Menikah       | 54  | 3,3981 | ,87080         | ,11850          |
| BI  | Belum menikah | 151 | 2,6338 | ,85166         | ,06931          |
|     | Menikah       | 54  | 2,7661 | ,62976         | ,08570          |
| KTK | Belum menikah | 151 | 3,8278 | ,60840         | ,04951          |
|     | Menikah       | 54  | 4,1111 | ,57188         | ,07782          |
| PB  | Belum menikah | 151 | 2,6887 | ,81801         | ,06657          |
|     | Menikah       | 54  | 2,5370 | ,84033         | ,11435          |

**Independent Samples Test**

|     |                             | Levene's Test for Equality of Variances |      | t-test for Equality of Means |         |                 |                 |                       |   |         |
|-----|-----------------------------|---|------|------------------------------|---------|-----------------|-----------------|-----------------------|---|---------|
|     |                             | F                                       | Sig. | t                            | df      | Sig. (2-tailed) | Mean Difference | Std. Error Difference | 95% Confidence Interval of the Difference |         |
|     |                             |   |      |                              |         |                 |                 |                       | Lower                                     | Upper   |
| M   | Equal variances assumed     | 6,979                                   | ,009 | 1,546                        | 203     | ,124            | ,14865          | ,09613                | -,04090                                   | ,33820  |
|     | Equal variances not assumed |   |      | 1,282                        | 70,381  | ,204            | ,14865          | ,11592                | -,08253                                   | ,37983  |
| H   | Equal variances assumed     | 1,488                                   | ,224 | -1,538                       | 203     | ,126            | -,13172         | ,08565                | -,30060                                   | ,03716  |
|     | Equal variances not assumed |   |      | -1,560                       | 95,981  | ,122            | -,13172         | ,08445                | -,29935                                   | ,03591  |
| K   | Equal variances assumed     | ,252                                    | ,617 | ,192                         | 203     | ,848            | ,01419          | ,07382                | -,13136                                   | ,15974  |
|     | Equal variances not assumed |   |      | ,190                         | 91,798  | ,849            | ,01419          | ,07455                | -,13387                                   | ,16225  |
| A   | Equal variances assumed     | ,617                                    | ,433 | -,729                        | 203     | ,467            | -,06794         | ,09321                | -,25172                                   | ,11583  |
|     | Equal variances not assumed |   |      | -,734                        | 94,752  | ,465            | -,06794         | ,09252                | -,25163                                   | ,11575  |
| T   | Equal variances assumed     | ,097                                    | ,756 | -,643                        | 203     | ,521            | -,05300         | ,08248                | -,21563                                   | ,10962  |
|     | Equal variances not assumed |   |      | -,612                        | 85,677  | ,542            | -,05300         | ,08667                | -,22530                                   | ,11929  |
| P   | Equal variances assumed     | ,188                                    | ,665 | -2,887                       | 203     | ,004            | -,33300         | ,11533                | -,56039                                   | -,10561 |
|     | Equal variances not assumed |   |      | -2,903                       | 94,386  | ,005            | -,33300         | ,11472                | -,56077                                   | -,10524 |
| Kw  | Equal variances assumed     | ,002                                    | ,967 | -,485                        | 203     | ,628            | -,04219         | ,08700                | -,21373                                   | ,12936  |
|     | Equal variances not assumed |   |      | -,489                        | 94,865  | ,626            | -,04219         | ,08631                | -,21354                                   | ,12917  |
| E   | Equal variances assumed     | ,419                                    | ,518 | ,905                         | 203     | ,366            | ,07246          | ,08006                | -,08539                                   | ,23031  |
|     | Equal variances not assumed |   |      | ,864                         | 86,116  | ,390            | ,07246          | ,08386                | -,09425                                   | ,23917  |
| PS  | Equal variances assumed     | 3,917                                   | ,049 | 2,499                        | 203     | ,013            | ,30053          | ,12024                | ,06346                                    | ,53760  |
|     | Equal variances not assumed |   |      | 2,277                        | 79,942  | ,025            | ,30053          | ,13199                | ,03785                                    | ,56320  |
| BI  | Equal variances assumed     | 8,467                                   | ,004 | -1,044                       | 203     | ,298            | -,13234         | ,12680                | -,38234                                   | ,11767  |
|     | Equal variances not assumed |   |      | -1,201                       | 125,960 | ,232            | -,13234         | ,11022                | -,35045                                   | ,08578  |
| KTK | Equal variances assumed     | ,845                                    | ,359 | -2,982                       | 203     | ,003            | -,28330         | ,09499                | -,47059                                   | -,09600 |
|     | Equal variances not assumed |   |      | -3,071                       | 98,864  | ,003            | -,28330         | ,09224                | -,46632                                   | -,10027 |
| PB  | Equal variances assumed     | ,266                                    | ,607 | 1,161                        | 203     | ,247            | ,15170          | ,13064                | -,10587                                   | ,40928  |
|     | Equal variances not assumed |   |      | 1,147                        | 91,302  | ,255            | ,15170          | ,13232                | -,11112                                   | ,41453  |

## T-Test

### Group Statistics

|     | Pkrjn         | N   | Mean   | Std. Deviation | Std. Error Mean |
|-----|---------------|-----|--------|----------------|-----------------|
| M   | Tidak Bekerja | 105 | 3,7881 | ,56144         | ,05479          |
|     | Bekerja       | 100 | 3,8145 | ,65661         | ,06566          |
| H   | Tidak Bekerja | 105 | 3,8162 | ,53931         | ,05263          |
|     | Bekerja       | 100 | 3,8935 | ,54466         | ,05447          |
| K   | Tidak Bekerja | 105 | 3,7086 | ,44595         | ,04352          |
|     | Bekerja       | 100 | 3,7390 | ,48490         | ,04849          |
| A   | Tidak Bekerja | 105 | 3,9086 | ,60829         | ,05936          |
|     | Bekerja       | 100 | 3,7960 | ,56137         | ,05614          |
| T   | Tidak Bekerja | 105 | 3,5562 | ,47957         | ,04680          |
|     | Bekerja       | 100 | 3,5280 | ,56032         | ,05603          |
| P   | Tidak Bekerja | 105 | 3,4792 | ,75793         | ,07397          |
|     | Bekerja       | 100 | 3,8029 | ,68677         | ,06868          |
| Kw  | Tidak Bekerja | 105 | 3,8571 | ,57267         | ,05589          |
|     | Bekerja       | 100 | 3,8775 | ,52283         | ,05228          |
| E   | Tidak Bekerja | 105 | 3,8919 | ,49900         | ,04870          |
|     | Bekerja       | 100 | 3,7666 | ,50512         | ,05051          |
| PS  | Tidak Bekerja | 105 | 3,7286 | ,66517         | ,06491          |
|     | Bekerja       | 100 | 3,5050 | ,85131         | ,08513          |
| BI  | Tidak Bekerja | 105 | 2,6572 | ,88337         | ,08621          |
|     | Bekerja       | 100 | 2,6806 | ,70589         | ,07059          |
| KTK | Tidak Bekerja | 105 | 3,7714 | ,62415         | ,06091          |
|     | Bekerja       | 100 | 4,0400 | ,56711         | ,05671          |
| PB  | Tidak Bekerja | 105 | 2,7905 | ,84005         | ,08198          |
|     | Bekerja       | 100 | 2,5000 | ,78496         | ,07850          |

Independent Samples Test

|     |                             | Levene's Test for Equality of Variances |      | t-test for Equality of Means |         |                 |                 |                       |   |         |
|-----|-----------------------------|---|------|------------------------------|---------|-----------------|-----------------|-----------------------|---|---------|
|     |                             | F                                       | Sig. | t                            | df      | Sig. (2-tailed) | Mean Difference | Std. Error Difference | 95% Confidence Interval of the Difference |         |
|     |                             |   |      |                              |         |                 |                 |                       | Lower                                     | Upper   |
| M   | Equal variances assumed     | ,003                                    | ,954 | -,310                        | 203     | ,757            | -,02640         | ,08519                | -,19438                                   | ,14157  |
|     | Equal variances not assumed |   |      | -,309                        | 194,911 | ,758            | -,02640         | ,08552                | -,19507                                   | ,14226  |
| H   | Equal variances assumed     | ,356                                    | ,552 | -1,021                       | 203     | ,308            | -,07731         | ,07572                | -,22661                                   | ,07199  |
|     | Equal variances not assumed |   |      | -1,021                       | 202,298 | ,309            | -,07731         | ,07574                | -,22665                                   | ,07203  |
| K   | Equal variances assumed     | ,218                                    | ,641 | -,468                        | 203     | ,640            | -,03043         | ,06502                | -,15863                                   | ,09778  |
|     | Equal variances not assumed |   |      | -,467                        | 199,503 | ,641            | -,03043         | ,06516                | -,15891                                   | ,09805  |
| A   | Equal variances assumed     | 1,392                                   | ,240 | 1,375                        | 203     | ,171            | ,11257          | ,08186                | -,04884                                   | ,27398  |
|     | Equal variances not assumed |   |      | 1,378                        | 202,803 | ,170            | ,11257          | ,08170                | -,04852                                   | ,27367  |
| T   | Equal variances assumed     | 1,243                                   | ,266 | ,388                         | 203     | ,699            | ,02819          | ,07273                | -,11521                                   | ,17159  |
|     | Equal variances not assumed |   |      | ,386                         | 194,982 | ,700            | ,02819          | ,07301                | -,11579                                   | ,17217  |
| P   | Equal variances assumed     | ,927                                    | ,337 | -3,199                       | 203     | ,002            | -,32366         | ,10118                | -,52315                                   | -,12417 |
|     | Equal variances not assumed |   |      | -3,207                       | 202,505 | ,002            | -,32366         | ,10093                | -,52268                                   | -,12465 |
| Kw  | Equal variances assumed     | ,373                                    | ,542 | -,265                        | 203     | ,791            | -,02036         | ,07670                | -,17159                                   | ,13088  |
|     | Equal variances not assumed |   |      | -,266                        | 202,643 | ,791            | -,02036         | ,07653                | -,17125                                   | ,13054  |
| E   | Equal variances assumed     | ,172                                    | ,679 | 1,786                        | 203     | ,076            | ,12530          | ,07014                | -,01300                                   | ,26361  |
|     | Equal variances not assumed |   |      | 1,786                        | 202,242 | ,076            | ,12530          | ,07016                | -,01304                                   | ,26365  |
| PS  | Equal variances assumed     | 2,854                                   | ,093 | 2,101                        | 203     | ,037            | ,22357          | ,10642                | ,01373                                    | ,43341  |
|     | Equal variances not assumed |   |      | 2,088                        | 187,313 | ,038            | ,22357          | ,10706                | ,01238                                    | ,43476  |
| BI  | Equal variances assumed     | 8,296                                   | ,004 | -,209                        | 203     | ,835            | -,02336         | ,11203                | -,24424                                   | ,19752  |
|     | Equal variances not assumed |   |      | -,210                        | 197,122 | ,834            | -,02336         | ,11142                | -,24309                                   | ,19637  |
| KTK | Equal variances assumed     | 6,540                                   | ,011 | -3,220                       | 203     | ,001            | -,26857         | ,08342                | -,43305                                   | -,10409 |
|     | Equal variances not assumed |   |      | -3,227                       | 202,558 | ,001            | -,26857         | ,08322                | -,43267                                   | -,10447 |
| PB  | Equal variances assumed     | ,019                                    | ,891 | 2,555                        | 203     | ,011            | ,29048          | ,11369                | ,06631                                    | ,51464  |
|     | Equal variances not assumed |   |      | 2,559                        | 202,928 | ,011            | ,29048          | ,11350                | ,06668                                    | ,51427  |

## Lampiran 8: Hasil *One Sample t-Test*

### T-Test

**One-Sample Statistics**

|      | N   | Mean   | Std. Deviation | Std. Error Mean |
|------|-----|--------|----------------|-----------------|
| Mr   | 205 | 3,7024 | ,79474         | ,05551          |
| Hr   | 205 | 3,7707 | ,79281         | ,05537          |
| Km   | 205 | 3,4244 | ,83454         | ,05829          |
| KA   | 205 | 3,9171 | ,71260         | ,04977          |
| PDN  | 205 | 3,4683 | ,82558         | ,05766          |
| Tk   | 205 | 3,7024 | ,78231         | ,05464          |
| Kwa  | 205 | 4,3561 | ,57311         | ,04003          |
| EYD  | 205 | 4,1805 | ,74202         | ,05183          |
| PPS  | 205 | 4,0341 | ,71661         | ,05005          |
| KTKI | 205 | 4,2683 | ,64262         | ,04488          |
| Bik  | 205 | 2,2976 | ,99717         | ,06965          |

**One-Sample Test**

|      | Test Value = 3 |     |                 |                 |   |        |
|------|----------------|-----|-----------------|-----------------|---|--------|
|      | t              | df  | Sig. (2-tailed) | Mean Difference | 95% Confidence Interval of the Difference |        |
|      |                |     |                 |                 | Lower                                     | Upper  |
| Mr   | 12,655         | 204 | ,000            | ,70244          | ,5930                                     | ,8119  |
| Hr   | 13,919         | 204 | ,000            | ,77073          | ,6616                                     | ,8799  |
| Km   | 7,281          | 204 | ,000            | ,42439          | ,3095                                     | ,5393  |
| KA   | 18,426         | 204 | ,000            | ,91707          | ,8189                                     | 1,0152 |
| PDN  | 8,121          | 204 | ,000            | ,46829          | ,3546                                     | ,5820  |
| Tk   | 12,856         | 204 | ,000            | ,70244          | ,5947                                     | ,8102  |
| Kwa  | 33,879         | 204 | ,000            | 1,35610         | 1,2772                                    | 1,4350 |
| EYD  | 22,778         | 204 | ,000            | 1,18049         | 1,0783                                    | 1,2827 |
| PPS  | 20,662         | 204 | ,000            | 1,03415         | ,9355                                     | 1,1328 |
| KTKI | 28,258         | 204 | ,000            | 1,26829         | 1,1798                                    | 1,3568 |
| Bik  | -10,086        | 204 | ,000            | -,70244         | -,8398                                    | -,5651 |

**Lampiran 9: Rekapitulasi Data Penelitian**

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 1     | 1  | 21   | 1  | 2     | 1     | 3     | 1              | 1        | 6                | 1              | 2            | 3  | 3  | 3  | 3  | 3  | 4  |
| 2     | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 2        | 3                | 1              | 1            | 5  | 4  | 5  | 5  | 4  | 5  |
| 3     | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 2        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 4     | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 2                | 3              | 2            | 3  | 3  | 3  | 3  | 2  | 4  |
| 5     | 2  | 20   | 2  | 1     | 1     | 1     | 1              | 8        | 1,2,3,4          | 5              | 2,4          | 4  | 3  | 3  | 3  | 3  | 4  |
| 6     | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 2        | 1                | 1              | 3            | 4  | 4  | 4  | 5  | 4  | 5  |
| 7     | 2  | 22   | 1  | 2     | 1     | 3     | 1              | 8        | 1,2,3            | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 8     | 1  | 20   | 1  | 2     | 1     | 1     | 1              | 1        | 3                | 1              | 3            | 3  | 4  | 4  | 3  | 3  | 3  |
| 9     | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 1        | 1                | 2              | 1            | 3  | 3  | 3  | 3  | 3  | 3  |
| 10    | 2  | 21   | 1  | 2     | 5     | 5     | 1              | 8        | 1,2,3            | 4              | 3            | 4  | 3  | 4  | 4  | 3  | 5  |
| 11    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 2        | 2                | 2              | 4            | 4  | 4  | 4  | 4  | 4  | 3  |
| 12    | 2  | 21   | 1  | 2     | 1     | 2     | 1              | 8        | 3                | 3              | 3            | 4  | 5  | 5  | 4  | 4  | 4  |
| 13    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 1        | 2                | 1              | 1            | 3  | 3  | 4  | 3  | 3  | 4  |
| 14    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 8        | 3                | 3              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 15    | 1  | 20   | 1  | 2     | 1     | 1     | 1              | 7        | 3                | 1              | 3            | 5  | 5  | 5  | 5  | 5  | 4  |
| 16    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 4        | 1                | 1              | 1            | 5  | 5  | 5  | 5  | 4  | 5  |
| 17    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 5        | 1,2,3            | 1              | 1            | 1  | 1  | 1  | 1  | 3  | 1  |
| 18    | 2  | 21   | 1  | 2     | 1     | 3     | 1              | 8        | 1,2,3            | 3              | 2            | 2  | 2  | 2  | 2  | 3  | 4  |
| 19    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 20    | 1  | 20   | 1  | 2     | 1     | 1     | 1              | 2        | 2                | 1              | 3            | 3  | 4  | 4  | 4  | 3  | 4  |
| 21    | 1  | 21   | 1  | 2     | 1     | 2     | 1              | 1        | 1                | 1              | 1            | 5  | 4  | 4  | 4  | 3  | 5  |
| 22    | 1  | 20   | 1  | 2     | 1     | 4     | 1              | 3        | 2                | 1              | 2            | 4  | 4  | 4  | 4  | 1  | 5  |
| 23    | 1  | 19   | 1  | 2     | 1     | 5     | 1              | 8        | 1,2              | 2              | 1            | 3  | 3  | 2  | 3  | 3  | 5  |
| 24    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 1        | 2                | 1              | 1            | 3  | 4  | 4  | 4  | 4  | 4  |
| 25    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 2,3              | 3              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 26    | 2  | 20   | 1  | 2     | 1     | 1     | 1              | 1        | 2,3              | 1              | 1,2          | 4  | 4  | 4  | 3  | 4  | 3  |
| 27    | 2  | 20   | 1  | 2     | 1     | 3     | 1              | 8        | 3                | 3              | 4            | 3  | 3  | 3  | 3  | 3  | 3  |
| 28    | 2  | 20   | 1  | 2     | 1     | 1     | 1              | 7        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 29    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2              | 3              | 4            | 3  | 3  | 3  | 3  | 3  | 3  |
| 30    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 3                | 3              | 3            | 4  | 4  | 4  | 4  | 4  | 4  |
| 31    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 3        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 3  |

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 32    | 2  | 22   | 1  | 2     | 1     | 3     | 1              | 8        | 3                | 8              | 2,4          | 2  | 2  | 2  | 2  | 2  | 4  |
| 33    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 4        | 2                | 1              | 1            | 5  | 5  | 5  | 5  | 4  | 4  |
| 34    | 1  | 22   | 1  | 2     | 1     | 2     | 1              | 3        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 4  |
| 35    | 2  | 19   | 1  | 2     | 1     | 3     | 1              | 1        | 1,2              | 1              | 2            | 5  | 5  | 5  | 5  | 5  | 5  |
| 36    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 1        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 37    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 3        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 38    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 5        | 2                | 1              | 5            | 4  | 4  | 4  | 4  | 4  | 5  |
| 39    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 4        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 40    | 1  | 20   | 1  | 2     | 1     | 1     | 1              | 2        | 2                | 1              | 2            | 4  | 4  | 5  | 5  | 5  | 3  |
| 41    | 2  | 19   | 1  | 2     | 1     | 3     | 1              | 8        | 2                | 1,2            | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 42    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 1        | 2,3              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 43    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 1        | 1,2,3            | 1              | 1            | 4  | 2  | 4  | 4  | 2  | 5  |
| 44    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 1        | 1,2,3            | 1              | 1            | 4  | 2  | 4  | 4  | 2  | 5  |
| 45    | 2  | 18   | 1  | 2     | 1     | 1     | 1              | 4        | 2                | 1              | 3            | 3  | 3  | 3  | 3  | 3  | 4  |
| 46    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 8        | 2                | 3              | 2            | 4  | 4  | 4  | 4  | 4  | 3  |
| 47    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 4        | 1                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 48    | 2  | 18   | 1  | 2     | 1     | 3     | 1              | 1        | 2                | 1              | 1            | 3  | 3  | 3  | 3  | 3  | 5  |
| 49    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2              | 1              | 1            | 4  | 3  | 4  | 4  | 3  | 4  |
| 50    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 1        | 1,2              | 1,2            | 3            | 2  | 2  | 2  | 2  | 2  | 2  |
| 51    | 1  | 22   | 1  | 2     | 1     | 2     | 1              | 5        | 2                | 1              | 1            | 5  | 4  | 4  | 4  | 4  | 4  |
| 52    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 8        | 3                | 2              | 4            | 3  | 3  | 2  | 1  | 1  | 5  |
| 53    | 1  | 20   | 1  | 2     | 1     | 2     | 1              | 3        | 2,3              | 1              | 1            | 5  | 4  | 4  | 4  | 4  | 5  |
| 54    | 1  | 20   | 1  | 2     | 1     | 4     | 1              | 4        | 3                | 1              | 1            | 3  | 3  | 3  | 3  | 3  | 5  |
| 55    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 8        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 56    | 1  | 18   | 1  | 2     | 1     | 3     | 1              | 3        | 3                | 1              | 1            | 3  | 3  | 3  | 3  | 3  | 4  |
| 57    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 3        | 1,2,3            | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 5  |
| 58    | 2  | 21   | 1  | 2     | 1     | 3     | 1              | 4        | 2                | 1              | 1            | 5  | 5  | 5  | 5  | 4  | 3  |
| 59    | 2  | 19   | 1  | 2     | 1     | 1     | 1              | 8        | 2                | 3              | 2            | 3  | 3  | 3  | 3  | 3  | 4  |
| 60    | 1  | 23   | 1  | 4     | 6     | 1     | 1              | 1        | 3                | 1              | 1            | 4  | 4  | 3  | 4  | 3  | 4  |
| 61    | 2  | 20   | 1  | 2     | 1     | 1     | 1              | 7        | 3                | 2              | 3            | 4  | 4  | 4  | 4  | 4  | 3  |
| 62    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2,4            | 3              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 63    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 7        | 3                | 2              | 1            | 4  | 4  | 4  | 4  | 3  | 4  |

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 64    | 1  | 22   | 1  | 2     | 1     | 3     | 1              | 5        | 2                | 1              | 2            | 4  | 4  | 4  | 4  | 4  | 3  |
| 65    | 2  | 19   | 1  | 2     | 1     | 3     | 1              | 8        | 3                | 3              | 3            | 2  | 2  | 2  | 2  | 2  | 4  |
| 66    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 8        | 2,3              | 3              | 4            | 4  | 4  | 4  | 5  | 5  | 5  |
| 67    | 2  | 18   | 1  | 2     | 1     | 2     | 1              | 8        | 2                | 3              | 3            | 4  | 4  | 4  | 4  | 4  | 4  |
| 68    | 2  | 19   | 1  | 5     | 5     | 1     | 1              | 3        | 1                | 1              | 4            | 4  | 4  | 4  | 4  | 4  | 4  |
| 69    | 1  | 19   | 1  | 2     | 1     | 3     | 1              | 7        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 4  |
| 70    | 1  | 19   | 1  | 2     | 1     | 1     | 1              | 1        | 2                | 1              | 5            | 3  | 4  | 4  | 4  | 3  | 3  |
| 71    | 2  | 20   | 1  | 2     | 1     | 4     | 1              | 1        | 1,2              | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 3  |
| 72    | 1  | 20   | 1  | 2     | 1     | 5     | 1              | 4        | 1                | 1              | 5            | 4  | 4  | 4  | 4  | 4  | 3  |
| 73    | 2  | 19   | 1  | 2     | 1     | 3     | 1              | 1        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 5  |
| 74    | 2  | 19   | 1  | 2     | 1     | 5     | 1              | 8        | 3                | 1              | 3            | 5  | 5  | 5  | 4  | 4  | 5  |
| 75    | 2  | 19   | 1  | 2     | 1     | 3     | 1              | 1        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 5  | 4  |
| 76    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 3        | 1,2,3            | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 4  |
| 77    | 2  | 19   | 1  | 2     | 1     | 1     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 78    | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2,3            | 3              | 2            | 5  | 5  | 5  | 4  | 4  | 4  |
| 79    | 1  | 20   | 1  | 2     | 1     | 3     | 1              | 3        | 2                | 1              | 2            | 4  | 4  | 4  | 4  | 4  | 5  |
| 80    | 1  | 21   | 1  | 2     | 1     | 3     | 1              | 3        | 3                | 1              | 2            | 3  | 4  | 5  | 3  | 3  | 3  |
| 81    | 1  | 19   | 1  | 1     | 1     | 4     | 1              | 2        | 3                | 1              | 3            | 3  | 3  | 3  | 3  | 3  | 3  |
| 82    | 1  | 21   | 1  | 2     | 1     | 2     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 83    | 2  | 25   | 1  | 4     | 2     | 4     | 1              | 1        | 1,3              | 1              | 1            | 4  | 4  | 5  | 5  | 3  | 3  |
| 84    | 2  | 22   | 1  | 1     | 2     | 2     | 1              | 1        | 2,3              | 1,4            | 1            | 4  | 4  | 3  | 4  | 4  | 4  |
| 85    | 2  | 18   | 1  | 1     | 2     | 2     | 1              | 1        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 86    | 2  | 31   | 2  | 1     | 7     | 1     | 1              | 1        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 87    | 2  | 50   | 2  | 2     | 7     | 5     | 1              | 8        | 2                | 3              | 3            | 4  | 4  | 4  | 4  | 3  | 3  |
| 88    | 2  | 18   | 1  | 2     | 1     | 1     | 1              | 1        | 2                | 3              | 3            | 5  | 5  | 5  | 5  | 4  | 4  |
| 89    | 2  | 29   | 1  | 2     | 2     | 3     | 1              | 1        | 1,2,3            | 1              | 3            | 4  | 4  | 4  | 4  | 4  | 3  |
| 90    | 1  | 28   | 2  | 2     | 5     | 5     | 1              | 2        | 2                | 1              | 3            | 5  | 5  | 4  | 4  | 3  | 3  |
| 91    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 1        | 2                | 1              | 1            | 2  | 4  | 4  | 4  | 3  | 3  |
| 92    | 2  | 20   | 1  | 2     | 1     | 4     | 1              | 3        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 5  |
| 93    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 3        | 1,2,3,4          | 1              | 2            | 3  | 3  | 3  | 4  | 3  | 4  |
| 94    | 2  | 18   | 1  | 2     | 1     | 3     | 1              | 1        | 1,4              | 1              | 3            | 4  | 4  | 4  | 4  | 4  | 4  |
| 95    | 2  | 18   | 1  | 2     | 1     | 1     | 1              | 1        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |



| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 96    | 2  | 20   | 1  | 2     | 1     | 1     | 1              | 3        | 1,3              | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 3  |
| 97    | 2  | 23   | 1  | 2     | 1     | 1     | 1              | 7        | 2                | 1              | 1            | 2  | 3  | 2  | 3  | 2  | 4  |
| 98    | 2  | 19   | 1  | 2     | 1     | 2     | 1              | 3        | 1,2,3,4          | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 4  |
| 99    | 2  | 33   | 1  | 5     | 6     | 5     | 1              | 1        | 1,2              | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 100   | 2  | 19   | 1  | 4     | 1     | 2     | 1              | 4        | 2                | 1              | 1            | 5  | 5  | 5  | 5  | 4  | 4  |
| 101   | 2  | 20   | 1  | 2     | 1     | 3     | 1              | 8        | 2,3              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 102   | 2  | 25   | 1  | 4     | 2     | 4     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 103   | 2  | 32   | 2  | 4     | 2     | 3     | 1              | 8        | 1,2              | 3              | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 104   | 2  | 24   | 1  | 4     | 3     | 3     | 1              | 8        | 2,3              | 3              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 105   | 2  | 49   | 1  | 3     | 3     | 5     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 2  |
| 106   | 2  | 32   | 1  | 4     | 2     | 5     | 1              | 1        | 1                | 1              | 3            | 5  | 5  | 5  | 5  | 5  | 5  |
| 107   | 2  | 22   | 1  | 3     | 2     | 3     | 1              | 1        | 3                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 3  |
| 108   | 2  | 47   | 2  | 3     | 3     | 5     | 1              | 8        | 3                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 5  |
| 109   | 1  | 25   | 2  | 3     | 3     | 5     | 1              | 1        | 6                | 1              | 3            | 2  | 2  | 2  | 2  | 2  | 2  |
| 110   | 2  | 34   | 2  | 4     | 3     | 5     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 111   | 2  | 52   | 2  | 2     | 3     | 5     | 1              | 8        | 2,3              | 3              | 4            | 4  | 4  | 4  | 4  | 4  | 4  |
| 112   | 2  | 50   | 2  | 2     | 3     | 5     | 1              | 8        | 2                | 3              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 113   | 2  | 42   | 2  | 3     | 3     | 5     | 1              | 8        | 2                | 3              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 114   | 2  | 48   | 2  | 3     | 3     | 5     | 1              | 1        | 2                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 5  |
| 115   | 2  | 49   | 2  | 2     | 3     | 5     | 1              | 8        | 3                | 2              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 116   | 1  | 29   | 2  | 4     | 5     | 5     | 1              | 4        | 6                | 1              | 3            | 4  | 3  | 3  | 3  | 2  | 3  |
| 117   | 2  | 46   | 2  | 2     | 3     | 5     | 1              | 8        | 1,2,3            | 2              | 5            | 4  | 4  | 4  | 4  | 4  | 4  |
| 118   | 2  | 50   | 2  | 2     | 3     | 5     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 119   | 2  | 44   | 2  | 4     | 3     | 5     | 1              | 1        | 3                | 1              | 1            | 2  | 2  | 2  | 2  | 2  | 2  |
| 120   | 2  | 29   | 2  | 4     | 3     | 5     | 1              | 8        | 1,3              | 2              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 121   | 2  | 26   | 1  | 4     | 8     | 5     | 1              | 8        | 1,2,3,4          | 3              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 122   | 2  | 49   | 2  | 3     | 3     | 5     | 1              | 1        | 2                | 2              | 1            | 4  | 4  | 4  | 4  | 4  | 2  |
| 123   | 1  | 26   | 1  | 2     | 2     | 3     | 1              | 7        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 124   | 2  | 51   | 2  | 4     | 3     | 5     | 1              | 1        | 1,2,3            | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 125   | 2  | 44   | 2  | 3     | 3     | 5     | 1              | 8        | 3                | 6              | 4            | 4  | 4  | 4  | 4  | 4  | 5  |
| 126   | 2  | 44   | 2  | 4     | 3     | 5     | 1              | 8        | 1,2,3            | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 127   | 1  | 35   | 2  | 5     | 3     | 5     | 1              | 1        | 1,3              | 1              | 4            | 4  | 3  | 2  | 4  | 3  | 4  |

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 128   | 2  | 27   | 2  | 3     | 2     | 3     | 1              | 8        | 1,2,4            | 3              | 4            | 1  | 3  | 1  | 3  | 3  | 4  |
| 129   | 2  | 34   | 2  | 2     | 2     | 3     | 1              | 7        | 2,4              | 1              | 1            | 4  | 3  | 3  | 3  | 4  | 4  |
| 130   | 1  | 31   | 2  | 4     | 2     | 5     | 1              | 2        | 3                | 1              | 1            | 5  | 4  | 4  | 4  | 4  | 4  |
| 131   | 1  | 26   | 1  | 2     | 2     | 2     | 1              | 1        | 1,2              | 1              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 132   | 2  | 23   | 1  | 2     | 2     | 3     | 1              | 8        | 2                | 1              | 2            | 5  | 4  | 5  | 4  | 3  | 4  |
| 133   | 2  | 23   | 1  | 2     | 2     | 1     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 134   | 2  | 25   | 2  | 2     | 2     | 5     | 1              | 3        | 3                | 2              | 4            | 4  | 4  | 4  | 4  | 4  | 4  |
| 135   | 2  | 23   | 1  | 4     | 2     | 2     | 1              | 8        | 2                | 1,2            | 3            | 4  | 4  | 4  | 4  | 4  | 3  |
| 136   | 2  | 21   | 1  | 2     | 2     | 2     | 1              | 4        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 3  |
| 137   | 2  | 23   | 1  | 4     | 2     | 4     | 1              | 1        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 138   | 2  | 23   | 1  | 2     | 2     | 2     | 1              | 1        | 1,2              | 1              | 5            | 4  | 4  | 4  | 4  | 4  | 4  |
| 139   | 2  | 31   | 2  | 2     | 2     | 2     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 5  |
| 140   | 2  | 27   | 2  | 3     | 2     | 3     | 1              | 1        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 141   | 2  | 21   | 1  | 2     | 2     | 3     | 1              | 1        | 2,3              | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 3  |
| 142   | 2  | 29   | 1  | 4     | 2     | 5     | 1              | 4        | 1,3              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 143   | 2  | 24   | 1  | 4     | 2     | 4     | 1              | 1        | 2,3              | 1              | 1            | 4  | 5  | 5  | 5  | 4  | 4  |
| 144   | 2  | 44   | 2  | 4     | 2     | 5     | 1              | 8        | 2                | 4              | 1            | 5  | 5  | 5  | 5  | 4  | 4  |
| 145   | 2  | 37   | 2  | 4     | 5     | 2     | 1              | 1        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 146   | 2  | 29   | 1  | 4     | 5     | 2     | 1              | 1        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 147   | 2  | 46   | 2  | 2     | 2     | 2     | 1              | 8        | 3                | 6              | 3            | 5  | 5  | 5  | 4  | 4  | 5  |
| 148   | 1  | 27   | 1  | 4     | 2     | 3     | 1              | 1        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 149   | 1  | 45   | 2  | 5     | 2     | 5     | 1              | 2        | 2                | 1              | 1            | 1  | 1  | 1  | 1  | 1  | 1  |
| 150   | 2  | 25   | 1  | 4     | 2     | 3     | 1              | 1        | 2                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 151   | 2  | 35   | 2  | 3     | 2     | 4     | 1              | 8        | 3                | 6              | 2            | 5  | 5  | 5  | 5  | 5  | 5  |
| 152   | 1  | 24   | 1  | 5     | 2     | 3     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 5  | 5  | 4  | 4  |
| 153   | 2  | 44   | 2  | 4     | 3     | 5     | 1              | 1        | 2                | 1              | 1            | 2  | 2  | 2  | 2  | 2  | 2  |
| 154   | 2  | 33   | 2  | 4     | 6     | 1     | 1              | 8        | 2                | 2              | 1            | 4  | 4  | 4  | 4  | 2  | 2  |
| 155   | 2  | 39   | 2  | 4     | 6     | 5     | 1              | 8        | 1                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 5  |
| 156   | 2  | 50   | 2  | 4     | 3     | 5     | 1              | 8        | 2                | 3              | 3            | 4  | 4  | 4  | 4  | 3  | 4  |
| 157   | 2  | 25   | 2  | 4     | 6     | 1     | 1              | 8        | 2,3              | 1,2            | 2,5          | 4  | 4  | 4  | 5  | 4  | 3  |
| 158   | 2  | 44   | 2  | 4     | 3     | 5     | 1              | 8        | 1,2,3            | 2              | 2            | 4  | 4  | 4  | 4  | 4  | 3  |
| 159   | 2  | 27   | 2  | 4     | 6     | 2     | 1              | 8        | 1,2,3            | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 160   | 2  | 24   | 1  | 4     | 6     | 1     | 1              | 8        | 1,3              | 1              | 1            | 4  | 4  | 5  | 4  | 3  | 4  |
| 161   | 2  | 45   | 2  | 4     | 3     | 5     | 1              | 1        | 3                | 2              | 3            | 4  | 5  | 4  | 5  | 5  | 5  |
| 162   | 2  | 22   | 1  | 4     | 6     | 1     | 1              | 1        | 2                | 1              | 3            | 4  | 4  | 4  | 4  | 3  | 4  |
| 163   | 2  | 44   | 2  | 4     | 6     | 5     | 1              | 8        | 2,3              | 1              | 1            | 2  | 2  | 2  | 2  | 2  | 4  |
| 164   | 2  | 53   | 2  | 4     | 3     | 5     | 1              | 8        | 3                | 1              | 1            | 2  | 2  | 2  | 2  | 2  | 4  |
| 165   | 2  | 53   | 2  | 4     | 6     | 5     | 1              | 8        | 2                | 1              | 1            | 2  | 2  | 2  | 2  | 2  | 4  |
| 166   | 1  | 33   | 2  | 1     | 9     | 1     | 1              | 1        | 1                | 1              | 1,3          | 2  | 2  | 2  | 2  | 2  | 4  |
| 167   | 2  | 35   | 2  | 2     | 3     | 2     | 1              | 8        | 2,3              | 1              | 1            | 4  | 4  | 5  | 3  | 3  | 5  |
| 168   | 2  | 49   | 2  | 2     | 3     | 4     | 1              | 1        | 2                | 1              | 1            | 4  | 5  | 4  | 4  | 4  | 3  |
| 169   | 2  | 27   | 1  | 2     | 2     | 1     | 1              | 1        | 2,3              | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 4  |
| 170   | 2  | 32   | 2  | 2     | 9     | 4     | 1              | 8        | 2                | 1              | 3            | 4  | 4  | 4  | 3  | 4  | 5  |
| 171   | 2  | 45   | 2  | 2     | 3     | 5     | 1              | 4        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 172   | 2  | 22   | 1  | 2     | 1     | 2     | 1              | 8        | 2,3              | 3              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 173   | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2,3,4          | 6              | 4            | 3  | 3  | 3  | 3  | 3  | 3  |
| 174   | 2  | 18   | 1  | 2     | 1     | 1     | 1              | 8        | 1,2,3            | 1              | 1            | 5  | 5  | 5  | 5  | 3  | 4  |
| 175   | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1                | 3              | 2            | 5  | 5  | 5  | 5  | 5  | 4  |
| 176   | 2  | 20   | 1  | 2     | 1     | 2     | 1              | 8        | 1                | 3              | 2            | 5  | 5  | 5  | 5  | 5  | 4  |
| 177   | 2  | 22   | 1  | 4     | 1     | 3     | 1              | 6        | 1,2,3,6          | 1              | 3            | 5  | 5  | 5  | 5  | 4  | 5  |
| 178   | 2  | 22   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2,3            | 2              | 1            | 5  | 5  | 5  | 2  | 4  | 4  |
| 179   | 2  | 26   | 1  | 4     | 5     | 5     | 1              | 8        | 1                | 3              | 3            | 4  | 4  | 4  | 4  | 4  | 3  |
| 180   | 1  | 27   | 2  | 4     | 2     | 5     | 1              | 8        | 2,3              | 1              | 1            | 4  | 4  | 2  | 4  | 3  | 4  |
| 181   | 2  | 23   | 1  | 4     | 1     | 4     | 1              | 5        | 1,2              | 1              | 1,2          | 4  | 4  | 4  | 3  | 3  | 3  |
| 182   | 2  | 24   | 1  | 4     | 1     | 4     | 1              | 1        | 1,2              | 1              | 1,2          | 4  | 4  | 4  | 4  | 4  | 4  |
| 183   | 1  | 22   | 1  | 4     | 1     | 3     | 1              | 2        | 1,2              | 1              | 1            | 4  | 4  | 3  | 3  | 3  | 4  |
| 184   | 2  | 23   | 1  | 4     | 1     | 4     | 1              | 7        | 1                | 1              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 185   | 1  | 28   | 1  | 4     | 2     | 5     | 1              | 8        | 3                | 3              | 3            | 4  | 4  | 4  | 4  | 4  | 4  |
| 186   | 2  | 28   | 2  | 4     | 2     | 5     | 1              | 8        | 2                | 3              | 1            | 4  | 4  | 4  | 5  | 5  | 4  |
| 187   | 2  | 21   | 1  | 2     | 9     | 1     | 1              | 3        | 2                | 1              | 5            | 4  | 4  | 4  | 4  | 3  | 3  |
| 188   | 2  | 21   | 1  | 2     | 1     | 2     | 1              | 8        | 1,2,3            | 3              | 3            | 4  | 4  | 5  | 5  | 3  | 4  |
| 189   | 2  | 19   | 1  | 2     | 1     | 1     | 1              | 3        | 2                | 1              | 1            | 4  | 3  | 4  | 4  | 3  | 4  |
| 190   | 2  | 24   | 1  | 2     | 2     | 1     | 1              | 2        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 191   | 2  | 25   | 1  | 4     | 2     | 5     | 1              | 8        | 2                | 6              | 4            | 2  | 2  | 3  | 3  | 2  | 4  |

| Resp. | JK | Umur | SP | Pddkn | Pkrjn | Pdptn | Menggunakan_SM | Merek_SM | Hal_diperhatikan | Tempat_membeli | Rekomendator | M1 | M2 | M3 | M4 | M5 | M6 |
|-------|----|------|----|-------|-------|-------|----------------|----------|------------------|----------------|--------------|----|----|----|----|----|----|
| 192   | 2  | 24   | 1  | 4     | 2     | 5     | 1              | 1        | 1,5              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 193   | 1  | 25   | 1  | 4     | 2     | 5     | 1              | 4        | 1,2              | 1              | 1            | 4  | 4  | 4  | 4  | 3  | 3  |
| 194   | 1  | 27   | 1  | 4     | 2     | 5     | 1              | 2        | 2,3              | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 195   | 2  | 22   | 1  | 3     | 2     | 5     | 1              | 4        | 3                | 1              | 1            | 5  | 5  | 5  | 5  | 5  | 5  |
| 196   | 1  | 27   | 2  | 3     | 2     | 1     | 1              | 7        | 2                | 1              | 3            | 4  | 4  | 4  | 5  | 5  | 4  |
| 197   | 1  | 25   | 1  | 4     | 2     | 5     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 198   | 1  | 28   | 1  | 4     | 2     | 5     | 1              | 5        | 1,2,3,4          | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 3  |
| 199   | 2  | 25   | 1  | 4     | 2     | 4     | 1              | 1        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 200   | 1  | 24   | 1  | 4     | 2     | 5     | 1              | 5        | 2                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 201   | 2  | 20   | 1  | 2     | 2     | 3     | 1              | 8        | 2                | 3              | 4            | 5  | 5  | 5  | 4  | 4  | 5  |
| 202   | 1  | 23   | 1  | 3     | 2     | 4     | 1              | 1        | 3                | 1              | 1            | 5  | 5  | 5  | 5  | 2  | 5  |
| 203   | 2  | 24   | 2  | 2     | 2     | 2     | 1              | 8        | 2                | 2              | 2            | 4  | 4  | 4  | 4  | 4  | 4  |
| 204   | 2  | 24   | 1  | 3     | 2     | 3     | 1              | 2        | 3                | 1              | 1            | 4  | 4  | 4  | 4  | 4  | 4  |
| 205   | 2  | 22   | 1  | 3     | 2     | 2     | 1              | 8        | 2                | 6              | 4            | 4  | 4  | 4  | 4  | 4  | 4  |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 2  | 4  | 3.13 | 3  | 4  | 2  | 3.00 | 4  | 3  | 2  | 2  | 2  | 4  | 3  | 4  | 3.0 | 5  | 5  | 5  | 5  | 5  | 5.00 | 4  | 4  | 3  | 4  | 4  | 3.80 | 4  | 5  | 5  | 4.67 | 5   | 5   | 5   | 5   | 5.00 |
| 2  | 5  | 4.38 | 3  | 5  | 5  | 4.33 | 4  | 2  | 3  | 3  | 5  | 5  | 5  | 3  | 3.8 | 5  | 5  | 5  | 1  | 5  | 4.20 | 5  | 3  | 4  | 2  | 5  | 3.80 | 1  | 5  | 1  | 2.33 | 5   | 5   | 4   | 5   | 4.75 |
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3.0 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 4  | 3.13 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 3  | 4  | 4  | 4  | 4  | 3.80 | 3  | 4  | 3  | 4  | 4  | 3.60 | 4  | 3  | 3  | 3.33 | 4   | 3   | 3   | 3   | 3.25 |
| 4  | 4  | 3.50 | 4  | 4  | 3  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 5  | 5  | 5  | 5  | 5  | 5.00 | 5  | 5  | 3  | 5  | 5  | 4.60 | 5  | 5  | 5  | 5.00 | 5   | 4   | 4   | 5   | 4.50 |
| 3  | 3  | 4.00 | 3  | 4  | 3  | 3.33 | 3  | 3  | 3  | 3  | 3  | 4  | 3  | 3  | 3.1 | 3  | 3  | 3  | 3  | 3  | 3.00 | 4  | 4  | 3  | 3  | 4  | 3.60 | 4  | 5  | 3  | 4.00 | 3   | 4   | 3   | 4   | 3.50 |
| 3  | 4  | 3.88 | 4  | 4  | 3  | 3.67 | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 4  | 4  | 4  | 3.80 | 3  | 3  | 4  | 3  | 4  | 3.40 | 3  | 3  | 3  | 3.00 | 3   | 4   | 4   | 4   | 3.75 |
| 3  | 4  | 3.38 | 4  | 4  | 4  | 4.00 | 3  | 2  | 3  | 4  | 4  | 4  | 4  | 2  | 3.3 | 3  | 3  | 2  | 4  | 3  | 3.00 | 3  | 2  | 4  | 2  | 4  | 3.00 | 3  | 3  | 4  | 3.33 | 4   | 3   | 4   | 3   | 3.50 |
| 3  | 3  | 3.00 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3.0 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 3  | 3.20 | 3  | 3  | 3  | 3.00 | 3   | 3   | 4   | 4   | 3.50 |
| 4  | 5  | 4.00 | 4  | 5  | 5  | 4.67 | 5  | 5  | 5  | 5  | 5  | 5  | 4  | 3  | 4.6 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 5  | 3  | 5  | 3.80 | 2  | 5  | 5  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 3  | 3.63 | 4  | 3  | 4  | 3.67 | 2  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.4 | 5  | 5  | 5  | 5  | 5  | 5.00 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 3   | 3   | 3.50 |
| 4  | 4  | 4.25 | 4  | 4  | 4  | 4.00 | 3  | 3  | 2  | 2  | 2  | 5  | 5  | 3  | 3.1 | 5  | 5  | 3  | 5  | 5  | 4.60 | 4  | 4  | 4  | 3  | 5  | 4.00 | 5  | 4  | 4  | 4.33 | 5   | 4   | 5   | 3   | 4.25 |
| 4  | 3  | 3.38 | 4  | 4  | 2  | 3.33 | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 5  | 5  | 5  | 4.40 | 4  | 3  | 4  | 4  | 4  | 3.80 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 5   | 4.25 |
| 3  | 4  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.63 | 5  | 4  | 2  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 5  | 5  | 4  | 4.40 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 5   | 4   | 5   | 3   | 4.25 |
| 3  | 5  | 4.63 | 4  | 5  | 4  | 4.33 | 5  | 3  | 4  | 5  | 5  | 5  | 5  | 5  | 4.6 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 4  | 4  | 4  | 3  | 3.80 | 3  | 3  | 3  | 3.00 | 3   | 4   | 3   | 3   | 3.25 |
| 4  | 3  | 1.88 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 4  | 3  | 3  | 3  | 3.3 | 4  | 4  | 2  | 4  | 3  | 3.40 | 3  | 3  | 4  | 3  | 4  | 3.40 | 2  | 4  | 3  | 3.00 | 5   | 4   | 5   | 5   | 4.75 |
| 3  | 4  | 2.75 | 4  | 4  | 2  | 3.33 | 3  | 3  | 2  | 2  | 3  | 4  | 4  | 2  | 2.9 | 4  | 4  | 4  | 3  | 5  | 4.00 | 2  | 2  | 4  | 2  | 2  | 2.40 | 5  | 4  | 3  | 4.00 | 4   | 3   | 4   | 4   | 3.75 |
| 3  | 3  | 3.63 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 3.8 | 3  | 3  | 5  | 5  | 5  | 4.20 | 4  | 4  | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 3  | 3.50 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 4  | 4  | 3  | 3.80 | 3  | 3  | 4  | 3  | 3  | 3.20 | 3  | 3  | 3  | 3.00 | 3   | 3   | 4   | 3   | 3.25 |
| 2  | 3  | 3.75 | 4  | 4  | 4  | 4.00 | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 3.6 | 3  | 3  | 2  | 3  | 3  | 2.80 | 3  | 3  | 4  | 3  | 4  | 3.40 | 3  | 3  | 4  | 3.33 | 4   | 4   | 3   | 3   | 3.50 |
| 2  | 4  | 3.50 | 4  | 5  | 5  | 4.67 | 4  | 4  | 5  | 5  | 5  | 5  | 5  | 5  | 4.8 | 5  | 5  | 5  | 5  | 5  | 5.00 | 5  | 5  | 4  | 4  | 5  | 4.60 | 1  | 2  | 2  | 1.67 | 3   | 4   | 3   | 4   | 3.50 |
| 5  | 5  | 3.63 | 2  | 5  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 5  | 5  | 5  | 4.60 | 4  | 5  | 5  | 3  | 4  | 4.20 | 1  | 1  | 1  | 1.00 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 3  | 3  | 3  | 3  | 4  | 3.5 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 3  | 3  | 3.33 | 3   | 4   | 4   | 4   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 5  | 5  | 3  | 5  | 5  | 4.60 | 3  | 3  | 4  | 3  | 4  | 3.40 | 4  | 4  | 3  | 3.67 | 3   | 3   | 5   | 3   | 3.50 |
| 4  | 3  | 3.63 | 4  | 4  | 3  | 3.67 | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3.9 | 4  | 3  | 4  | 4  | 3  | 3.60 | 4  | 3  | 4  | 4  | 4  | 3.80 | 3  | 3  | 3  | 3.00 | 4   | 4   | 5   | 3   | 4.00 |
| 3  | 3  | 3.00 | 3  | 5  | 3  | 3.67 | 3  | 3  | 3  | 5  | 5  | 5  | 5  | 3  | 4.0 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3.00 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 3  | 4  | 3.80 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.13 | 2  | 4  | 4  | 3.33 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 4  | 4  | 3.60 | 3  | 3  | 4  | 3  | 3  | 3.20 | 4  | 3  | 3  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 2  | 4  | 3.75 | 4  | 4  | 2  | 3.33 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 5   | 4   | 4   | 3   | 4.00 |
| 2  | 3  | 3.38 | 4  | 4  | 4  | 4.00 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 3  | 3.1 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 3  | 4  | 3  | 4  | 3.60 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 4   | 4.00 |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 5  | 3  | 2.75 | 4  | 4  | 3  | 3.67 | 1  | 1  | 3  | 3  | 3  | 3  | 3  | 3  | 2.5 | 4  | 5  | 5  | 5  | 5  | 4.80 | 3  | 1  | 1  | 3  | 4  | 2.40 | 3  | 3  | 3  | 3.00 | 3   | 3   | 5   | 3   | 3.50 |
| 4  | 4  | 4.50 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 5  | 5  | 3  | 3.8 | 3  | 2  | 3  | 3  | 3  | 2.80 | 3  | 2  | 3  | 3  | 4  | 3.00 | 5  | 4  | 3  | 4.00 | 3   | 3   | 4   | 2   | 3.00 |
| 4  | 4  | 3.88 | 4  | 4  | 5  | 4.33 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 4  | 3  | 3.20 | 3  | 3  | 3  | 3.00 | 4   | 4   | 5   | 5   | 4.50 |
| 5  | 3  | 4.75 | 5  | 5  | 2  | 4.00 | 2  | 5  | 4  | 5  | 5  | 5  | 5  | 3  | 4.3 | 3  | 3  | 5  | 5  | 5  | 4.20 | 3  | 3  | 4  | 4  | 4  | 3.60 | 2  | 3  | 3  | 2.67 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 5  | 4.25 | 5  | 5  | 5  | 5.00 | 5  | 4  | 4  | 5  | 5  | 5  | 5  | 4  | 4.6 | 5  | 5  | 5  | 5  | 5  | 5.00 | 2  | 2  | 3  | 3  | 3  | 2.60 | 2  | 4  | 4  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 3  | 4  | 4  | 3.80 | 4  | 3  | 4  | 4  | 4  | 3.80 | 4  | 5  | 5  | 4.67 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 5  | 4.38 | 4  | 5  | 4  | 4.33 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 5  | 4  | 4  | 4.20 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 5  | 3  | 4  | 4  | 3  | 3.5 | 3  | 3  | 2  | 5  | 5  | 3.60 | 4  | 4  | 4  | 3  | 3  | 3.60 | 3  | 3  | 5  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.25 | 5  | 4  | 5  | 4.67 | 4  | 5  | 3  | 5  | 1  | 4  | 4  | 4  | 3.8 | 3  | 2  | 4  | 4  | 4  | 3.40 | 4  | 4  | 5  | 4  | 4  | 4.20 | 1  | 3  | 3  | 2.33 | 4   | 4   | 5   | 3   | 4.00 |
| 5  | 5  | 4.88 | 4  | 4  | 3  | 3.67 | 4  | 4  | 3  | 5  | 5  | 5  | 5  | 2  | 4.1 | 5  | 4  | 5  | 5  | 5  | 4.80 | 3  | 3  | 4  | 4  | 5  | 3.80 | 5  | 5  | 5  | 5.00 | 3   | 4   | 4   | 5   | 4.00 |
| 3  | 3  | 3.63 | 4  | 3  | 4  | 3.67 | 3  | 4  | 3  | 3  | 4  | 5  | 5  | 3  | 3.8 | 3  | 3  | 4  | 5  | 5  | 4.00 | 4  | 3  | 4  | 3  | 3  | 3.40 | 3  | 4  | 3  | 3.33 | 4   | 3   | 5   | 3   | 3.75 |
| 2  | 2  | 3.13 | 3  | 2  | 4  | 3.00 | 2  | 4  | 1  | 5  | 5  | 4  | 4  | 1  | 3.3 | 5  | 4  | 3  | 5  | 5  | 4.40 | 4  | 2  | 4  | 2  | 5  | 3.40 | 4  | 2  | 2  | 2.67 | 3   | 2   | 1   | 1   | 1.75 |
| 2  | 2  | 3.13 | 3  | 2  | 4  | 3.00 | 2  | 4  | 1  | 5  | 5  | 4  | 4  | 1  | 3.3 | 5  | 4  | 3  | 5  | 5  | 4.40 | 4  | 2  | 4  | 2  | 5  | 3.40 | 4  | 2  | 2  | 2.67 | 3   | 2   | 1   | 1   | 1.75 |
| 4  | 4  | 3.38 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 3  | 4  | 3  | 3  | 3.40 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 3  | 3.75 | 5  | 5  | 3  | 4.33 | 3  | 3  | 4  | 4  | 3  | 4  | 4  | 3  | 3.5 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 5   | 5   | 5   | 4   | 4.75 |
| 2  | 4  | 4.38 | 3  | 4  | 4  | 3.67 | 3  | 3  | 3  | 5  | 5  | 5  | 5  | 3  | 4.0 | 3  | 3  | 3  | 4  | 4  | 3.40 | 4  | 4  | 4  | 3  | 4  | 3.80 | 2  | 3  | 3  | 2.67 | 5   | 4   | 4   | 3   | 4.00 |
| 4  | 3  | 3.38 | 3  | 5  | 3  | 3.67 | 2  | 2  | 2  | 5  | 5  | 4  | 5  | 3  | 3.5 | 5  | 5  | 5  | 5  | 5  | 5.00 | 4  | 3  | 5  | 2  | 5  | 3.80 | 2  | 4  | 4  | 3.33 | 4   | 4   | 5   | 4   | 4.25 |
| 3  | 3  | 3.50 | 3  | 4  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 3  | 4  | 4  | 5  | 4.00 | 4  | 3  | 4  | 3  | 3  | 3.40 | 2  | 3  | 2  | 2.33 | 4   | 4   | 4   | 3   | 3.75 |
| 2  | 4  | 2.25 | 4  | 4  | 4  | 4.00 | 2  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 5  | 4  | 4.25 | 4  | 5  | 5  | 4.67 | 5  | 5  | 5  | 4  | 5  | 4  | 5  | 5  | 4.8 | 5  | 4  | 5  | 5  | 4  | 4.60 | 4  | 4  | 3  | 4  | 4  | 3.80 | 2  | 4  | 4  | 3.33 | 3   | 4   | 4   | 5   | 4.00 |
| 3  | 4  | 2.75 | 3  | 4  | 3  | 3.33 | 3  | 3  | 2  | 5  | 5  | 5  | 5  | 3  | 3.9 | 5  | 5  | 5  | 5  | 1  | 4.20 | 3  | 1  | 5  | 5  | 1  | 3.00 | 1  | 1  | 1  | 1.00 | 5   | 5   | 5   | 5   | 5.00 |
| 2  | 4  | 4.00 | 4  | 5  | 5  | 4.67 | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 5  | 4.6 | 4  | 4  | 5  | 5  | 5  | 4.60 | 4  | 4  | 4  | 4  | 5  | 4.20 | 5  | 5  | 5  | 5.00 | 5   | 5   | 4   | 4   | 4.50 |
| 5  | 3  | 3.50 | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 3  | 3  | 1  | 3  | 3  | 2.60 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3.00 | 5   | 4   | 4   | 3   | 4.00 |
| 4  | 4  | 4.00 | 3  | 3  | 3  | 3.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 4  | 2  | 3  | 4  | 3.40 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.25 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 3  | 4  | 3.40 | 3  | 3  | 3  | 3  | 4  | 3.20 | 3  | 4  | 3  | 3.33 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 4  | 4.88 | 4  | 5  | 5  | 4.67 | 3  | 4  | 3  | 3  | 4  | 4  | 5  | 4  | 3.8 | 4  | 5  | 5  | 4  | 4  | 4.40 | 5  | 3  | 5  | 4  | 5  | 4.40 | 2  | 3  | 3  | 2.67 | 5   | 5   | 5   | 4   | 4.75 |
| 4  | 3  | 4.25 | 5  | 4  | 3  | 4.00 | 4  | 4  | 2  | 4  | 4  | 5  | 4  | 2  | 3.6 | 4  | 3  | 4  | 4  | 3  | 3.60 | 3  | 3  | 4  | 3  | 3  | 3.20 | 4  | 4  | 3  | 3.67 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 5  | 3.50 | 4  | 5  | 3  | 4.00 | 3  | 3  | 3  | 3  | 4  | 3  | 3  | 3  | 3.1 | 4  | 4  | 3  | 4  | 4  | 3.80 | 3  | 3  | 3  | 2  | 3  | 2.80 | 3  | 4  | 3  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 1  | 3.25 | 4  | 2  | 4  | 3.33 | 2  | 2  | 4  | 3  | 3  | 4  | 4  | 3  | 3.1 | 1  | 5  | 5  | 5  | 5  | 4.20 | 4  | 3  | 4  | 1  | 4  | 3.20 | 5  | 5  | 5  | 5.00 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 4  | 3.75 | 4  | 3  | 4  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 3.4 | 4  | 3  | 5  | 5  | 5  | 4.40 | 4  | 3  | 4  | 3  | 4  | 3.60 | 3  | 4  | 3  | 3.33 | 3   | 3   | 5   | 3   | 3.50 |
| 4  | 4  | 4.00 | 5  | 5  | 5  | 5.00 | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.6 | 4  | 4  | 4  | 5  | 5  | 4.40 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 4  | 4  | 3.67 | 4   | 4   | 5   | 4   | 4.25 |
| 4  | 5  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 3  | 3.80 | 4  | 4  | 3  | 3.67 | 4   | 3   | 4   | 4   | 3.75 |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5   | T    | P1 | P2 | P3   | P    | Kw1 | Kw2 | Kw3 | Kw4  | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|------|------|----|----|------|------|-----|-----|-----|------|------|
| 3  | 3  | 3.63 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 3  | 3  | 4  | 4  | 3  | 3.40 | 3  | 3  | 3  | 3  | 3    | 3.00 | 4  | 3  | 3    | 3.33 | 3   | 4   | 4   | 4    | 3.75 |
| 4  | 3  | 2.63 | 3  | 4  | 3  | 3.33 | 2  | 2  | 2  | 2  | 2  | 2  | 2  | 2  | 2.0 | 2  | 5  | 5  | 5  | 5  | 4.40 | 2  | 2  | 2  | 2  | 2    | 2.00 | 3  | 3  | 3    | 3.00 | 3   | 3   | 4   | 3    | 3.25 |
| 5  | 5  | 4.63 | 5  | 5  | 5  | 5.00 | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 3  | 4.4 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 4  | 5    | 3.60 | 5  | 5  | 5    | 5.00 | 5   | 5   | 5   | 5    | 5.00 |
| 3  | 4  | 3.88 | 2  | 5  | 4  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 5  | 5  | 4  | 4  | 4  | 4.40 | 3  | 3  | 3  | 4  | 4    | 3.40 | 4  | 4  | 4    | 4.00 | 4   | 4   | 4   | 4    | 4.00 |
| 3  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 3  | 3  | 4  | 4  | 4  | 3.8 | 4  | 3  | 3  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4  | 4    | 4.00 | 4  | 4  | 4    | 4.00 | 4   | 4   | 4   | 4    | 4.00 |
| 4  | 4  | 3.88 | 5  | 4  | 4  | 4.33 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 3  | 4  | 4  | 4    | 3.80 | 4  | 3  | 3    | 3.33 | 4   | 4   | 4   | 4    | 4.00 |
| 3  | 3  | 3.38 | 4  | 3  | 3  | 3.33 | 3  | 2  | 2  | 3  | 4  | 3  | 4  | 2  | 2.9 | 4  | 3  | 4  | 4  | 3  | 3.60 | 3  | 2  | 3  | 3  | 4    | 3.00 | 3  | 4  | 3    | 3.33 | 3   | 3   | 4   | 3    | 3.25 |
| 4  | 3  | 4.38 | 5  | 3  | 5  | 4.33 | 4  | 4  | 3  | 5  | 5  | 5  | 5  | 2  | 4.1 | 3  | 1  | 5  | 5  | 5  | 3.80 | 4  | 3  | 4  | 3  | 2    | 3.20 | 4  | 4  | 4    | 4.00 | 3   | 2   | 4   | 4    | 3.25 |
| 3  | 3  | 3.63 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 4  | 4  | 4    | 3.60 | 3  | 3  | 3    | 3.00 | 3   | 3   | 3   | 3    | 3.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 5  | 5  | 5  | 4.60 | 3  | 3  | 3  | 3  | 4    | 3.20 | 2  | 4  | 3    | 3.00 | 5   | 5   | 5   | 5    | 5.00 |
| 5  | 4  | 4.63 | 3  | 5  | 3  | 3.67 | 3  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 3.4 | 4  | 5  | 4  | 4  | 4  | 4.20 | 4  | 3  | 4  | 3  | 3    | 3.40 | 2  | 3  | 3    | 2.67 | 4   | 4   | 5   | 4    | 4.25 |
| 4  | 4  | 4.13 | 5  | 4  | 5  | 4.67 | 5  | 4  | 5  | 4  | 4  | 4  | 4  | 4  | 4.3 | 4  | 4  | 4  | 4  | 4  | 4.00 | 5  | 5  | 5  | 5  | 4    | 4.80 | 5  | 4  | 4    | 4.33 | 4   | 3   | 4   | 4    | 3.75 |
| 4  | 3  | 3.75 | 3  | 3  | 4  | 3.33 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 3  | 4  | 3  | 4    | 3.60 | 3  | 3  | 3    | 3.00 | 3   | 3   | 4   | 3    | 3.25 |
| 4  | 3  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 5  | 4  | 4  | 5  | 4  | 4.3 | 5  | 3  | 4  | 5  | 5  | 4.40 | 4  | 4  | 4  | 4  | 4    | 4.00 | 3  | 4  | 4    | 3.67 | 4   | 4   | 5   | 3    | 4.00 |
| 5  | 5  | 4.63 | 5  | 4  | 5  | 4.67 | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.6 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 4  | 3  | 4    | 3.40 | 4  | 5  | 4    | 4.33 | 4   | 4   | 5   | 4    | 4.25 |
| 4  | 5  | 4.25 | 4  | 4  | 3  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 5  | 4.20 | 5    | 4  | 4  | 4.33 | 4    | 4   | 4   | 5   | 4.25 |      |
| 5  | 5  | 3.88 | 2  | 2  | 2  | 2.00 | 4  | 4  | 3  | 4  | 4  | 3  | 5  | 4  | 3.9 | 5  | 5  | 3  | 4  | 4  | 4.20 | 4  | 3  | 3  | 4  | 3    | 3.40 | 3  | 3  | 3    | 3.00 | 5   | 5   | 5   | 3    | 4.50 |
| 3  | 3  | 3.00 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3.0 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3    | 3.00 | 3  | 3  | 3    | 3.00 | 3   | 3   | 3   | 3    | 3.00 |
| 4  | 4  | 3.88 | 4  | 4  | 2  | 3.33 | 4  | 4  | 2  | 4  | 4  | 4  | 4  | 4  | 3.8 | 4  | 3  | 4  | 4  | 3  | 3.60 | 4  | 4  | 4  | 4  | 4    | 4.00 | 3  | 3  | 3    | 3.00 | 4   | 4   | 4   | 3    | 3.75 |
| 3  | 3  | 3.75 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 5  | 5  | 3  | 3  | 3  | 3.5 | 2  | 3  | 3  | 5  | 4  | 3.40 | 3  | 3  | 3  | 3  | 4    | 3.20 | 4  | 4  | 4    | 4.00 | 4   | 4   | 3   | 3    | 3.50 |
| 3  | 3  | 3.63 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 5  | 5  | 3  | 4  | 3  | 3.9 | 4  | 4  | 5  | 5  | 5  | 4.60 | 4  | 4  | 4  | 4  | 4    | 4.00 | 4  | 5  | 4    | 4.33 | 3   | 4   | 5   | 4    | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3.8 | 4  | 2  | 2  | 4  | 3  | 3.00 | 4  | 3  | 4  | 3  | 3    | 3.40 | 4  | 4  | 4    | 4.00 | 4   | 4   | 4   | 2    | 3.50 |
| 4  | 3  | 3.75 | 4  | 3  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3.8 | 4  | 2  | 2  | 3  | 3  | 2.80 | 3  | 2  | 4  | 2  | 3    | 2.80 | 4  | 4  | 3    | 3.67 | 3   | 3   | 4   | 2    | 3.00 |
| 4  | 4  | 3.75 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 3  | 5  | 5  | 4.20 | 4  | 3  | 4  | 4  | 4    | 3.80 | 3  | 3  | 3    | 3.00 | 4   | 4   | 4   | 4    | 3.75 |
| 3  | 3  | 4.25 | 5  | 3  | 4  | 4.00 | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3  | 3.6 | 4  | 3  | 3  | 4  | 4  | 3.60 | 4  | 3  | 4  | 3  | 4    | 3.60 | 4  | 4  | 4    | 4.00 | 4   | 4   | 4   | 3    | 3.75 |
| 4  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 3  | 3  | 4  | 5  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 3  | 4  | 3  | 3.40 | 4  | 3  | 4  | 4  | 4    | 3.80 | 4  | 3  | 4    | 3.67 | 4   | 4   | 4   | 3    | 3.75 |
| 4  | 3  | 3.88 | 4  | 5  | 5  | 4.67 | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.1 | 5  | 3  | 2  | 5  | 5  | 4.00 | 4  | 4  | 2  | 3  | 4    | 3.40 | 4  | 5  | 4    | 4.33 | 4   | 4   | 4   | 3    | 3.75 |
| 4  | 3  | 3.38 | 4  | 3  | 4  | 3.67 | 3  | 4  | 3  | 5  | 4  | 5  | 4  | 3  | 3.9 | 4  | 4  | 1  | 4  | 4  | 3.40 | 3  | 3  | 4  | 3  | 3    | 3.20 | 5  | 4  | 3    | 4.00 | 3   | 3   | 4   | 3    | 3.25 |
| 2  | 3  | 3.63 | 5  | 5  | 5  | 5.00 | 4  | 4  | 4  | 5  | 5  | 4  | 4  | 4  | 4.3 | 4  | 5  | 5  | 5  | 3  | 4.40 | 4  | 4  | 4  | 4  | 4    | 4.00 | 4  | 3  | 3    | 3.33 | 3   | 4   | 4   | 4    | 3.75 |
| 4  | 4  | 3.50 | 3  | 3  | 3  | 3.00 | 4  | 4  | 3  | 5  | 5  | 4  | 4  | 3  | 4.0 | 4  | 3  | 3  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4  | 4    | 4.00 | 4  | 5  | 4    | 4.33 | 4   | 4   | 4   | 3    | 3.75 |
| 5  | 4  | 4.13 | 5  | 4  | 3  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 3  | 5  | 5  | 4.20 | 4  | 3  | 4  | 3  | 3    | 3.40 | 5  | 5  | 5    | 5.00 | 5   | 5   | 5   | 4    | 4.75 |
| 5  | 2  | 3.88 | 4  | 4  | 5  | 4.33 | 3  | 4  | 3  | 5  | 4  | 4  | 4  | 2  | 3.6 | 2  | 2  | 4  | 4  | 4  | 3.20 | 3  | 3  | 3  | 2  | 4    | 3.00 | 4  | 4  | 4    | 4.00 | 4   | 2   | 5   | 3    | 3.50 |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 4  | 4  | 3.75 | 3  | 3  | 4  | 3.33 | 3  | 2  | 2  | 4  | 4  | 4  | 4  | 3  | 3.3 | 4  | 3  | 2  | 5  | 3  | 3.40 | 3  | 3  | 4  | 3  | 4  | 3.40 | 2  | 3  | 3  | 2.67 | 4   | 4   | 5   | 3   | 4.00 |
| 4  | 4  | 3.00 | 3  | 4  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 3  | 3  | 1  | 4  | 4  | 3.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 3  | 3  | 4  | 4  | 3.60 | 4  | 3  | 4  | 4  | 3  | 3.60 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 4.50 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 2  | 4  | 4  | 4  | 2  | 3.5 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 5  | 4.20 | 2  | 4  | 4  | 3.33 | 4   | 4   | 4   | 2   | 3.50 |
| 3  | 3  | 4.25 | 3  | 3  | 4  | 3.33 | 4  | 5  | 3  | 4  | 4  | 4  | 5  | 2  | 3.9 | 3  | 2  | 3  | 5  | 5  | 3.60 | 4  | 4  | 5  | 3  | 5  | 4.20 | 3  | 5  | 3  | 3.67 | 3   | 3   | 5   | 4   | 3.75 |
| 3  | 3  | 3.63 | 4  | 3  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 3  | 3  | 5  | 5  | 5  | 4.20 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 4  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 3  | 3.63 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 3  | 3  | 3  | 3  | 3  | 3.00 | 4  | 3  | 4  | 3  | 3  | 3.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.63 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 2  | 3.4 | 3  | 3  | 2  | 5  | 5  | 3.60 | 3  | 2  | 3  | 3  | 3  | 2.80 | 4  | 5  | 5  | 4.67 | 4   | 4   | 3   | 3   | 3.50 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 2  | 3.0 | 4  | 2  | 3  | 4  | 4  | 3.40 | 2  | 2  | 3  | 2  | 3  | 2.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 4  | 3.63 | 4  | 3  | 3  | 3.33 | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3  | 3.0 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 4  | 4  | 3.67 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 4  | 4.75 | 5  | 4  | 4  | 4.33 | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 3  | 4.4 | 4  | 4  | 4  | 4  | 5  | 4.20 | 4  | 2  | 4  | 3  | 4  | 3.40 | 4  | 5  | 4  | 4.33 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 3  | 4.25 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 3  | 3  | 3.33 | 3   | 3   | 3   | 3   | 3.00 |
| 5  | 5  | 5.00 | 5  | 5  | 5  | 5.00 | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 4  | 4.5 | 5  | 4  | 4  | 4  | 5  | 4.40 | 4  | 4  | 4  | 4  | 5  | 4.20 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 2  | 2.25 | 4  | 4  | 4  | 4.00 | 2  | 2  | 2  | 4  | 4  | 2  | 3  | 2  | 2.6 | 3  | 3  | 2  | 1  | 3  | 2.40 | 3  | 3  | 3  | 2  | 2  | 2.60 | 2  | 3  | 3  | 2.67 | 3   | 3   | 3   | 2   | 2.75 |
| 2  | 4  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 2  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 2  | 4  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 1  | 4  | 4  | 5  | 4  | 3.8 | 4  | 4  | 4  | 5  | 5  | 4.40 | 5  | 5  | 5  | 5  | 5  | 5.00 | 5  | 5  | 5  | 5.00 | 5   | 5   | 4   | 3   | 4.25 |
| 3  | 3  | 3.63 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 3.4 | 4  | 5  | 1  | 5  | 5  | 4.00 | 4  | 3  | 4  | 3  | 4  | 3.60 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 4   | 4.75 |
| 5  | 5  | 5.00 | 5  | 5  | 5  | 5.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 5  | 4  | 4  | 4  | 5  | 4.40 | 4  | 4  | 4  | 4  | 4  | 4.00 | 5  | 5  | 5  | 5.00 | 4   | 5   | 5   | 3   | 4.25 |
| 4  | 3  | 3.88 | 4  | 4  | 4  | 4.00 | 3  | 2  | 4  | 4  | 4  | 4  | 4  | 2  | 3.4 | 5  | 5  | 2  | 5  | 5  | 4.40 | 4  | 2  | 4  | 2  | 4  | 3.20 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 4   | 4.75 |
| 3  | 3  | 3.00 | 4  | 4  | 2  | 3.33 | 3  | 3  | 3  | 4  | 4  | 3  | 4  | 3  | 3.4 | 4  | 4  | 2  | 4  | 4  | 3.60 | 4  | 3  | 4  | 4  | 3  | 3.60 | 3  | 4  | 2  | 3.00 | 3   | 3   | 5   | 3   | 3.50 |
| 3  | 3  | 3.75 | 4  | 4  | 3  | 3.67 | 4  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.6 | 4  | 4  | 2  | 5  | 5  | 4.00 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.75 | 4  | 4  | 3  | 3.67 | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.6 | 3  | 3  | 4  | 4  | 4  | 3.60 | 3  | 3  | 3  | 3  | 3  | 3.00 | 4  | 4  | 4  | 4.00 | 3   | 3   | 4   | 3   | 3.25 |
| 2  | 2  | 2.00 | 2  | 2  | 2  | 2.00 | 2  | 2  | 2  | 2  | 4  | 4  | 4  | 2  | 2.8 | 4  | 2  | 2  | 2  | 2  | 2.40 | 2  | 2  | 2  | 2  | 2  | 2.00 | 2  | 2  | 2  | 2.00 | 3   | 3   | 2   | 2   | 2.50 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 2  | 3  | 3  | 3.20 | 3  | 3  | 3  | 4  | 3  | 3.20 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 3  | 3.50 | 3  | 3  | 4  | 3.33 | 4  | 4  | 3  | 4  | 3  | 4  | 4  | 4  | 3.8 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 5  | 5  | 4.33 | 5   | 5   | 4   | 3   | 4.25 |
| 3  | 3  | 3.63 | 3  | 3  | 4  | 3.33 | 3  | 4  | 4  | 3  | 3  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 4  | 4  | 3.60 | 4  | 3  | 4  | 4  | 3  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 5  | 4.33 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 5  | 5  | 4  | 5  | 5  | 4.80 | 4  | 3  | 5  | 3  | 3  | 3.60 | 3  | 3  | 4  | 3.33 | 4   | 4   | 5   | 5   | 4.50 |
| 5  | 4  | 4.25 | 5  | 5  | 4  | 4.67 | 4  | 4  | 4  | 4  | 5  | 4  | 4  | 4  | 4.1 | 4  | 5  | 5  | 5  | 5  | 4.80 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 3  | 4  | 3  | 3.60 | 3  | 3  | 4  | 2  | 3  | 3.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 2  | 3.13 | 4  | 3  | 5  | 4.00 | 3  | 3  | 4  | 5  | 5  | 5  | 4  | 3  | 4.0 | 4  | 3  | 2  | 3  | 4  | 3.20 | 2  | 3  | 4  | 3  | 4  | 3.20 | 3  | 4  | 3  | 3.33 | 5   | 4   | 3   | 5   | 4.25 |



| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 4  | 4  | 2.88 | 3  | 4  | 3  | 3.33 | 3  | 3  | 3  | 5  | 5  | 5  | 5  | 3  | 4.0 | 3  | 5  | 5  | 5  | 3  | 4.20 | 3  | 3  | 4  | 3  | 3  | 3.20 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 4  | 3.63 | 4  | 4  | 3  | 3.67 | 4  | 4  | 3  | 4  | 4  | 4  | 3  | 3  | 3.6 | 3  | 3  | 4  | 4  | 3  | 3.40 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 4  | 2  | 3.33 | 4   | 4   | 5   | 3   | 4.00 |
| 4  | 4  | 4.13 | 5  | 4  | 3  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 5  | 5  | 4  | 2  | 4.00 | 4  | 3  | 4  | 3  | 4  | 3.60 | 5  | 5  | 4  | 4.67 | 4   | 4   | 4   | 4   | 4.00 |
| 3  | 4  | 3.88 | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 4  | 4  | 3  | 3  | 3  | 3.3 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 4  | 3  | 3  | 4  | 3.60 | 4  | 3  | 4  | 3.67 | 4   | 4   | 5   | 4   | 4.25 |
| 4  | 3  | 4.00 | 4  | 5  | 3  | 4.00 | 2  | 2  | 4  | 3  | 3  | 2  | 4  | 2  | 2.8 | 5  | 3  | 4  | 5  | 4  | 4.20 | 4  | 2  | 1  | 2  | 5  | 2.80 | 5  | 4  | 5  | 4.67 | 5   | 4   | 5   | 4   | 4.50 |
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 4  | 2  | 2  | 5  | 3  | 3.20 | 4  | 3  | 3  | 3  | 4  | 3.40 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 5  | 5  | 4.67 | 5  | 5  | 4  | 5  | 5  | 5  | 5  | 4  | 4.8 | 4  | 4  | 5  | 5  | 5  | 4.60 | 5  | 4  | 5  | 4  | 4  | 4.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 5   | 4   | 4.25 |
| 4  | 5  | 4.00 | 3  | 4  | 4  | 3.67 | 2  | 2  | 2  | 5  | 5  | 5  | 5  | 3  | 3.6 | 4  | 3  | 2  | 2  | 2  | 2.60 | 4  | 2  | 3  | 3  | 4  | 3.20 | 5  | 5  | 5  | 5.00 | 3   | 4   | 5   | 2   | 3.50 |
| 2  | 2  | 3.25 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 2  | 3.4 | 4  | 2  | 4  | 4  | 3  | 3.40 | 4  | 2  | 4  | 2  | 4  | 3.20 | 5  | 4  | 4  | 4.33 | 3   | 4   | 4   | 4   | 3.75 |
| 3  | 3  | 3.63 | 2  | 3  | 2  | 2.33 | 4  | 4  | 3  | 5  | 5  | 4  | 4  | 3  | 4.0 | 3  | 2  | 5  | 3  | 3  | 3.20 | 4  | 3  | 4  | 4  | 3  | 3.60 | 2  | 3  | 3  | 2.67 | 3   | 3   | 4   | 3   | 3.25 |
| 3  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.6 | 4  | 2  | 3  | 4  | 4  | 3.40 | 4  | 3  | 3  | 3  | 4  | 3.40 | 4  | 3  | 3  | 3.33 | 4   | 4   | 5   | 3   | 4.00 |
| 3  | 4  | 4.00 | 5  | 4  | 5  | 4.67 | 4  | 4  | 3  | 5  | 5  | 4  | 4  | 3  | 4.0 | 4  | 4  | 3  | 4  | 3  | 3.60 | 4  | 4  | 4  | 3  | 4  | 3.80 | 3  | 3  | 3  | 3.00 | 4   | 4   | 5   | 3   | 4.00 |
| 4  | 3  | 3.88 | 4  | 3  | 3  | 3.33 | 3  | 4  | 4  | 5  | 5  | 5  | 4  | 3  | 4.1 | 4  | 3  | 3  | 5  | 5  | 4.00 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 3   | 4   | 4   | 3   | 3.50 |
| 2  | 3  | 3.38 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 3  | 4  | 3  | 3.40 | 4  | 3  | 4  | 3  | 3  | 3.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.88 | 4  | 4  | 3  | 3.67 | 4  | 4  | 3  | 5  | 5  | 5  | 4  | 3  | 4.1 | 4  | 3  | 3  | 2  | 2  | 2.80 | 3  | 3  | 4  | 3  | 4  | 3.40 | 3  | 3  | 3  | 3.00 | 5   | 5   | 5   | 4   | 4.75 |
| 4  | 4  | 4.38 | 4  | 3  | 5  | 4.00 | 5  | 5  | 4  | 4  | 4  | 4  | 4  | 4  | 4.3 | 5  | 2  | 2  | 2  | 2  | 2.60 | 3  | 3  | 3  | 3  | 4  | 3.20 | 3  | 2  | 2  | 2.33 | 2   | 3   | 2   | 2   | 2.25 |
| 4  | 4  | 4.50 | 3  | 4  | 4  | 3.67 | 4  | 4  | 5  | 3  | 3  | 4  | 4  | 4  | 3.9 | 5  | 5  | 2  | 5  | 4  | 4.20 | 4  | 3  | 4  | 4  | 5  | 4.00 | 2  | 4  | 4  | 3.33 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.75 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 4  | 4  | 3  | 3.80 | 4  | 3  | 4  | 4  | 4  | 3.80 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 3  | 4  | 3.88 | 4  | 4  | 3  | 3.67 | 4  | 4  | 3  | 5  | 5  | 5  | 5  | 5  | 4.5 | 4  | 3  | 5  | 5  | 5  | 4.40 | 4  | 4  | 4  | 3  | 4  | 3.80 | 2  | 2  | 2  | 2.00 | 4   | 4   | 4   | 4   | 4.00 |
| 2  | 4  | 4.25 | 4  | 5  | 3  | 4.00 | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3  | 3.8 | 4  | 5  | 4  | 5  | 5  | 4.60 | 4  | 3  | 5  | 3  | 4  | 3.80 | 2  | 4  | 3  | 3.00 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 4  | 4.00 | 3  | 4  | 4  | 3.67 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 5  | 4  | 4  | 4  | 4  | 4.20 | 4  | 4  | 4  | 3  | 4  | 3.80 | 4  | 3  | 3  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 1  | 1  | 1.00 | 4  | 4  | 4  | 4.00 | 1  | 1  | 1  | 4  | 4  | 3  | 4  | 1  | 2.4 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 1  | 4  | 1  | 3  | 2.60 | 3  | 3  | 3  | 3.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.63 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 5  | 5  | 5  | 5  | 5  | 4.6 | 5  | 3  | 3  | 4  | 4  | 3.80 | 4  | 4  | 4  | 4  | 4  | 4.00 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 4   | 4.00 |
| 5  | 5  | 5.00 | 3  | 4  | 3  | 3.33 | 4  | 3  | 3  | 5  | 5  | 5  | 5  | 3  | 4.1 | 4  | 5  | 5  | 5  | 5  | 4.80 | 5  | 3  | 4  | 4  | 5  | 4.20 | 2  | 5  | 4  | 3.67 | 5   | 5   | 5   | 4   | 4.75 |
| 4  | 4  | 4.25 | 5  | 5  | 4  | 4.67 | 4  | 4  | 5  | 5  | 4  | 4  | 4  | 4  | 4.3 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 5  | 5  | 5  | 5  | 4.80 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 5   | 4.25 |
| 4  | 4  | 2.50 | 5  | 5  | 4  | 4.67 | 3  | 3  | 4  | 5  | 5  | 4  | 4  | 3  | 3.9 | 4  | 5  | 3  | 4  | 4  | 4.00 | 3  | 4  | 4  | 3  | 3  | 3.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 4  | 3.63 | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 5  | 5  | 5  | 5  | 4  | 4.1 | 5  | 5  | 5  | 5  | 5  | 5.00 | 3  | 3  | 5  | 3  | 3  | 3.40 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.13 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 5  | 4  | 4.33 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 3.88 | 3  | 4  | 3  | 3.33 | 3  | 4  | 4  | 4  | 4  | 3  | 4  | 4  | 3.8 | 3  | 3  | 4  | 5  | 5  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 5   | 3   | 4.00 |
| 4  | 3  | 3.88 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 2  | 3.4 | 2  | 4  | 4  | 4  | 4  | 3.60 | 4  | 4  | 4  | 2  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 2   | 3.50 |
| 4  | 4  | 3.88 | 4  | 4  | 4  | 4.00 | 3  | 4  | 3  | 4  | 4  | 4  | 4  | 2  | 3.5 | 4  | 2  | 4  | 4  | 3  | 3.40 | 4  | 3  | 4  | 4  | 4  | 3.80 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 3  | 3  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 3  | 3  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 5  | 3  | 5  | 4  | 4  | 4  | 3  | 4.0 | 4  | 4  | 3  | 4  | 4  | 3.80 | 3  | 3  | 3  | 3  | 3  | 3.00 | 4  | 5  | 4  | 4.33 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 5  | 4.75 | 5  | 4  | 4  | 4.33 | 5  | 5  | 5  | 5  | 4  | 5  | 4  | 5  | 4.8 | 4  | 5  | 2  | 5  | 5  | 4.20 | 5  | 4  | 5  | 5  | 4  | 4.60 | 4  | 5  | 4  | 4.33 | 5   | 5   | 5   | 4   | 4.75 |
| 3  | 3  | 3.63 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 3  | 3  | 3  | 3  | 4  | 3.20 | 4  | 4  | 4  | 3  | 3  | 3.60 | 3  | 4  | 3  | 3.33 | 4   | 4   | 5   | 4   | 4.25 |
| 4  | 4  | 2.75 | 4  | 4  | 4  | 4.00 | 2  | 3  | 3  | 2  | 2  | 2  | 2  | 2  | 2.3 | 4  | 4  | 4  | 4  | 5  | 4.20 | 4  | 3  | 4  | 4  | 3  | 3.60 | 4  | 5  | 4  | 4.33 | 4   | 4   | 4   | 3   | 3.75 |
| 2  | 2  | 2.25 | 4  | 4  | 4  | 4.00 | 4  | 4  | 2  | 4  | 4  | 4  | 4  | 4  | 3.8 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 2  | 2  | 2.25 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 2  | 3.8 | 2  | 4  | 2  | 4  | 4  | 3.20 | 2  | 2  | 2  | 2  | 4  | 2.40 | 2  | 2  | 2  | 2.00 | 2   | 4   | 2   | 2   | 2.50 |
| 2  | 2  | 2.25 | 4  | 4  | 4  | 4.00 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 2  | 3.0 | 2  | 4  | 4  | 4  | 4  | 3.60 | 4  | 2  | 4  | 2  | 4  | 3.20 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 5  | 4.25 | 5  | 5  | 4  | 4.67 | 3  | 3  | 4  | 4  | 4  | 5  | 5  | 5  | 4.1 | 5  | 5  | 5  | 5  | 4  | 4.80 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 5  | 4.33 | 4   | 5   | 4   | 4   | 4.25 |
| 4  | 3  | 3.88 | 4  | 3  | 4  | 3.67 | 3  | 4  | 4  | 4  | 5  | 4  | 4  | 2  | 3.8 | 4  | 4  | 2  | 5  | 5  | 4.00 | 4  | 2  | 3  | 2  | 4  | 3.00 | 4  | 4  | 2  | 3.33 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 5  | 4.88 | 5  | 5  | 5  | 5.00 | 4  | 5  | 4  | 5  | 5  | 5  | 5  | 5  | 4.8 | 5  | 5  | 3  | 5  | 5  | 4.60 | 5  | 5  | 5  | 5  | 5  | 5.00 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 3   | 4.50 |
| 4  | 3  | 3.88 | 3  | 4  | 3  | 3.33 | 3  | 3  | 3  | 4  | 4  | 4  | 3  | 3  | 3.4 | 4  | 3  | 3  | 4  | 4  | 3.60 | 3  | 3  | 3  | 3  | 4  | 3.20 | 4  | 5  | 4  | 4.33 | 5   | 5   | 5   | 3   | 4.50 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.9 | 4  | 4  | 3  | 4  | 4  | 3.80 | 4  | 3  | 4  | 4  | 4  | 3.80 | 4  | 4  | 3  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3.9 | 4  | 3  | 3  | 3  | 3  | 3.20 | 4  | 3  | 4  | 4  | 4  | 3.80 | 4  | 5  | 4  | 4.33 | 4   | 4   | 5   | 3   | 4.00 |
| 4  | 4  | 3.25 | 4  | 5  | 4  | 4.33 | 4  | 4  | 3  | 4  | 5  | 5  | 5  | 3  | 4.1 | 3  | 3  | 3  | 5  | 5  | 3.80 | 3  | 3  | 4  | 3  | 4  | 3.40 | 4  | 5  | 4  | 4.33 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.38 | 3  | 4  | 3  | 3.33 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 5  | 3  | 3  | 5  | 5  | 4.20 | 4  | 3  | 4  | 4  | 5  | 4.00 | 3  | 3  | 3  | 3.00 | 4   | 4   | 5   | 3   | 4.00 |
| 5  | 4  | 4.75 | 4  | 4  | 4  | 4.00 | 3  | 4  | 3  | 5  | 4  | 5  | 5  | 4  | 4.1 | 4  | 4  | 5  | 3  | 3  | 3.80 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 5  | 5  | 4.67 | 4   | 5   | 5   | 2   | 4.00 |
| 5  | 4  | 4.75 | 4  | 4  | 4  | 4.00 | 3  | 4  | 3  | 5  | 4  | 5  | 5  | 4  | 4.1 | 4  | 4  | 5  | 3  | 3  | 3.80 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 5  | 5  | 4.67 | 4   | 5   | 5   | 2   | 4.00 |
| 5  | 5  | 4.88 | 4  | 5  | 3  | 4.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 3  | 5  | 2  | 3.40 | 4  | 4  | 4  | 4  | 4  | 4.00 | 2  | 3  | 3  | 2.67 | 4   | 4   | 4   | 2   | 3.50 |
| 4  | 3  | 4.00 | 4  | 5  | 3  | 4.00 | 3  | 3  | 3  | 5  | 5  | 5  | 5  | 3  | 4.0 | 5  | 3  | 3  | 3  | 4  | 3.60 | 5  | 4  | 4  | 3  | 5  | 4.20 | 5  | 4  | 4  | 4.33 | 4   | 5   | 5   | 5   | 4.75 |
| 3  | 4  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 5  | 4  | 5  | 5  | 5  | 4.4 | 4  | 5  | 4  | 4  | 3  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4.00 | 5  | 3  | 4  | 4.00 | 4   | 4   | 5   | 3   | 4.00 |
| 2  | 4  | 3.38 | 2  | 4  | 5  | 3.67 | 3  | 4  | 4  | 4  | 4  | 4  | 5  | 2  | 3.8 | 3  | 1  | 4  | 4  | 4  | 3.20 | 4  | 3  | 4  | 3  | 4  | 3.60 | 2  | 3  | 3  | 2.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.50 | 3  | 4  | 3  | 3.33 | 4  | 3  | 3  | 3  | 4  | 4  | 3  | 3  | 3.4 | 4  | 4  | 3  | 4  | 3  | 3.60 | 4  | 3  | 4  | 3  | 3  | 3.40 | 4  | 4  | 4  | 4.00 | 3   | 3   | 3   | 4   | 3.25 |
| 4  | 3  | 3.88 | 3  | 4  | 4  | 3.67 | 4  | 3  | 4  | 3  | 3  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 3  | 4  | 3.40 | 3  | 4  | 3  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 3.63 | 3  | 3  | 3  | 3.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 4  | 3.9 | 3  | 3  | 4  | 4  | 3  | 3.40 | 3  | 3  | 3  | 4  | 3  | 3.20 | 3  | 3  | 4  | 3.33 | 4   | 3   | 3   | 4   | 3.50 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 3  | 3  | 3  | 4  | 3.6 | 4  | 3  | 4  | 3  | 4  | 3.60 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 4  | 3  | 3.33 | 3   | 4   | 4   | 4   | 3.75 |
| 4  | 3  | 3.88 | 4  | 4  | 4  | 4.00 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 3  | 3.1 | 4  | 3  | 3  | 4  | 3  | 3.40 | 2  | 2  | 2  | 2  | 2  | 2.00 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.25 | 4  | 4  | 4  | 4.00 | 3  | 2  | 2  | 5  | 4  | 4  | 4  | 4  | 3.5 | 3  | 2  | 5  | 4  | 4  | 3.60 | 4  | 4  | 4  | 4  | 3  | 3.80 | 4  | 4  | 4  | 4.00 | 4   | 4   | 5   | 3   | 4.00 |
| 3  | 4  | 3.63 | 3  | 3  | 4  | 3.33 | 4  | 4  | 4  | 4  | 4  | 4  | 5  | 3  | 4.0 | 3  | 4  | 3  | 4  | 4  | 3.60 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 4  | 3.33 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 3  | 4.00 | 2  | 4  | 3  | 3.00 | 2  | 2  | 3  | 4  | 4  | 5  | 4  | 2  | 3.3 | 3  | 4  | 4  | 3  | 2  | 3.20 | 3  | 4  | 4  | 4  | 5  | 4.00 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.63 | 4  | 3  | 3  | 3.33 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 3  | 3  | 4  | 4  | 3.60 | 3  | 3  | 4  | 3  | 3  | 3.20 | 2  | 3  | 3  | 2.67 | 3   | 3   | 3   | 3   | 3.00 |
| 3  | 3  | 3.63 | 3  | 3  | 4  | 3.33 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 4  | 4  | 4  | 5  | 5  | 4.40 | 4  | 3  | 3  | 3  | 4  | 3.40 | 4  | 4  | 2  | 3.33 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 4  | 3.00 | 2  | 4  | 4  | 3.33 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 2  | 3.0 | 4  | 2  | 4  | 4  | 4  | 3.60 | 2  | 2  | 4  | 2  | 3  | 2.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 3   | 3.75 |

| M7 | M8 | M    | H1 | H2 | H3 | H    | K1 | K2 | K3 | K4 | K5 | K6 | K7 | K8 | K   | A1 | A2 | A3 | A4 | A5 | A    | T1 | T2 | T3 | T4 | T5 | T    | P1 | P2 | P3 | P    | Kw1 | Kw2 | Kw3 | Kw4 | Kw   |
|----|----|------|----|----|----|------|----|----|----|----|----|----|----|----|-----|----|----|----|----|----|------|----|----|----|----|----|------|----|----|----|------|-----|-----|-----|-----|------|
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 4  | 4  | 3  | 3  | 3.60 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 3  | 3  | 3.33 | 4   | 4   | 4   | 3   | 3.75 |
| 5  | 3  | 3.75 | 2  | 3  | 3  | 2.67 | 3  | 3  | 3  | 3  | 3  | 4  | 4  | 3  | 3.3 | 4  | 3  | 3  | 5  | 5  | 4.00 | 5  | 4  | 4  | 3  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 4  | 4.00 | 3  | 3  | 3  | 3.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 4  | 4  | 4  | 3  | 3.80 | 4  | 3  | 3  | 3  | 3  | 3.20 | 3  | 4  | 4  | 3.67 | 5   | 5   | 5   | 5   | 5.00 |
| 5  | 5  | 5.00 | 5  | 5  | 5  | 5.00 | 3  | 3  | 3  | 5  | 3  | 5  | 5  | 3  | 3.8 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 3  | 3  | 3  | 3  | 3.00 | 2  | 3  | 3  | 2.67 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 3  | 4.13 | 4  | 4  | 4  | 4.00 | 3  | 4  | 4  | 4  | 4  | 4  | 4  | 3  | 3.8 | 3  | 3  | 3  | 4  | 4  | 3.40 | 4  | 3  | 4  | 3  | 4  | 3.60 | 3  | 4  | 4  | 3.67 | 3   | 3   | 4   | 3   | 3.25 |
| 3  | 4  | 3.75 | 4  | 4  | 4  | 4.00 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 4  | 3  | 5  | 5  | 5  | 4.40 | 3  | 3  | 3  | 4  | 4  | 3.40 | 2  | 5  | 3  | 3.33 | 4   | 4   | 5   | 3   | 4.00 |
| 3  | 3  | 3.63 | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4  | 4.0 | 4  | 4  | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 3  | 3.88 | 4  | 3  | 4  | 3.67 | 4  | 4  | 3  | 4  | 4  | 4  | 4  | 3  | 3.8 | 3  | 3  | 4  | 4  | 4  | 3.60 | 4  | 3  | 3  | 2  | 2  | 2.80 | 2  | 4  | 4  | 3.33 | 3   | 3   | 4   | 3   | 3.25 |
| 4  | 4  | 4.00 | 3  | 4  | 3  | 3.33 | 3  | 3  | 3  | 4  | 3  | 4  | 4  | 3  | 3.4 | 4  | 3  | 3  | 4  | 3  | 3.40 | 3  | 3  | 3  | 3  | 4  | 3.20 | 3  | 3  | 3  | 3.00 | 3   | 4   | 4   | 3   | 3.50 |
| 5  | 5  | 4.75 | 5  | 5  | 5  | 5.00 | 5  | 5  | 4  | 5  | 5  | 5  | 5  | 4  | 4.8 | 4  | 5  | 5  | 5  | 5  | 4.80 | 5  | 5  | 5  | 4  | 5  | 4.80 | 5  | 5  | 5  | 5.00 | 5   | 5   | 5   | 5   | 5.00 |
| 4  | 4  | 4.38 | 5  | 4  | 4  | 4.33 | 4  | 4  | 4  | 5  | 5  | 5  | 4  | 3  | 4.3 | 4  | 4  | 3  | 4  | 4  | 3.80 | 4  | 4  | 4  | 3  | 4  | 3.80 | 3  | 4  | 3  | 3.33 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 3  | 3.5 | 3  | 4  | 4  | 4  | 4  | 3.80 | 4  | 3  | 4  | 3  | 4  | 3.60 | 4  | 4  | 4  | 4.00 | 4   | 4   | 4   | 4   | 4.00 |
| 4  | 4  | 4.00 | 4  | 4  | 4  | 4.00 | 3  | 3  | 3  | 4  | 4  | 4  | 4  | 4  | 3.6 | 4  | 4  | 4  | 4  | 4  | 4.00 | 4  | 4  | 4  | 3  | 3  | 3.60 | 3  | 4  | 4  | 3.67 | 4   | 4   | 4   | 3   | 3.75 |
| 4  | 4  | 4.00 | 4  | 4  | 3  | 3.67 | 2  | 2  | 2  | 4  | 4  | 4  | 4  | 3  | 3.1 | 4  | 4  | 3  | 4  | 2  | 3.40 | 3  | 3  | 3  | 3  | 3  | 3.00 | 3  | 4  | 3  | 3.33 | 3   | 4   | 3   | 3   | 3.25 |

| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|
| 4  | 4  | 5  | 4.33 | 5   | 3   | 4.00 | 5   | 5   | 5   | 5.00 | 5   | 3  | 4  | 3  | 2  | 4  | 4   | 3  | 5   | 5   | 4   | 5    | 5   | 4.00 |
| 5  | 3  | 4  | 4.00 | 5   | 3   | 4.00 | 1   | 1   | 4   | 2.00 | 5   | 4  | 4  | 1  | 5  | 5  | 2   | 5  | 5   | 5   | 5   | 5    | 1   | 3.91 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.73 |
| 4  | 4  | 3  | 3.67 | 4   | 3   | 3.50 | 3   | 3   | 3   | 3.00 | 3   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 3   | 3.73 |
| 5  | 5  | 5  | 5.00 | 3   | 5   | 4.00 | 2   | 2   | 1   | 1.67 | 5   | 3  | 4  | 5  | 5  | 5  | 5   | 5  | 5   | 5   | 5   | 5    | 1   | 4.55 |
| 3  | 3  | 3  | 3.00 | 4   | 4   | 4.00 | 1   | 3   | 2   | 2.00 | 3   | 2  | 4  | 3  | 4  | 3  | 3   | 5  | 5   | 4   | 4   | 4    | 1   | 3.64 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 4   | 3.33 | 4   | 3  | 4  | 4  | 3  | 4  | 3   | 4  | 4   | 5   | 4   | 5    | 3   | 3.91 |
| 3  | 4  | 4  | 3.67 | 3   | 4   | 3.50 | 2   | 2   | 2   | 2.00 | 4   | 3  | 4  | 4  | 3  | 3  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.55 |
| 3  | 3  | 3  | 3.00 | 3   | 4   | 3.50 | 2   | 2   | 2   | 2.00 | 3   | 2  | 4  | 2  | 2  | 2  | 2   | 2  | 4   | 4   | 2   | 2    | 2   | 2.55 |
| 5  | 5  | 5  | 5.00 | 5   | 5   | 5.00 | 3   | 3   | 2   | 2.67 | 5   | 2  | 5  | 4  | 4  | 5  | 2   | 3  | 5   | 5   | 5   | 5    | 2   | 4.09 |
| 4  | 4  | 4  | 4.00 | 3   | 3   | 3.00 | 3   | 3   | 3   | 3.00 | 4   | 3  | 4  | 3  | 3  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 3   | 3.55 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 1   | 3   | 2.00 | 4   | 2  | 4  | 4  | 4  | 5  | 4   | 4  | 5   | 5   | 4   | 4    | 2   | 4.09 |
| 4  | 4  | 4  | 4.00 | 5   | 3   | 4.00 | 4   | 5   | 3   | 4.00 | 4   | 3  | 4  | 5  | 3  | 4  | 3   | 4  | 5   | 4   | 5   | 5    | 3   | 4.09 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 3   | 2  | 2  | 2  | 2  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.18 |
| 4  | 4  | 4  | 4.00 | 5   | 3   | 4.00 | 3   | 4   | 2   | 3.00 | 4   | 2  | 4  | 3  | 3  | 4  | 3   | 4  | 4   | 4   | 4   | 5    | 2   | 3.64 |
| 4  | 4  | 5  | 4.33 | 5   | 4   | 4.50 | 5   | 5   | 3   | 4.33 | 3   | 3  | 5  | 4  | 4  | 3  | 3   | 4  | 5   | 4   | 4   | 5    | 3   | 4.00 |
| 4  | 4  | 4  | 4.00 | 4   | 5   | 4.50 | 1   | 3   | 1   | 1.67 | 4   | 3  | 3  | 5  | 4  | 4  | 2   | 4  | 5   | 5   | 4   | 4    | 1   | 3.73 |
| 4  | 4  | 5  | 4.33 | 5   | 3   | 4.00 | 2   | 2   | 2   | 2.00 | 3   | 3  | 4  | 2  | 3  | 5  | 3   | 3  | 5   | 5   | 5   | 4    | 3   | 3.82 |
| 3  | 3  | 3  | 3.00 | 3   | 3   | 3.00 | 2   | 3   | 3   | 2.67 | 3   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 3    | 1   | 3.55 |
| 4  | 4  | 4  | 4.00 | 3   | 2   | 2.50 | 3   | 3   | 3   | 3.00 | 3   | 3  | 3  | 3  | 4  | 4  | 3   | 3  | 4   | 4   | 4   | 3    | 3   | 3.45 |
| 4  | 4  | 4  | 4.00 | 3   | 4   | 3.50 | 4   | 4   | 3   | 3.67 | 4   | 4  | 4  | 4  | 4  | 3  | 3   | 3  | 5   | 5   | 3   | 5    | 4   | 3.91 |
| 4  | 5  | 5  | 4.67 | 5   | 4   | 4.50 | 1   | 2   | 1   | 1.33 | 4   | 4  | 4  | 4  | 4  | 3  | 3   | 5  | 5   | 5   | 4   | 3    | 1   | 3.73 |
| 5  | 4  | 4  | 4.33 | 4   | 2   | 3.00 | 1   | 1   | 1   | 1.00 | 4   | 2  | 5  | 4  | 4  | 5  | 1   | 4  | 5   | 5   | 5   | 5    | 1   | 4.00 |
| 4  | 4  | 4  | 4.00 | 4   | 5   | 4.50 | 1   | 1   | 2   | 1.33 | 3   | 3  | 4  | 4  | 4  | 4  | 3   | 3  | 5   | 5   | 5   | 5    | 1   | 3.91 |
| 3  | 3  | 5  | 3.67 | 5   | 3   | 4.00 | 2   | 2   | 4   | 2.67 | 4   | 3  | 4  | 4  | 3  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.55 |
| 4  | 4  | 5  | 4.33 | 5   | 4   | 4.50 | 3   | 4   | 2   | 3.00 | 4   | 3  | 5  | 5  | 4  | 4  | 3   | 4  | 5   | 5   | 5   | 5    | 3   | 4.36 |
| 5  | 5  | 5  | 5.00 | 3   | 4   | 3.50 | 3   | 3   | 3   | 3.00 | 3   | 3  | 3  | 3  | 3  | 5  | 5   | 3  | 5   | 5   | 5   | 5    | 3   | 4.09 |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 3   | 3.82 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 3  | 2  | 2  | 4  | 3  | 3   | 3  | 4   | 4   | 4   | 4    | 3   | 3.27 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 3  | 3  | 3  | 3  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 3   | 3.64 |
| 4  | 4  | 4  | 4.00 | 3   | 4   | 3.50 | 3   | 4   | 2   | 3.00 | 3   | 2  | 4  | 3  | 3  | 3  | 3   | 4  | 4   | 4   | 3   | 3    | 2   | 3.27 |

| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |      |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|------|
| 4  | 4  | 5  | 4.33 | 3   | 3   | 3.00 | 3   | 1   | 2   | 2.00 | 4   | 1  | 3  | 4  | 3  | 5  | 3   | 3  | 5   | 5   | 4   | 5    | 1   | 3.73 |      |
| 4  | 3  | 3  | 3.33 | 4   | 2   | 3.00 | 2   | 2   | 1   | 1.67 | 3   | 2  | 4  | 5  | 3  | 3  | 3   | 2  | 4   | 5   | 2   | 3    | 2   | 3.27 |      |
| 5  | 5  | 5  | 5.00 | 4   | 3   | 3.50 | 3   | 3   | 3   | 3.00 | 3   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 5   | 5   | 4   | 5    | 3   | 4.09 |      |
| 4  | 3  | 5  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 1   | 1.67 | 3   | 2  | 5  | 3  | 3  | 4  | 3   | 4  | 4   | 5   | 5   | 5    | 1   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.82 |      |
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 3   | 4   | 3   | 3.33 | 4   | 3  | 4  | 5  | 3  | 4  | 5   | 3  | 4   | 4   | 4   | 4    | 3   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 4   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 4.00 |
| 3  | 4  | 3  | 3.33 | 2   | 3   | 2.50 | 3   | 4   | 2   | 3.00 | 4   | 4  | 3  | 3  | 3  | 3  | 3   | 4  | 4   | 3   | 3   | 4    | 3   | 3.27 |      |
| 4  | 4  | 4  | 4.00 | 5   | 5   | 5.00 | 3   | 3   | 2   | 2.67 | 4   | 2  | 3  | 4  | 4  | 4  | 3   | 5  | 5   | 5   | 4   | 4    | 1   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 1   | 2   | 1   | 1.33 | 5   | 1  | 4  | 4  | 3  | 5  | 5   | 5  | 5   | 5   | 3   | 5    | 1   | 4.09 |      |
| 4  | 3  | 4  | 3.67 | 4   | 2   | 3.00 | 3   | 4   | 1   | 2.67 | 4   | 2  | 4  | 5  | 4  | 5  | 3   | 4  | 5   | 4   | 4   | 5    | 1   | 4.00 |      |
| 2  | 2  | 5  | 3.00 | 4   | 1   | 2.50 | 3   | 5   | 1   | 3.00 | 2   | 2  | 2  | 4  | 2  | 5  | 3   | 1  | 4   | 5   | 4   | 3    | 1   | 3.09 |      |
| 2  | 2  | 5  | 3.00 | 4   | 1   | 2.50 | 3   | 5   | 1   | 3.00 | 2   | 2  | 2  | 4  | 2  | 5  | 3   | 1  | 4   | 5   | 4   | 3    | 1   | 3.09 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 4  | 3  | 4  | 3  | 4  | 3   | 4  | 4   | 5   | 4   | 5    | 1   | 3.64 |      |
| 4  | 4  | 4  | 4.00 | 3   | 4   | 3.50 | 3   | 3   | 3   | 3.00 | 4   | 3  | 4  | 4  | 3  | 4  | 3   | 3  | 5   | 4   | 4   | 4    | 3   | 3.73 |      |
| 4  | 4  | 4  | 4.00 | 5   | 3   | 4.00 | 3   | 3   | 1   | 2.33 | 4   | 2  | 4  | 4  | 3  | 3  | 3   | 4  | 4   | 4   | 4   | 4    | 1   | 3.45 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 1   | 4   | 1   | 2.00 | 4   | 1  | 4  | 3  | 3  | 5  | 3   | 3  | 5   | 5   | 5   | 5    | 1   | 3.82 |      |
| 3  | 3  | 4  | 3.33 | 3   | 3   | 3.00 | 1   | 2   | 2   | 1.67 | 3   | 4  | 4  | 4  | 3  | 4  | 3   | 4  | 5   | 5   | 3   | 5    | 3   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 4   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 5   | 5   | 5.00 | 5   | 5   | 5   | 5.00 | 4   | 5  | 4  | 4  | 4  | 4  | 5   | 4  | 4   | 5   | 5   | 5    | 5   | 4.45 |      |
| 5  | 5  | 5  | 5.00 | 5   | 5   | 5.00 | 1   | 1   | 1   | 1.00 | 5   | 3  | 4  | 4  | 1  | 5  | 1   | 3  | 5   | 5   | 5   | 5    | 1   | 3.55 |      |
| 5  | 5  | 5  | 5.00 | 4   | 4   | 4.00 | 3   | 3   | 4   | 3.33 | 4   | 4  | 5  | 4  | 4  | 4  | 4   | 5  | 5   | 5   | 4   | 4    | 4   | 4.36 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 4   | 3   | 3.33 | 4   | 3  | 5  | 5  | 3  | 3  | 3   | 4  | 4   | 4   | 5   | 4    | 4   | 4.00 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 4   | 4   | 3.33 | 4   | 3  | 4  | 4  | 4  | 3  | 4   | 4  | 4   | 4   | 4   | 3    | 4   | 2    | 3.64 |
| 4  | 4  | 4  | 4.00 | 3   | 3   | 3.00 | 2   | 2   | 2   | 2.00 | 4   | 3  | 4  | 4  | 3  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.55 |      |
| 4  | 4  | 5  | 4.33 | 5   | 5   | 5.00 | 2   | 3   | 2   | 2.33 | 4   | 2  | 5  | 4  | 4  | 4  | 3   | 5  | 5   | 4   | 5   | 5    | 2   | 4.18 |      |
| 4  | 4  | 4  | 4.00 | 5   | 5   | 5.00 | 2   | 1   | 2   | 1.67 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 5   | 5    | 1   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 1   | 1   | 1   | 1.00 | 4   | 3  | 4  | 3  | 3  | 3  | 3   | 3  | 4   | 5   | 4   | 4    | 1   | 3.36 |      |
| 3  | 5  | 3  | 3.67 | 3   | 3   | 3.00 | 2   | 1   | 2   | 1.67 | 4   | 2  | 2  | 2  | 3  | 3  | 5   | 2  | 3   | 2   | 3   | 4    | 3   | 2.91 |      |
| 3  | 3  | 5  | 3.67 | 3   | 4   | 3.50 | 1   | 1   | 1   | 1.00 | 3   | 3  | 3  | 4  | 3  | 5  | 3   | 4  | 5   | 5   | 5   | 5    | 1   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 4  | 4  | 4  | 4  | 4  | 3   | 3  | 5   | 5   | 4   | 4    | 3   | 3.91 |      |
| 4  | 3  | 4  | 3.67 | 4   | 3   | 3.50 | 4   | 4   | 4   | 4.00 | 3   | 4  | 4  | 3  | 4  | 4  | 4   | 4  | 3   | 4   | 4   | 4    | 4   | 3.82 |      |

| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |      |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|------|
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 3   | 2   | 2.33 | 3   | 2  | 3  | 3  | 3  | 3  | 4   | 3  | 4   | 5   | 5   | 5    | 1   | 3.55 |      |
| 3  | 4  | 4  | 3.67 | 3   | 2   | 2.50 | 2   | 2   | 2   | 2.00 | 4   | 3  | 3  | 3  | 2  | 5  | 3   | 3  | 5   | 3   | 3   | 5    | 2   | 3.36 |      |
| 5  | 5  | 5  | 5.00 | 2   | 2   | 2.00 | 3   | 3   | 5   | 3.67 | 5   | 4  | 5  | 5  | 5  | 5  | 5   | 5  | 5   | 5   | 4   | 5    | 3   | 4.73 |      |
| 4  | 3  | 4  | 3.67 | 4   | 2   | 3.00 | 2   | 2   | 2   | 2.00 | 4   | 3  | 4  | 4  | 2  | 5  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.73 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 4   | 4   | 3   | 3.67 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 4   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 5   | 5   | 4.33 | 4   | 4  | 5  | 5  | 5  | 4  | 3   | 4  | 5   | 5   | 5   | 5    | 3   | 4.45 |      |
| 3  | 3  | 4  | 3.33 | 3   | 3   | 3.00 | 2   | 4   | 2   | 2.67 | 3   | 2  | 3  | 4  | 4  | 4  | 4   | 4  | 5   | 4   | 4   | 5    | 3   | 4.00 |      |
| 3  | 4  | 3  | 3.33 | 4   | 4   | 4.00 | 1   | 1   | 3   | 1.67 | 3   | 4  | 5  | 5  | 5  | 5  | 3   | 4  | 5   | 4   | 4   | 4    | 1   | 4.09 |      |
| 4  | 3  | 4  | 3.67 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 3   | 3  | 3  | 3  | 4  | 3  | 3   | 3  | 4   | 3   | 4   | 3    | 3   | 3.27 |      |
| 5  | 5  | 5  | 5.00 | 4   | 4   | 4.00 | 3   | 4   | 4   | 3.67 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 5   | 5   | 4   | 4    | 3   | 4.00 |      |
| 4  | 3  | 3  | 3.33 | 4   | 4   | 4.00 | 2   | 3   | 2   | 2.33 | 4   | 3  | 4  | 3  | 3  | 4  | 3   | 3  | 5   | 4   | 4   | 4    | 2   | 3.55 |      |
| 4  | 4  | 5  | 4.33 | 4   | 4   | 4.00 | 5   | 5   | 4   | 4.67 | 3   | 3  | 4  | 4  | 3  | 4  | 3   | 3  | 4   | 4   | 3   | 4    | 5   | 3.73 |      |
| 3  | 3  | 3  | 3.00 | 4   | 3   | 3.50 | 3   | 4   | 3   | 3.33 | 3   | 3  | 4  | 4  | 4  | 3  | 3   | 4  | 4   | 4   | 4   | 3    | 3   | 3.64 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 4   | 3   | 3.33 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 3   | 3.82 |      |
| 3  | 4  | 4  | 3.67 | 4   | 5   | 4.50 | 2   | 2   | 2   | 2.00 | 4   | 3  | 4  | 4  | 3  | 5  | 3   | 4  | 5   | 5   | 4   | 5    | 2   | 4.00 |      |
| 5  | 5  | 5  | 5.00 | 4   | 5   | 4.50 | 2   | 4   | 3   | 3.00 | 4   | 3  | 3  | 3  | 3  | 4  | 4   | 4  | 5   | 5   | 5   | 5    | 3   | 4.00 |      |
| 4  | 2  | 4  | 3.33 | 5   | 5   | 5.00 | 1   | 3   | 3   | 2.33 | 5   | 3  | 3  | 3  | 3  | 4  | 3   | 4  | 5   | 5   | 5   | 5    | 2   | 3.82 |      |
| 3  | 3  | 3  | 3.00 | 3   | 3   | 3.00 | 3   | 3   | 3   | 3.00 | 3   | 3  | 3  | 3  | 3  | 3  | 3   | 3  | 3   | 3   | 3   | 3    | 3   | 3    | 3.00 |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 3   | 2   | 2.33 | 4   | 2  | 4  | 2  | 2  | 3  | 2   | 3  | 4   | 4   | 4   | 4    | 2   | 3.09 |      |
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 2   | 2   | 3   | 2.33 | 4   | 3  | 4  | 4  | 3  | 3  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.45 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 3   | 3   | 3   | 3.00 | 4   | 3  | 4  | 4  | 4  | 3  | 3   | 3  | 4   | 4   | 5   | 5    | 3   | 3.82 |      |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 2   | 4   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.82 |      |
| 4  | 2  | 4  | 3.33 | 4   | 2   | 3.00 | 2   | 4   | 2   | 2.67 | 3   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.73 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 2   | 2   | 2.00 | 4   | 4  | 4  | 4  | 4  | 4  | 4   | 4  | 3   | 3   | 3   | 4    | 1   | 3.45 |      |
| 4  | 4  | 4  | 4.00 | 2   | 2   | 2.00 | 2   | 2   | 3   | 2.33 | 4   | 4  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 3   | 4    | 2   | 3.73 |      |
| 4  | 4  | 4  | 4.00 | 2   | 2   | 2.00 | 4   | 4   | 3   | 3.67 | 4   | 2  | 4  | 4  | 4  | 3  | 4   | 4  | 4   | 4   | 2   | 4    | 2   | 3.55 |      |
| 4  | 3  | 4  | 3.67 | 1   | 2   | 1.50 | 2   | 4   | 2   | 2.67 | 3   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 5   | 4   | 3   | 4    | 2   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 4   | 2   | 2.67 | 3   | 2  | 4  | 4  | 2  | 3  | 3   | 4  | 4   | 4   | 4   | 4    | 1   | 3.36 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 4   | 4   | 4   | 4.00 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 3  | 5   | 5   | 3   | 5    | 3   | 3.91 |      |
| 4  | 3  | 3  | 3.33 | 2   | 4   | 3.00 | 1   | 3   | 3   | 2.33 | 4   | 3  | 4  | 3  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 1   | 3.64 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 4   | 4   | 5   | 4.33 | 4   | 3  | 5  | 5  | 5  | 5  | 5   | 4  | 5   | 5   | 5   | 5    | 4   | 4.82 |      |
| 4  | 3  | 4  | 3.67 | 4   | 3   | 3.50 | 1   | 4   | 2   | 2.33 | 4   | 2  | 4  | 4  | 3  | 4  | 4   | 3  | 4   | 4   | 4   | 4    | 1   | 3.55 |      |

| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |      |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|------|
| 4  | 3  | 4  | 3.67 | 4   | 4   | 4.00 | 2   | 2   | 3   | 2.33 | 5   | 3  | 4  | 5  | 3  | 4  | 3   | 5  | 5   | 3   | 4   | 5    | 2   | 3.91 |      |
| 3  | 4  | 4  | 3.67 | 4   | 5   | 4.50 | 1   | 3   | 1   | 1.67 | 4   | 3  | 2  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 3   | 3    | 1   | 3.36 |      |
| 4  | 3  | 4  | 3.67 | 2   | 3   | 2.50 | 4   | 4   | 3   | 3.67 | 4   | 4  | 3  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 3   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 4   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.82 |      |
| 5  | 3  | 3  | 3.67 | 4   | 3   | 3.50 | 1   | 1   | 3   | 1.67 | 3   | 1  | 5  | 5  | 3  | 5  | 2   | 5  | 5   | 4   | 3   | 4    | 1   | 3.82 |      |
| 4  | 3  | 4  | 3.67 | 3   | 4   | 3.50 | 2   | 3   | 4   | 3.00 | 4   | 3  | 2  | 4  | 2  | 5  | 3   | 3  | 5   | 5   | 3   | 5    | 2   | 3.55 |      |
| 3  | 3  | 3  | 3.00 | 4   | 4   | 4.00 | 2   | 1   | 1   | 1.33 | 3   | 2  | 3  | 3  | 3  | 3  | 2   | 2  | 4   | 4   | 5   | 5    | 2   | 3.27 |      |
| 3  | 3  | 3  | 3.00 | 3   | 4   | 3.50 | 2   | 2   | 3   | 2.33 | 3   | 3  | 2  | 4  | 3  | 5  | 5   | 5  | 5   | 5   | 3   | 5    | 3   | 4.09 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 4   | 2  | 4  | 4  | 2  | 3  | 3   | 2  | 4   | 4   | 4   | 4    | 2   | 3.27 |      |
| 3  | 3  | 3  | 3.00 | 3   | 2   | 2.50 | 1   | 1   | 1   | 1.00 | 3   | 1  | 3  | 3  | 3  | 3  | 4   | 4  | 4   | 4   | 3   | 4    | 1   | 3.27 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 4   | 4   | 3   | 3.67 | 4   | 4  | 5  | 5  | 5  | 4  | 4   | 4  | 5   | 4   | 4   | 5    | 3   | 4.36 |      |
| 3  | 3  | 3  | 3.00 | 3   | 3   | 3.00 | 3   | 3   | 3   | 3.00 | 3   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 1   | 3.64 |      |
| 5  | 5  | 5  | 5.00 | 5   | 4   | 4.50 | 3   | 3   | 3   | 3.00 | 5   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 3   | 3.91 |      |
| 3  | 3  | 3  | 3.00 | 4   | 3   | 3.50 | 3   | 3   | 1   | 2.33 | 4   | 1  | 2  | 5  | 2  | 3  | 3   | 3  | 3   | 3   | 4   | 4    | 3   | 3.18 |      |
| 4  | 2  | 4  | 3.33 | 4   | 4   | 4.00 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.82 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 4   | 4   | 4   | 4.00 | 4   | 4  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 4.00 |
| 3  | 3  | 3  | 3.00 | 3   | 2   | 2.50 | 1   | 1   | 1   | 1.00 | 3   | 2  | 4  | 4  | 4  | 4  | 5   | 3  | 4   | 4   | 3   | 3    | 3   | 3.73 |      |
| 4  | 3  | 4  | 3.67 | 4   | 2   | 3.00 | 3   | 3   | 4   | 3.33 | 4   | 2  | 3  | 3  | 3  | 5  | 5   | 4  | 5   | 4   | 4   | 4    | 3   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 3   | 3   | 2.67 | 4   | 3  | 4  | 4  | 4  | 3  | 3   | 3  | 5   | 5   | 5   | 5    | 2   | 3.91 |      |
| 4  | 5  | 4  | 4.33 | 4   | 4   | 4.00 | 4   | 3   | 3   | 3.33 | 5   | 2  | 4  | 4  | 4  | 5  | 5   | 4  | 4   | 5   | 5   | 5    | 3   | 4.36 |      |
| 3  | 3  | 4  | 3.33 | 3   | 5   | 4.00 | 3   | 3   | 3   | 3.00 | 3   | 3  | 3  | 3  | 3  | 4  | 4   | 3  | 4   | 4   | 3   | 4    | 2   | 3.36 |      |
| 4  | 4  | 4  | 4.00 | 2   | 3   | 2.50 | 2   | 4   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.73 |      |
| 3  | 4  | 4  | 3.67 | 3   | 3   | 3.00 | 3   | 3   | 3   | 3.00 | 4   | 3  | 4  | 4  | 4  | 3  | 4   | 4  | 4   | 4   | 3   | 4    | 3   | 3.73 |      |
| 4  | 4  | 2  | 3.33 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 4   | 2  | 2  | 2  | 2  | 2  | 2   | 2  | 2   | 2   | 4   | 4    | 2   | 2.36 |      |
| 4  | 4  | 4  | 4.00 | 4   | 5   | 4.50 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 3   | 3.91 |      |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 1   | 1   | 1   | 1.00 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 1   | 3.64 |      |
| 2  | 1  | 3  | 2.00 | 4   | 3   | 3.50 | 1   | 3   | 3   | 2.33 | 4   | 3  | 4  | 4  | 4  | 4  | 5   | 5  | 5   | 5   | 5   | 5    | 1   | 4.27 |      |
| 4  | 3  | 4  | 3.67 | 4   | 3   | 3.50 | 2   | 3   | 2   | 2.33 | 4   | 2  | 2  | 2  | 2  | 4  | 3   | 2  | 4   | 5   | 5   | 5    | 2   | 3.27 |      |
| 5  | 5  | 5  | 5.00 | 5   | 4   | 4.50 | 3   | 3   | 3   | 3.00 | 5   | 3  | 4  | 5  | 4  | 5  | 3   | 5  | 5   | 5   | 5   | 5    | 3   | 4.45 |      |
| 4  | 4  | 4  | 4.00 | 4   | 5   | 4.50 | 3   | 3   | 4   | 3.33 | 4   | 3  | 4  | 4  | 4  | 3  | 3   | 3  | 5   | 4   | 5   | 5    | 3   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 2   | 2   | 2.00 | 4   | 2  | 4  | 4  | 2  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.45 |      |
| 3  | 4  | 4  | 3.67 | 2   | 3   | 2.50 | 4   | 5   | 3   | 4.00 | 4   | 4  | 4  | 2  | 3  | 4  | 4   | 5  | 4   | 3   | 4   | 4    | 4   | 3.73 |      |





| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |      |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|------|
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 2   | 3   | 3   | 2.67 | 4   | 2  | 4  | 4  | 3  | 4  | 5   | 3  | 4   | 4   | 4   | 5    | 3   | 3.91 |      |
| 4  | 4  | 5  | 4.33 | 5   | 5   | 5.00 | 3   | 4   | 2   | 3.00 | 4   | 1  | 4  | 5  | 5  | 4  | 5   | 5  | 4   | 4   | 3   | 4    | 2   | 4.09 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 3   | 2.33 | 5   | 2  | 3  | 3  | 4  | 4  | 3   | 5  | 5   | 5   | 5   | 5    | 3   | 4.09 |      |
| 4  | 3  | 4  | 3.67 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 4   | 2  | 4  | 2  | 2  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.45 |      |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 4  | 2  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.64 |      |
| 2  | 2  | 4  | 2.67 | 2   | 4   | 3.00 | 4   | 4   | 2   | 3.33 | 4   | 2  | 2  | 2  | 2  | 4  | 2   | 4  | 4   | 4   | 2   | 2    | 4   | 2    | 2.73 |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 2  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.64 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 4   | 4   | 1   | 3.00 | 5   | 4  | 5  | 5  | 5  | 5  | 5   | 4  | 5   | 5   | 5   | 5    | 3   | 4.73 |      |
| 4  | 4  | 4  | 4.00 | 3   | 4   | 3.50 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 4  | 3  | 5  | 4   | 4  | 4   | 5   | 5   | 5    | 2   | 4.09 |      |
| 5  | 4  | 5  | 4.67 | 5   | 5   | 5.00 | 3   | 4   | 4   | 3.67 | 5   | 3  | 5  | 5  | 3  | 5  | 5   | 5  | 5   | 5   | 4   | 5    | 3   | 4.55 |      |
| 4  | 4  | 4  | 4.00 | 3   | 4   | 3.50 | 3   | 3   | 3   | 3.00 | 5   | 1  | 3  | 3  | 3  | 4  | 5   | 3  | 5   | 5   | 4   | 5    | 3   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 3   | 3   | 4   | 3.33 | 4   | 3  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 4.00 |
| 4  | 4  | 5  | 4.33 | 4   | 3   | 3.50 | 3   | 3   | 4   | 3.33 | 4   | 3  | 3  | 3  | 3  | 4  | 4   | 3  | 5   | 5   | 5   | 5    | 3   | 3.91 |      |
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 2   | 2   | 2   | 2.00 | 3   | 2  | 3  | 4  | 4  | 4  | 3   | 3  | 5   | 5   | 5   | 5    | 1   | 3.82 |      |
| 4  | 3  | 5  | 4.00 | 5   | 5   | 5.00 | 1   | 2   | 3   | 2.00 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 5   | 5   | 5   | 5    | 1   | 4.00 |      |
| 5  | 3  | 3  | 3.67 | 3   | 3   | 3.00 | 1   | 3   | 1   | 1.67 | 4   | 1  | 3  | 3  | 3  | 4  | 4   | 4  | 5   | 2   | 5   | 5    | 1   | 3.55 |      |
| 5  | 3  | 3  | 3.67 | 3   | 3   | 3.00 | 1   | 3   | 1   | 1.67 | 4   | 1  | 3  | 3  | 3  | 4  | 4   | 4  | 5   | 2   | 5   | 5    | 1   | 3.55 |      |
| 4  | 4  | 4  | 4.00 | 4   | 5   | 4.50 | 3   | 4   | 4   | 3.67 | 4   | 2  | 4  | 4  | 4  | 3  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 3.91 |
| 5  | 5  | 5  | 5.00 | 5   | 5   | 5.00 | 2   | 2   | 2   | 2.00 | 5   | 4  | 4  | 5  | 3  | 5  | 5   | 5  | 5   | 5   | 5   | 5    | 2   | 4.45 |      |
| 3  | 4  | 4  | 3.67 | 4   | 3   | 3.50 | 1   | 1   | 1   | 1.00 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.73 |      |
| 4  | 3  | 4  | 3.67 | 2   | 2   | 2.00 | 2   | 5   | 4   | 3.67 | 3   | 2  | 4  | 5  | 4  | 5  | 3   | 4  | 5   | 5   | 4   | 4    | 1   | 4.00 |      |
| 3  | 4  | 3  | 3.33 | 3   | 4   | 3.50 | 4   | 4   | 4   | 4.00 | 4   | 4  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 4.00 |
| 3  | 3  | 4  | 3.33 | 4   | 4   | 4.00 | 4   | 4   | 4   | 4.00 | 4   | 4  | 3  | 4  | 4  | 3  | 3   | 4  | 4   | 3   | 3   | 3    | 3   | 3    | 3.36 |
| 3  | 4  | 3  | 3.33 | 3   | 3   | 3.00 | 3   | 3   | 4   | 3.33 | 3   | 3  | 4  | 3  | 3  | 3  | 4   | 4  | 3   | 3   | 3   | 3    | 4   | 4    | 3.36 |
| 3  | 3  | 3  | 3.00 | 4   | 4   | 4.00 | 3   | 3   | 3   | 3.00 | 4   | 4  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 4   | 4    | 4.00 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 2   | 2   | 2.00 | 4   | 2  | 4  | 4  | 3  | 3  | 3   | 2  | 5   | 3   | 5   | 5    | 1   | 3.45 |      |
| 4  | 4  | 4  | 4.00 | 2   | 2   | 2.00 | 3   | 3   | 2   | 2.67 | 4   | 2  | 4  | 4  | 2  | 3  | 3   | 4  | 5   | 4   | 4   | 4    | 1   | 3.45 |      |
| 4  | 3  | 3  | 3.33 | 4   | 3   | 3.50 | 4   | 3   | 2   | 3.00 | 3   | 4  | 4  | 5  | 3  | 4  | 3   | 3  | 5   | 5   | 5   | 4    | 2   | 3.91 |      |
| 4  | 4  | 4  | 4.00 | 5   | 3   | 4.00 | 2   | 2   | 1   | 1.67 | 4   | 2  | 4  | 3  | 2  | 4  | 3   | 4  | 5   | 5   | 4   | 4    | 1   | 3.55 |      |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 3   | 3   | 2   | 2.67 | 4   | 2  | 3  | 3  | 3  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.36 |      |
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 3   | 3   | 2   | 2.67 | 3   | 2  | 4  | 4  | 3  | 4  | 4   | 4  | 4   | 4   | 3   | 4    | 3   | 3.73 |      |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 4   | 2   | 2.67 | 4   | 4  | 2  | 4  | 2  | 4  | 4   | 2  | 4   | 4   | 4   | 4    | 2   | 3.27 |      |

| E1 | E2 | E3 | E    | PS1 | PS2 | PS   | BI1 | BI2 | BI3 | BI   | KTK | PB | Mr | Hr | Km | KA | PDN | Tk | Kwa | EYD | PPS | KTKI | Bik | PK   |
|----|----|----|------|-----|-----|------|-----|-----|-----|------|-----|----|----|----|----|----|-----|----|-----|-----|-----|------|-----|------|
| 3  | 3  | 4  | 3.33 | 2   | 2   | 2.00 | 3   | 4   | 4   | 3.67 | 4   | 2  | 4  | 4  | 4  | 3  | 3   | 4  | 4   | 4   | 4   | 3    | 3   | 3.64 |
| 3  | 3  | 3  | 3.00 | 4   | 4   | 4.00 | 3   | 3   | 4   | 3.33 | 3   | 3  | 5  | 4  | 4  | 4  | 3   | 3  | 3   | 3   | 4   | 4    | 2   | 3.55 |
| 4  | 5  | 5  | 4.67 | 4   | 4   | 4.00 | 4   | 4   | 2   | 3.33 | 4   | 3  | 4  | 3  | 3  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 2   | 3.64 |
| 5  | 5  | 1  | 3.67 | 5   | 5   | 5.00 | 1   | 1   | 1   | 1.00 | 5   | 2  | 1  | 1  | 1  | 3  | 3   | 1  | 5   | 1   | 5   | 5    | 1   | 2.45 |
| 3  | 3  | 4  | 3.33 | 4   | 3   | 3.50 | 3   | 3   | 2   | 2.67 | 4   | 3  | 3  | 3  | 3  | 4  | 3   | 4  | 4   | 4   | 3   | 4    | 3   | 3.45 |
| 4  | 3  | 4  | 3.67 | 4   | 3   | 3.50 | 2   | 3   | 3   | 2.67 | 4   | 3  | 4  | 4  | 4  | 4  | 3   | 4  | 4   | 3   | 4   | 4    | 3   | 3.73 |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 3   | 3   | 3   | 3.00 | 5   | 3  | 4  | 4  | 4  | 4  | 4   | 4  | 4   | 4   | 4   | 5    | 4   | 4.09 |
| 3  | 2  | 4  | 3.00 | 2   | 2   | 2.00 | 2   | 4   | 2   | 2.67 | 3   | 2  | 4  | 4  | 4  | 4  | 2   | 4  | 4   | 4   | 4   | 4    | 1   | 3.55 |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 4   | 2   | 2.67 | 4   | 3  | 4  | 4  | 3  | 4  | 3   | 3  | 4   | 4   | 4   | 4    | 2   | 3.55 |
| 5  | 5  | 5  | 5.00 | 5   | 5   | 5.00 | 3   | 2   | 1   | 2.00 | 5   | 3  | 2  | 5  | 5  | 5  | 5   | 5  | 5   | 5   | 5   | 5    | 2   | 4.45 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 3   | 3   | 4   | 3.33 | 4   | 2  | 4  | 3  | 4  | 4  | 3   | 4  | 4   | 4   | 4   | 4    | 3   | 3.73 |
| 4  | 4  | 4  | 4.00 | 4   | 4   | 4.00 | 2   | 3   | 4   | 3.00 | 4   | 4  | 3  | 3  | 3  | 4  | 4   | 4  | 4   | 4   | 4   | 4    | 3   | 3.64 |
| 4  | 4  | 4  | 4.00 | 2   | 2   | 2.00 | 3   | 4   | 2   | 3.00 | 4   | 2  | 4  | 4  | 4  | 4  | 3   | 3  | 4   | 4   | 4   | 5    | 2   | 3.73 |
| 4  | 4  | 4  | 4.00 | 4   | 3   | 3.50 | 2   | 2   | 2   | 2.00 | 4   | 3  | 4  | 4  | 4  | 3  | 3   | 4  | 4   | 4   | 4   | 4    | 2   | 3.64 |

## Keterangan Coding

| Jenis Kelamin |   |
|---------------|---|
| Pria          | 1 |
| Wanita        | 2 |

| Status Pernikahan |   |
|-------------------|---|
| Belum Menikah     | 1 |
| Menikah           | 2 |

| Pendidikan Terakhir |   |
|---------------------|---|
| di bawah SMU        | 1 |
| SMU                 | 2 |
| Diploma             | 3 |
| Sarjana             | 4 |
| Pasca sarjana       | 5 |

| Pekerjaan                 |   |
|---------------------------|---|
| Pelajar/Mahasiswa         | 1 |
| Pegawai swasta            | 2 |
| Pegawai negeri            | 3 |
| ABRI                      | 4 |
| Pengusaha/Wiraswasta      | 5 |
| Guru/Dosen/staff pengajar | 6 |
| Ibu Rumah Tangga          | 7 |
| Pensiunan                 | 8 |
| Lain-lain                 | 9 |

| Pendapatan/Uang saku perbulan         |   |
|---------------------------------------|---|
| kurang dari sama dengan 500.000       | 1 |
| lebih dari 500.000 sampai 1.000.000   | 2 |
| lebih dari 500.000 sampai 1.000.000   | 3 |
| lebih dari 1.500.000 sampai 2.000.000 | 4 |
| lebih dari 2.000.000                  | 5 |

| Keterangan Menggunakan Sabun Muka |  |
|-----------------------------------|--|
| Ya                                |  |
| Tidak                             |  |

| Merek Sabun Muka |   |
|------------------|---|
| Pond's           | 1 |
| Gatsby           | 2 |
| Garnier          | 3 |
| Biore            | 4 |
| Nivea            | 5 |
| Loreal           | 6 |
| Clean & Clear    | 7 |
| Lain-lain        | 8 |

| Hal yang diperhatikan dalam iklan |  |
|-----------------------------------|--|
| Merek                             |  |
| Efek yang dijanjikan              |  |
| Penelitian ttg keefektifan produk |  |
| Kemasan                           |  |
| Warna dari skema iklan            |  |
| Bintang iklan                     |  |

| Tempat membeli sabun muka        |  |
|----------------------------------|--|
| Supermarket                      |  |
| Toko khusus kosmetika/kecantikan |  |
| Klinik kecantikan                |  |
| Catalog                          |  |
| Internet                         |  |
| Lainnya                          |  |

| Rekomendator             |  |
|--------------------------|--|
| Sendiri                  |  |
| Teman                    |  |
| Keluarga                 |  |
| Dokter/tenagaprofesional |  |
| Iklan                    |  |