BAB V

KESIMPULAN & IMPLIKASI MANAJERIAL

5.1 Pendahuluan

Pada bab ini penulis membahas mengenai kesimpulan, implikasi manajerial, keterbatasan, dan saran. Hasil penelitian secara keseluruhan dirangkum sedemikian rupa sehingga dapat diambil intisarinya dan digunakan sebagai implikasi manajerial. Pada bab ini peneliti pun memaparkan keterbatasan-keterbatasan yang ditemui selama proses penelitian. Diharapkan keterbatasan-keterbatan tersebut dapat menjadi saran atau masukan bagi untuk penelitian selanjutnya.

5.2 Kesimpulan

Hasil uji hipotesis dalam penelitian kali ini menemukan adanya perbedaan dengan penelitian terdahulu oleh Kamins *et al.* (2003). Dari total 7 hipotesis, terdapat 3 hipotesis yang diterima sepenuhnya, 2 hipotesis diterima sebagian dan 2 hipotesis ditolak. Berikut ini adalah rangkuman dari hasil penelitian persepsi konsumen mengenai status pionir, pemimpin pasar, dan *follower*:

1. Kekeliruan persepsi konsumen terhadap pionir lebih tinggi daripada pemimpin pasar (70,89% vs. 29,95%). Kekeliruan persepsi pada pemimpin pasar paling banyak terjadi pada kategori jasa yaitu bank umum (67,78%). Sedangkan kekeliruan tertinggi pada pionir terdapat pada kategori produk *high-tech* yaitu *smartphone* android (85,33%).

2. Tidak terdapat perbedaan persepsi yang signifikan antara merek yang dipersepsikan sebagai pionir dan pemimpin pasar baik pada kategori jasa, *high-tech*, maupun *low-involvement* berdasarkan evaluasi, sikap, dan niat beli.

3. Secara keseluruhan, persepsi konsumen berdasarkan evaluasi terhadap merek yang dipersepsikan sebagai pionir maupun pemimpin pasar menunjukkan hasil yang lebih baik dibandingkan dengan merek yang dipersepsikan sebagai *follower*. Sedangkan pada sikap dan niat beli, persepsi terhadap pionir maupun pemimpin pasar yang lebih baik dibandingkan *follower* hanya terdapat pada kategori bank umum dan minyak angin *aromateraphy roll-on*.

5.3 Implikasi Manajerial

Hasil penelitian secara keseluruhan menunjukkan bahwa konsumen cenderung tidak dapat mengidentifikasi pemimpin pasar secara tepat, padahal seperti demikian halnya dengan pemimpin pasar, status tersebut memiliki niat, sikap, dan niat beli konsumen yang lebih baik jika dibandingkan dengan *follower*. Pada hasil penelitian mengenai *pioneership* ditemukan bahwa merek *follower* yang dipersepsikan sebagai pionir memiliki penilaian yang sebanding baik itu dari niat, sikap, dan niat beli dengan pionir yang sesungguhnya. Oleh sebab itu, perusahaan pemegang status pionir harus mengkomunikasikan statusnya agar keuntungan pionir dapat dimaksimalkan. Selain itu melihat dari kemampuan mayoritas responden yang lebih baik dalam mengidentifikasi pemimpin pasar, maka akan lebih baik jika merek pionir juga meraih posisi sebagai pemimpin pasar. Dalam hal ini tidaklah cukup hanya menjadi pionir saja, tetapi merek pionir

harus berusaha menjadi pemimpin pasar sehingga posisi akan semakin kuat dengan dua kemenangan yang diperoleh (Trout, 2001).

Begitu halnya dengan perusahaan pemimpin pasar, usaha untuk mengkomunikasikan status harus dilakukan sehingga keuntungan sebagai pemimpin pasar lebih maksmimal. Dari hasil penelitian, mayoritas konsumen memiliki penilaian mengenai evaluasi, sikap, dan niat beli yang positif terhadap pemimpin pasar dibandingkan dengan *follower*. Hal itu menunjukkan bahwa status kepemimpinan pasar juga merupakan sesuatu yang berarti. Persepsi akan kepemimpinan pasar yang sudah kuat perlu dipertahankan agar tidak goyah. Bagaimanapun juga, kesuksesan pasti akan selalu diikuti oleh tantangan-tantangan yang kapan saja muncul.

Komunikasi berupa klaim status kepemimpinan pasar yang efektif dapat dilakukan dengan mencantumkan prestasi-prestasi yang didapatkan pada kemasan atau memberikan pesan pada konsumen mengenai pangsa pasar baik itu melalui media. Adapun klaim ini perlu dilakukan oleh perusahaan pemegang status pionir dan pemimpin pasar agar kemungkinan adanya *mislead advertising* oleh *follower* berserta dampaknya terhadap persepsi konsumen, dapat diminimalisasi.

5.4 Keterbatasan Penelitian

Tak luput dari ketidaksempurnaan, penelitian ini memiliki beberapa keterbatasan seperti kemungkinan adanya bias dalam jawaban responden. Meski dalam pelaksanaanya peneliti telah memberi pengarahan untuk menjawab dengan keyakinan sendiri, namun beberapa responden masih dengan sengaja bertanya

pada rekannya saat menentukan merek pionir dan pemimpin pasar. Hal tersebut memungkinkan bahwa jawaban yang diberikan tidak murni berasal dari pemikiran responden sendiri melainkan dari pengaruh orang lain.

Data publikasi pangsa pasar yang minim di Indonesia pun menjadi keterbatasan, terutama untuk jenis kategori *low-involvement* dan jasa. Untuk mendukung konfirmasi pemimpin pasar maka digunakan *proxy* seperti hasil survei konsumen dan data laporan keuangan oleh lembaga penelitian dan institusi formal. Selanjutnya seperti yang telah dijelaskan sebelumnya, bahwa objek dalam penelitian ini berbeda dengan penelitian sebelumnya oleh Kamins, *et al*. (2003). Objek dalam penelitian ini hanya mencakup 3 jenis kategori produk saja, yaitu bank umum (jasa), *smartphone* android (*high-tech*), dan minyak angin *aromatherapy roll-on* (*low-involvement*).

Adapun pemilihan kategori produk yang berbeda memungkinkan hasil penelitian yang berbeda pula, sehingga tidak serta merta dapat digeneralisasi. Selain itu responden dalam penelitian ini hanya terbatas pada kalangan mahasiswa yang notabene belum memiliki penghasilan sendiri dengan tujuan homogenitas penelitian, berbeda dengan responden dalam penelitian Kamins, *et al*. (2003) yaitu kalangan rumah tangga sehingga cenderung lebih umum. Karakteristik responden yang berbeda, memungkinkan hasil penelitian yang berbeda pula.Keterbatasan penelitian ini pun juga terdapat pada jumlah responden yang tidak mencakup seluruh populasi di DIY. Oleh sebab itu, jika jumlah responden disesuaikan dengan jumlah populasi sesungguhnya, maka hasil penelitian dapat saja menjadi berbeda.

5.5 Saran Bagi Penelitian Selanjutnya

Untuk semakin memperkaya penelitian mengenai *pioneership* dan kepemimpinan pasar ini, maka peneliti menyarankan agar pada penelitian selanjutnya dapat dipilih jenis kategori produk lain misalnya kategori produk berdasarkan klasifikasi tingkat harga (*high-end dan low-end*) untuk mengetahui apakah harga memperngaruhi konsumen dalam mengidentifikasi pionir, pemimpin pasar, dan *follower*, dan juga barang bermerek (*specialty goods*). Dapat pula dipilih sampel konsumen kalangan pekerja atau profesional yang telah memiliki penghasilan sendiri. Pada penelitian ini lokasi penelitian hanya terbatas di DIY, maka peneliti selanjutnya dapat menjangkau lokasi lainnya seperti Jakarta, Surabaya, dan daerah lain di Indonesia.

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PERATURAN PERUNDANG-UNDANGAN

Undang-undang Nomor 10 tahun 1998 tentang Perubahan Atas Undang-Undang Nomor 7 Tahun 1992 tentang Perbankan Pasal 1 ayat 3.

Peraturan Pemerintah Republik Indonesia Nomor 1 Tahun 1946 tentang Bank Rakyat Indonesia Pasal 1.

LAMPIRAN

1. Which of the following brands was the pioneer (very first brand) of VCR?

Panasonic	Sony	General Electric	RCA

2. How confident are you that the brand you indicated as the pioneer is indeed the pioneer?

1	2	3	4	5	6	7
Not all Confident						Very Confident

3. Compare the brands based on a series of five attributes:

Brands	Most Reliable	Most Trustworthy	Most High Tech	Best Value	Best Image
Panasonic					
Sony					
General Electric					
RCA					

4. Evaluate each brand of VCR:

*Brands	Extremely unfavorable			Netral			Extremely favorable
Panasonic	- 3	- 2	- 1	0	+1	+2	+3
Sony	- 3	- 2	- 1	0	+1	+2	+3
General Electric	- 3	- 2	- 1	0	+1	+2	+3
RCA	- 3	- 2	- 1	0	+1	+2	+3

*Brands	Dislike very much			Netral			Like very much
Panasonic	- 3	- 2	- 1	0	+1	+2	+3
Sony	- 3	- 2	- 1	0	+1	+2	+3
General Electric	- 3	- 2	- 1	0	+1	+2	+3
RCA	- 3	- 2	- 1	0	+1	+2	+3

*Brands	Extremely negative			Netral			Extremely positive
Panasonic	- 3	- 2	- 1	0	+1	+2	+3
Sony	- 3	- 2	- 1	0	+1	+2	+3
General Electric	- 3	- 2	- 1	0	+1	+2	+3
RCA	- 3	- 2	- 1	0	+1	+2	+3

5. If you were to purchase a VCR today, how likely would you be to purchase each of the following brands?

Brands	Not at all likely to						Extremely likely
Panasonic	1	2	3	4	5	6	7
Sony	1	2	3	4	5	6	7
General Electric	1	2	3	4	5	6	7
RCA	1	2	3	4	5	6	7

KUESIONER

Saya, Ervina Triandewi, mahasiswa Program Magister Manajemen Universitas Atma Jaya Yogyakarta, memohon partisipasi anda sebagai responden dalam penelitian tesis saya yang meneliti tentang sikap konsumen terhadap merek pionir dan pemimpin pasar.

Merek pionir dalam penelitian ini merupakan merek dalam suatu kategori produk baru yang **menurut anda** pertama kali dipasarkan **di Indonesia**. Sedangkan *market leader*/**pemimpin pasar** merupakan merek yang **menurut perspektif anda** memiliki pangsa pasar terbesar di antara semua merek lain dalam kategori tersebut.

Kuesioner ini terdiri atas beberapa kategori produk dan anda dipersilakan menjawab di kotak jawaban yang telah disediakan sesuai dengan perintah yang telah tertera pada setiap pertanyaan di masing-masing kategori produk. Dimohon untuk menjawab berdasarkan keyakinan masing-masing sesuai dengan jawaban pertama yang terlintas dalam benak anda setelah membaca setiap pertanyaan. Pilihan daftar merek yang tertera pada setiap kategori produk sengaja disusun menurut urutan abjad.

Atas perhatian Anda, saya ucapkan terima kasih.

PROFIL RESPONDEN

Beri tanda centang (✓) pada kotak yang disediakan:

1	Jenis kelamin	:	☐	Pria	☐	Wanita
2	Usia	:	☐	18-20	☐	21-23
3	Uang saku/bulan	:	☐	< Rp 1.000.000	☐	Rp 1.000.001 - 1.500.000
			☐	Rp 1.500.001 - 2.000.000	☐	> Rp 2.000.001

4 Universitas   : _____
5 Fakultas/Jurusan   : _____/_____
6 Daerah asal   : _____

Menurut anda, manakah yang merupakan **PIONIR** dan **PEMIMPIN PASAR** di Indonesia pada masing-masing kategori produk di bawah ini? (Beri tanda centang (√) untuk **pionir** dan bulat (O) untuk **pemimpin pasar** pada kotak yang tersedia)		**Manakah yang Pionir? Beri tanda (√)**	**Manakah yang Pemimpin Pasar? Beri tanda (O)**	Seberapa yakinkah anda bahwa merek yang anda pilih sebagai **PIONIR** dan **PEMIMPIN PASAR** pada kategori produk tersebut adalah pionir dan pemimpin pasar yang sesungguhnya **di Indonesia**? (Beri tanda centang (√) untuk **pionir** dan bulat (O) untuk **pemimpin pasar**)						
				Sangat tidak yakin	**Tidak yakin**	**Agak tidak yakin**	**Netral**	**Agak Yakin**	**Yakin**	**Sangat Yakin**
CONTOH CARA PENGISIAN: **AIR MINUM DALAM KEMASAN**	**Ades**		O			O				
	Aguaria									
	Aqua	√								√	
	Vit									
BANK UMUM	BCA									
	BNI									
	BRI									
	Mandiri									
SMART-PHONE ANDROID	HTC									
	LG									
	Samsung									
	Sony									
MINYAK ANGIN AROMATHERAPY ROLL-ON	Fresh Care									
	Herborist									
	Safe Care									
	V Fresh									

3. Bandingkan merek-merek di bawah ini berdasarkan ke-5 atribut yang telah tersedia pada tiap kategori produk dengan memberi tanda centang (✓) pada salah satu merek yang anda nilai memiliki atribut tersebut:

CONTOH CARA PENGISIAN:　　　　　AIR MINUM DALAM KEMASAN

No. Merek / Atribut	Ades	Aguaria	Aqua	Vit
1) **Paling dapat diandalkan**	√			
2) **Paling terpercaya**			√	
3) **Paling berteknologi tinggi**		√		
4) **Nilai terbaik (*best value*)**				√
5) **Citra terbaik**			√	

A. BANK UMUM

No. Merek / Atribut	BCA	BNI	BRI	Mandiri
1) **Paling dapat diandalkan**				
2) **Paling terpercaya**				
3) **Paling berteknologi tinggi**				
4) **Nilai terbaik (*best value*)**				
5) **Citra terbaik**				

B. SMARTPHONE ANDROID

No. Merek / Atribut	HTC	LG	Samsung	Sony
1) **Paling dapat diandalkan**				
2) **Paling terpercaya**				
3) **Paling berteknologi tinggi**				
4) **Nilai terbaik (*best value*)**				
5) **Citra terbaik**				

C. MINYAK ANGIN AROMATHERAPY ROLL-ON

No. Merek / Atribut	Fresh Care	Herborist	Safe Care	V Fresh
1) **Paling dapat diandalkan**				
2) **Paling terpercaya**				
3) **Paling berteknologi tinggi**				
4) **Nilai terbaik (*best value*)**				
5) **Citra terbaik**				

4. Sikap saya terhadap **masing-masing** merek dalam **setiap** kategori produk di bawah ini adalah...**(mohon diisi untuk semua merek)**

(**Lingkarilah** jawaban yang anda pilih pada kotak skala yang telah disediakan)

A. BANK UMUM

Merek	Skala							Merek	Skala							Merek	Skala						
	1= Sangat tidak baik (*unfavorable*) 7= Sangat baik (*favorable*)								1= Sangat tidak suka 7= Sangat suka								1= Sangat negatif 7= Sangat positif						
BCA	1	2	3	4	5	6	7	BCA	1	2	3	4	5	6	7	BCA	1	2	3	4	5	6	7
BNI	1	2	3	4	5	6	7	BNI	1	2	3	4	5	6	7	BNI	1	2	3	4	5	6	7
BRI	1	2	3	4	5	6	7	BRI	1	2	3	4	5	6	7	BRI	1	2	3	4	5	6	7
Mandiri	1	2	3	4	5	6	7	Mandiri	1	2	3	4	5	6	7	Mandiri	1	2	3	4	5	6	7

B. SMARTPHONE ANDROID

Merek	Skala							Merek	Skala							Merek	Skala						
	1= Sangat tidak baik (*unfavorable*) 7= Sangat baik (*favorable*)								1= Sangat tidak suka 7= Sangat suka								1= Sangat negatif 7= Sangat positif						
HTC	1	2	3	4	5	6	7	HTC	1	2	3	4	5	6	7	HTC	1	2	3	4	5	6	7
LG	1	2	3	4	5	6	7	LG	1	2	3	4	5	6	7	LG	1	2	3	4	5	6	7
Samsung	1	2	3	4	5	6	7	Samsung	1	2	3	4	5	6	7	Samsung	1	2	3	4	5	6	7
Sony	1	2	3	4	5	6	7	Sony	1	2	3	4	5	6	7	Sony	1	2	3	4	5	6	7

C. MINYAK ANGIN AROMATHERAPY ROLL-ON

Merek	Skala							Merek	Skala							Merek	Skala						
	1= Sangat tidak baik (*unfavorable*) 7= Sangat baik (*favorable*)								1= Sangat tidak suka 7= Sangat suka								1= Sangat negatif 7= Sangat positif						
Fresh Care	1	2	3	4	5	6	7	Fresh Care	1	2	3	4	5	6	7	Fresh Care	1	2	3	4	5	6	7
Herborist	1	2	3	4	5	6	7	Herborist	1	2	3	4	5	6	7	Herborist	1	2	3	4	5	6	7
Safe Care	1	2	3	4	5	6	7	Safe Care	1	2	3	4	5	6	7	Safe Care	1	2	3	4	5	6	7
V Fresh	1	2	3	4	5	6	7	V Fresh	1	2	3	4	5	6	7	V Fresh	1	2	3	4	5	6	7

5. Jika hari ini anda akan **menggunakan** (**jasa perbankan**) dan **membeli** (**smartphone android & minyak angin aromatherapy roll-on**), seberapa mungkin anda memilih **masing-masing merek** dari **setiap kategori produk** di bawah ini? **(Lingkarilah** jawaban yang anda pilih)

CONTOH CARA PENGISIAN: AIR MINUM DALAM KEMASAN

Merek	Sangat tidak mung-kin	Tidak mung-kin	Agak tidak mung-kin	Netral	Agak mung-kin	Mung-kin	Sangat mung-kin
Ades	1	2	3	4	(5)	6	7
Aguaria	1	2	(3)	4	5	6	7
Aqua	1	2	3	4	5	6	(7)
Vit	(1)	2	3	4	5	6	7

A. BANK UMUM

Merek	Sangat tidak mung-kin	Tidak mung-kin	Agak tidak mung-kin	Netral	Agak mung-kin	Mung-kin	Sangat mung-kin
BCA	1	2	3	4	5	6	7
BNI	1	2	3	4	5	6	7
BRI	1	2	3	4	5	6	7
Mandiri	1	2	3	4	5	6	7

B. SMARTPHONE ANDROID

Merek	Sangat tidak mung-kin	Tidak mung-kin	Agak tidak mung-kin	Netral	Agak mung-kin	Mung-kin	Sangat mung-kin
HTC	1	2	3	4	5	6	7
LG	1	2	3	4	5	6	7
Samsung	1	2	3	4	5	6	7
Sony	1	2	3	4	5	6	7

C. MINYAK ANGIN AROMATHERAPY ROLL-ON

Merek	Sangat tidak mung-kin	Tidak mung-kin	Agak tidak mung-kin	Netral	Agak mung-kin	Mung-kin	Sangat mung-kin
Fresh Care	1	2	3	4	5	6	7
Herborist	1	2	3	4	5	6	7
Safe Care	1	2	3	4	5	6	7
V Fresh	1	2	3	4	5	6	7

TERIMA KASIH ATAS PARTISIPASI ANDA ☺

RESPONDEN	JENIS KELAMIN	USIA	UANG SAKU	UNIVERSITAS	FAKULTAS	JURUSAN	DAERAH ASAL	MP1	YMP1	MP2	YMP2	MP3	YMP3	PP1	YPP1	PP2	YPP2	PP3	YPP3
1	1	2	1	1	1	1	1	3	6	3	6	1	6	1	6	3	6	1	6
2	1	1	3	1	1	1	1	3	7	4	7	4	5	1	5	3	7	1	7
3	1	1	1	1	1	1	1	1	6	3	6	3	6	1	6	3	7	1	5
4	1	1	1	1	1	1	1	3	4	1	3	4	6	2	4	3	6	1	4
5	1	1	2	1	1	1	2	3	5	1	6	4	7	1	2	3	6	1	2
6	2	1	2	1	1	1	2	1	3	4	2	3	7	4	6	3	7	1	4
7	1	1	2	1	1	1	2	2	4	4	3	2	2	1	4	3	7	1	5
8	1	1	1	1	1	1	1	2	7	4	6	3	6	1	6	3	7	1	5
9	1	1	1	1	1	1	1	3	5	4	5	3	5	1	7	3	7	1	5
10	1	1	2	1	1	1	1	1	7	3	7	1	7	3	5	3	6	1	5
11	2	2	2	1	1	1	3	1	3	1	7	1	6	3	4	3	6	3	2
12	1	2	2	1	1	1	1	2	6	4	5	1	6	4	7	3	6	1	6
13	1	1	1	1	1	1	1	4	5	1	3	1	6	3	5	3	7	3	3
14	2	1	1	1	1	1	1	3	7	4	7	3	2	1	3	3	3	1	5
15	1	2	2	1	1	1	1	3	7	1	6	2	4	4	7	3	7	1	6
16	1	1	2	1	1	1	1	4	6	3	6	1	5	1	5	3	6	4	5
17	1	2	3	1	1	1	2	4	4	2	4	3	4	1	4	3	4	1	4
18	2	2	2	1	1	1	4	1	4	1	5	3	4	2	5	3	5	1	6
19	2	2	1	1	1	1	1	3	6	4	6	3	6	1	6	3	6	1	3
20	2	2	2	1	1	1	1	1	7	1	5	1	3	4	6	3	7	3	6
21	2	1	1	1	1	1	1	3	5	4	6	1	5	1	7	3	7	1	5
22	2	1	4	1	1	1	1	3	7	1	1	1	7	1	2	3	7	2	1
23	1	1	1	1	1	1	1	3	6	3	6	1	4	4	7	4	4	3	4
24	1	1	2	1	1	1	1	3	6	4	6	1	6	1	6	3	6	1	6
25	1	1	2	1	1	1	1	3	6	3	6	3	5	4	5	3	6	1	5
26	2	1	1	1	1	1	1	3	3	2	2	1	6	1	6	3	6	1	6
27	2	1	2	1	1	1	1	3	6	4	5	3	4	1	6	4	6	1	4
28	2	1	1	1	1	1	1	3	6	3	6	1	6	1	6	3	6	1	6
29	2	1	2	1	1	1	1	3	6	3	6	1	6	1	6	3	6	1	6
30	2	1	1	1	1	1	1	3	6	3	6	1	6	1	6	3	6	1	6
31	1	1	2	1	1	1	1	3	6	4	4	1	3	1	4	3	7	1	3
32	1	1	2	1	1	1	1	2	7	1	4	1	2	1	7	3	7	3	7
33	1	2	2	1	1	1	1	3	4	3	7	3	4	1	7	3	7	3	4
34	1	2	1	1	1	1	1	2	6	3	6	4	4	1	5	3	6	1	4
35	1	1	2	1	1	1	1	2	5	4	3	2	2	1	6	3	7	1	5

36	2	1	2	1	1	1	1	2	5	3	7	4	4	1	7	3	7	1	7
37	1	1	2	1	1	1	1	3	5	3	6	1	5	1	6	3	6	4	6
38	1	2	2	1	1	1	1	1	6	3	6	1	6	1	5	3	6	1	5
39	1	1	1	1	1	1	1	2	6	1	6	4	3	1	6	3	6	1	6
40	2	1	1	1	1	1	1	2	6	4	7	3	6	1	6	3	4	1	6
41	2	1	1	1	1	1	1	3	5	4	6	3	6	1	5	3	6	3	6
42	1	2	2	1	1	1	2	2	6	4	5	4	4	3	7	3	7	1	7
43	1	1	2	1	1	1	3	1	6	2	6	3	7	3	6	3	7	1	5
44	1	1	1	1	1	1	1	1	4	4	5	1	6	3	7	3	7	1	6
45	1	1	2	1	1	1	1	4	6	4	6	4	3	3	5	3	7	1	4
46	1	1	2	1	1	1	3	1	5	3	5	1	4	4	5	3	6	4	6
47	1	1	1	1	1	1	1	2	6	4	6	3	6	1	6	3	7	1	6
48	2	1	3	1	1	1	4	1	5	2	5	3	5	4	6	3	7	1	6
49	2	1	2	1	1	1	1	1	7	2	3	1	5	4	4	3	7	3	4
50	2	1	1	1	1	1	1	2	4	2	3	3	4	1	4	3	5	1	5
51	2	1	2	1	1	1	5	3	7	4	5	4	4	2	6	3	7	1	7
52	2	1	1	1	1	1	1	3	3	4	6	2	3	1	5	3	6	1	3
53	2	1	2	1	1	1	3	3	4	4	4	3	4	4	4	3	4	1	4
54	2	1	1	1	1	2	1	2	6	3	5	1	7	1	6	3	7	1	7
55	2	1	1	1	1	1	1	2	4	1	6	4	3	1	5	3	6	1	5
56	2	1	1	1	1	1	1	4	5	4	6	3	6	3	6	3	5	1	5
57	2	1	1	1	1	1	1	1	7	4	7	2	6	3	7	3	7	1	6
58	1	2	1	1	1	1	2	2	7	3	5	2	4	3	6	3	6	1	4
59	2	2	1	1	1	1	3	1	5	1	4	1	2	3	6	3	6	3	5
60	2	1	1	1	1	1	2	3	5	1	6	3	5	1	6	3	7	1	5
61	1	1	1	1	1	1	1	2	6	4	6	1	4	1	6	3	6	1	4
62	1	1	2	1	1	1	1	2	5	4	5	1	3	1	6	3	6	1	3
63	1	2	1	1	1	1	1	4	7	2	3	4	3	1	1	3	7	1	7
64	2	1	1	1	1	1	1	1	7	3	7	1	7	4	6	3	7	1	7
65	1	1	1	1	1	1	1	1	4	3	6	1	3	4	4	1	6	4	3
66	1	1	1	1	1	1	1	3	5	3	3	4	4	1	5	4	3	1	4
67	2	1	1	1	1	1	2	4	6	3	6	1	6	3	6	3	6	3	6
68	1	2	2	1	1	1	4	4	4	1	6	3	3	3	5	3	6	1	6
69	2	1	1	1	1	1	1	3	4	4	5	3	5	1	5	3	3	1	6
70	2	1	2	1	1	1	1	3	7	4	6	3	6	1	6	3	5	1	5
71	2	1	2	1	1	1	3	3	3	4	6	1	7	1	6	3	5	1	7
72	2	1	2	1	1	1	3	4	4	1	5	4	1	2	4	3	1	1	1
73	2	2	2	1	1	1	2	3	7	3	7	1	7	1	5	3	7	3	5
74	2	1	1	1	1	1	1	1	5	3	7	2	2	4	6	3	7	1	7
75	1	2	2	1	1	1	3	3	6	3	5	1	5	4	7	3	7	1	3

#																			
76	2	1	2	1	1	1	3	4	4	4	4	4	4	1	5	3	7	1	6
77	2	1	2	1	1	1	3	3	2	2	2	4	1	4	4	3	6	1	1
78	2	1	3	1	1	1	1	3	2	3	5	1	3	1	6	3	6	1	5
79	1	1	3	1	1	1	3	4	4	3	7	1	7	1	5	3	7	1	7
80	2	2	2	2	1	2	1	3	7	1	7	2	2	1	6	3	7	1	7
81	2	2	1	2	1	2	1	4	3	3	5	3	7	1	7	3	3	1	7
82	1	2	4	2	5	7	1	1	3	3	6	1	4	1	6	3	5	3	3
83	1	1	2	1	1	2	1	2	7	3	6	1	3	1	6	3	7	1	4
84	1	1	1	1	1	2	1	2	6	3	6	1	2	1	6	3	7	1	2
85	1	2	2	1	1	2	1	2	6	4	6	1	6	1	6	3	6	3	6
86	2	1	2	1	1	1	2	2	2	4	4	1	6	1	7	3	7	1	4
87	2	1	1	1	1	2	3	3	5	1	7	1	6	1	6	3	6	1	5
88	2	1	2	1	1	2	4	2	6	4	6	3	6	4	5	3	7	1	4
89	2	1	1	1	1	2	1	3	6	4	6	3	6	4	5	3	7	1	4
90	2	1	1	1	1	1	1	3	6	2	3	3	7	1	3	3	6	1	7
91	2	1	2	1	1	2	5	3	5	4	6	1	6	1	3	3	7	1	5
92	1	2	3	1	1	1	3	4	5	3	7	1	2	4	3	3	6	1	2
93	1	2	1	1	1	2	1	2	4	3	4	1	4	4	4	3	4	1	4
94	1	1	2	1	1	2	2	2	7	3	6	1	6	4	7	3	7	1	7
95	2	1	1	1	1	2	1	4	3	3	5	3	6	1	5	3	6	1	6
96	1	2	1	1	1	2	1	3	6	3	6	3	3	1	6	3	7	1	6
97	1	2	2	1	1	1	2	1	5	3	6	3	6	1	6	3	7	1	5
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99	1	1	2	1	1	1	1	2	4	3	4	3	3	1	4	1	4	1	5
100	2	2	1	1	1	1	1	4	5	4	6	3	6	1	5	3	6	1	6
101	2	2	2	1	1	1	1	3	6	1	6	1	6	4	6	3	7	4	3
102	1	2	1	3	2	3	1	1	6	4	6	1	3	1	6	3	6	1	3
103	1	1	2	3	2	7	3	3	2	3	6	4	3	1	6	3	6	1	4
104	1	1	1	3	2	3	1	2	6	3	6	1	6	4	3	3	5	1	5
105	1	1	2	3	2	3	2	2	5	3	3	1	3	1	3	1	5	2	3

106	1	1	1	3	2	3	4	3	6	3	6	1	6	1	3	1	3	2	4
107	2	1	2	3	2	3	1	1	5	4	5	3	6	4	4	1	6	1	4
108	2	1	2	3	2	3	1	3	5	4	5	1	3	2	3	2	5	1	5
109	1	1	1	3	2	3	1	3	6	4	5	3	6	4	4	3	5	1	4
110	1	1	1	4	5	7	1	1	6	4	6	1	6	3	4	3	6	1	3
111	1	2	2	3	2	3	3	3	5	4	5	1	2	4	5	3	7	1	2
112	1	1	1	3	2	3	1	1	4	4	4	4	3	4	4	3	5	1	3
113	2	2	2	3	2	3	1	3	6	4	5	1	3	1	6	3	6	1	3
114	1	1	1	3	2	3	4	3	6	3	6	1	6	1	3	1	4	4	4
115	1	1	1	3	2	3	1	3	6	1	7	3	4	2	3	3	7	1	4
116	1	1	1	3	2	3	1	3	4	1	4	3	4	1	3	3	6	1	4
117	1	1	1	3	2	3	2	3	6	3	7	1	7	4	5	3	7	1	7
118	1	2	2	3	2	3	1	3	6	3	6	3	4	1	3	3	3	1	3
119	1	1	1	3	2	3	1	3	4	1	3	4	3	1	3	3	7	1	5
120	1	2	1	3	2	3	1	1	6	4	5	3	5	4	6	3	7	1	6
121	1	1	1	5	3	4	2	4	6	4	6	1	7	3	4	3	6	1	7
122	2	1	1	5	3	4	1	2	6	3	6	1	6	4	3	3	6	1	6
123	1	1	1	5	3	4	5	3	6	3	7	1	6	1	5	3	7	1	5
124	1	1	1	5	3	4	5	3	6	3	6	3	6	3	5	4	6	1	6
125	1	1	1	5	3	4	3	2	4	3	6	1	6	4	6	3	7	1	5
126	2	1	1	5	3	4	1	4	3	4	3	2	3	1	3	3	6	1	6
127	1	1	1	5	3	4	1	3	6	2	5	4	6	2	4	3	6	1	3
128	1	1	1	5	3	4	5	4	5	1	3	4	7	3	3	3	6	2	1
129	1	1	1	5	3	4	1	4	6	3	6	1	5	4	3	3	3	1	3
130	1	1	1	5	3	4	4	2	6	3	6	1	6	1	3	3	6	1	6
131	1	1	2	5	3	4	1	3	4	4	7	1	4	1	5	3	7	1	5
132	1	1	1	5	3	4	3	2	6	3	6	2	2	4	6	3	6	1	6
133	1	1	1	5	3	4	5	4	6	3	6	1	6	4	6	3	6	2	6
134	1	1	1	5	3	4	1	1	5	1	3	1	5	4	4	3	6	2	4
135	1	2	3	5	3	4	2	3	5	1	5	1	4	1	3	3	4	3	3
136	1	1	1	5	3	4	1	3	5	4	5	2	5	1	4	3	4	1	3
137	1	1	1	5	3	4	1	3	5	3	5	1	6	1	4	3	4	1	4
138	1	1	1	5	3	4	1	1	6	1	5	4	3	3	5	3	7	1	7
139	1	1	1	5	3	4	1	1	5	3	6	1	6	4	6	3	6	1	6
140	1	1	1	5	3	4	1	3	3	2	3	3	4	4	5	3	6	1	6
141	1	1	2	5	3	4	3	1	5	4	6	1	5	3	4	3	7	3	5
142	1	2	1	5	3	4	1	3	7	4	7	2	4	4	5	3	7	1	4
143	1	2	2	4	5	7	1	3	5	1	4	1	3	3	2	3	6	1	5
144	1	1	1	5	3	4	2	3	6	2	6	3	4	1	4	3	7	1	6
145	1	1	1	5	3	4	1	1	7	4	6	1	5	1	7	3	6	1	6

186	1	2	2	2	2	7	1	3	5	1	3	1	2	4	6	3	6	1	3
187	1	2	1	2	2	7	1	3	5	3	3	3	2	4	5	3	4	4	2
188	1	2	1	2	5	7	1	3	4	3	4	1	4	1	4	3	4	1	4
189	1	1	1	5	2	4	3	1	6	3	6	2	6	3	6	2	6	1	6
190	2	1	2	5	5	7	1	1	6	4	5	1	7	4	5	3	6	4	5
191	2	1	1	5	5	7	1	3	6	3	6	2	6	2	6	3	6	1	6
192	1	2	2	5	5	7	2	2	4	3	6	2	6	3	6	4	5	2	6
193	1	2	2	5	5	7	1	3	5	3	5	4	4	1	5	3	5	1	4
194	1	2	1	5	5	7	1	3	3	1	4	1	5	1	5	3	4	4	5
195	1	1	2	5	5	7	3	1	6	1	4	4	4	3	6	3	5	1	3
196	1	1	1	5	5	7	1	1	3	3	4	2	4	1	3	1	4	1	4
197	1	2	4	5	5	7	1	4	7	1	6	4	6	4	7	1	6	4	6
198	1	2	3	1	5	7	1	1	7	4	5	1	2	4	3	4	7	4	5
199	2	1	4	2	2	6	5	2	6	4	6	1	5	4	4	3	6	1	6
200	2	1	2	2	2	6	3	3	6	4	6	1	6	4	6	3	6	1	6
201	2	1	3	2	2	7	4	4	6	3	6	1	4	4	6	3	6	1	5
202	1	1	1	2	2	7	1	1	5	3	6	3	5	4	5	3	5	1	5
203	2	1	3	2	2	6	1	4	4	4	2	1	5	1	3	3	7	1	4
204	2	1	2	2	2	6	1	3	6	3	5	1	4	4	6	3	6	1	6
205	2	1	2	2	2	6	3	2	6	4	5	2	7	4	5	3	7	1	6
206	1	2	1	2	2	6	3	1	3	3	7	1	1	4	6	3	6	4	1
207	2	1	2	2	2	6	3	3	6	3	5	2	5	4	5	3	6	1	5
208	2	1	3	2	2	6	1	1	4	3	5	3	6	4	6	3	6	1	6
209	2	1	2	2	2	6	1	2	5	3	6	1	5	4	5	3	6	1	5
210	1	2	2	2	2	6	1	4	7	2	4	1	5	4	5	3	7	1	6
211	1	1	3	2	2	6	1	4	5	3	6	1	5	4	5	3	6	3	3
212	2	2	2	2	2	6	1	2	3	3	6	2	3	2	6	3	6	1	6
213	2	1	1	2	2	6	1	3	3	3	6	3	4	4	4	3	6	1	6

RESPONDEN	BE1 BCA	BE2 BCA	BE3 BCA	BE4 BCA	BE5 BCA	BE SCORE BCA	BE1 BNI	BE2 BNI	BE3 BNI	BE4 BNI	BE5 BNI	BE SCORE BNI	BE1 BRI	BE2 BRI	BE3 BRI	BE4 BRI	BE5 BRI	BE SCORE BRI	BE1 Mandiri	BE2 Mandiri	BE3 Mandiri	BE4 Mandiri	BE5 Mandiri	BE SCORE Mandiri
1	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
2	0	0.2	0	0	0.2	0.4	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0.2	0	0	0.2
3	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2
5	0	0	0	0.2	0	0.2	0	0	0.2	0	0.2	0.4	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2
6	0	0	0.2	0	0.2	0.4	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2
7	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
8	0.2	0	0.2	0	0	0.4	0	0	0	0	0.2	0.2	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2
9	0.2	0	0.2	0	0	0.4	0	0	0	0	0.2	0.2	0.2	0	0.2	0	0	0.4	0	0	0	0.2	0	0.2
10	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0.6
11	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4
12	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0	0	0	0	0.2	0.2
13	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2
14	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0.2	0.4
16	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.6
17	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0	0.4
18	0	0	0.2	0	0	0.2	0.2	0	0	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2
19	0	0.2	0.2	0	0	0.4	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4
20	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2
21	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8
23	0.2	0	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2
24	0.2	0	0.2	0	0.2	0.6	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0.2	0	0.2
25	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0.2	0	0.2	0	0	0.2	0	0.2	0.4
26	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4
27	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
28	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0	0	0.2	0.2
29	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0.2	0.2	0	0	0.4	0	0.2	0	0	0	0.2
30	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0
31	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4
32	0.2	0	0.2	0	0.2	0.6	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0
33	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0.4	0	0	0	0	0.2	0.2
34	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
35	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4	0	0	0	0	0.2	0.2

36	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
37	0.2	0	0.2	0	0	0.4	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0
38	0	0	0.2	0.2	0	0.4	0.2	0	0	0	0.2	0.4	0	0	0	0	0	0	0.2	0	0	0	0.2
39	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4
40	0.2	0.2	0	0	0	0.4	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2	0	0	0.2	0	0.2
41	0	0	0.2	0	0.2	0.4	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0
42	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0
43	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2
44	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0	0.2	0.2	0.4
45	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0.2	0	0.4
46	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0.2	0	0.4
47	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
48	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.4
49	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0.2	0.4	0	0	0	0	0	0	0	0	0	0	0
50	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.2	0.6
51	0	0	0.2	0.2	0	0.4	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0.2	0.4
52	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.6	0	0	0	0	0
53	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0.2	0	0.2	0.2	0.6
54	0	0	0.2	0	0	0.2	0.2	0	0	0	0.2	0.4	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
55	0.2	0	0	0.2	0	0.4	0	0	0	0	0.2	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2
56	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.4
57	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
58	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4	0.2	0	0	0	0	0.2	0	0	0.2	0	0.2
59	0.2	0	0	0	0	0.2	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4	0	0	0.2	0	0.2
60	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0.4
61	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0	0
62	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
63	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4
64	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6
65	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
66	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2	0	0.2	0	0	0	0.2
67	0	0	0	0	0	0	0	0	0.2	0.2	0	0.4	0.2	0	0	0	0.2	0	0.2	0	0	0.2	0.4
68	0	0	0.2	0	0	0.2	0	0.2	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2
69	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.4
70	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0
71	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8
72	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0
73	0	0.2	0.2	0	0	0.4	0	0	0	0.2	0.2	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2
74	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0.2	0	0.2	0	0	0	0.2	0.2
75	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0.2	0	0.2	0.4

76	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6
77	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6
78	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2	0.4
79	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0	0	0.2	0.2
80	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
81	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
82	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0	0.2	0	0	0.2
83	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2
84	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
85	0	0.2	0.2	0	0	0.4	0.2	0	0	0.2	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0
86	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4
87	0	0	0.2	0	0.2	0.4	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0	0	0	0	0	0	0
88	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0
89	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0	0.2
90	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
91	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.6
92	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4
93	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
94	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0
95	0	0	0.2	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0	0.2	0	0.2	0	0	0.2	0.4
96	0	0	0.2	0	0	0.2	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0.2	0	0.2	0.2	0.6
97	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.6
98	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
99	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
100	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0.2
101	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.4
102	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
103	0.2	0	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2
104	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.4	0.2	0.2	0	0.2	0	0	0.6
105	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0

106	0	0	0.2	0.2	0	0.4	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0
107	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
108	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2
109	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
110	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0	0	0.2	0.6
111	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0
112	0.2	0	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2
113	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8
114	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0
115	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
116	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
117	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8
118	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
119	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4	0	0	0	0	0.2	0.2
120	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0	0.2	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2
121	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8
122	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0.2	0	0	0	0	0.2
123	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2
124	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0
125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
126	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0.2	0	0	0.2	0.4
127	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0.4
128	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0.2	0	0.2	0.4
129	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2	0.2	0.2	0	0	0	0.4
130	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0
131	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
132	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
133	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
134	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0.2	0	0	0	0.4
135	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0.2	0	0.2	0	0	0	0.4
136	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
137	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0.4	0	0	0.2	0	0	0.2
138	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0	0
139	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2
140	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2	0.2	0.2	0	0	0	0.4
141	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2
142	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
143	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0
144	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0.6
145	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0	0

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
147	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4	0	0.2	0	0	0.2	0.4
148	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4	0	0.2	0	0	0.2	0.4
149	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0	0	0.2
150	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2
151	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2	0	0	0.2	0.2	0	0.4
152	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
153	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2
154	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0	0	0.4
155	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0	0	0.2
156	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
157	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
158	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0
159	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0
160	0	0.2	0.2	0	0	0.4	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2
161	0	0	0.2	0	0	0.2	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2
162	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0.2	0	0.4
163	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0	0
164	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0
165	0	0.2	0.2	0	0	0.4	0.2	0	0	0.2	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0
166	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
167	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.2	0.8
168	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
169	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2	0	0	0	0	0	0
170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
171	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
172	0	0	0.2	0	0	0.2	0	0	0	0.2	0.2	0.4	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4
173	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2	0	0	0	0	0	0
174	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0.2	0.2	0.4
175	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
176	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6
177	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0.2	0	0	0	0.2	0.4
178	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
179	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0	0.2	0.2	0.2	0	0	0.2	0	0.4
180	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
181	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0	0.2
182	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2
183	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.2	0	0.6
184	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0.2	0.6
185	0.2	0	0	0	0	0.2	0	0	0	0	0.2	0.2	0	0	0.2	0	0.2	0.2	0	0.2	0.2	0	0	0.4

186	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4
187	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0.2	0	0.2	0.4
188	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2
189	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8
190	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4
191	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0
192	0	0	0	0.2	0	0.2	0	0	0.2	0	0.2	0.4	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0
193	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
194	0.2	0	0.2	0	0.2	0.6	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0	0	0
195	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0	0
196	0	0	0.2	0	0.2	0.4	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0
197	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
198	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
199	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.6
200	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.6	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2
201	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8
202	0	0	0.2	0	0.2	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6
203	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4
204	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8
205	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4
206	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2
207	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2	0.2	0.2	0	0	0	0.4
208	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.6
209	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8
210	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6
211	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
212	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0	0	0	0.2	0.2	0	0.4
213	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0	0	0.2	0	0	0.2	0.2	0	0.6

RESPONDEN	BE1 HTC	BE2 HTC	BE3 HTC	BE4 HTC	BE5 HTC	BE SCORE HTC	BE1 LG	BE2 LG	BE3 LG	BE4 LG	BE5 LG	BE SCORE LG	BE1 Samsung	BE2 Samsung	BE3 Samsung	BE4 Samsung	BE5 Samsung	BE SCORE Samsung	BE1 Sony	BE2 Sony	BE3 Sony	BE4 Sony	BE5 Sony	BE SCORE Sony
1	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0.2	0.2	0	0	0	0.4	0	0	0.2	0	0	0.2
2	0	0	0.2	0	0	0.2	0.2	0	0	0	0	0.2	0	0.2	0	0	0.2	0.4	0	0	0	0.2	0	0.2
3	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
4	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0	0
5	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0.2	0	0	0	0	0.2
6	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0.2
7	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
8	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2
9	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
10	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
11	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
12	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0
13	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2
14	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0.2	0	0.4
15	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0	0	0.2	0.2	0	0	0.4	0	0	0	0	0.2	0.2
16	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
17	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0
18	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
19	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6	0.2	0	0	0.2	0	0.4
20	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
21	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0.2	0	0.2	0.2	0.6
22	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0.2	0.2	0.2	0.6
23	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6	0.2	0	0	0.2	0	0.4
24	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0.2	0.4
25	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
26	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
27	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
28	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0.2	0.2
29	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
30	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
31	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
32	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0
33	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
34	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
35	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2

36	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
37	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
38	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0
39	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0
40	0	0	0	0.2	0	0.2	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0	0.4	0	0	0	0	0.2	0.2
41	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
42	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0.2	0.6	0	0	0	0.2	0	0.2
43	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0.2	0.2	0	0.6
44	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0	0.2	0	0.2
45	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4
46	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0.2	0	0	0.4	0	0	0	0	0.2	0.2
47	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0.2	0.2	0	0.6
48	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2
49	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
50	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
51	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0.2	0.2	0.2	0	0	0.6	
52	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
53	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0.2	0.6	0	0	0	0.2	0	0.2
54	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
55	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4	0.2	0	0	0	0	0.2
56	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0.2	0.4	0	0	0.2	0	0	0.2
57	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
58	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.4	0.2	0.2	0	0	0.2	0.6
59	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0	0	0	0	0	0
60	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
61	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8
62	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0.2	0.4
63	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0.2	0.2	0	0.4	0	0	0	0	0.2	0.2
64	0	0	0	0.2	0	0.2	0	0	0.2	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0.2	0.2
65	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.6	0	0.2	0.2	0	0	0.4
66	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2
67	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
68	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0	0.2
69	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0.2	0	0	0.2	0	0.4
70	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
71	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0.2	0	0.2	0.4
72	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
73	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0.2	0	0	0	0	0.2
74	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4	0	0.2	0.2	0	0	0.4
75	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0	0	0	0	0.2

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
76	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0.2	0.2	0.4	0.2	0.2	0	0	0	0.4
77	0	0	0	0	0	0	0	0.2	0.2	0	0	0.4	0.2	0	0	0	0.2	0.4	0	0	0	0.2	0	0.2
78	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
79	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
80	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
81	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
82	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
83	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0.2	0	0.2	0.2	0.6
84	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	0.2	0	0.8
85	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4	0	0.2	0.2	0.2	0	0.6
86	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
87	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
88	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
89	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
90	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
91	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
92	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
93	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0
94	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
95	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
96	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
97	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
98	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
99	0	0.2	0.2	0	0	0.4	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2	0.2	0	0	0	0	0.2
100	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
101	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0	0	0	0.2	0.2	0	0.4	0	0	0	0	0.2	0.2
102	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0
103	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
104	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0.2	0.2
105	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0

106	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
107	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
108	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0.2	0.2	0.2	0.6	0.2	0	0	0	0	0.2
109	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
110	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4	0	0.2	0.2	0.2	0	0.6
111	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
112	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0.6
113	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
114	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0
115	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
116	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.6	0	0.2	0	0	0	0.2
117	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8
118	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2
119	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0
120	0.2	0	0	0	0	0.2	0	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2	0	0.2	0.2	0	0	0.4
121	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0	0	0.4
122	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0.2	0	0	0	0	0.2
123	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0.2	0.2
124	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0	0	0.2	0.2	0	0.4
125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
126	0	0	0.2	0	0	0.2	0	0	0	0.2	0.2	0.4	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0
127	0	0	0	0.2	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0	0.2	0	0	0	0.2
128	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
129	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
130	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
131	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.6	0.2	0	0	0	0.2	0.4
132	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
133	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0.6	0	0.2	0	0	0.2	0.4
134	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.2	0	0.6	0	0.2	0	0	0	0.2
135	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4
136	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0
137	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0.4	0	0	0.2	0	0	0.2
138	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2
139	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
140	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
141	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4
142	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.2	0	0.2	0	0	0.8
143	0.2	0	0	0	0.2	0.4	0	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.2	0	0	0	0	0.4
144	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.6	0.2	0	0	0	0	0.2		
145	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.6	0.2	0.2	0	0	0	0.4		

146	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
147	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0.2	0	0	0	0	0.2
148	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2
149	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
150	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0.2	0.4
151	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
152	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
153	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
154	0	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0
155	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
156	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
157	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
158	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
159	0	0	0	0	0	0	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2	0.2	0.2	0	0	0	0.4
160	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.2	0	0.6	0.2	0	0	0	0	0.2
161	0	0	0	0.2	0.2	0.4	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0	0	0.2
162	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
163	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0.6	0	0.2	0	0	0.2	0.4	0	0	0	0	0	0
164	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
165	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
166	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
167	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
168	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
169	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
170	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0	0
171	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
172	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.2	0	0.2	0.2	0.6	0.2	0	0	0	0	0.2
173	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0	0.2	0	0.4	0	0	0.2	0	0	0.2
174	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
175	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2
176	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0
177	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
178	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
179	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0.2	0.4
180	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
181	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
182	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
183	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
184	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
185	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2	0	0	0.2	0	0.2	0.4

186	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0.2	0	0.2
187	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2
188	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.6	0	0.2	0	0.2	0	0.4
189	0	0	0	0	0.2	0.2	0	0.2	0	0	0	0.2	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	0
190	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
191	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0.2	0	0.4
192	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0.2	0	0.2	0.4
193	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0
194	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
195	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
196	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
197	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
198	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1
199	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
200	0	0	0	0.2	0	0.2	0	0	0.2	0	0	0.2	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0
201	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
202	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
203	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0
204	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0
205	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
206	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
207	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.4	0.2	0	0.2	0.2	0	0.6
208	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0
209	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
210	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.6	0.2	0	0	0	0	0.2
211	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0.6	0	0.2	0	0	0.2	0.4
212	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2
213	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0

RESPONDEN	BE1 Fresh	BE2 Fresh	BE3 Fresh	BE4 Fresh	BE5 Fresh	BE SCORE Fresh	BE1 Herbo	BE2 Herbo	BE3 Herbo	BE4 Herbo	BE5 Herbo	BE SCORE Herbo	BE1 Safe	BE2 Safe	BE3 Safe	BE4 Safe	BE5 Safe	BE SCORE Safe	BE1 VF	BE2 VF	BE3 VF	BE4 VF	BE5 VF	BE SCORE VF
1	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2	0	0	0	0.2	0.2	0.4	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2
3	0	0	0.2	0	0.2	0.4	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0	0
4	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
5	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2	0.2	0	0	0	0.2	0.4
6	0	0	0	0.2	0.2	0.4	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0.2	0	0	0	0	0.2
7	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2
8	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0	0
9	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4
10	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
11	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
12	0.2	0	0.2	0	0.2	0.6	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0.2	0	0	0	0	0.2
13	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2
14	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
15	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	0
16	0.2	0	0	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
17	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0	0	0	0
18	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0.2	0.4	0	0	0	0	0	0	0	0	0	0	0	0
19	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0.2	0	0	0	0.4	0	0	0	0	0	0
20	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
21	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
22	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
23	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
24	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0	0
25	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0
26	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2
27	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
28	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
29	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
30	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
31	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0.4
32	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0.2	0	0	0.2	0.2	0	0	0	0	0.2
33	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0	0.2	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0
34	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2
35	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2

36	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
37	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0	0.2	0	0.2	0.2	0.2	0.2	0.8
38	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
39	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
40	0	0.2	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0.2	0	0.2	0	0	0.4	0	0	0	0	0
41	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
42	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2
43	0.2	0	0	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0
44	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
45	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4
46	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0	0.2
47	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
48	0.2	0	0.2	0	0	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0.2
49	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
50	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
51	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
52	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
53	0	0.2	0	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2
54	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
55	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
56	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2	0	0.2	0	0	0	0.2
57	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
58	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.2	0	0.4
59	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
60	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
61	0	0	0.2	0	0.2	0.4	0	0	0	0	0	0	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0
62	0	0	0.2	0.2	0.2	0.6	0	0	0	0	0	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0
63	0.2	0	0	0	0.2	0.4	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0.2	0	0	0.2
64	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
65	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
66	0.2	0	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0.2	0.2	0	0	0.4	0	0	0	0.2	0.2
67	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0
68	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
69	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4	0	0	0	0	0
70	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
71	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
72	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
73	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2
74	0.2	0.2	0	0	0.2	0.6	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0	0	0	0	0
75	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

76	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
77	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
78	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
79	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
80	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
81	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
82	0.2	0	0	0.2	0.2	0.6	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0	0	0
83	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2
84	0.2	0	0	0	0.2	0.4	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2
85	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0	0
86	0.2	0	0	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
87	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
88	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
89	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
90	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
91	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
92	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
93	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
94	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
95	0	0.2	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0.2	0	0	0	0	0	0.2
96	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0	0.2	0.2
97	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
98	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
99	0.2	0	0	0	0	0.2	0	0.2	0	0	0.2	0.4	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
100	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0	0
101	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0	0	0
102	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
103	0.2	0	0.2	0	0	0.4	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.2	0.6
104	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
105	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

106	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
107	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
108	0.2	0.2	0	0	0	0.4	0	0	0	0.2	0	0.2	0	0	0.2	0	0	0.2	0	0	0	0.2	0.2
109	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
110	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
111	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
112	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
113	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
114	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
115	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2
116	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
117	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
118	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0	0	0	0
119	0	0	0.2	0.2	0	0.4	0	0.2	0	0	0.2	0.4	0	0	0	0	0	0.2	0	0	0	0	0.2
120	0	0	0.2	0.2	0	0.4	0	0.2	0	0	0	0.2	0.2	0	0	0	0.2	0	0	0	0	0.2	0.2
121	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
122	0	0.2	0	0	0	0.2	0	0	0	0.2	0	0.2	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4
123	0	0.2	0	0.2	0.2	0.6	0	0	0.2	0	0	0.2	0	0	0	0	0	0.2	0	0	0	0	0.2
124	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0
125	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
126	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0
127	0.2	0	0.2	0	0	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2
128	0.2	0	0	0	0	0.2	0	0	0.2	0	0	0.2	0	0.2	0	0	0.2	0.4	0	0	0.2	0	0.2
129	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
130	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
131	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4
132	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
133	0.2	0	0	0.2	0.2	0.6	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0.2	0	0	0	0.2
134	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0	0
135	0.2	0	0.2	0	0	0.4	0	0.2	0	0	0.2	0.4	0	0	0.2	0	0.2	0	0	0	0	0	0
136	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0
137	0.2	0	0	0	0.2	0.4	0	0	0	0.2	0	0.2	0	0.2	0	0	0.2	0	0	0.2	0	0	0.2
138	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2
139	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
140	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
141	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0.2	0	0.2	0	0	0	0	0.2	0.2
142	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
143	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
144	0	0	0	0.2	0.2	0.4	0	0	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0
145	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

146	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0	0	0	0
147	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
148	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
149	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
150	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0
151	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0
152	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
153	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
154	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0	0.2	0.2
155	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
156	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
157	0.2	0.2	0	0	0.2	0.6	0	0	0	0	0	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0	0
158	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
159	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
160	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0
161	0	0	0.2	0	0.2	0.4	0.2	0	0	0.2	0	0.4	0	0.2	0	0	0	0.2	0	0	0	0	0	0
162	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
163	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
164	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
165	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
166	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0	0	0.2	0	0	0.2
167	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0	0.8	0	0	0	0	0	0
168	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0	0	0.6	0	0	0	0.2	0	0.2
169	0.2	0.2	0	0.2	0	0.6	0	0	0	0	0.2	0.2	0	0	0	0	0	0	0	0	0.2	0	0	0.2
170	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
171	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
172	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0
173	0.2	0	0	0	0.2	0.4	0	0.2	0	0	0	0.2	0	0	0.2	0.2	0	0.4	0	0	0	0	0	0
174	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
175	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0
176	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0	0	0	0
177	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
178	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
179	0	0.2	0.2	0	0.2	0.6	0	0	0	0	0	0	0.2	0	0	0.2	0	0.4	0	0	0	0	0	0
180	0	0	0	0	0	0	0.2	0	0.2	0	0.2	0.6	0	0.2	0	0.2	0	0.4	0	0	0	0	0	0
181	0.2	0	0	0	0	0.2	0	0.2	0	0	0	0.2	0	0	0.2	0	0.2	0.4	0	0	0	0.2	0	0.2
182	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
183	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
184	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
185	0	0.2	0	0	0	0.2	0	0	0.2	0	0	0.2	0.2	0	0	0	0.2	0	0	0	0	0.2	0.2	0.4

	C1	C2	C3	C4	C5	C6	C7	C8	C9	C10	C11	C12	C13	C14	C15	C16	C17	C18	C19	C20	C21	C22	C23	C24
186	0.2	0	0	0	0	0.2	0	0.2	0	0.2	0	0.4	0	0	0.2	0	0	0.2	0	0	0	0	0.2	0.2
187	0.2	0.2	0	0.2	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0.2	
188	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
189	0.2	0	0	0	0	0.2	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.8	0	0	0	0	0	0	
190	0	0.2	0.2	0.2	0	0.6	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0.4	
191	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
192	0	0.2	0	0	0	0.2	0.2	0	0	0.2	0	0.4	0	0	0.2	0	0.2	0.4	0	0	0	0	0	
193	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
194	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	
195	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
196	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	
197	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	
198	0.2	0	0.2	0.2	0.2	0.8	0	0	0	0	0	0	0	0.2	0	0	0	0.2	0	0	0	0	0	
199	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
200	0.2	0.2	0	0.2	0.2	0.8	0	0	0.2	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	
201	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
202	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	
203	0.2	0	0.2	0	0.2	0.6	0	0	0	0	0	0	0	0.2	0	0.2	0	0.4	0	0	0	0	0	
204	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
205	0.2	0.2	0.2	0	0.2	0.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0.2	0	0.2	
206	0.2	0	0	0	0	0.2	0	0.2	0	0	0.2	0.4	0	0	0.2	0	0	0.2	0	0	0	0.2	0	0.2
207	0.2	0	0.2	0.2	0.2	0.8	0	0.2	0	0	0	0.2	0	0	0	0	0	0	0	0	0	0	0	
208	0	0.2	0	0	0.2	0.4	0	0	0	0	0	0	0.2	0	0.2	0.2	0	0.6	0	0	0	0	0	
209	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
210	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
211	0.2	0.2	0.2	0	0	0.6	0	0	0	0	0	0	0	0	0.2	0.2	0.4	0	0	0	0	0	0	
212	0	0	0	0.2	0.2	0.4	0.2	0.2	0	0	0	0.4	0	0	0.2	0	0	0.2	0	0	0	0	0	
213	0.2	0.2	0.2	0.2	0.2	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	

RESPONDEN	ATT1 BCA	ATT2 BCA	ATT3 BCA	ATT1 BNI	ATT2 BNI	ATT3 BNI	ATT1 BRI	ATT2 BRI	ATT3 BRI	ATT1 Mandiri	ATT2 Mandiri	ATT3 Mandiri	ATT1 HTC	ATT2 HTC	ATT3 HTC	ATT1 LG	ATT2 LG	ATT3 LG	ATT1 Samsung	ATT2 Samsung	ATT3 Samsung	ATT1 Sony	ATT2 Sony	ATT3 Sony
1	5	5	5	4	5	5	6	7	6	4	3	4	3	3	3	5	5	5	6	7	6	5	6	4
2	7	7	7	3	3	3	3	3	3	5	5	5	6	4	6	6	4	6	7	7	7	7	7	7
3	7	7	7	5	5	6	5	5	5	6	6	7	7	6	6	4	4	4	7	7	7	6	5	5
4	6	7	7	4	4	4	4	4	4	5	4	4	7	7	7	3	2	3	6	6	6	5	4	4
5	6	5	5	5	6	7	6	7	6	4	5	5	5	5	5	5	6	4	7	7	6	6	6	5
6	7	7	6	4	3	3	5	5	4	6	5	5	3	3	3	2	4	3	6	7	7	4	5	5
7	6	6	6	5	6	5	4	4	5	5	4	5	5	2	5	3	3	5	6	6	6	5	5	5
8	7	4	6	4	4	4	5	5	5	6	6	6	4	5	5	3	4	4	7	7	7	6	6	6
9	7	6	6	5	5	6	5	5	6	5	6	6	5	5	5	5	4	4	7	7	7	6	6	7
10	7	7	7	5	5	5	5	5	5	6	7	6	6	5	6	6	4	4	7	7	7	6	6	6
11	6	6	7	6	7	7	5	2	5	5	5	5	2	1	2	4	3	4	7	7	7	6	6	6
12	7	6	6	5	5	6	5	5	6	6	6	6	3	4	5	5	5	6	7	6	6	6	7	7
13	5	4	6	6	6	6	4	3	5	6	5	6	4	5	5	5	6	5	7	7	6	6	7	6
14	6	6	6	3	3	3	3	3	3	5	5	5	2	2	2	2	2	2	6	6	6	7	7	6
15	6	6	6	6	5	5	7	6	7	6	5	6	7	6	5	5	4	5	7	6	5	6	6	5
16	7	6	7	6	5	7	5	6	7	7	7	7	6	5	7	6	5	7	7	5	7	6	5	7
17	4	6	5	6	6	6	7	7	6	7	7	5	4	4	4	7	6	6	7	7	7	5	5	5
18	3	3	4	5	7	6	5	5	5	4	6	5	2	2	2	3	4	4	6	6	6	5	5	6
19	5	5	6	5	4	5	4	4	4	5	5	6	3	3	3	4	3	3	6	6	6	6	5	6
20	7	6	5	5	2	3	5	2	3	6	6	5	5	5	5	5	5	5	7	7	7	6	7	7
21	7	7	7	5	5	6	5	5	6	5	5	6	5	5	6	5	5	6	6	6	7	6	7	7
22	6	5	3	5	5	5	5	5	5	7	7	7	3	3	3	5	5	5	7	6	7	6	7	7
23	6	5	5	4	6	4	6	5	5	5	4	4	4	5	6	5	6	5	6	4	6	5	5	4
24	6	7	5	5	5	5	5	5	5	6	5	5	4	5	6	4	6	6	7	5	6	6	7	6
25	5	5	5	6	6	6	5	5	5	7	7	7	3	3	3	4	4	3	6	6	5	6	6	5
26	7	6	7	4	6	6	4	5	6	7	7	6	3	2	3	4	2	3	7	7	7	4	6	6
27	6	6	6	6	6	6	6	7	6	6	6	6	3	3	3	4	4	4	6	7	7	6	6	7
28	5	5	5	6	6	6	5	5	5	5	5	5	4	4	5	4	5	5	5	6	6	6	6	6
29	6	6	5	6	6	6	6	6	5	6	6	6	4	3	4	4	3	4	6	6	6	6	7	7
30	6	6	6	5	5	5	6	6	6	6	6	6	4	4	4	4	4	4	6	6	6	6	6	6
31	6	6	6	4	4	4	4	4	4	6	6	6	6	6	6	4	4	4	6	6	6	6	7	7
32	6	7	6	5	6	5	5	5	6	6	6	6	1	1	2	5	4	5	7	7	7	3	6	4
33	7	7	6	5	5	5	5	5	5	5	5	5	5	5	6	6	7	6	7	6	6	7	6	6
34	7	7	7	6	6	6	6	5	5	6	5	5	5	6	5	5	6	6	6	6	6	5	6	5
35	7	7	6	5	5	5	6	5	5	4	5	7	3	2	4	5	3	5	7	7	7	6	6	6

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
36	7	7	7	7	6	7	4	4	4	6	6	6	4	4	4	4	4	4	7	7	7	6	6	6
37	7	7	7	5	5	7	5	5	7	6	7	7	6	6	7	5	6	7	7	7	7	5	6	7
38	5	7	6	5	6	6	4	6	4	5	5	6	7	6	7	5	5	7	7	7	7	4	4	5
39	7	6	7	5	5	5	2	2	2	6	6	6	3	3	3	6	6	6	7	7	7	6	6	6
40	7	6	6	6	7	6	3	2	3	7	4	3	1	1	1	5	4	5	7	7	7	7	6	6
41	6	6	6	4	4	4	5	6	6	4	3	4	2	2	2	3	2	3	6	6	5	3	4	3
42	7	3	4	5	5	5	7	7	7	7	6	7	4	1	4	5	4	5	7	7	7	7	6	7
43	6	6	6	5	4	6	5	4	6	6	5	6	4	4	5	5	5	5	6	6	6	7	6	6
44	6	6	7	4	4	4	5	6	7	7	7	6	6	5	5	5	4	4	7	7	7	5	5	5
45	3	3	3	3	3	2	5	5	5	6	6	6	3	2	2	4	2	3	6	7	6	7	7	7
46	5	7	6	5	6	6	5	6	5	6	7	6	5	5	6	6	5	5	7	7	6	7	7	7
47	6	6	5	5	4	4	5	4	4	4	4	4	4	4	4	5	5	5	6	6	6	6	6	6
48	4	6	6	7	7	5	5	5	7	6	6	7	4	4	4	5	5	5	6	7	6	5	5	5
49	5	6	6	4	5	5	2	3	3	4	5	5	2	2	2	4	4	4	7	7	7	4	4	4
50	5	4	4	3	3	4	4	4	4	6	5	4	2	2	3	4	3	4	6	5	5	5	4	5
51	6	6	4	6	7	6	5	5	5	6	6	6	3	1	1	2	2	3	6	6	5	7	7	7
52	4	4	5	4	4	4	4	4	6	4	4	4	3	3	4	3	3	5	6	7	6	6	6	6
53	4	4	1	3	3	3	6	6	6	7	7	7	4	4	4	3	4	4	6	7	7	5	5	6
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RESPONDEN	ATT1 Fresh	ATT2 Fresh	ATT3 Fresh	ATT1 Herbo	ATT2 Herbo	ATT3 Herbo	ATT1 Safe	ATT2 Safe	ATT3 Safe	ATT1 VF	ATT2 VF	ATT3 VF	PI BCA	PI BNI	PI BRI	PI Mandiri	PI HTC	PI LG	PI Samsung	PI Sony	PI Fresh	PI Herbo	PI Safe	PI VF
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158	7	6	6	4	4	4	6	6	6	5	5	6	2	7	5	5	1	5	6	5	6	2	6	5
159	7	7	7	2	1	3	4	4	3	4	3	4	5	7	5	5	1	5	4	5	7	4	3	2
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169	6	7	6	4	3	4	4	5	5	3	4	4	2	4	2	2	2	2	3	3	6	4	4	4
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ID	C1	C2	C3	C4	C5	C6	C7	C8	C9	C10	C11	C12	C13	C14	C15	C16	C17	C18	C19	C20	C21	C22	C23	C24
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213	6	6	6	4	4	4	4	4	4	4	4	4	4	4	5	4	4	6	5	6	4	4	4	

LAMPIRAN 4
DEMOGRAFI

Frequencies

Statistics

		JENIS KELAMIN	USIA	UANG SAKU	UNIVERSITAS	FAKULTAS	JURUSAN	DAERAH ASAL
N	Valid	213	213	213	213	213	213	213
	Missing	0	0	0	0	0	0	0

Frequencies Table

JENIS_KELAMIN

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Pria	129	60.6	60.6	60.6
	Wanita	84	39.4	39.4	100.0
	Total	213	100.0	100.0	

USIA

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	18-20	150	70.4	70.4	70.4
	21-23	63	29.6	29.6	100.0
	Total	213	100.0	100.0	

UANG_SAKU

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	< Rp 1.000.000	113	53.1	53.1	53.1
	Rp 1.000.001 - Rp 1.500.000	82	38.5	38.5	91.5
	Rp 1.500.001 - Rp 2.000.000	13	6.1	6.1	97.7
	> Rp 2.000.001	5	2.3	2.3	100.0
	Total	213	100.0	100.0	

UNIVERSITAS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	UAJY	99	46.5	46.5	46.5
	UGM	29	13.6	13.6	60.1
	UKDW	18	8.5	8.5	68.5
	UMY	11	5.2	5.2	73.7
	USD	44	20.7	20.7	94.4
	ISI	12	5.6	5.6	100.0
	Total	213	100.0	100.0	

FAKULTAS

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Ekonomi	104	48.8	48.8	48.8
	Teknik	43	20.2	20.2	69.0
	Sains & Teknologi	35	16.4	16.4	85.4
	Seni Pertunjukkan	12	5.6	5.6	91.1
	Lain-lain	19	8.9	8.9	100.0
	Total	213	100.0	100.0	

JURUSAN

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Manajemen	85	39.9	39.9	39.9
	Akuntansi	15	7.0	7.0	46.9
	Teknik Informatika	17	8.0	8.0	54.9
	Teknik Elektro	36	16.9	16.9	71.8
	Seni Musik	12	5.6	5.6	77.5
	Teknik Industri	13	6.1	6.1	83.6
	Lain-lain	35	16.4	16.4	100.0
	Total	213	100.0	100.0	

DAERAH_ASAL

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Jawa	146	68.5	68.5	68.5
	Kalimantan	20	9.4	9.4	77.9
	Sumatera	27	12.7	12.7	90.6
	Sulawesi	8	3.8	3.8	94.4
	Lain-lain	12	5.6	5.6	100.0
	Total	213	100.0	100.0	
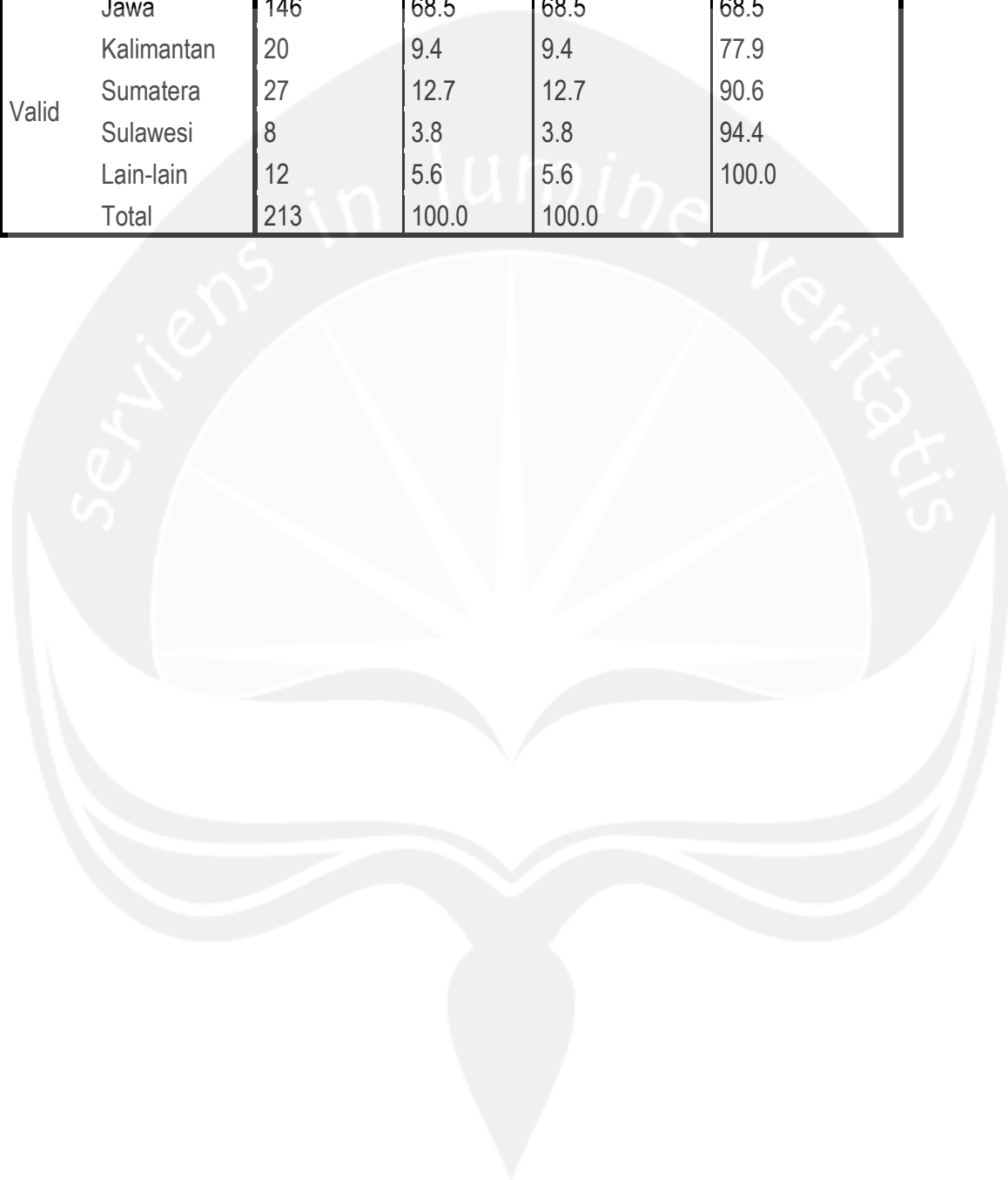
LAMPIRAN 5
UJI RELIABILITAS DAN VALIDITAS

Evaluasi (*Brand Evaluation*)

Reliability

Case Processing Summary

		N	%
Cases	Valid	2556	100.0
	Excluded[a]	0	.0
	Total	2556	100.0

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

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.802	.802	5

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Brand Evaluation 1	.2000	.069	.610	.375	.756
Brand Evaluation 2	.2000	.070	.587	.358	.763
Brand Evaluation 3	.2000	.073	.518	.275	.784
Brand Evaluation 4	.2001	.071	.566	.327	.770
Brand Evaluation 5	.1999	.068	.644	.416	.745

Sikap (Attitudes)

Reliability

Case Processing Summary

		N	%
Cases	Valid	2556	100.0
	Excludedª	0	.0
	Total	2556	100.0

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

Reliability Statistics

Cronbach's Alpha	Cronbach's Alpha Based on Standardized Items	N of Items
.917	.917	3

Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation	Cronbach's Alpha if Item Deleted
Attitudes 1	10.23	6.766	.832	.692	.881
Attitudes 2	10.31	6.254	.840	.706	.874
Attitudes 3	10.21	6.736	.826	.682	.885

LAMPIRAN 6

HASIL F-TEST EVALUASI

A. BANK UMUM

1. BCA

Descriptives

PER_BE_BCA

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
Perceived as Pioneer (BCA)	37	.4973	.26924	.04426	.4075	.5871	.20	1.00
perceived as leader (BCA)	94	.4809	.31222	.03220	.4169	.5448	.00	1.00
perceived as follower (BCA)	74	.0568	.11236	.01306	.0307	.0828	.00	.40
Total	205	.3307	.32310	.02257	.2862	.3752	.00	1.00

Test of Homogeneity of Variances

PER_BE_BCA

Levene Statistic	df1	df2	Sig.
32.431	2	202	.000

ANOVA

PER_BE_BCA

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	8.700	2	4.350	69.751	.000
Within Groups	12.597	202	.062		
Total	21.296	204			

2. BNI

Descriptives

PER_BE_BNI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BNI)	42	.2000	.30604	.04722	.1046	.2954	.00	1.00
perceived as leader (BNI)	13	.4308	.32502	.09015	.2344	.6272	.00	1.00
perceived as follower (BNI)	156	.1192	.19646	.01573	.0882	.1503	.00	1.00
Total	211	.1545	.24264	.01670	.1216	.1874	.00	1.00

Test of Homogeneity of Variances

PER_BE_BNI

Levene Statistic	df1	df2	Sig.
5.860	2	208	.003

ANOVA

PER_BE_BNI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	1.273	2	.637	11.940	.000
Within Groups	11.090	208	.053		
Total	12.363	210			

3. BRI

Descriptives

PER_BE_BRI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BRI)	87	.1862	.22370	.02398	.1385	.2339	.00	.80
perceived as leader (BRI)	26	.2538	.24369	.04779	.1554	.3523	.00	1.00
perceived as follower (BRI)	95	.0989	.14550	.01493	.0693	.1286	.00	.80
Total	208	.1548	.20163	.01398	.1272	.1824	.00	1.00

Test of Homogeneity of Variances

PER_BE_BRI

Levene Statistic	df1	df2	Sig.
3.664	2	205	.027

ANOVA

PER_BE_BRI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.637	2	.319	8.398	.000
Within Groups	7.778	205	.038		
Total	8.415	207			

4. Mandiri

Descriptives

PER_BE_Mandiri

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Mandiri)	23	.3739	.21995	.04586	.2788	.4690	.00	.80
perceived as leader (Mandiri)	56	.3893	.27348	.03655	.3160	.4625	.00	1.00
perceived as follower (Mandiri)	125	.1888	.22476	.02010	.1490	.2286	.00	1.00
Total	204	.2647	.25602	.01792	.2294	.3000	.00	1.00

Test of Homogeneity of Variances

PER_BE_Mandiri

Levene Statistic	df1	df2	Sig.
1.656	2	201	.193

ANOVA

PER_BE_Mandiri

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	1.864	2	.932	16.369	.000
Within Groups	11.442	201	.057		
Total	13.306	203			

B. SMARTPHONE ANDROID
1. HTC

Descriptives

PER_BE_HTC

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (HTC)	34	.1647	.25332	.04344	.0763	.2531	.00	1.00
perceived as leader (HTC)	8	.1250	.18323	.06478	-.0282	.2782	.00	.40
perceived as follower (HTC)	170	.0576	.11397	.00874	.0404	.0749	.00	.60
Total	212	.0774	.15226	.01046	.0567	.0980	.00	1.00

Test of Homogeneity of Variances

PER_BE_HTC

Levene Statistic	df1	df2	Sig.
20.029	2	209	.000

ANOVA

PER_BE_HTC

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.344	2	.172	7.896	.000
Within Groups	4.548	209	.022		
Total	4.891	211			

2. LG

Descriptives

PER_BE_LG

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (LG)	16	.1625	.22174	.05543	.0443	.2807	.00	.60
perceived as leader (LG)	4	.3000	.11547	.05774	.1163	.4837	.20	.40
perceived as follower (LG)	193	.0477	.10901	.00785	.0322	.0631	.00	.60
Total	213	.0610	.12824	.00879	.0437	.0784	.00	.60

Test of Homogeneity of Variances

PER_BE_LG

Levene Statistic	df1	df2	Sig.
13.034	2	210	.000

ANOVA

PER_BE_LG

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.428	2	.214	14.678	.000
Within Groups	3.059	210	.015		
Total	3.487	212			

3. Samsung

Descriptives

PER_BE_Samsung

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Samsung)	17	.6235	.29054	.07047	.4741	.7729	.20	1.00
perceived as leader (Samsung)	114	.6298	.31621	.02962	.5712	.6885	.00	1.00
perceived as follower (Samsung)	5	.5600	.45607	.20396	-.0063	1.1263	.00	1.00
Total	136	.6265	.31628	.02712	.5728	.6801	.00	1.00

Test of Homogeneity of Variances

PER_BE_Samsung

Levene Statistic	df1	df2	Sig.
1.184	2	133	.309

ANOVA

PER_BE_Samsung

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.024	2	.012	.116	.891
Within Groups	13.481	133	.101		
Total	13.505	135			

4. Sony

Descriptives

PER_BE_Sony

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Sony)	68	.2559	.29492	.03576	.1845	.3273	.00	1.00
perceived as leader (Sony)	7	.3429	.34087	.12884	.0276	.6581	.00	1.00
perceived as follower (Sony)	136	.1471	.20401	.01749	.1125	.1817	.00	1.00
Total	211	.1886	.24739	.01703	.1551	.2222	.00	1.00

Test of Homogeneity of Variances

PER_BE_Sony

Levene Statistic	df1	df2	Sig.
9.238	2	208	.000

ANOVA

PER_BE_Sony

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.709	2	.355	6.073	.003
Within Groups	12.144	208	.058		
Total	12.853	210			

C. MINYAK ANGIN AROMATERAPHY ROLL-ON
1. Fresh Care

Descriptives

PER_BE_Fresh_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Fresh Care)	32	.6375	.31902	.05640	.5225	.7525	.00	1.00
perceived as leader (Fresh Care)	99	.6283	.33928	.03410	.5606	.6960	.00	1.00
perceived as follower (Fresh Care)	8	.2500	.27775	.09820	.0178	.4822	.00	.80
Total	139	.6086	.34124	.02894	.5514	.6659	.00	1.00

Test of Homogeneity of Variances

PER_BE_Fresh_Care

Levene Statistic	df1	df2	Sig.
1.181	2	136	.310

ANOVA

PER_BE_Fresh_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	1.094	2	.547	4.967	.008
Within Groups	14.976	136	.110		
Total	16.070	138			

2. Herborist

Descriptives

PER_BE_Herborist

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Herborist)	22	.1909	.31154	.06642	.0528	.3290	.00	1.00
perceived as leader (Herborist)	7	.0857	.15736	.05948	-.0598	.2312	.00	.40
perceived as follower (Herborist)	183	.0066	.06597	.00488	-.0031	.0162	.00	.80
Total	212	.0283	.13189	.00906	.0104	.0462	.00	1.00

Test of Homogeneity of Variances

PER_BE_Herborist

Levene Statistic	df1	df2	Sig.
56.936	2	209	.000

ANOVA

PER_BE_Herborist

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.691	2	.346	24.251	.000
Within Groups	2.979	209	.014		
Total	3.670	211			

3. Safe Care

Descriptives

PER_BE_Safe_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Safe Care)	54	.3259	.34597	.04708	.2315	.4204	.00	1.00
perceived as leader (Safe Care)	17	.2235	.22229	.05391	.1092	.3378	.00	.80
perceived as follower (Safe Care)	140	.6029	.26497	.02239	.5586	.6471	.00	.80
Total	211	.5014	.31855	.02193	.4582	.5447	.00	1.00

Test of Homogeneity of Variances

PER_BE_Safe_Care

Levene Statistic	df1	df2	Sig.
6.174	2	208	.002

ANOVA

PER_BE_Safe_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	4.416	2	2.208	27.189	.000
Within Groups	16.893	208	.081		
Total	21.310	210			

4. V Fresh

Descriptives

PER_BE_V_Fresh

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (V Fresh)	27	.1259	.15834	.03047	.0633	.1886	.00	.60
perceived as leader (V Fresh)	12	.2500	.33166	.09574	.0393	.4607	.00	1.00
perceived as follower (V Fresh)	173	.0462	.09735	.00740	.0316	.0609	.00	.40
Total	212	.0679	.13875	.00953	.0491	.0867	.00	1.00

Test of Homogeneity of Variances

PER_BE_V_Fresh

Levene Statistic	df1	df2	Sig.
27.535	2	209	.000

ANOVA

PER_BE_V_Fresh

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	.570	2	.285	17.057	.000
Within Groups	3.492	209	.017		
Total	4.062	211			

HASIL F-TEST SIKAP

A. BANK UMUM

1. BCA

Descriptives

PER_ATT_BCA

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BCA)	37	5.870	1.0030	.1649	5.536	6.205	3.3	7.0
perceived as leader (BCA)	94	5.617	1.1792	.1216	5.375	5.859	1.0	7.0
perceived as follower (BCA)	74	1.649	2.3054	.2680	1.115	2.183	.0	6.7
Total	205	4.230	2.5505	.1781	3.879	4.581	.0	7.0

Test of Homogeneity of Variances

PER_ATT_BCA

Levene Statistic	df1	df2	Sig.
55.666	2	202	.000

ANOVA

PER_ATT_BCA

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	773.478	2	386.739	141.136	.000
Within Groups	553.517	202	2.740		
Total	1326.995	204			

2. BNI

Descriptives

PER_ATT_BNI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BNI)	42	5.3413	.85378	.13174	5.0752	5.6073	3.33	7.00
perceived as leader (BNI)	13	5.6923	.88675	.24594	5.1565	6.2282	4.00	7.00
perceived as follower (BNI)	156	5.0150	1.07719	.08624	4.8446	5.1853	2.00	7.00
Total	211	5.1216	1.04017	.07161	4.9805	5.2628	2.00	7.00

Test of Homogeneity of Variances

PER_ATT_BNI

Levene Statistic	df1	df2	Sig.
2.402	2	208	.093

ANOVA

PER_ATT_BNI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	8.035	2	4.018	3.813	.024
Within Groups	219.176	208	1.054		
Total	227.211	210			

3. BRI

Descriptives

PER_ATT_BRI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BRI)	87	5.0115	1.08603	.11643	4.7800	5.2430	2.00	7.00
perceived as leader (BRI)	26	5.5897	.97665	.19154	5.1953	5.9842	4.00	7.00
perceived as follower (BRI)	95	4.7263	1.10659	.11353	4.5009	4.9517	1.00	7.00
Total	208	4.9535	1.11231	.07712	4.8015	5.1056	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_BRI

Levene Statistic	df1	df2	Sig.
.025	2	205	.975

ANOVA

PER_ATT_BRI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	15.721	2	7.860	6.703	.002
Within Groups	240.386	205	1.173		
Total	256.106	207			

4. Mandiri

Descriptives

PER_ATT_Mandiri

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Mandiri)	23	5.7681	1.29660	.27036	5.2074	6.3288	2.00	7.00
perceived as leader (Mandiri)	56	5.8214	1.02290	.13669	5.5475	6.0954	2.00	7.00
perceived as follower (Mandiri)	125	5.2053	1.12146	.10031	5.0068	5.4039	1.00	7.00
Total	204	5.4379	1.14898	.08044	5.2793	5.5965	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_Mandiri

Levene Statistic	df1	df2	Sig.
1.089	2	201	.339

ANOVA

PER_ATT_Mandiri

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	17.506	2	8.753	7.024	.001
Within Groups	250.485	201	1.246		
Total	267.991	203			

B. SMARTPHONE ANDROID
1. HTC

Descriptives

PER_ATT_HTC

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (HTC)	34	4.5490	1.48592	.25483	4.0306	5.0675	1.33	7.00
perceived as leader (HTC)	8	4.2917	1.54753	.54713	2.9979	5.5854	2.33	7.00
perceived as follower (HTC)	170	4.2235	1.35135	.10364	4.0189	4.4281	1.00	7.00
Total	212	4.2783	1.37900	.09471	4.0916	4.4650	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_HTC

Levene Statistic	df1	df2	Sig.
.142	2	209	.868

ANOVA

PER_ATT_HTC

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	3.003	2	1.502	.788	.456
Within Groups	398.244	209	1.905		
Total	401.247	211			

2. LG

Descriptives

PER_ATT_LG

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (LG)	16	4.8958	1.12690	.28173	4.2953	5.4963	2.67	6.33
perceived as leader (LG)	4	5.0833	.78764	.39382	3.8300	6.3366	4.00	5.67
perceived as follower (LG)	193	4.5527	1.13024	.08136	4.3922	4.7131	1.00	7.00
Total	213	4.5884	1.12627	.07717	4.4363	4.7405	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_LG

Levene Statistic	df1	df2	Sig.
.319	2	210	.727

ANOVA

PER_ATT_LG

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	2.738	2	1.369	1.080	.341
Within Groups	266.180	210	1.268		
Total	268.918	212			

3. Samsung

Descriptives

PER_ATT_Samsung

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Samsung)	17	6.2941	.89662	.21746	5.8331	6.7551	3.67	7.00
perceived as leader (Samsung)	114	6.1345	.83874	.07855	5.9789	6.2901	3.00	7.00
perceived as follower (Samsung)	5	5.7333	.59628	.26667	4.9929	6.4737	5.33	6.67
Total	136	6.1397	.83892	.07194	5.9974	6.2820	3.00	7.00

Test of Homogeneity of Variances

PER_ATT_Samsung

Levene Statistic	df1	df2	Sig.
.311	2	133	.733

ANOVA

PER_ATT_Samsung

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	1.234	2	.617	.875	.419
Within Groups	93.778	133	.705		
Total	95.012	135			

4. Sony

Descriptives

PER_ATT_Sony

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Sony)	68	5.8382	.94893	.11507	5.6085	6.0679	3.33	7.00
perceived as leader (Sony)	7	6.0952	.97590	.36886	5.1927	6.9978	4.67	7.00
perceived as follower (Sony)	136	5.6397	1.10223	.09452	5.4528	5.8266	1.00	7.00
Total	211	5.7188	1.05305	.07249	5.5759	5.8617	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_Sony

Levene Statistic	df1	df2	Sig.
.649	2	208	.523

ANOVA

PER_ATT_Sony

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	2.813	2	1.406	1.272	.283
Within Groups	230.058	208	1.106		
Total	232.871	210			

C. MINYAK ANGIN AROMATERAPHY ROLL-ON
1. Fresh Care

Descriptives

PER_ATT_Fresh_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Fresh Care)	32	5.6563	.84023	.14853	5.3533	5.9592	3.67	7.00
perceived as leader (Fresh Care)	99	5.6902	1.19926	.12053	5.4510	5.9294	1.00	7.00
perceived as follower (Fresh Care)	8	4.3750	1.64691	.58227	2.9982	5.7518	1.33	6.67
Total	139	5.6067	1.18787	.10075	5.4075	5.8059	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_Fresh_Care

Levene Statistic	df1	df2	Sig.
2.053	2	136	.132

ANOVA

PER_ATT_Fresh_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	12.906	2	6.453	4.827	.009
Within Groups	181.817	136	1.337		
Total	194.723	138			

2. Herborist

Descriptives

PER_ATT_Herborist

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
percieved as pioneer (Herborist)	22	5.0606	1.05227	.22434	4.5941	5.5272	3.33	7.00
percieved as leader (Herborist)	7	4.9524	.84828	.32062	4.1679	5.7369	3.67	6.00
percieved as follower (Herborist)	183	4.3370	1.12632	.08326	4.1727	4.5013	1.00	7.00
Total	212	4.4324	1.13266	.07779	4.2790	4.5857	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_Herborist

Levene Statistic	df1	df2	Sig.
.406	2	209	.667

ANOVA

PER_ATT_Herborist

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	12.241	2	6.121	4.949	.008
Within Groups	258.456	209	1.237		
Total	270.698	211			

3. Safe Care

Descriptives

PER_ATT_Safe_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Safe Care)	54	5.3210	1.26385	.17199	4.9760	5.6660	1.33	7.00
perceived as leader (Safe Care)	17	5.3725	.62230	.15093	5.0526	5.6925	4.00	6.00
perceived as follower (Safe Care)	140	4.7690	1.07653	.09098	4.5892	4.9489	1.00	7.00
Total	211	4.9589	1.12753	.07762	4.8059	5.1119	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_Safe_Care

Levene Statistic	df1	df2	Sig.
4.005	2	208	.020

ANOVA

PER_ATT_Safe_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	15.035	2	7.517	6.206	.002
Within Groups	251.943	208	1.211		
Total	266.977	210			

4. V Fresh

Descriptives

PER_ATT_V_Fresh

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (V Fresh)	27	4.7037	1.43918	.27697	4.1344	5.2730	1.00	7.00
perceived as leader (V Fresh)	12	5.1667	1.02986	.29729	4.5123	5.8210	3.00	7.00
perceived as follower (V Fresh)	173	4.6474	1.13422	.08623	4.4772	4.8176	1.00	7.00
Total	212	4.6840	1.17200	.08049	4.5253	4.8426	1.00	7.00

Test of Homogeneity of Variances

PER_ATT_V_Fresh

Levene Statistic	df1	df2	Sig.
1.364	2	209	.258

ANOVA

PER_ATT_V_Fresh

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	3.038	2	1.519	1.107	.333
Within Groups	286.788	209	1.372		
Total	289.825	211			

LAMPIRAN 8

HASIL F-TEST NIAT BELI

A. BANK UMUM

1. BCA

Descriptives

PER_PI_BCA

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BCA)	37	6.0270	1.16634	.19175	5.6381	6.4159	3.00	7.00
perceived as leader (BCA)	94	5.6489	1.40435	.14485	5.3613	5.9366	1.00	7.00
perceived as follower (BCA)	74	4.6486	1.66702	.19379	4.2624	5.0349	1.00	7.00
Total	205	5.3561	1.56086	.10902	5.1412	5.5710	1.00	7.00

Test of Homogeneity of Variances

PER_PI_BCA

Levene Statistic	df1	df2	Sig.
4.600	2	202	.011

ANOVA

PER_PI_BCA

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	61.752	2	30.876	14.330	.000
Within Groups	435.253	202	2.155		
Total	497.005	204			

2. BNI

Descriptives

PER_PI_BNI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BNI)	42	5.2381	1.12205	.17314	4.8884	5.5878	2.00	7.00
perceived as leader (BNI)	13	5.6154	1.32530	.36757	4.8145	6.4163	3.00	7.00
perceived as follower (BNI)	156	5.0000	1.46354	.11718	4.7685	5.2315	1.00	7.00
Total	211	5.0853	1.39807	.09625	4.8956	5.2750	1.00	7.00

Test of Homogeneity of Variances

PER_PI_BNI

Levene Statistic	df1	df2	Sig.
1.072	2	208	.344

ANOVA

PER_PI_BNI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	5.768	2	2.884	1.482	.229
Within Groups	404.696	208	1.946		
Total	410.464	210			

3. BRI

Descriptives

PER_PI_BRI

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (BRI)	87	5.0115	1.56632	.16793	4.6777	5.3453	1.00	7.00
perceived as leader (BRI)	26	5.5769	1.20576	.23647	5.0899	6.0639	2.00	7.00
perceived as follower (BRI)	95	4.7263	1.43987	.14773	4.4330	5.0196	1.00	7.00
Total	208	4.9519	1.48669	.10308	4.7487	5.1552	1.00	7.00

Test of Homogeneity of Variances

PER_PI_BRI

Levene Statistic	df1	df2	Sig.
1.126	2	205	.326

ANOVA

PER_PI_BRI

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	15.300	2	7.650	3.546	.031
Within Groups	442.219	205	2.157		
Total	457.519	207			

4. Mandiri

Descriptives

PER_PI_Mandiri

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Mandiri)	23	5.8261	1.23038	.25655	5.2940	6.3581	3.00	7.00
perceived as leader (Mandiri)	56	6.0179	.90435	.12085	5.7757	6.2600	4.00	7.00
perceived as follower (Mandiri)	125	5.1360	1.50988	.13505	4.8687	5.4033	1.00	7.00
Total	204	5.4559	1.39422	.09762	5.2634	5.6484	1.00	7.00

Test of Homogeneity of Variances

PER_PI_Mandiri

Levene Statistic	df1	df2	Sig.
9.917	2	201	.000

ANOVA

PER_PI_Mandiri

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	33.628	2	16.814	9.363	.000
Within Groups	360.974	201	1.796		
Total	394.603	203			

B. SMARTPHONE ANDROID

1. HTC

Descriptives

PER_PI_HTC

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (HTC)	34	4.0294	1.91462	.32835	3.3614	4.6975	1.00	7.00
perceived as leader (HTC)	8	4.1250	1.64208	.58056	2.7522	5.4978	2.00	7.00
perceived as follower (HTC)	170	3.7471	1.68552	.12927	3.4919	4.0023	1.00	7.00
Total	212	3.8066	1.71841	.11802	3.5740	4.0393	1.00	7.00

Test of Homogeneity of Variances

PER_PI_HTC

Levene Statistic	df1	df2	Sig.
1.095	2	209	.337

ANOVA

PER_PI_HTC

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	3.102	2	1.551	.523	.594
Within Groups	619.969	209	2.966		
Total	623.071	211			

2. LG

Descriptives

PER_PI_LG

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (LG)	16	4.4375	1.41274	.35318	3.6847	5.1903	2.00	7.00
perceived as leader (LG)	4	4.7500	.95743	.47871	3.2265	6.2735	4.00	6.00
perceived as follower (LG)	193	4.0674	1.50714	.10849	3.8534	4.2813	1.00	7.00
Total	213	4.1080	1.49293	.10229	3.9063	4.3096	1.00	7.00

Test of Homogeneity of Variances

PER_PI_LG

Levene Statistic	df1	df2	Sig.
.425	2	210	.654

ANOVA

PER_PI_LG

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	3.705	2	1.852	.830	.438
Within Groups	468.812	210	2.232		
Total	472.516	212			

3. Samsung

Descriptives

PER_PI_Samsung

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Samsung)	17	6.5882	.79521	.19287	6.1794	6.9971	4.00	7.00
perceived as leader (Samsung)	114	6.1930	1.01211	.09479	6.0052	6.3808	3.00	7.00
perceived as follower (Samsung)	5	5.4000	1.34164	.60000	3.7341	7.0659	4.00	7.00
Total	136	6.2132	1.01404	.08695	6.0413	6.3852	3.00	7.00

Test of Homogeneity of Variances

PER_PI_Samsung

Levene Statistic	df1	df2	Sig.
1.453	2	133	.237

ANOVA

PER_PI_Samsung

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	5.744	2	2.872	2.871	.060
Within Groups	133.072	133	1.001		
Total	138.816	135			

4. Sony

Descriptives

PER_PI_Sony

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Sony)	68	5.7059	1.18522	.14373	5.4190	5.9928	2.00	7.00
perceived as leader (Sony)	7	6.0000	1.41421	.53452	4.6921	7.3079	3.00	7.00
perceived as follower (Sony)	136	5.3529	1.44289	.12373	5.1082	5.5976	1.00	7.00
Total	211	5.4882	1.37099	.09438	5.3021	5.6742	1.00	7.00

Test of Homogeneity of Variances

PER_PI_Sony

Levene Statistic	df1	df2	Sig.
1.854	2	208	.159

ANOVA

PER_PI_Sony

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	7.544	2	3.772	2.026	.134
Within Groups	387.176	208	1.861		
Total	394.720	210			

C. MINYAK ANGIN AROMATERAPHY ROLL-ON

1. Fresh Care

Descriptives

PER_PI_Fresh_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Fresh Care)	32	5.7500	1.16398	.20576	5.3303	6.1697	3.00	7.00
perceived as leader (Fresh Care)	99	5.5859	1.57797	.15859	5.2711	5.9006	1.00	7.00
perceived as follower (Fresh Care)	8	3.2500	1.58114	.55902	1.9281	4.5719	1.00	5.00
Total	139	5.4892	1.58511	.13445	5.2234	5.7551	1.00	7.00

Test of Homogeneity of Variances

PER_PI_Fresh_Care

Levene Statistic	df1	df2	Sig.
.949	2	136	.390

ANOVA

PER_PI_Fresh_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	43.214	2	21.607	9.681	.000
Within Groups	303.520	136	2.232		
Total	346.734	138			

2. Herborist

Descriptives

PER_PI_Herborist

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Herborist)	37	4.6216	1.47858	.24308	4.1286	5.1146	1.00	7.00
perceived as leader (Herborist)	7	4.8571	1.06904	.40406	3.8684	5.8458	4.00	7.00
perceived as follower (Herborist)	183	3.9126	1.39584	.10318	3.7090	4.1162	1.00	7.00
Total	227	4.0573	1.42707	.09472	3.8706	4.2439	1.00	7.00

Test of Homogeneity of Variances

PER_PI_Herborist

Levene Statistic	df1	df2	Sig.
.442	2	224	.643

ANOVA

PER_PI_Herborist

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	20.095	2	10.047	5.113	.007
Within Groups	440.161	224	1.965		
Total	460.256	226			

3. Safe Care

Descriptives

PER_PI_Safe_Care

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (Safe Care)	54	5.3333	1.49212	.20305	4.9261	5.7406	1.00	7.00
perceived as leader (Safe Care)	17	5.2353	1.14725	.27825	4.6454	5.8252	3.00	7.00
perceived as follower (Safe Care)	140	4.3714	1.31588	.11121	4.1515	4.5913	1.00	7.00
Total	211	4.6872	1.41649	.09752	4.4950	4.8794	1.00	7.00

Test of Homogeneity of Variances

PER_PI_Safe_Care

Levene Statistic	df1	df2	Sig.
2.445	2	208	.089

ANOVA

PER_PI_Safe_Care

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	41.611	2	20.805	11.396	.000
Within Groups	379.745	208	1.826		
Total	421.355	210			

4. V Fresh

Descriptives

PER_PI_V_Fresh

	N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
					Lower Bound	Upper Bound		
perceived as pioneer (V Fresh)	27	4.1852	1.64169	.31594	3.5358	4.8346	1.00	7.00
perceived as leader (V Fresh)	12	4.8333	1.02986	.29729	4.1790	5.4877	4.00	7.00
perceived as follower (V Fresh)	173	4.2832	1.44496	.10986	4.0664	4.5001	1.00	7.00
Total	212	4.3019	1.45172	.09970	4.1053	4.4984	1.00	7.00

Test of Homogeneity of Variances

PER_PI_V_Fresh

Levene Statistic	df1	df2	Sig.
.860	2	209	.425

ANOVA

PER_PI_V_Fresh

	Sum of Squares	df	Mean Square	F	Sig.
Between Groups	3.817	2	1.909	.905	.406
Within Groups	440.862	209	2.109		
Total	444.679	211			

HASIL UJI TUKEY DAN DMRT EVALUASI

A. BANK UMUM
1. BCA

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_BCA

	(I) PER_BE_CAT_BCA	(J) PER_BE_CAT_BCA	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	Perceived as Pioneer (BCA)	perceived as leader (BCA)	.01645	.04846	.939	-.0980	.1309
		perceived as follower (BCA)	.44054*	.05028	.000	.3218	.5593
	perceived as leader (BCA)	Perceived as Pioneer (BCA)	-.01645	.04846	.939	-.1309	.0980
		perceived as follower (BCA)	.42409*	.03881	.000	.3325	.5157
	perceived as follower (BCA)	Perceived as Pioneer (BCA)	-.44054*	.05028	.000	-.5593	-.3218
		perceived as leader (BCA)	-.42409*	.03881	.000	-.5157	-.3325

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_BCA

	PER_BE_CAT_BCA	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BCA)	74	.0568	
	perceived as leader (BCA)	94		.4809
	Perceived as Pioneer (BCA)	37		.4973
	Sig.		1.000	.932
Duncan[a,b]	perceived as follower (BCA)	74	.0568	
	perceived as leader (BCA)	94		.4809
	Perceived as Pioneer (BCA)	37		.4973
	Sig.		1.000	.722

Means for groups in homogeneous subsets are displayed.
a. Uses Harmonic Mean Sample Size = 58.618.
b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. BNI

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_BNI

	(I) PER_BE_CAT_BNI	(J) PER_BE_CAT_BNI	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BNI)	perceived as leader (BNI)	-.23077*	.07329	.005	-.4038	-.0578
		perceived as follower (BNI)	.08077	.04014	.112	-.0140	.1755
	perceived as leader (BNI)	perceived as pioneer (BNI)	.23077*	.07329	.005	.0578	.4038
		perceived as follower (BNI)	.31154*	.06666	.000	.1542	.4689
	perceived as follower (BNI)	perceived as pioneer (BNI)	-.08077	.04014	.112	-.1755	.0140
		perceived as leader (BNI)	-.31154*	.06666	.000	-.4689	-.1542

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_BNI

	PER_BE_CAT_BNI	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BNI)	156	.1192	
	perceived as pioneer (BNI)	42	.2000	
	perceived as leader (BNI)	13		.4308
	Sig.		.392	1.000
Duncan[a,b]	perceived as follower (BNI)	156	.1192	
	perceived as pioneer (BNI)	42	.2000	
	perceived as leader (BNI)	13		.4308
	Sig.		.192	1.000

Means for groups in homogeneous subsets are displayed.
a. Uses Harmonic Mean Sample Size = 28.000.
b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

3. BRI

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_BRI

	(I) PER_BE_CAT_BRI	(J) PER_BE_CAT_BRI	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BRI)	perceived as leader (BRI)	-.06764	.04354	.268	-.1704	.0351
		perceived as follower (BRI)	.08726*	.02890	.008	.0190	.1555
	perceived as leader (BRI)	perceived as pioneer (BRI)	.06764	.04354	.268	-.0351	.1704
		perceived as follower (BRI)	.15490*	.04311	.001	.0531	.2567
	perceived as follower (BRI)	perceived as pioneer (BRI)	-.08726*	.02890	.008	-.1555	-.0190
		perceived as leader (BRI)	-.15490*	.04311	.001	-.2567	-.0531

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_BRI

	PER_BE_CAT_BRI	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BRI)	95	.0989	
	perceived as pioneer (BRI)	87	.1862	.1862
	perceived as leader (BRI)	26		.2538
	Sig.		.068	.197
Duncan[a,b]	perceived as follower (BRI)	95	.0989	
	perceived as pioneer (BRI)	87		.1862
	perceived as leader (BRI)	26		.2538
	Sig.		1.000	.085

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 49.601.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

4. Mandiri

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Mandiri

	(I) PER_BE_CAT_Mandiri	(J) PER_BE_CAT_Mandiri	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Mandiri)	perceived as leader (Mandiri)	-.01537	.05909	.963	-.1549	.1242
		perceived as follower (Mandiri)	.18511*	.05413	.002	.0573	.3129
	perceived as leader (Mandiri)	perceived as pioneer (Mandiri)	.01537	.05909	.963	-.1242	.1549
		perceived as follower (Mandiri)	.20049*	.03837	.000	.1099	.2911
	perceived as follower (Mandiri)	perceived as pioneer (Mandiri)	-.18511*	.05413	.002	-.3129	-.0573
		perceived as leader (Mandiri)	-.20049*	.03837	.000	-.2911	-.1099

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_Mandiri

	PER_BE_CAT_Mandiri	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Mandiri)	125	.1888	
	perceived as pioneer (Mandiri)	23		.3739
	perceived as leader (Mandiri)	56		.3893
	Sig.		1.000	.952
Duncan[a,b]	perceived as follower (Mandiri)	125	.1888	
	perceived as pioneer (Mandiri)	23		.3739
	perceived as leader (Mandiri)	56		.3893
	Sig.		1.000	.765

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 43.268.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

B. SMARTPHONE ANDROID
1. HTC

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_HTC

	(I) PER_BE_CAT_HTC	(J) PER_BE_CAT_HTC	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (HTC)	perceived as leader (HTC)	.03971	.05796	.773	-.0971	.1765
		perceived as follower (HTC)	.10706*	.02771	.000	.0416	.1725
	perceived as leader (HTC)	perceived as pioneer (HTC)	-.03971	.05796	.773	-.1765	.0971
		perceived as follower (HTC)	.06735	.05337	.418	-.0586	.1933
	perceived as follower (HTC)	perceived as pioneer (HTC)	-.10706*	.02771	.000	-.1725	-.0416
		perceived as leader (HTC)	-.06735	.05337	.418	-.1933	.0586

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_HTC

	PER_BE_CAT_HTC	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (HTC)	170	.0576	
	perceived as leader (HTC)	8	.1250	
	perceived as pioneer (HTC)	34	.1647	
	Sig.		.070	
Duncan[a,b]	perceived as follower (HTC)	170	.0576	
	perceived as leader (HTC)	8	.1250	.1250
	perceived as pioneer (HTC)	34		.1647
	Sig.		.164	.411

Means for groups in homogeneous subsets are displayed.
a. Uses Harmonic Mean Sample Size = 18.716.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. LG

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_LG

	(I) PER_BE_CAT_LG	(J) PER_BE_CAT_LG	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (LG)	perceived as leader (LG)	-.13750	.06747	.106	-.2968	.0218
		perceived as follower (LG)	.11483*	.03140	.001	.0407	.1889
	perceived as leader (LG)	perceived as pioneer (LG)	.13750	.06747	.106	-.0218	.2968
		perceived as follower (LG)	.25233*	.06097	.000	.1084	.3962
	perceived as follower (LG)	perceived as pioneer (LG)	-.11483*	.03140	.001	-.1889	-.0407
		perceived as leader (LG)	-.25233*	.06097	.000	-.3962	-.1084

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_LG

	PER_BE_CAT_LG	N	Subset for alpha = 0.05		
			1	2	3
Tukey HSD[a,b]	perceived as follower (LG)	193	.0477		
	perceived as pioneer (LG)	16	.1625		
	perceived as leader (LG)	4		.3000	
	Sig.		.099	1.000	
Duncan[a,b]	perceived as follower (LG)	193	.0477		
	perceived as pioneer (LG)	16		.1625	
	perceived as leader (LG)	4			.3000
	Sig.		1.000	1.000	1.000

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 9.443.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

3. Samsung

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Samsung

	(I) PER_BE_CAT_Samsung	(J) PER_BE_CAT_Samsung	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Samsung)	perceived as leader (Samsung)	-.00630	.08277	.997	-.2025	.1899
		perceived as follower (Samsung)	.06353	.16197	.919	-.3204	.4474
	perceived as leader (Samsung)	perceived as pioneer (Samsung)	.00630	.08277	.997	-.1899	.2025
		perceived as follower (Samsung)	.06982	.14547	.881	-.2750	.4146
	perceived as follower (Samsung)	perceived as pioneer (Samsung)	-.06353	.16197	.919	-.4474	.3204
		perceived as leader (Samsung)	-.06982	.14547	.881	-.4146	.2750

Homogeneous Subsets

PER_BE_Samsung

	PER_BE_CAT_Samsung	N	Subset for alpha = 0.05
			1
Tukey HSD[a,b]	perceived as follower (Samsung)	5	.5600
	perceived as pioneer (Samsung)	17	.6235
	perceived as leader (Samsung)	114	.6298
	Sig.		.862
Duncan[a,b]	perceived as follower (Samsung)	5	.5600
	perceived as pioneer (Samsung)	17	.6235
	perceived as leader (Samsung)	114	.6298
	Sig.		.629

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 11.211.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

4. Sony

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Sony

	(I) PER_BE_CAT_Sony	(J) PER_BE_CAT_Sony	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Sony)	perceived as leader (Sony)	-.08697	.09591	.637	-.3134	.1394
		perceived as follower (Sony)	.10882*	.03589	.008	.0241	.1935
	perceived as leader (Sony)	perceived as pioneer (Sony)	.08697	.09591	.637	-.1394	.3134
		perceived as follower (Sony)	.19580	.09365	.094	-.0253	.4169
	perceived as follower (Sony)	perceived as pioneer (Sony)	-.10882*	.03589	.008	-.1935	-.0241
		perceived as leader (Sony)	-.19580	.09365	.094	-.4169	.0253

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_Sony

	PER_BE_CAT_Sony	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Sony)	136	.1471	
	perceived as pioneer (Sony)	68	.2559	.2559
	perceived as leader (Sony)	7		.3429
	Sig.		.365	.524
Duncan[a,b]	perceived as follower (Sony)	136	.1471	
	perceived as pioneer (Sony)	68	.2559	.2559
	perceived as leader (Sony)	7		.3429
	Sig.		.176	.279

Means for groups in homogeneous subsets are displayed.
a. Uses Harmonic Mean Sample Size = 18.191.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

C. MINYAK ANGIN AROMATERAPHY ROLL-ON
1. Fresh Care
Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Fresh_Care

	(I) PER_BE_CAT_Fresh_Care	(J) PER_BE_CAT_Fresh_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Fresh Care)	perceived as leader (Fresh Care)	.00922	.06748	.990	-.1507	.1691
		perceived as follower (Fresh Care)	.38750*	.13117	.010	.0767	.6983
	perceived as leader (Fresh Care)	perceived as pioneer (Fresh Care)	-.00922	.06748	.990	-.1691	.1507
		perceived as follower (Fresh Care)	.37828*	.12197	.007	.0893	.6673
	perceived as follower (Fresh Care)	perceived as pioneer (Fresh Care)	-.38750*	.13117	.010	-.6983	-.0767
		perceived as leader (Fresh Care)	-.37828*	.12197	.007	-.6673	-.0893

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_Fresh_Care

	PER_BE_CAT_Fresh_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Fresh Care)	8	.2500	
	perceived as leader (Fresh Care)	99		.6283
	perceived as pioneer (Fresh Care)	32		.6375
	Sig.		1.000	.996
Duncan[a,b]	perceived as follower (Fresh Care)	8	.2500	
	perceived as leader (Fresh Care)	99		.6283
	perceived as pioneer (Fresh Care)	32		.6375
	Sig.		1.000	.934

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 18.034.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. Herborist

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Herborist

Tukey HSD

(I) PER_BE_CAT_Herborist	(J) PER_BE_CAT_Herborist	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
					Lower Bound	Upper Bound
perceived as pioneer (Herborist)	perceived as leader (Herborist)	.10519	.05181	.107	-.0171	.2275
	perceived as follower (Herborist)	.18435*	.02694	.000	.1208	.2479
perceived as leader (Herborist)	perceived as pioneer (Herborist)	-.10519	.05181	.107	-.2275	.0171
	perceived as follower (Herborist)	.07916	.04598	.200	-.0294	.1877
perceived as follower (Herborist)	perceived as pioneer (Herborist)	-.18435*	.02694	.000	-.2479	-.1208
	perceived as leader (Herborist)	-.07916	.04598	.200	-.1877	.0294

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_Herborist

	PER_BE_CAT_Herborist	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Herborist)	183	.0066	
	perceived as leader (Herborist)	7	.0857	
	perceived as pioneer (Herborist)	22		.1909
	Sig.		.158	1.000
Duncan[a,b]	perceived as follower (Herborist)	183	.0066	
	perceived as leader (Herborist)	7	.0857	
	perceived as pioneer (Herborist)	22		.1909
	Sig.		.066	1.000

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 15.482.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

3. Safe Care
Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_Safe_Care

	(I) PER_BE_CAT_Safe_Care	(J) PER_BE_CAT_Safe_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Safe Care)	perceived as leader (Safe Care)	.10240	.07926	.401	-.0847	.2895
		perceived as follower (Safe Care)	-.27693*	.04565	.000	-.3847	-.1692
	perceived as leader (Safe Care)	perceived as pioneer (Safe Care)	-.10240	.07926	.401	-.2895	.0847
		perceived as follower (Safe Care)	-.37933*	.07320	.000	-.5521	-.2065
	perceived as follower (Safe Care)	perceived as pioneer (Safe Care)	.27693*	.04565	.000	.1692	.3847
		perceived as leader (Safe Care)	.37933*	.07320	.000	.2065	.5521

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_Safe_Care

	PER_BE_CAT_Safe_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as leader (Safe Care)	17	.2235	
	perceived as pioneer (Safe Care)	54	.3259	
	perceived as follower (Safe Care)	140		.6029
	Sig.		.286	1.000
Duncan[a,b]	perceived as leader (Safe Care)	17	.2235	
	perceived as pioneer (Safe Care)	54	.3259	
	perceived as follower (Safe Care)	140		.6029
	Sig.		.132	1.000

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 35.509.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

4. V Fresh

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_BE_V_Fresh

	(I) PER_BE_CAT_V_Fresh	(J) PER_BE_CAT_V_Fresh	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (V Fresh)	perceived as leader (V Fresh)	-.12407*	.04485	.017	-.2299	-.0182
		perceived as follower (V Fresh)	.07968*	.02675	.009	.0165	.1428
	perceived as leader (V Fresh)	perceived as pioneer (V Fresh)	.12407*	.04485	.017	.0182	.2299
		perceived as follower (V Fresh)	.20376*	.03859	.000	.1127	.2948
	perceived as follower (V Fresh)	perceived as pioneer (V Fresh)	-.07968*	.02675	.009	-.1428	-.0165
		perceived as leader (V Fresh)	-.20376*	.03859	.000	-.2948	-.1127

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_BE_V_Fresh

	PER_BE_CAT_V_Fresh	N	Subset for alpha = 0.05		
			1	2	3
Tukey HSD[a,b]	perceived as follower (V Fresh)	173	.0462		
	perceived as pioneer (V Fresh)	27	.1259		
	perceived as leader (V Fresh)	12		.2500	
	Sig.		.087	1.000	
Duncan[a,b]	perceived as follower (V Fresh)	173	.0462		
	perceived as pioneer (V Fresh)	27		.1259	
	perceived as leader (V Fresh)	12			.2500
	Sig.		1.000	1.000	1.000

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 23.781.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

LAMPIRAN 10

HASIL TUKEY DAN DMRT SIKAP

A. BANK UMUM

1. BCA

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_BCA

	(I) PER_ATT_CAT_BCA	(J) PER_ATT_CAT_BCA	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BCA)	perceived as leader (BCA)	.2532	.3213	.711	-.505	1.012
		perceived as follower (BCA)	4.2216*	.3333	.000	3.435	5.009
	perceived as leader (BCA)	perceived as pioneer (BCA)	-.2532	.3213	.711	-1.012	.505
		perceived as follower (BCA)	3.9684*	.2573	.000	3.361	4.576
	perceived as follower (BCA)	perceived as pioneer (BCA)	-4.2216*	.3333	.000	-5.009	-3.435
		perceived as leader (BCA)	-3.9684*	.2573	.000	-4.576	-3.361

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_BCA

	PER_ATT_CAT_BCA	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BCA)	74	1.649	
	perceived as leader (BCA)	94		5.617
	perceived as pioneer (BCA)	37		5.870
	Sig.		1.000	.686
Duncan[a,b]	perceived as follower (BCA)	74	1.649	
	perceived as leader (BCA)	94		5.617
	perceived as pioneer (BCA)	37		5.870
	Sig.		1.000	.409

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 58.618.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. BRI

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_BRI

	(I) PER_ATT_CAT_BRI	(J) PER_ATT_CAT_BRI	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BRI)	perceived as leader (BRI)	-.57825*	.24203	.047	-1.1497	-.0068
		perceived as follower (BRI)	.28518	.16069	.181	-.0942	.6645
	perceived as leader (BRI)	perceived as pioneer (BRI)	.57825*	.24203	.047	.0068	1.1497
		perceived as follower (BRI)	.86343*	.23967	.001	.2976	1.4293
	perceived as follower (BRI)	perceived as pioneer (BRI)	-.28518	.16069	.181	-.6645	.0942
		perceived as leader (BRI)	-.86343*	.23967	.001	-1.4293	-.2976

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_BRI

	PER_ATT_CAT_BRI	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BRI)	95	4.7263	
	perceived as pioneer (BRI)	87	5.0115	
	perceived as leader (BRI)	26		5.5897
	Sig.		.390	1.000
Duncan[a,b]	perceived as follower (BRI)	95	4.7263	
	perceived as pioneer (BRI)	87	5.0115	
	perceived as leader (BRI)	26		5.5897
	Sig.		.191	1.000

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 49.601.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I
error levels are not guaranteed.

3. Mandiri

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_Mandiri

	(I) PER_ATT_CAT_Mandiri	(J) PER_ATT_CAT_Mandiri	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Mandiri)	perceived as leader (Mandiri)	-.05331	.27647	.980	-.7061	.5995
		perceived as follower (Mandiri)	.56278	.25328	.070	-.0353	1.1608
	perceived as leader (Mandiri)	perceived as pioneer (Mandiri)	.05331	.27647	.980	-.5995	.7061
		perceived as follower (Mandiri)	.61610*	.17951	.002	.1922	1.0400
	perceived as follower (Mandiri)	perceived as pioneer (Mandiri)	-.56278	.25328	.070	-1.1608	.0353
		perceived as leader (Mandiri)	-.61610*	.17951	.002	-1.0400	-.1922

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_Mandiri

	PER_ATT_CAT_Mandiri	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Mandiri)	125	5.2053	
	perceived as pioneer (Mandiri)	23	5.7681	5.7681
	perceived as leader (Mandiri)	56		5.8214
	Sig.		.052	.973
Duncan[a,b]	perceived as follower (Mandiri)	125	5.2053	
	perceived as pioneer (Mandiri)	23		5.7681
	perceived as leader (Mandiri)	56		5.8214
	Sig.		1.000	.824

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 43.268.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

B. MINYAK ANGIN AROMATERAPHY ROLL-ON
1. Fresh Care

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_Fresh_Care

	(I) PER_ATT_CAT_Fresh_Care	(J) PER_ATT_CAT_Fresh_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Fresh Care)	perceived as leader (Fresh Care)	-.03399	.23512	.989	-.5911	.5232
		perceived as follower (Fresh Care)	1.28125*	.45704	.016	.1982	2.3643
	perceived as leader (Fresh Care)	perceived as pioneer (Fresh Care)	.03399	.23512	.989	-.5232	.5911
		perceived as follower (Fresh Care)	1.31524*	.42499	.007	.3082	2.3223
	perceived as follower (Fresh Care)	perceived as pioneer (Fresh Care)	-1.28125*	.45704	.016	-2.3643	-.1982
		perceived as leader (Fresh Care)	-1.31524*	.42499	.007	-2.3223	-.3082

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_Fresh_Care

	PER_ATT_CAT_Fresh_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Fresh Care)	8	4.3750	
	perceived as pioneer (Fresh Care)	32		5.6563
	perceived as leader (Fresh Care)	99		5.6902
	Sig.		1.000	.996
Duncan[a,b]	perceived as follower (Fresh Care)	8	4.3750	
	perceived as pioneer (Fresh Care)	32		5.6563
	perceived as leader (Fresh Care)	99		5.6902
	Sig.		1.000	.930

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 18.034.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. Herborist

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_Herborist

	(I) PER_ATT_CAT_Herborist	(J) PER_ATT_CAT_Herborist	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	percieved as pioneer (Herborist)	percieved as leader (Herborist)	.10823	.48257	.973	-1.0309	1.2473
		percieved as follower (Herborist)	.72363*	.25093	.012	.1313	1.3160
	percieved as leader (Herborist)	percieved as pioneer (Herborist)	-.10823	.48257	.973	-1.2473	1.0309
		percieved as follower (Herborist)	.61540	.42828	.324	-.3956	1.6264
	percieved as follower (Herborist)	percieved as pioneer (Herborist)	-.72363*	.25093	.012	-1.3160	-.1313
		percieved as leader (Herborist)	-.61540	.42828	.324	-1.6264	.3956

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_Herborist

	PER_ATT_CAT_Herborist	N	Subset for alpha = 0.05
			1
Tukey HSD[a,b]	percieved as follower (Herborist)	183	4.3370
	percieved as leader (Herborist)	7	4.9524
	percieved as pioneer (Herborist)	22	5.0606
	Sig.		.169
Duncan[a,b]	percieved as follower (Herborist)	183	4.3370
	percieved as leader (Herborist)	7	4.9524
	percieved as pioneer (Herborist)	22	5.0606
	Sig.		.088

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 15.482.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

3. Safe Care

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_ATT_Safe_Care

	(I) PER_ATT_CAT_Safe_Care	(J) PER_ATT_CAT_Safe_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Safe Care)	perceived as leader (Safe Care)	-.05156	.30607	.984	-.7741	.6710
		perceived as follower (Safe Care)	.55194*	.17630	.006	.1358	.9681
	perceived as leader (Safe Care)	perceived as pioneer (Safe Care)	.05156	.30607	.984	-.6710	.7741
		perceived as follower (Safe Care)	.60350	.28267	.085	-.0638	1.2708
	perceived as follower (Safe Care)	perceived as pioneer (Safe Care)	-.55194*	.17630	.006	-.9681	-.1358
		perceived as leader (Safe Care)	-.60350	.28267	.085	-1.2708	.0638

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_ATT_Safe_Care

	PER_ATT_CAT_Safe_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Safe Care)	140	4.7690	
	perceived as pioneer (Safe Care)	54	5.3210	
	perceived as leader (Safe Care)	17	5.3725	
	Sig.		.057	
Duncan[a,b]	perceived as follower (Safe Care)	140	4.7690	
	perceived as pioneer (Safe Care)	54		5.3210
	perceived as leader (Safe Care)	17		5.3725
	Sig.		1.000	.844

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 35.509.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

LAMPIRAN 11

HASIL UJI TUKEY DAN DMRT NIAT BELI

A. BANK UMUM

1. BCA

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_BCA

	(I) PER_PI_CAT_BCA	(J) PER_PI_CAT_BCA	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BCA)	perceived as leader (BCA)	.37809	.28488	.382	-.2946	1.0507
		perceived as follower (BCA)	1.37838*	.29556	.000	.6805	2.0762
	perceived as leader (BCA)	perceived as pioneer (BCA)	-.37809	.28488	.382	-1.0507	.2946
		perceived as follower (BCA)	1.00029*	.22812	.000	.4617	1.5389
	perceived as follower (BCA)	perceived as pioneer (BCA)	-1.37838*	.29556	.000	-2.0762	-.6805
		perceived as leader (BCA)	-1.00029*	.22812	.000	-1.5389	-.4617

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_BCA

	PER_PI_CAT_BCA	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BCA)	74	4.6486	
	perceived as leader (BCA)	94		5.6489
	perceived as pioneer (BCA)	37		6.0270
	Sig.		1.000	.346
Duncan[a,b]	perceived as follower (BCA)	74	4.6486	
	perceived as leader (BCA)	94		5.6489
	perceived as pioneer (BCA)	37		6.0270
	Sig.		1.000	.165

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 58.618.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. BRI

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_BRI

	(I) PER_PI_CAT_BRI	(J) PER_PI_CAT_BRI	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (BRI)	perceived as leader (BRI)	-.56543	.32827	.199	-1.3404	.2096
		perceived as follower (BRI)	.28518	.21795	.392	-.2294	.7997
	perceived as leader (BRI)	perceived as pioneer (BRI)	.56543	.32827	.199	-.2096	1.3404
		perceived as follower (BRI)	.85061*	.32508	.026	.0831	1.6181
	perceived as follower (BRI)	perceived as pioneer (BRI)	-.28518	.21795	.392	-.7997	.2294
		perceived as leader (BRI)	-.85061*	.32508	.026	-1.6181	-.0831

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_BRI

	PER_PI_CAT_BRI	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (BRI)	95	4.7263	
	perceived as pioneer (BRI)	87	5.0115	5.0115
	perceived as leader (BRI)	26		5.5769
	Sig.		.599	.136
Duncan[a,b]	perceived as follower (BRI)	95	4.7263	
	perceived as pioneer (BRI)	87	5.0115	5.0115
	perceived as leader (BRI)	26		5.5769
	Sig.		.335	.057

Means for groups in homogeneous subsets are displayed.
a. Uses Harmonic Mean Sample Size = 49.601.
b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I
error levels are not guaranteed.

3.Mandiri

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_Mandiri

	(I) PER_PI_CAT_Mandiri	(J) PER_PI_CAT_Mandiri	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Mandiri)	perceived as leader (Mandiri)	-.19177	.33189	.832	-.9754	.5919
		perceived as follower (Mandiri)	.69009	.30406	.062	-.0278	1.4080
	perceived as leader (Mandiri)	perceived as pioneer (Mandiri)	.19177	.33189	.832	-.5919	.9754
		perceived as follower (Mandiri)	.88186*	.21549	.000	.3730	1.3907
	perceived as follower (Mandiri)	perceived as pioneer (Mandiri)	-.69009	.30406	.062	-1.4080	.0278
		perceived as leader (Mandiri)	-.88186*	.21549	.000	-1.3907	-.3730

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_Mandiri

	PER_PI_CAT_Mandiri	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Mandiri)	125	5.1360	
	perceived as pioneer (Mandiri)	23		5.8261
	perceived as leader (Mandiri)	56		6.0179
	Sig.		1.000	.784
Duncan[a,b]	perceived as follower (Mandiri)	125	5.1360	
	perceived as pioneer (Mandiri)	23		5.8261
	perceived as leader (Mandiri)	56		6.0179
	Sig.		1.000	.506

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 43.268.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

B. MINYAK ANGIN AROMATERAPHY ROLL-ON

1. Fresh Care

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_Fresh_Care

	(I) PER_PI_CAT_Fresh_Care	(J) PER_PI_CAT_Fresh_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Fresh Care)	perceived as leader (Fresh Care)	.16414	.30379	.852	-.5557	.8840
		perceived as follower (Fresh Care)	2.50000*	.59052	.000	1.1007	3.8993
	perceived as leader (Fresh Care)	perceived as pioneer (Fresh Care)	-.16414	.30379	.852	-.8840	.5557
		perceived as follower (Fresh Care)	2.33586*	.54910	.000	1.0347	3.6370
	perceived as follower (Fresh Care)	perceived as pioneer (Fresh Care)	-2.50000*	.59052	.000	-3.8993	-1.1007
		perceived as leader (Fresh Care)	-2.33586*	.54910	.000	-3.6370	-1.0347

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_Fresh_Care

	PER_PI_CAT_Fresh_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Fresh Care)	8	3.2500	
	perceived as leader (Fresh Care)	99		5.5859
	perceived as pioneer (Fresh Care)	32		5.7500
	Sig.		1.000	.942
Duncan[a,b]	perceived as follower (Fresh Care)	8	3.2500	
	perceived as leader (Fresh Care)	99		5.5859
	perceived as pioneer (Fresh Care)	32		5.7500
	Sig.		1.000	.742

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 18.034.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

2. Herborist

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_Herborist

	(I) PER_PI_CAT_Herborist	(J) PER_PI_CAT_Herborist	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Herborist)	perceived as leader (Herborist)	-.23552	.57777	.913	-1.5987	1.1277
		perceived as follower (Herborist)	.70905*	.25268	.015	.1129	1.3052
	perceived as leader (Herborist)	perceived as pioneer (Herborist)	.23552	.57777	.913	-1.1277	1.5987
		perceived as follower (Herborist)	.94457	.53986	.189	-.3292	2.2183
	perceived as follower (Herborist)	perceived as pioneer (Herborist)	-.70905*	.25268	.015	-1.3052	-.1129
		perceived as leader (Herborist)	-.94457	.53986	.189	-2.2183	.3292

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_Herborist

	PER_PI_CAT_Herborist	N	Subset for alpha = 0.05
			1
Tukey HSD[a,b]	perceived as follower (Herborist)	183	3.9126
	perceived as pioneer (Herborist)	37	4.6216
	perceived as leader (Herborist)	7	4.8571
	Sig.		.122
Duncan[a,b]	perceived as follower (Herborist)	183	3.9126
	perceived as pioneer (Herborist)	37	4.6216
	perceived as leader (Herborist)	7	4.8571
	Sig.		.063

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 17.109.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

3. Safe Care

Post Hoc Tests

Multiple Comparisons

Dependent Variable: PER_PI_Safe_Care

	(I) PER_PI_CAT_Safe_Care	(J) PER_PI_CAT_Safe_Care	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Tukey HSD	perceived as pioneer (Safe Care)	perceived as leader (Safe Care)	.09804	.37577	.963	-.7890	.9851
		perceived as follower (Safe Care)	.96190*	.21645	.000	.4510	1.4729
	perceived as leader (Safe Care)	perceived as pioneer (Safe Care)	-.09804	.37577	.963	-.9851	.7890
		perceived as follower (Safe Care)	.86387*	.34704	.036	.0446	1.6831
	perceived as follower (Safe Care)	perceived as pioneer (Safe Care)	-.96190*	.21645	.000	-1.4729	-.4510
		perceived as leader (Safe Care)	-.86387*	.34704	.036	-1.6831	-.0446

*. The mean difference is significant at the 0.05 level.

Homogeneous Subsets

PER_PI_Safe_Care

	PER_PI_CAT_Safe_Care	N	Subset for alpha = 0.05	
			1	2
Tukey HSD[a,b]	perceived as follower (Safe Care)	140	4.3714	
	perceived as leader (Safe Care)	17		5.2353
	perceived as pioneer (Safe Care)	54		5.3333
	Sig.		1.000	.950
Duncan[a,b]	perceived as follower (Safe Care)	140	4.3714	
	perceived as leader (Safe Care)	17		5.2353
	perceived as pioneer (Safe Care)	54		5.3333
	Sig.		1.000	.760

Means for groups in homogeneous subsets are displayed.

a. Uses Harmonic Mean Sample Size = 35.509.

b. The group sizes are unequal. The harmonic mean of the group sizes is used. Type I error levels are not guaranteed.

HASIL PAIRWISE T-TEST

1. **KEPEMIMPINAN PASAR**

A. **BANK UMUM**

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_leader	.38870	4	.097419	.048710
	Evaluation_as_follower	.11593	4	.055097	.027549
Pair 2	Attitude_as_leader	5.68010	4	.103712	.051856
	Attitude_as_follower	4.14890	4	1.678194	.839097
Pair 3	Purchase_as_leader	5.71433	4	.203865	.101933
	Purchase_as_follower	4.87758	4	.229027	.114514

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_leader - Evaluation_as_follower	.272775	.120450	.060225	.081112	.464438	4.529	3	.020
Pair 2	Attitude_as_leader - Attitude_as_follower	1.531200	1.627934	.813967	-1.059206	4.121606	1.881	3	.157
Pair 3	Purchase_as_leader - Purchase_as_follower	.836750	.161034	.080517	.580508	1.092992	10.392	3	.002

B. SMARTPHONE ANDROID

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_leader	.34943	4	.209334	.104667
	Evaluation_as_follower	.44003	4	.200046	.100023
Pair 2	Attitude_as_leader	5.40118	4	.885328	.442664
	Attitude_as_follower	5.03730	4	.762542	.381271
Pair 3	Purchase_as_leader	5.26700	4	.994354	.497177
	Purchase_as_follower	4.64185	4	.858478	.429239

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_leader - Evaluation_as_follower	-.090600	.285836	.142918	-.545428	.364228	-.634	3	.571
Pair 2	Attitude_as_leader - Attitude_as_follower	.363875	.204132	.102066	.039056	.688694	3.565	3	.038
Pair 3	Purchase_as_leader - Purchase_as_follower	.625150	.176152	.088076	.344853	.905447	7.098	3	.006

C. MINYAK ANGIN AROMATERAPHY ROLL-ON

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_leader	.29688	4	.232392	.116196
	Evaluation_as_follower	.22643	4	.272698	.136349
Pair 2	Attitude_as_leader	5.29545	4	.314125	.157063
	Attitude_as_follower	4.53210	4	.209889	.104944
Pair 3	Purchase_as_leader	5.12790	4	.356567	.178284
	Purchase_as_follower	3.95430	4	.509877	.254939

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_leader - Evaluation_as_follower	.070450	.324034	.162017	-.445160	.586060	.435	3	.693
Pair 2	Attitude_as_leader - Attitude_as_follower	.763350	.370378	.185189	.173996	1.352704	4.122	3	.026
Pair 3	Purchase_as_leader - Purchase_as_follower	1.173600	.793325	.396663	-.088757	2.435957	2.959	3	.060

2. PIONEERSHIP

A. BANK UMUM

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_pioneer	.31435	4	.148902	.074451
	Evaluation_as_follower	.11593	4	.055097	.027549
Pair 2	Attitude_as_pioneer	5.49773	4	.396894	.198447
	Attitude_as_follower	4.14890	4	1.678194	.839097
Pair 3	Purchase_as_pioneer	5.52565	4	.479095	.239548
	Purchase_as_follower	4.87758	4	.229027	.114514

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_pioneer - Evaluation_as_follower	.198425	.168288	.084144	-.069358	.466208	2.358	3	.100
Pair 2	Attitude_as_pioneer - Attitude_as_follower	1.348825	1.918687	.959344	-1.704234	4.401884	1.406	3	.254
Pair 3	Purchase_as_pioneer - Purchase_as_follower	.648075	.527815	.263908	-.191797	1.487947	2.456	3	.091

B. SMARTPHONE ANDROID

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_pioneer	.30165	4	.218936	.109468
	Evaluation_as_follower	.44003	4	.200046	.100023
Pair 2	Attitude_as_pioneer	5.39428	4	.810292	.405146
	Attitude_as_follower	5.03730	4	.762542	.381271
Pair 3	Purchase_as_pioneer	5.19025	4	1.173934	.586967
	Purchase_as_follower	4.64185	4	.858478	.429239

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_pioneer - Evaluation_as_follower	-.138375	.262905	.131452	-.556715	.279965	-1.053	3	.370
Pair 2	Attitude_as_pioneer - Attitude_as_follower	.356975	.150380	.075190	.117687	.596263	4.748	3	.018
Pair 3	Purchase_as_pioneer - Purchase_as_follower	.548400	.428223	.214112	-.132999	1.229799	2.561	3	.083

C. MINYAK ANGIN AROMATERAPHY ROLL-ON

Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Evaluation_as_pioneer	.32005	4	.227437	.113718
	Evaluation_as_follower	.22643	4	.272698	.136349
Pair 2	Attitude_as_pioneer	5.18565	4	.402816	.201408
	Attitude_as_follower	4.53210	4	.209889	.104944
Pair 3	Purchase_as_pioneer	4.97253	4	.701820	.350910
	Purchase_as_follower	3.95430	4	.509877	.254939

Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	95% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Evaluation_as_pioneer - Evaluation_as_follower	.093625	.278173	.139087	-.349011	.536261	.673	3	.549
Pair 2	Attitude_as_pioneer - Attitude_as_follower	.653550	.504910	.252455	-.149875	1.456975	2.589	3	.081
Pair 3	Purchase_as_pioneer - Purchase_as_follower	1.018225	1.086341	.543170	-.710385	2.746835	1.875	3	.158