

### LAMPIRAN 3

### UJI VALIDITAS

#### 1. Total Quality Management

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis  
\*\*\*\*\*

RELIABILITY ANALYSIS - SCALE (ALPHA)

		Mean	Std Dev	Cases
1.	TQM1	3.8409	.6450	44.0
2.	TQM2	3.7500	.7193	44.0
3.	TQM3	3.8182	.7241	44.0

Correlation Matrix

	TQM1	TQM2	TQM3
TQM1	1.0000		
TQM2	.3634	1.0000	
TQM3	.4844	.5358	1.0000

N of Cases = 44.0

Statistics for Scale	Mean	Variance	Std Dev	N of Variables
	11.4091	2.8055	1.6750	3

#### Item-total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation
TQM1	7.5682	1.5999	.4840	.2498
TQM2	7.6591	1.3927	.5274	.3012
TQM3	7.6497			

TQM3                      7.5909                      1.2706                      .6191                      .3837  
 .5308

Reliability Coefficients              3 items

Alpha =    .7206                      Standardized item alpha =    .7197

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis  
 \*\*\*\*\*

**2. Sistem Pengukuran Kinerja**

RELIABILITY ANALYSIS - SCALE (ALPHA)

		Mean	Std Dev	Cases
1.	SPK1	3.2500	.8660	44.0
2.	SPK2	3.3864	.8131	44.0

Correlation Matrix

	SPK1	SPK2
SPK1	1.0000	
SPK2	.8173	1.0000

N of Cases =              44.0

Statistics for Scale	Mean	Variance	Std Dev	N of Variables
	6.6364	2.5624	1.6007	2

Item-total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation
Alpha if Item Deleted				

SPK1	3.3864	.6612	.8173	.6681
.				
SPK2	3.2500	.7500	.8173	.6681
.				

Reliability Coefficients      2 items

Alpha =      .8985                      Standardized item alpha =      .8995

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis  
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### 3. Sistem Penghargaan

RELIABILITY ANALYSIS - SCALE (ALPHA)

		Mean	Std Dev	Cases
1.	SP1	3.7273	.6599	44.0
2.	SP2	3.7045	.6675	44.0
3.	SP3	3.5000	.7314	44.0
4.	SP4	3.3636	.6851	44.0
5.	SP5	3.5455	.9512	44.0

Correlation Matrix

	SP1	SP2	SP3	SP4	SP5
SP1	1.0000				
SP2	.6047	1.0000			
SP3	.3855	.6431	1.0000		
SP4	.4302	.4947	.6034	1.0000	
SP5	.5018	.5893	.6351	.7234	1.0000

N of Cases =      44.0

Statistics for	Mean	Variance	Std Dev	N of Variables
Scale	17.8409	8.9741	2.9957	5

Item-total Statistics

Alpha	Scale Mean	Scale Variance	Corrected Item-Total Correlation	Squared Multiple Correlation
if Item Deleted				
SP1	14.1136	6.6147	.5668	.4111
.8587				
SP2	14.1364	6.1670	.7123	.5740
.8264				
SP3	14.3409	5.9508	.6974	.5506
.8280				
SP4	14.4773	6.1158	.7050	.5622
.8274				
SP5	14.2955	4.8642	.7639	.6231
.8165				

RELIABILITY ANALYSIS - SCALE (ALPHA)

Reliability Coefficients 5 items  
 Alpha = .8614 Standardized item alpha = .8647

#### 4. Kinerja Manajerial

\*\*\*\*\* Method 2 (covariance matrix) will be used for this analysis \*\*\*\*\*

RELIABILITY ANALYSIS - SCALE (ALPHA)

	Mean	Std Dev	Cases
1. KM1	3.3864	.5377	44.0
2. KM2	3.4091	.5421	44.0
3. KM3	3.5000	.6988	44.0
4. KM4	3.5227	.7621	44.0
5. KM5	3.6136	.6547	44.0
6. KM6	3.2273	.7108	44.0
7. KM7	3.3182	.6388	44.0

8.	KM8	2.8409	.5683	44.0
9.	KM9	3.4545	.5037	44.0

Correlation Matrix

	KM1	KM2	KM3	KM4	
KM5					
KM1	1.0000				
KM2	.3228	1.0000			
KM3	.0309	.2455	1.0000		
KM4	.1767	.1458	.3711	1.0000	
KM5	.1697	.2591	.5845	.1345	
1.0000					
KM6	.1300	.1756	.6554	.3337	
.6428					
KM7	.3786	.1526	-.1042	-.2540	-
.0885					
KM8	.2058	.3672	.3221	-.1794	
.2685					
KM9	.1952	.3252	.3964	.2754	
.2629					
	KM6	KM7	KM8	KM9	
KM6	1.0000				
KM7	-.0093	1.0000			
KM8	.3794	.2068	1.0000		
KM9	.4192	.1183	.4210	1.0000	
	N of Cases = 44.0				
				N of	
Statistics for	Mean	Variance	Std Dev	Variables	
Scale	30.2727	10.0634	3.1723	9	

RELIABILITY ANALYSIS - SCALE (ALPHA)

Item-total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Squared Multiple Correlation
Alpha				
if Item Deleted				
Deleted				

KM1	26.8864	8.7077	.3361	.3373
.7121				
KM2	26.8636	8.4461	.4200	.2803
.6994				
KM3	26.7727	7.3425	.5895	.5589
.6631				
KM4	26.7500	8.5174	.2169	.4896
.7417				
KM5	26.6591	7.7648	.5125	.5428
.6804				
KM6	27.0455	7.1142	.6445	.6189
.6504				
KM7	26.9545	9.4863	.0430	.3101
.7618				
KM8	27.4318	8.3906	.4100	.4655
.7005				
KM9	26.8182	8.2452	.5409	.3512
.6831				

Reliability Coefficients 9 items

Alpha = .7258 Standardized item alpha = .7337

#### LAMPIRAN 4

#### UJI ASUMSI KLASIK

#### UJI MULTIKOLONIERITAS

##### 1. Model 1

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	13.2	2.544		5.196	.000		
	TQM Total	.598	.221	.386	2.712	.010	1.000	1.000

a. Dependent Variable: KM Total

##### 2. Model 2

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Collinearity Statistics	
		B	Std. Error	Beta		Tolerance	VIF
1	(Constant)	16.255	2.741		5.931		
	TQM x SPK	4.851E-02	.021	.498	2.350	.408	2.451
	TQM Total	4.773E-03	.328	.003	.015	.408	2.451

a. Dependent Variable: KM Total

**3. Model 3**

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	19.688	2.661		7.400	.000		
	TQM x SP	4.50E-02	.011	1.022	4.160	.000	.242	4.137
	TQM Total	-.782	.381	-.504	-2.05	.047	.242	4.137

a. Dependent Variable: KM Total

**UJI AUTOKORELASI**

**1. Model 1**

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.386 <sup>a</sup>	.149	.129	2.42	1.568

a. Predictors: (Constant), TQM Total

b. Dependent Variable: KM Total

**2. Model 2**

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.500 <sup>a</sup>	.250	.213	2.30	1.628

a. Predictors: (Constant), TQM Total, TQM x SPK

b. Dependent Variable: KM Total

**3. Model 3**

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.634 <sup>a</sup>	.402	.372	2.06	1.751

a. Predictors: (Constant), TQM Total, TQM x SP

b. Dependent Variable: KM Total

**UJI NORMALITAS**

**1. Model 1**

**One-Sample Kolmogorov-Smirnov Test**

		Unstandardized Residual
N		44
Normal Parameters <sup>a,b</sup>	Mean	9.821220E-09
	Std. Deviation	2.3953428
Most Extreme Differences	Absolute	.122
	Positive	.122
	Negative	-.098
Kolmogorov-Smirnov Z		.811
Asymp. Sig. (2-tailed)		.526

a. Test distribution is Normal.

b. Calculated from data.

**2. Model 2**



**One-Sample Kolmogorov-Smirnov Test**

		Unstandardized Residual
N		44
Normal Parameters <sup>a,b</sup>	Mean	1.693314E-09
	Std. Deviation	2.2486424
Most Extreme Differences	Absolute	.113
	Positive	.113
	Negative	-.099
Kolmogorov-Smirnov Z		.750
Asymp. Sig. (2-tailed)		.628

a. Test distribution is Normal.

b. Calculated from data.

**3. Model 3**

**One-Sample Kolmogorov-Smirnov Test**

		Unstandardized Residual
N		44
Normal Parameters <sup>a,b</sup>	Mean	3.471293E-09
	Std. Deviation	2.0085802
Most Extreme Differences	Absolute	.098
	Positive	.098
	Negative	-.061
Kolmogorov-Smirnov Z		.649
Asymp. Sig. (2-tailed)		.794

a. Test distribution is Normal.

b. Calculated from data.

**UJI HETEROKEDASTISITAS**

**1. Model 1**

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	3.335	1.376		2.423	.020
	TQM Total	-.119	.119	-.151	-.993	.326

a. Dependent Variable: AbsH1

## 2. Model 2

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.208	1.486		1.486	.145
	TQM Total	-1.17E-02	.178	-.016	-.066	.948
	TQM x SPK	-2.71E-03	.011	-.059	-.242	.810

a. Dependent Variable: AbsH2

## 3. Model 3

**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.336	1.397		1.672	.102
	TQM Total	-.218	.200	-.335	-1.088	.283
	TQM x SP	8.802E-03	.006	.477	1.551	.129

a. Dependent Variable: AbsH3

## LAMPIRAN 5

### UJI HIPOTESIS

#### 1. Hipotesis 1

##### Variables Entered/Removed<sup>a</sup>

Model	Variables Entered	Variables Removed	Method
1	TQM Total <sup>a</sup>	.	Enter

a. All requested variables entered.

b. Dependent Variable: KM Total

##### Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.386 <sup>a</sup>	.149	.129	2.42

a. Predictors: (Constant), TQM Total

##### ANOVA<sup>a</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	43.189	1	43.189	7.352	.010 <sup>a</sup>
	Residual	246.720	42	5.874		
	Total	289.909	43			

a. Predictors: (Constant), TQM Total

b. Dependent Variable: KM Total

##### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	13.219	2.544		5.196	.000
	TQM Total	.598	.221	.386	2.712	.010

a. Dependent Variable: KM Total

## 2. Hipotesis 2

### Variables Entered/Removed<sup>a</sup>

Model	Variables Entered	Variables Removed	Method
1	TQM x SPK <sub>a</sub> , TQM Total	.	Enter

a. All requested variables entered.

b. Dependent Variable: KM Total

### Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.500 <sup>a</sup>	.250	.213	2.30

a. Predictors: (Constant), TQM x SPK, TQM Total

### ANOVA<sup>b</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	72.484	2	36.242	6.834	.003 <sup>a</sup>
	Residual	217.425	41	5.303		
	Total	289.909	43			

a. Predictors: (Constant), TQM x SPK, TQM Total

b. Dependent Variable: KM Total

### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	16.255	2.741		5.931	.000
	TQM Total	4.773E-03	.328	.003	.015	.988
	TQM x SPK	4.851E-02	.021	.498	2.350	.024

a. Dependent Variable: KM Total

### 3. Hipotesis 3

#### Variables Entered/Removed<sup>a</sup>

Model	Variables Entered	Variables Removed	Method
1	TQM x SP <sub>a</sub> TQM Total	.	Enter

a. All requested variables entered.

b. Dependent Variable: KM Total

#### Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.634 <sup>a</sup>	.402	.372	2.06

a. Predictors: (Constant), TQM x SP, TQM Total

#### ANOVA<sup>a</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	116.430	2	58.215	13.759	.000 <sup>a</sup>
	Residual	173.479	41	4.231		
	Total	289.909	43			

a. Predictors: (Constant), TQM x SP, TQM Total

b. Dependent Variable: KM Total

#### Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	19.688	2.661		7.400	.000
	TQM Total	-.782	.381	-.504	-2.052	.047
	TQM x SP	4.496E-02	.011	1.022	4.160	.000

a. Dependent Variable: KM Total