



LAMPIRAN

Hasil Pelatihan Selling Skill Level Behavior

Wilcoxon Signed Ranks Test

Ranks

	N	Mean Rank	Sum of Ranks
posttest - pretest Negative Ranks	0 ^a	.00	.00
Positive Ranks	6 ^b	3.50	21.00
Ties	0 ^c		
Total	6		

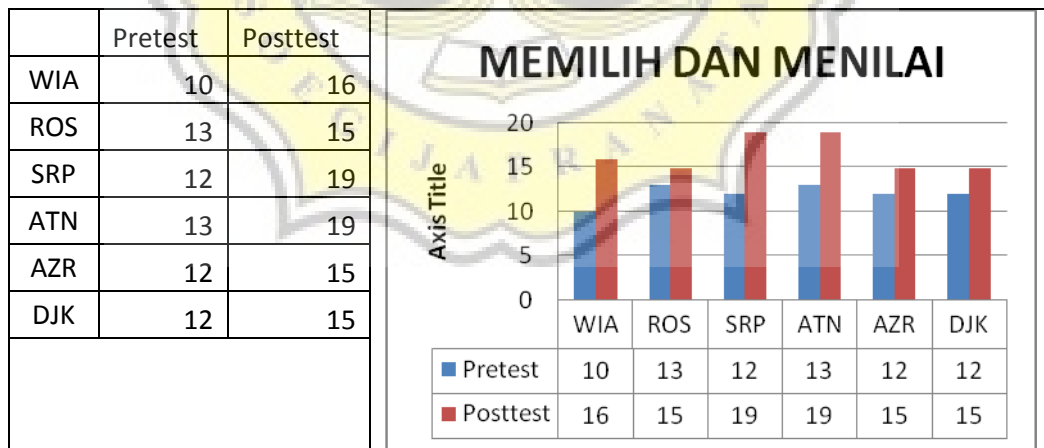
- a. posttest < pretest
- b. posttest > pretest
- c. posttest = pretest

Test Statistics^b

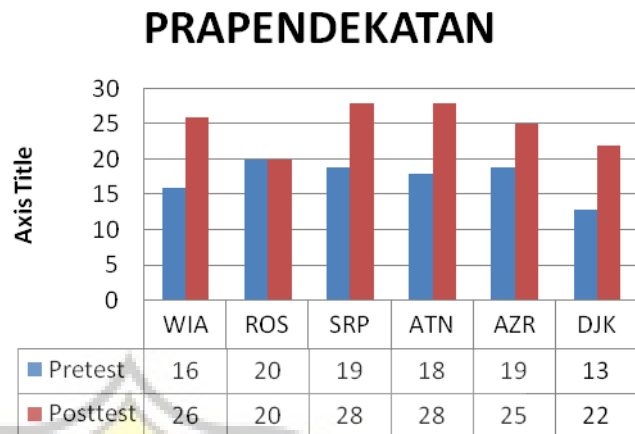
	posttest - pretest
Z	-2.201 ^a
Asymp. Sig. (2-tailed)	.028

- a. Based on negative ranks.
- b. Wilcoxon Signed Ranks Test

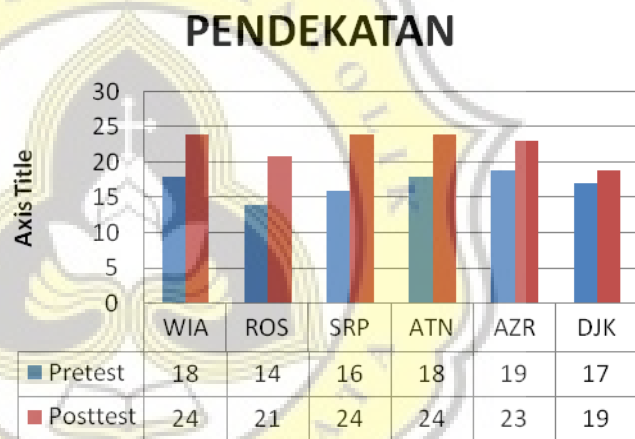
HASIL PERASPEK BEHAVIOR



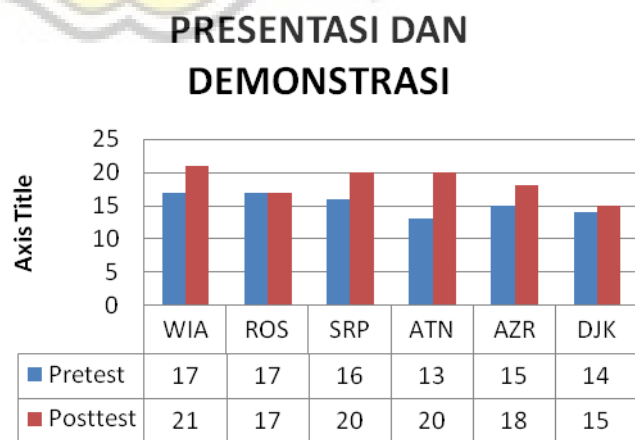
	Pretest	Posttest
WIA	16	26
ROS	20	20
SRP	19	28
ATN	18	28
AZR	19	25
DJK	13	22



	Pretest	Posttest
WIA	18	24
ROS	14	21
SRP	16	24
ATN	18	24
AZR	19	23
DJK	17	19

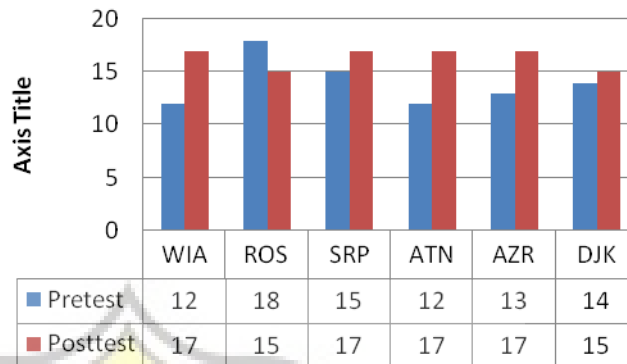


	Pretest	Posttest
WIA	17	21
ROS	17	17
SRP	16	20
ATN	13	20
AZR	15	18
DJK	14	15



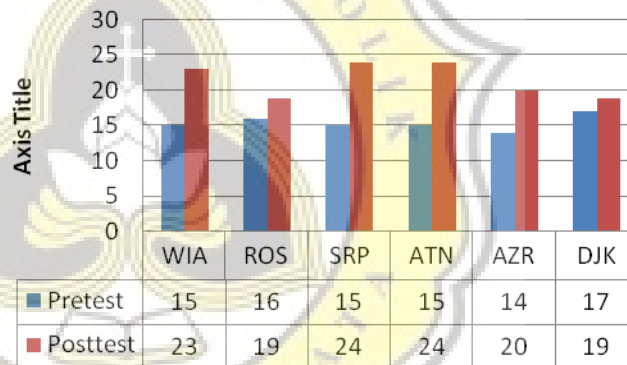
	Pretest	Posttest
WIA	12	17
ROS	18	15
SRP	15	17
ATN	12	17
AZR	13	17
DJK	14	15

MENANGANI KEBERATAN



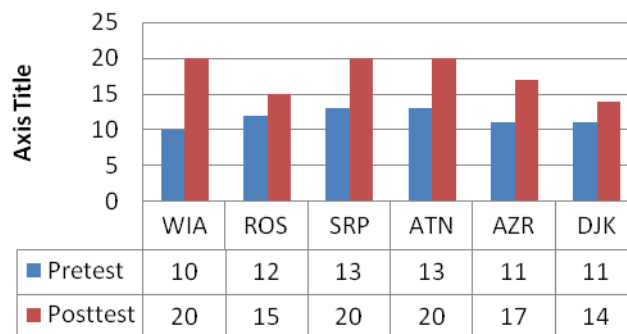
	Pretest	Posttest
WIA	15	23
ROS	16	19
SRP	15	24
ATN	15	24
AZR	14	20
DJK	17	19

MENUTUP PENJUALAN

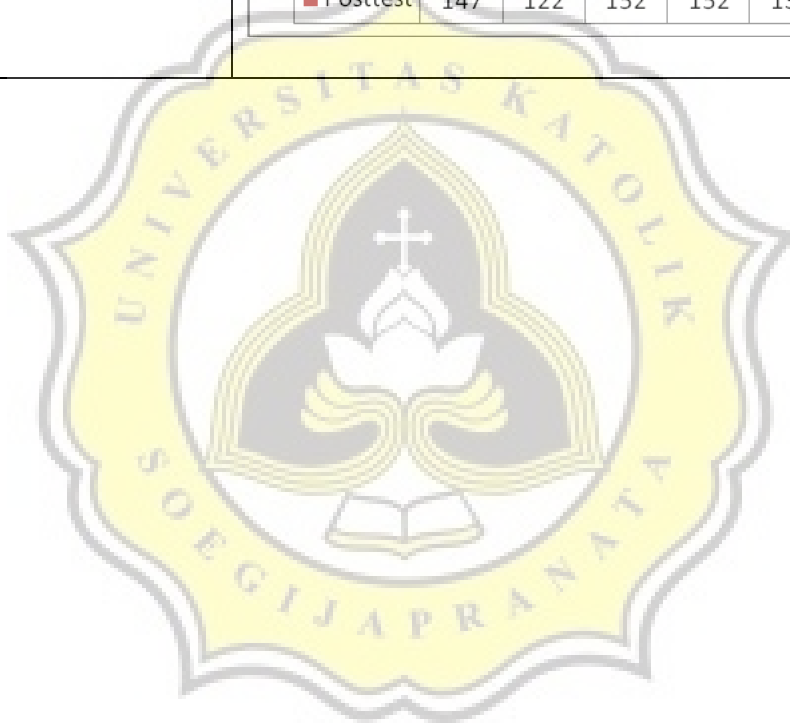
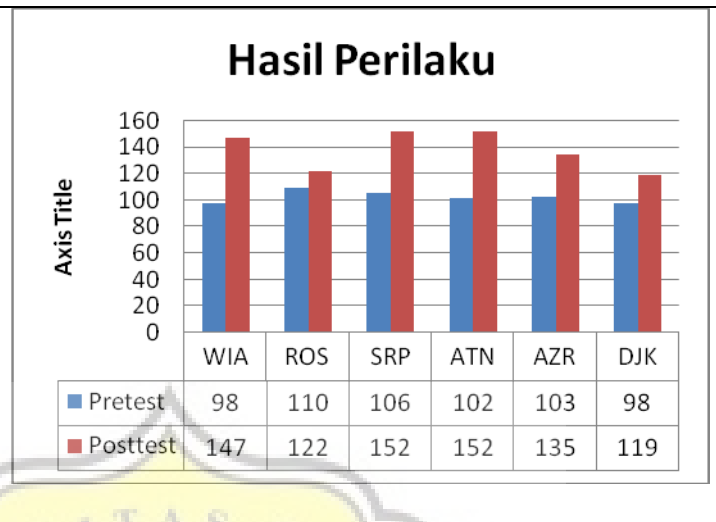


	Pretest	Posttest
WIA	10	20
ROS	12	15
SRP	13	20
ATN	13	20
AZR	11	17
DJK	11	14

TINDAK LANJUT DAN PEMELIHARAAN



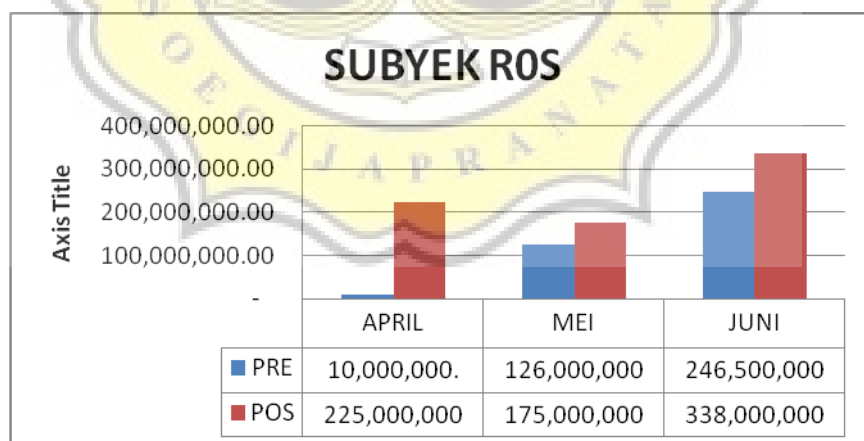
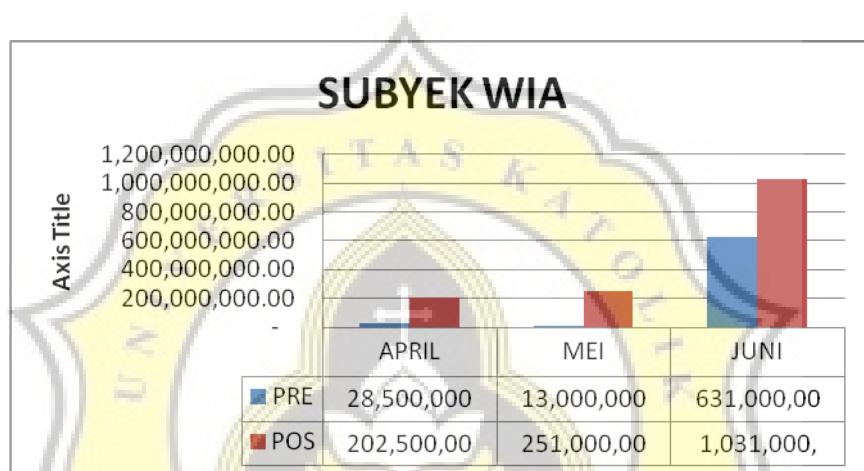
	Pretest	Posttest
WIA	98	147
ROS	110	122
SRP	106	152
ATN	102	152
AZR	103	135
DJK	98	119



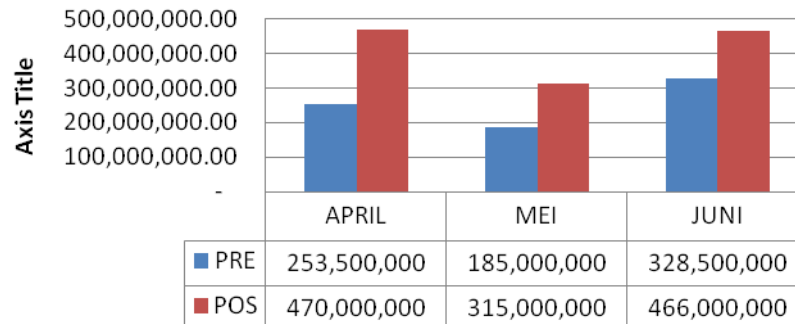


LAMPIRAN

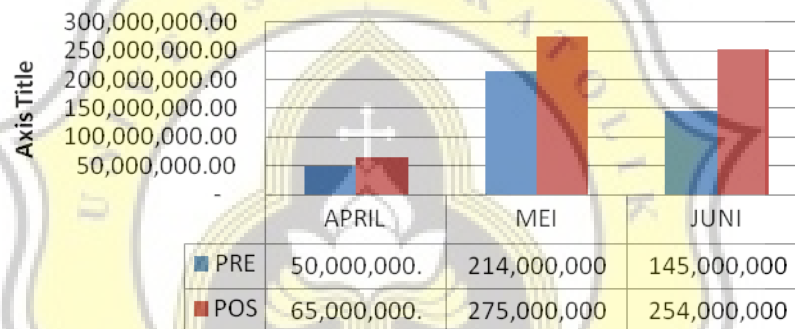
Hasil Pelatihan *Selling Skill* Level Result



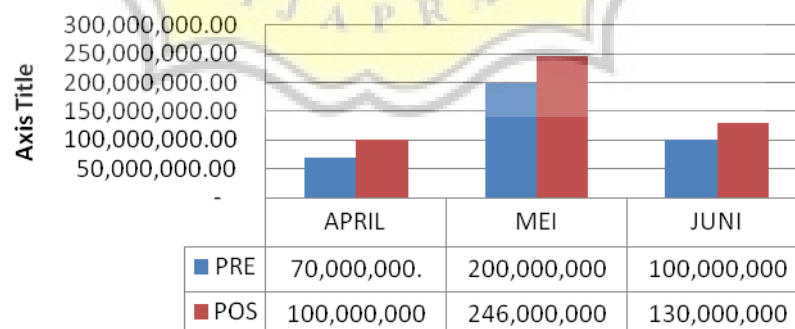
SUBYEK SRP



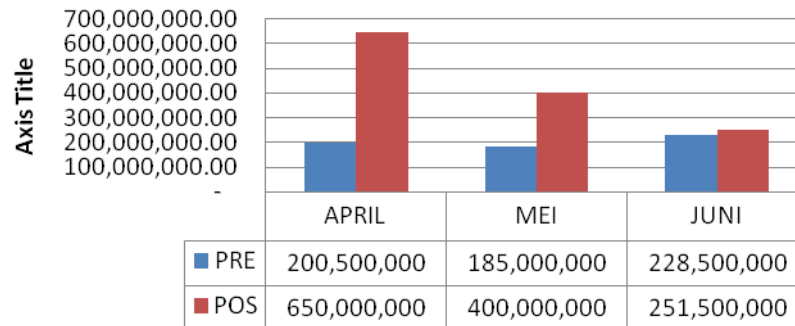
SUBYEK ATN



SUBYEK AZR



SUBYEK DJK



Ranks

		N	Mean Rank	Sum of Ranks
posttest realisasi - pretest realisasi	Negative Ranks	0 ^a	.00	.00
	Positive Ranks	6 ^b	3.50	21.00
	Ties	0 ^c		
	Total	6		

- a. posttest realisasi < pretest realisasi
- b. posttest realisasi > pretest realisasi
- c. posttest realisasi = pretest realisasi

Test Statistics^b

	posttest realisasi - pretest realisasi
Z	-2.201 ^a
Asymp. Sig. (2-tailed)	.028

- a. Based on negative ranks.
- b. Wilcoxon Signed Ranks Test

