

# LAMPIRAN



## 1. Uji Validitas

**Statistics**

		Gender	Usia	Pendidikan	Status
N	Valid	35	35	35	35
	Missing	0	0	0	0

**Gender**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	LAKI-LAKI	23	65.7	65.7	65.7
	PEREMPUAN	12	34.3	34.3	100.0
	Total	35	100.0	100.0	

**Usia**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	>50 TAHUN	4	11.4	11.4	11.4
	21-30 TAHUN	19	54.3	54.3	65.7
	31-40 TAHUN	9	25.7	25.7	91.4
	41-50 TAHUN	3	8.6	8.6	100.0
	Total	35	100.0	100.0	

**Pendidikan**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	D3	14	40.0	40.0	40.0
	S1	13	37.1	37.1	77.1
	S2	3	8.6	8.6	85.7
	SMA	5	14.3	14.3	100.0
	Total	35	100.0	100.0	

		Status			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	BELUM MENIKAH	13	37.1	37.1	37.1
	MENIKAH	22	62.9	62.9	100.0
	Total	35	100.0	100.0	

		Case Processing Summary	
		N	%
Cases	Valid	35	100.0
	Excluded <sup>a</sup>	0	.0
	Total	35	100.0

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

## 2. Uji Reliabilitas Orientasi Kewirausahaan

### Reliability Statistics

Cronbach's Alpha	N of Items
.900	11

### Item Statistics

	Mean	Std. Deviation	N
OK1	3.83	.822	35
OK2	3.77	.808	35
OK3	4.14	.912	35
OK4	3.91	.612	35
OK5	4.00	.594	35
OK6	3.69	.963	35
OK7	3.77	.731	35
OK8	4.20	.473	35
OK9	3.69	.963	35
OK10	3.77	.731	35
OK11	4.00	.939	35

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
OK1	38.94	29.879	.842	.879
OK2	39.00	30.529	.778	.883
OK3	38.63	33.240	.385	.908
OK4	38.86	34.832	.404	.902
OK5	38.77	34.182	.517	.898
OK6	39.09	29.375	.749	.885
OK7	39.00	30.529	.874	.879
OK8	38.57	35.193	.482	.900
OK9	39.09	29.375	.749	.885
OK10	39.00	30.529	.874	.879
OK11	38.77	32.358	.457	.904

**Scale Statistics**

Mean	Variance	Std. Deviation	N of Items
42.77	38.123	6.174	11

**3. Uji Reliabilitas Orientasi Pasar**

**Case Processing Summary**

		N	%
Cases	Valid	35	100.0
	Excluded <sup>a</sup>	0	.0
	Total	35	100.0

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

**Reliability Statistics**

Cronbach's Alpha	N of Items
.803	6

**Item Statistics**

	Mean	Std. Deviation	N
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OP1	3.69	.963	35
OP2	3.77	.731	35
OP3	4.20	.473	35
OP4	4.29	.519	35
OP5	3.66	.998	35
OP6	4.09	.562	35

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
OP1	20.00	5.529	.753	.721
OP2	19.91	6.728	.687	.742
OP3	19.49	8.198	.534	.786
OP4	19.40	8.306	.433	.799
OP5	20.03	5.793	.641	.760
OP6	19.60	8.188	.424	.799

**Scale Statistics**

Mean	Variance	Std. Deviation	N of Items
23.69	9.869	3.141	6

**4. Uji Reliabilitas Kinerja UMKM**

**Case Processing Summary**

		N	%
Cases	Valid	35	100.0
	Excluded <sup>a</sup>	0	.0
	Total	35	100.0

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

**Reliability Statistics**

Cronbach's Alpha	N of Items
.824	5

**Item Statistics**

	Mean	Std. Deviation	N
KIN1	3.69	.963	35
KIN2	3.77	.731	35
KIN3	4.20	.473	35
KIN4	3.74	.980	35
KIN5	3.94	.873	35

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
KIN1	15.66	5.644	.748	.747
KIN2	15.57	6.546	.779	.748
KIN3	15.14	8.714	.379	.846
KIN4	15.60	6.012	.629	.791
KIN5	15.40	6.482	.620	.789

**Scale Statistics**

Mean	Variance	Std. Deviation	N of Items
19.34	9.997	3.162	5

**5. Uji Validitas Orientasi Kewirausahaan**

**OK1**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	2	5,7	5,7	5,7
3	9	25,7	25,7	31,4
4	17	48,6	48,6	80,0
5	7	20,0	20,0	100,0
Total	35	100,0	100,0	

**OK2**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	2	5,7	5,7	5,7
	3	10	28,6	28,6	34,3
	4	17	48,6	48,6	82,9
	5	6	17,1	17,1	100,0
	Total	35	100,0	100,0	

**OK3**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	3	8,6	8,6	8,6
	3	3	8,6	8,6	17,1
	4	15	42,9	42,9	60,0
	5	14	40,0	40,0	100,0
	Total	35	100,0	100,0	

**OK4**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	8	22,9	22,9	22,9
	4	22	62,9	62,9	85,7
	5	5	14,3	14,3	100,0
	Total	35	100,0	100,0	

**OK5**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	6	17,1	17,1	17,1
	4	23	65,7	65,7	82,9
	5	6	17,1	17,1	100,0
	Total	35	100,0	100,0	

**OK6**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	5	14,3	14,3	14,3
	3	8	22,9	22,9	37,1
	4	15	42,9	42,9	80,0
	5	7	20,0	20,0	100,0
	Total	35	100,0	100,0	

**OK7**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	2	5,7	5,7	5,7
	3	8	22,9	22,9	28,6
	4	21	60,0	60,0	88,6
	5	4	11,4	11,4	100,0
	Total	35	100,0	100,0	

**OK8**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	1	2,9	2,9	2,9
	4	26	74,3	74,3	77,1
	5	8	22,9	22,9	100,0
	Total	35	100,0	100,0	

**OK9**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	5	14,3	14,3	14,3
	3	8	22,9	22,9	37,1
	4	15	42,9	42,9	80,0
	5	7	20,0	20,0	100,0
	Total	35	100,0	100,0	



**OK10**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	2	5,7	5,7	5,7
	3	8	22,9	22,9	28,6
	4	21	60,0	60,0	88,6
	5	4	11,4	11,4	100,0
	Total	35	100,0	100,0	

**OK11**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	4	11,4	11,4	11,4
	3	3	8,6	8,6	20,0
	4	17	48,6	48,6	68,6
	5	11	31,4	31,4	100,0
	Total	35	100,0	100,0	

**6. Uji Validitas Orientasi Pasar****OP1**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	5	14,3	14,3	14,3
	3	8	22,9	22,9	37,1
	4	15	42,9	42,9	80,0
	5	7	20,0	20,0	100,0
	Total	35	100,0	100,0	

**OP2**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	2	5,7	5,7	5,7
	3	8	22,9	22,9	28,6
	4	21	60,0	60,0	88,6
	5	4	11,4	11,4	100,0

Total	35	100,0	100,0
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**OP3**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	1	2,9	2,9	2,9
	4	26	74,3	74,3	77,1
	5	8	22,9	22,9	100,0
Total		35	100,0	100,0	

**OP4**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	1	2,9	2,9	2,9
	4	23	65,7	65,7	68,6
	5	11	31,4	31,4	100,0
Total		35	100,0	100,0	

**OP5**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	4	11,4	11,4	11,4
	3	13	37,1	37,1	48,6
	4	9	25,7	25,7	74,3
	5	9	25,7	25,7	100,0
Total		35	100,0	100,0	

**OP6**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	4	11,4	11,4	11,4
	4	24	68,6	68,6	80,0
	5	7	20,0	20,0	100,0
Total		35	100,0	100,0	

## 7. Uji Validitas Kinerja UMKM

**KIN1**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	5	14,3	14,3	14,3
	3	8	22,9	22,9	37,1
	4	15	42,9	42,9	80,0
	5	7	20,0	20,0	100,0
	Total	35	100,0	100,0	

**KIN2**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	2	5,7	5,7	5,7
	3	8	22,9	22,9	28,6
	4	21	60,0	60,0	88,6
	5	4	11,4	11,4	100,0
	Total	35	100,0	100,0	

**KIN3**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3	1	2,9	2,9	2,9
	4	26	74,3	74,3	77,1
	5	8	22,9	22,9	100,0
	Total	35	100,0	100,0	

**KIN4**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2	3	8,6	8,6	8,6
	3	13	37,1	37,1	45,7
	4	9	25,7	25,7	71,4
	5	10	28,6	28,6	100,0

Total	35	100,0	100,0
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#### KIN5

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 2	2	5,7	5,7	5,7
3	8	22,9	22,9	28,6
4	15	42,9	42,9	71,4
5	10	28,6	28,6	100,0
Total	35	100,0	100,0	

### 8. Analisis Regresi Linier Berganda

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

Model	Variables Entered	Variables Removed	Method
1	OrientasiPasar, OrientasiKewirausahaan <sup>b</sup>		Enter

a. Dependent Variable: KinerjaUMKM

b. All requested variables entered.

#### Model Summary<sup>b</sup>

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.948 <sup>a</sup>	.898	.892	1.039	1.732

a. Predictors: (Constant), OrientasiPasar, OrientasiKewirausahaan

b. Dependent Variable: KinerjaUMKM

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

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	305.344	2	152.672	141.439	.000 <sup>b</sup>
	Residual	34.541	32	1.079		
	Total	339.886	34			

a. Dependent Variable: KinerjaUMKM

b. Predictors: (Constant), OrientasiPasar, OrientasiKewirausahaan

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

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-2.801	1.359		-2.061	.047
	OrientasiKewirausahaan	.295	.062	.577	4.801	.000
	OrientasiPasar	.401	.121	.399	3.318	.002

a. Dependent Variable: KinerjaUMKM

**Collinearity Diagnostics<sup>a</sup>**

Model	Dimension	Eigenvalue	Condition Index	Variance Proportions		
				(Constant)	OrientasiKewir ausahaan	OrientasiPasar
1	1	2.986	1.000	.00	.00	.00
	2	.012	16.032	.95	.08	.04
	3	.002	37.597	.05	.92	.96

a. Dependent Variable: KinerjaUMKM

**Residuals Statistics<sup>a</sup>**

	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	12.59	24.10	19.34	2.997	35
Residual	-1.446	2.129	.000	1.008	35
Std. Predicted Value	-2.253	1.586	.000	1.000	35
Std. Residual	-1.392	2.050	.000	.970	35

a. Dependent Variable: KinerjaUMKM

## Bukti Scan Plagiarism



**8.91%** PLAGIARISM APPROXIMATELY

25.44% IN QUOTES q

### Report #14314491

BAB I PENDAHULUAN 1.1. Latar belakang Usaha mikro merupakan sebuah peluang dengan pendapatan yang dihasilkan pada usaha yang didirikan ada sebuah produktivitas. Selain berperan dalam pertumbuhan ekonomi nasional dan penyerapan tenaga kerja yang sangat besar dimana mengalami pertumbuhan 96,99 % menjadi 97,22 % dalam periode lima tahun terakhir, usaha UMKM merupakan salah satu bagian penting dari sebuah perekonomian suatu negara maupun daerah. Dalam mengembangkan UMKM harus bisa memiliki sebuah kontribusi dalam menjalankan sebuah pertumbuhan ekonomi yang ada di negara agar dapat mengurangi pengangguran yang ada. Saat ini kondisi persaingan di sektor UMKM mulai cukup ketat dan kompleks, sudah banyak sekali UMKM yang berkembang. Perkembangan dalam dunia bisnis, termasuk bisnis kedai membuat persaingan antar pelaku bisnis juga semakin ketat. Oleh karena itu, para pelaku bisnis melakukan berbagai strategi agar bisnis mereka dapat terus eksis Salah satunya bergerak dalam bidang usaha kedai Kopi. Kopi

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