

LAMPIRAN

SKALA PENELITIAN

PENGANTAR

Perkenalkan, saya adalah mahasiswa Fakultas Hukum Dan Komunikasi Unika Soegijapranata yang sedang menyelesaikan tugas mata kuliah Skripsi. Saya mohon Bpk/Ibu/Sdr/Sdri bersedia untuk mengisi skala yang kami bagikan. Kerahasiaan jawaban anda akan dijamin dan jawaban tidak berpengaruh terhadap kondisi Bpk/Ibu/Sdr/Sdri Kampung Batik Rejomulyo. Data yang diperoleh sepenuhnya hanya akan digunakan untuk keperluan penelitian. Mohon ketersediaan Bpk/Ibu/Sdr/Sdri untuk menjadi responden dalam penelitian ini dengan mengisi skala di bawah ini.

IDENTITAS RESPONDEN

Jenis Kelamin: Laki – laki / Perempuan*

Masa Kerja :th

Usiath

Tgl Pengisian :

Pend. Terakhir :

*) dicoret yang tidak perlu

Petunjuk pengerjaan:

1. Mohon ketersediaan Bpk/Ibu/Sdr/Sdri untuk memberikan jawaban sesuai dengan perasaan/kondisi Bpk/Ibu/Sdr/Sdri sekarang ini.
2. Di bawah ini terdapat beberapa pernyataan, bacalah terlebih dahulu setiap pernyataan dengan cermat sebelum mengisi jawaban.

3. Isilah sejujur – jujurnya, tidak ada jawaban yang salah, semua jawaban benar asal sesuai dengan perasaan/kondisi Bpk/Ibu/Sdr/Sdri.
4. Pilihlah satu jawaban yang paling sesuai dengan memberi tanda centang (√) pada kolom alternatif jawaban yang disediakan.

STS: Sangat Tidak Setuju

TS: Tidak Setuju

S: Setuju

SS: Sangat Setuju

5. Cara mengisikan jawaban:

| No | Pernyataan | Pilihan Jawaban | | | |
|----|-------------------------------------------------------------------------|-----------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 1 | Wiraniaga berpenampilan rapi dan bertutur kata sopan pada calon pembeli | | | | √ |

Keterangan:

Dengan memberikan (√) centang pada kolom tersebut di atas berarti Bpk/Ibu/Sdr/Sdri sangat setuju bahwa pernyataan “Wiraniaga berpenampilan rapi dan bertutur kata sopan pada calon pembeli”

A. Personal Selling (Kotler, 2012)

1. Pendekatan

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|-------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 1 | Wiraniaga berpenampilan rapi dan bertutur kata sopan pada calon pembeli | | | | |
| 2 | Wiraniaga memperlihatkan produk dan menjelaskan pada calon pembeli | | | | |
| 3 | Wiraniaga mengetahui gaya bentuk komunikasi para calon pembeli | | | | |

2. Presentasi

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|----------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 4 | Wiraniaga menjelaskan secara detail terkait produk yang dijual | | | | |
| 5 | Wiraniaga menjelaskan manfaat produk kepada calon pembeli | | | | |
| 6 | Wiraniaga menjelaskan testimoni dari pembeli sebelumnya | | | | |

3. Menanggapi Keberatan

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|-------------------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 7 | Wiraniaga mampu mengidentifikasi keberatan mengenai produk pada calon pembeli | | | | |
| 8 | Wiraniaga mampu secara aktif melakukan pendekatan berkaitan dengan komplain calon pembeli | | | | |
| 9 | Wiraniaga mampu menjelaskan menanggapi komplain dari calon pembeli | | | | |

4. Menutup Penjualan

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 10 | Wiraniaga menanyakan kepada calon pembeli mengenai produk yang hendak dibeli | | | | |
| 11 | Wiraniaga dengan cepat merespon | | | | |

| | | | | | |
|----|-------------------------------------------------------------------------------|--|--|--|--|
| | calon pembeli mengenai produk yang hendak dibeli | | | | |
| 12 | Wiraniaga menjelaskan mengenai promo dan cara pembayaran kepada calon pembeli | | | | |

5. Tindak Lanjut

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|---------------------------------------------------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 13 | Menurut saya tenaga penjual pada Kampung Batik Rejomulyo memahami bisa dengan cepat memahami kebutuhan para calon pembeli | | | | |
| 14 | Menurut saya tenaga penjual pada Kampung Batik Rejomulyo sangat sigap dalam melayani seluruh kebutuhan calon pembeli | | | | |

B. Minat Beli (Priansa, 2017)

1. Minat Transaksional

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|---------------------------------------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 1 | Saya Berminat Membeli Produk Batik Semarangan pada Kampung Batik Rejomulyo | | | | |
| 2 | Saya berminat membeli Batik Semarangan pada Kampung Batik Rejomulyo produknya berkualitas dan dapat dipercaya | | | | |

2. Minat Referensial

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|------------------------------------------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 3 | Saya Akan Mereferensikan Batik Semarangan pada Kampung Batik Rejomulyo Kepada Orang Lain Yang Akan Membeli Batik | | | | |

3. Minat Preferensial

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|----------------------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 4 | Saya Akan Lebih Berminat Membeli pada Kampung Batik Rejomulyo Dibandingkan Tempat Lain | | | | |

4. Minat Eksploratif

| No | Daftar Pernyataan | Alternatif Jawaban | | | |
|----|------------------------------------------------------------------------|--------------------|----|---|----|
| | | STS | TS | S | SS |
| | | 1 | 2 | 3 | 4 |
| 5 | Saya Ingin Mencoba Membeli Produk Lainnya pada Kampung Batik Rejomulyo | | | | |

LAMPIRAN

UJI VALIDITAS PERSONAL SELLING

Correlations

| | | PS1 | PS2 | PS3 | PS4 | PS5 | PS6 | PS7 | PS8 | PS9 | PS10 | PS11 | PS12 | PS13 | PS14 | PS |
|-----|---------------------|-----|------|------|-------|------|------|------|------|------|------|------|-------|-------|------|--------|
| PS1 | Pearson Correlation | 1 | .010 | .060 | -.087 | .042 | .024 | .087 | .131 | .102 | .071 | .183 | .241* | .251* | .145 | .498** |
| | Sig. (2-tailed) | | .921 | .551 | .392 | .680 | .809 | .387 | .192 | .312 | .480 | .068 | .016 | .012 | .151 | .000 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

| | | | | | | | | | | | | | | | | |
|-----|---------------------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| PS2 | Pearson Correlation | .010 | 1 | -.087 | -.006 | .065 | .231* | .079 | .080 | .248* | .021 | -.022 | -.159 | -.055 | -.026 | .240* |
| | Sig. (2-tailed) | .921 | | .392 | .952 | .519 | .021 | .435 | .428 | .013 | .834 | .825 | .113 | .589 | .798 | .016 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS3 | Pearson Correlation | .060 | -.087 | 1 | -.129 | .099 | .154 | -.108 | -.136 | -.081 | .062 | .051 | .024 | .080 | .093 | .218* |
| | Sig. (2-tailed) | .551 | .392 | | .202 | .326 | .125 | .287 | .176 | .426 | .540 | .618 | .815 | .426 | .355 | .030 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS4 | Pearson Correlation | -.087 | -.006 | -.129 | 1 | .067 | .017 | .051 | .174 | .156 | -.054 | .089 | -.012 | .048 | .075 | .280** |
| | Sig. (2-tailed) | .392 | .952 | .202 | | .505 | .867 | .614 | .083 | .120 | .590 | .380 | .908 | .637 | .456 | .005 |

| | | | | | | | | | | | | | | | | |
|-----|-----------------|------|-------|-------|------|-------|-------|-------|-------|--------|-------|-------|------|--------|--------|--------|
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS5 | Pearson | .042 | .065 | .099 | .067 | 1 | .045 | -.100 | .173 | .464** | -.070 | .213* | .062 | .342** | .181 | .424** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .680 | .519 | .326 | .505 | | .655 | .321 | .085 | .000 | .491 | .033 | .538 | .000 | .072 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS6 | Pearson | .024 | .231* | .154 | .017 | .045 | 1 | -.045 | -.118 | -.054 | .015 | .088 | .110 | .070 | .281** | .356** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .809 | .021 | .125 | .867 | .655 | | .658 | .243 | .591 | .884 | .383 | .274 | .487 | .005 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS7 | Pearson | .087 | .079 | -.108 | .051 | -.100 | -.045 | 1 | -.063 | .053 | .131 | -.141 | .055 | .067 | .064 | .216* |
| | Correlation | | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | | | |
|-----|---------------------|------|-------|-------|------|--------|-------|-------|--------|--------|------|------|-------|-------|------|--------|
| | Sig. (2-tailed) | .387 | .435 | .287 | .614 | .321 | .658 | | .531 | .601 | .192 | .162 | .587 | .511 | .528 | .031 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS8 | Pearson Correlation | .131 | .080 | -.136 | .174 | .173 | -.118 | -.063 | 1 | .323** | .061 | .017 | -.010 | .031 | .094 | .398** |
| | Sig. (2-tailed) | .192 | .428 | .176 | .083 | .085 | .243 | .531 | | .001 | .550 | .864 | .925 | .758 | .354 | .000 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS9 | Pearson Correlation | .102 | .248* | -.081 | .156 | .464** | -.054 | .053 | .323** | 1 | .061 | .087 | .125 | .240* | .093 | .528** |
| | Sig. (2-tailed) | .312 | .013 | .426 | .120 | .000 | .591 | .601 | .001 | | .547 | .391 | .215 | .016 | .356 | .000 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

| | | | | | | | | | | | | | | | | |
|------|-----------------|-------|-------|------|-------|-------|------|-------|-------|------|--------|--------|--------|-------|-------|--------|
| PS10 | Pearson | .071 | .021 | .062 | -.054 | -.070 | .015 | .131 | .061 | .061 | 1 | -.231* | .071 | -.036 | .082 | .296** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .480 | .834 | .540 | .590 | .491 | .884 | .192 | .550 | .547 | | .021 | .481 | .725 | .418 | .003 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS11 | Pearson | .183 | -.022 | .051 | .089 | .213* | .088 | -.141 | .017 | .087 | -.231* | 1 | .415** | .207* | .029 | .357** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .068 | .825 | .618 | .380 | .033 | .383 | .162 | .864 | .391 | .021 | | .000 | .039 | .777 | .000 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS12 | Pearson | .241* | -.159 | .024 | -.012 | .062 | .110 | .055 | -.010 | .125 | .071 | .415** | 1 | .045 | -.066 | .397** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .016 | .113 | .815 | .908 | .538 | .274 | .587 | .925 | .215 | .481 | .000 | | .658 | .515 | .000 |

| | | | | | | | | | | | | | | | | |
|------|-----------------|--------|-------|-------|--------|--------|--------|-------|--------|--------|--------|--------|--------|--------|--------|--------|
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS13 | Pearson | .251* | -.055 | .080 | .048 | .342** | .070 | .067 | .031 | .240* | -.036 | .207* | .045 | 1 | .140 | .433** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .012 | .589 | .426 | .637 | .000 | .487 | .511 | .758 | .016 | .725 | .039 | .658 | | .166 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS14 | Pearson | .145 | -.026 | .093 | .075 | .181 | .281** | .064 | .094 | .093 | .082 | .029 | -.066 | .140 | 1 | .395** |
| | Correlation | | | | | | | | | | | | | | | |
| | Sig. (2-tailed) | .151 | .798 | .355 | .456 | .072 | .005 | .528 | .354 | .356 | .418 | .777 | .515 | .166 | | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| PS | Pearson | .498** | .240* | .218* | .280** | .424** | .356** | .216* | .398** | .528** | .296** | .357** | .397** | .433** | .395** | 1 |
| | Correlation | | | | | | | | | | | | | | | |

| | | | | | | | | | | | | | | |
|-----------------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Sig. (2-tailed) | .000 | .016 | .030 | .005 | .000 | .000 | .031 | .000 | .000 | .003 | .000 | .000 | .000 | .000 |
| N | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |

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

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

UJI VALIDITAS MINAT BELI

Correlations

| | | MB1 | MB2 | MB3 | MB4 | MB5 | MB |
|-----|---------------------|-----|-------|------|-------|------|--------|
| MB1 | Pearson Correlation | 1 | -.032 | .013 | -.015 | .014 | .305** |
| | Sig. (2-tailed) | | .755 | .895 | .880 | .889 | .002 |

| | | | | | | | |
|-----|-----------------|-------|-------|------|-------|-------|--------|
| N | | 100 | 100 | 100 | 100 | 100 | 100 |
| MB2 | Pearson | -.032 | 1 | .048 | .240* | -.110 | .516** |
| | Correlation | | | | | | |
| | Sig. (2-tailed) | .755 | | .634 | .016 | .276 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 |
| MB3 | Pearson | .013 | .048 | 1 | .089 | .009 | .513** |
| | Correlation | | | | | | |
| | Sig. (2-tailed) | .895 | .634 | | .379 | .931 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 |
| MB4 | Pearson | -.015 | .240* | .089 | 1 | .032 | .659** |
| | Correlation | | | | | | |
| | Sig. (2-tailed) | .880 | .016 | .379 | | .754 | .000 |
| N | | 100 | 100 | 100 | 100 | 100 | 100 |

| | | | | | | | |
|-----|-----------------|--------|--------|--------|--------|--------|--------|
| MB5 | Pearson | .014 | -.110 | .009 | .032 | 1 | .339** |
| | Correlation | | | | | | |
| | Sig. (2-tailed) | .889 | .276 | .931 | .754 | | .001 |
| | N | 100 | 100 | 100 | 100 | 100 | 100 |
| MB | Pearson | .305** | .516** | .513** | .659** | .339** | 1 |
| | Correlation | | | | | | |
| | Sig. (2-tailed) | .002 | .000 | .000 | .000 | .001 | |
| | N | 100 | 100 | 100 | 100 | 100 | 100 |

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

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

UJI RELIABILITAS PERSONAL SELLING

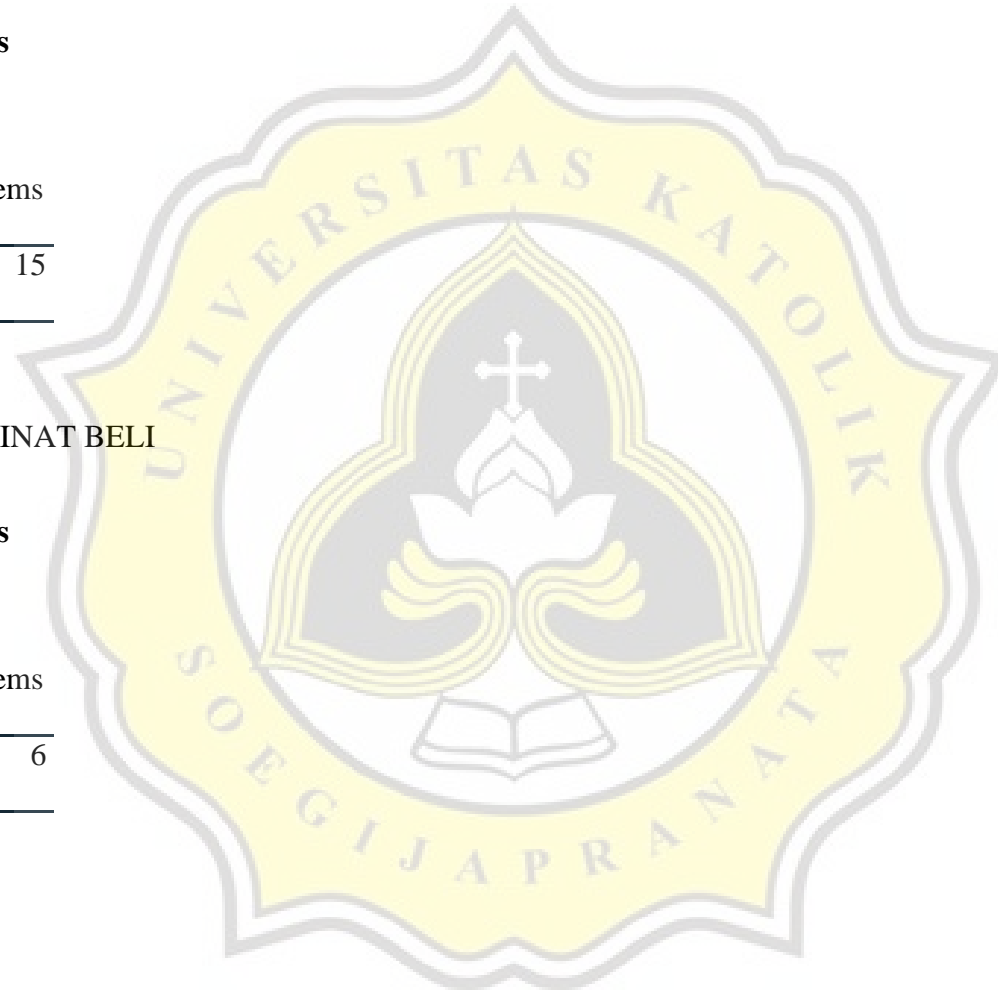
Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .651 | 15 |

UJI RELIABILITAS MINAT BELI

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .641 | 6 |



UJI NORMALITAS

One-Sample Kolmogorov-Smirnov Test

| | | Standardized Residual |
|----------------------------------|-----------------------------|--------------------------|
| N | | 100 |
| Normal Parameters ^{a,b} | Mean | .0000000 |
| | Std. Deviation | .99493668 |
| | Most Extreme Differences | |
| | Absolute | .060 |
| | Positive | .056 |
| | Negative | -.060 |
| Test Statistic | | .060 |
| Asymp. Sig. (2-tailed) | | .200 ^{c,d} |

- a. Test distribution is Normal.
- b. Calculated from data.
- c. Lilliefors Significance Correction.
- d. This is a lower bound of the true significance.

UJI ANALISIS REGRESI LINIER SEDERHANA

Model Summary^b

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1 | .139 ^a | .019 | .009 | 1.80009 |

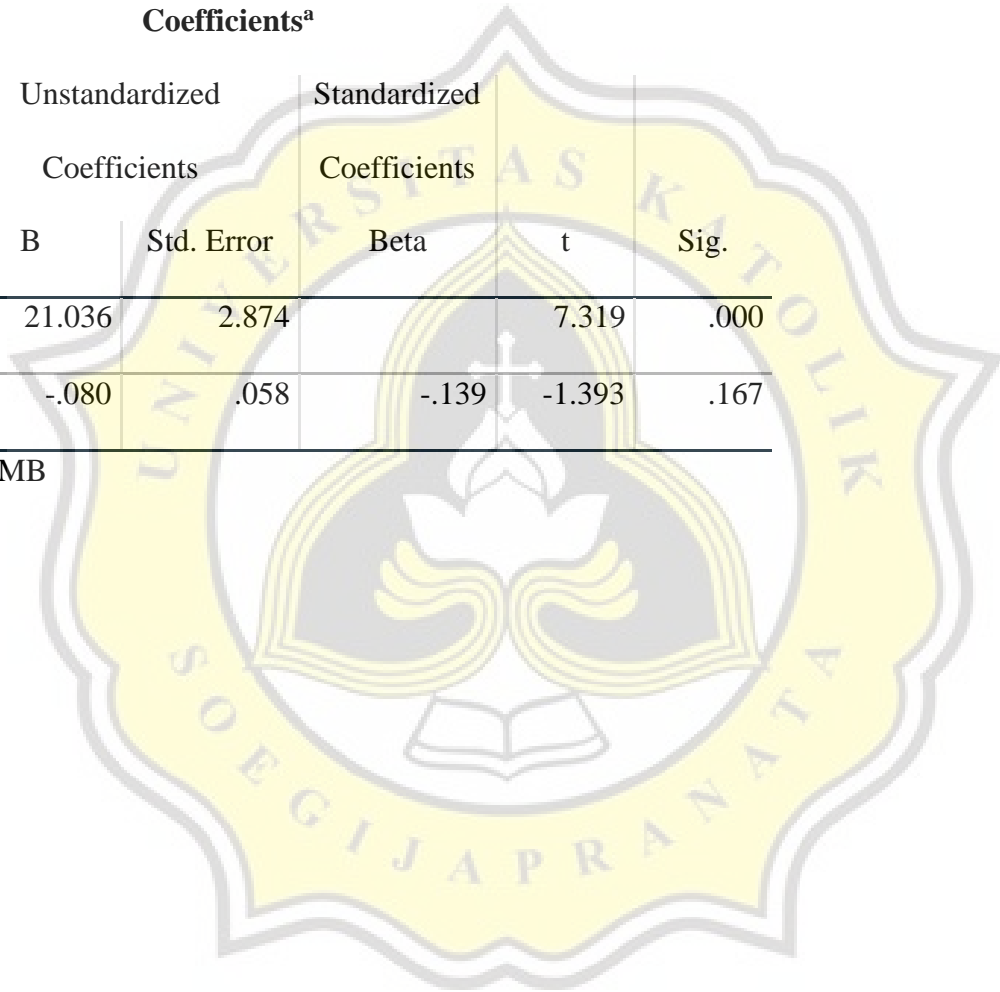
a. Predictors: (Constant), PS

b. Dependent Variable: MB

Coefficients^a

| Model | | Unstandardized | | Standardized | | Sig. |
|-------|------------|----------------|------------|--------------|--------|------|
| | | B | Std. Error | Beta | t | |
| 1 | (Constant) | 21.036 | 2.874 | | 7.319 | .000 |
| | PS | -.080 | .058 | -.139 | -1.393 | .167 |

a. Dependent Variable: MB



LAMPIRAN JAWABAN RESPONDEN

Personal Selling

| | X1 | X2 | X3 | X4 | X5 | X6 | X7 | X8 | X9 | X10 | X11 | X12 | X13 | X14 |
|----|----|----|----|----|----|----|----|----|----|-----|-----|-----|-----|-----|
| 1 | 3 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 4 | 3 | 4 |
| 2 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 3 | 4 |
| 3 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 4 | 4 | 4 | 4 |
| 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 2 | 3 | 4 | 4 | 4 | 4 | 4 |
| 5 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 2 | 3 | 4 | 4 | 4 | 4 | 4 |
| 6 | 2 | 3 | 4 | 4 | 4 | 3 | 3 | 4 | 3 | 2 | 4 | 4 | 4 | 3 |
| 7 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 2 | 3 | 4 | 4 | 4 | 4 | 4 |
| 8 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 4 | 3 |
| 9 | 2 | 3 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 2 | 4 | 3 | 4 | 3 |
| 10 | 2 | 3 | 4 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 3 |
| 11 | 2 | 3 | 4 | 4 | 3 | 3 | 3 | 2 | 3 | 4 | 3 | 3 | 3 | 4 |
| 12 | 2 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 3 | 3 | 3 | 3 |
| 13 | 2 | 3 | 3 | 4 | 3 | 4 | 3 | 2 | 2 | 3 | 3 | 3 | 3 | 3 |
| 14 | 2 | 3 | 3 | 4 | 3 | 2 | 4 | 3 | 2 | 4 | 3 | 3 | 3 | 3 |
| 15 | 2 | 3 | 4 | 2 | 4 | 4 | 4 | 2 | 2 | 4 | 3 | 3 | 3 | 4 |
| 16 | 2 | 3 | 3 | 4 | 3 | 4 | 4 | 3 | 2 | 2 | 3 | 3 | 3 | 4 |
| 17 | 4 | 4 | 3 | 3 | 3 | 4 | 4 | 3 | 2 | 4 | 3 | 3 | 3 | 4 |
| 18 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 4 | 2 | 3 | 3 | 4 | 3 | 3 |
| 19 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 |
| 20 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 2 | 2 | 2 | 4 | 3 | 4 | 4 |

| | | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 21 | 4 | 3 | 3 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |
| 22 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 4 | 4 | 4 |
| 23 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 2 | 4 | 4 | 4 | 3 | 4 | 4 |
| 24 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |
| 25 | 2 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 26 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 |
| 27 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 4 | 3 | 4 | 4 | 4 | 4 |
| 28 | 4 | 3 | 4 | 3 | 4 | 2 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |
| 29 | 3 | 4 | 4 | 4 | 4 | 4 | 3 | 2 | 3 | 4 | 4 | 3 | 4 | 4 |
| 30 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 2 | 3 | 3 | 4 | 3 | 4 | 3 |
| 31 | 4 | 3 | 4 | 2 | 4 | 3 | 3 | 4 | 3 | 4 | 3 | 3 | 4 | 4 |
| 32 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 3 | 3 | 4 | 3 | 4 | 4 |
| 33 | 3 | 3 | 3 | 4 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 3 |
| 34 | 4 | 3 | 4 | 2 | 3 | 2 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 |
| 35 | 3 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 3 | 4 |
| 36 | 3 | 4 | 2 | 2 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 4 | 3 |
| 37 | 4 | 3 | 4 | 2 | 3 | 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 |
| 38 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 |
| 39 | 3 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 |
| 40 | 4 | 4 | 2 | 3 | 3 | 2 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |
| 41 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 3 |
| 42 | 4 | 4 | 2 | 4 | 3 | 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 3 |
| 43 | 3 | 4 | 4 | 2 | 4 | 3 | 3 | 2 | 3 | 4 | 4 | 4 | 3 | 3 |
| 44 | 4 | 3 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 4 | 4 | 3 |
| 45 | 3 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 |
| 46 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 2 | 4 | 2 | 4 | 4 | 4 | 3 |

| | | | | | | | | | | | | | | |
|----|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 47 | 4 | 4 | 3 | 4 | 4 | 2 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 3 |
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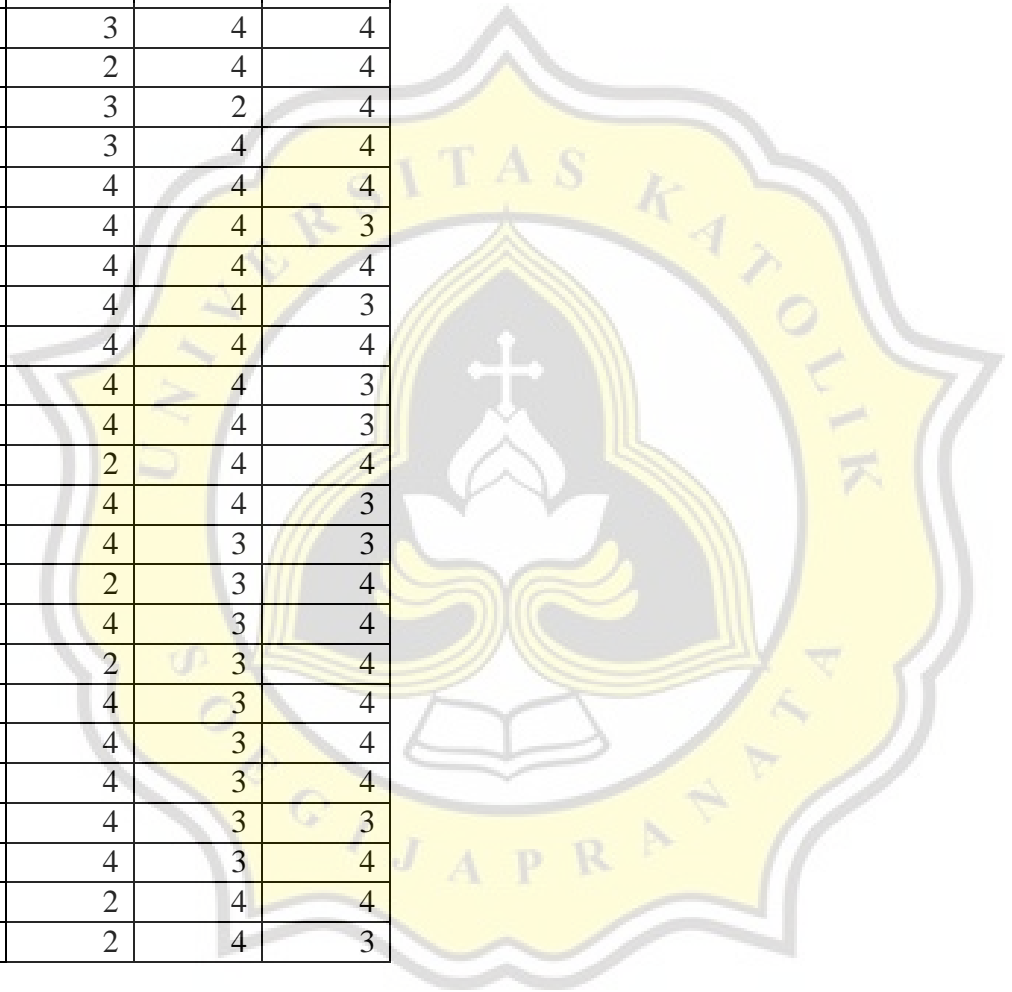
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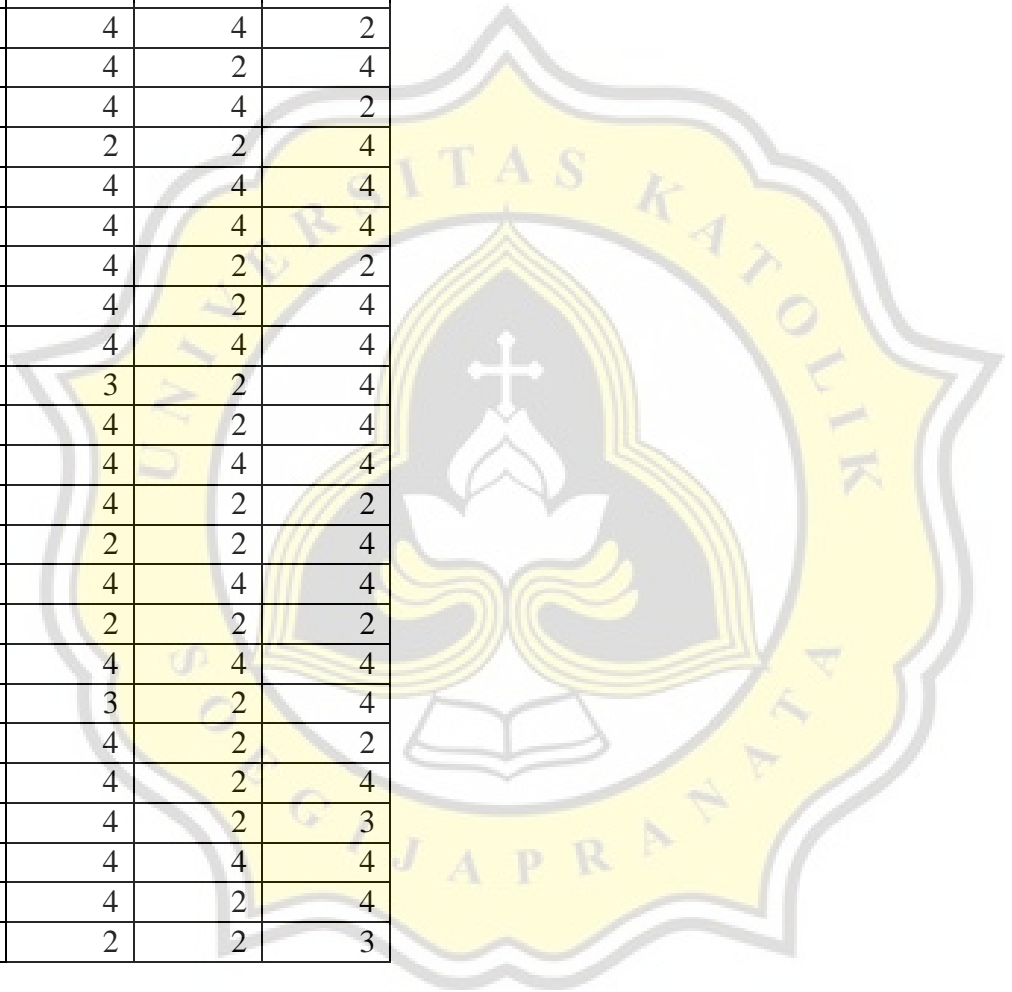
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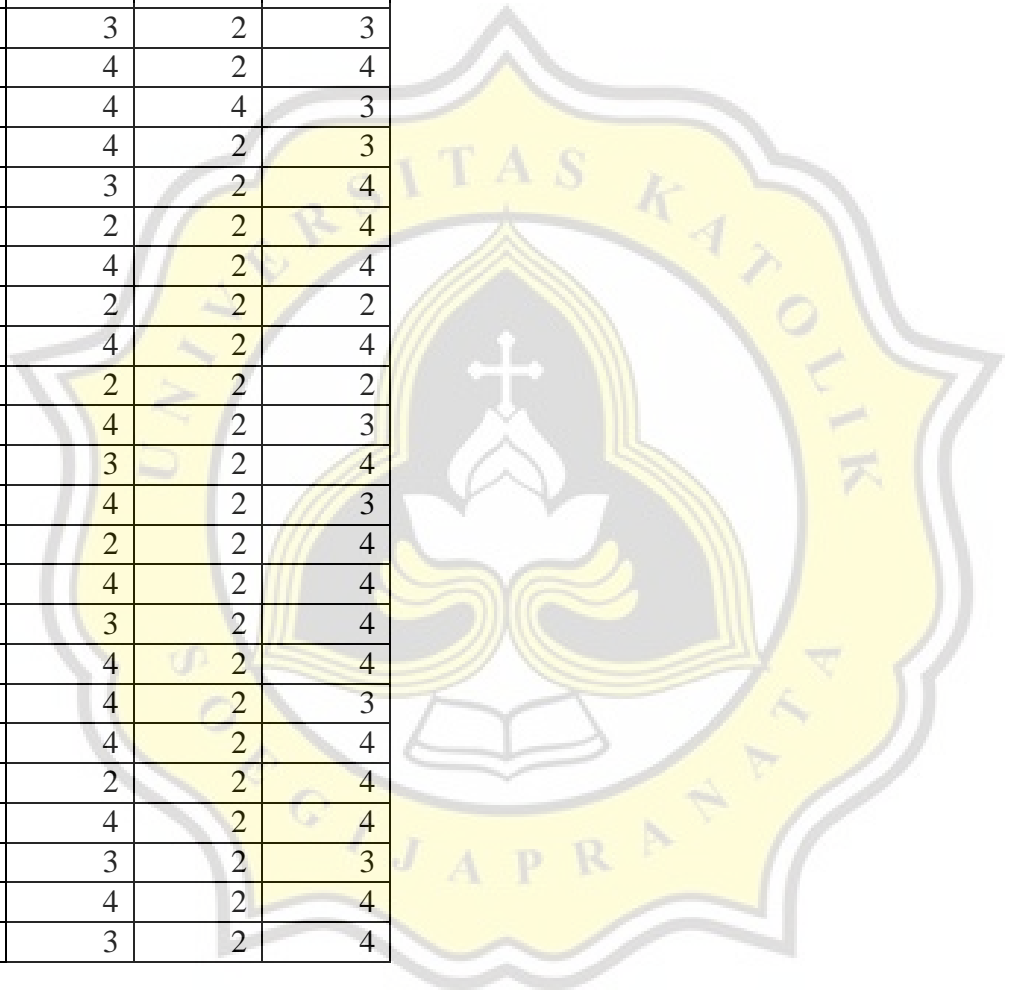
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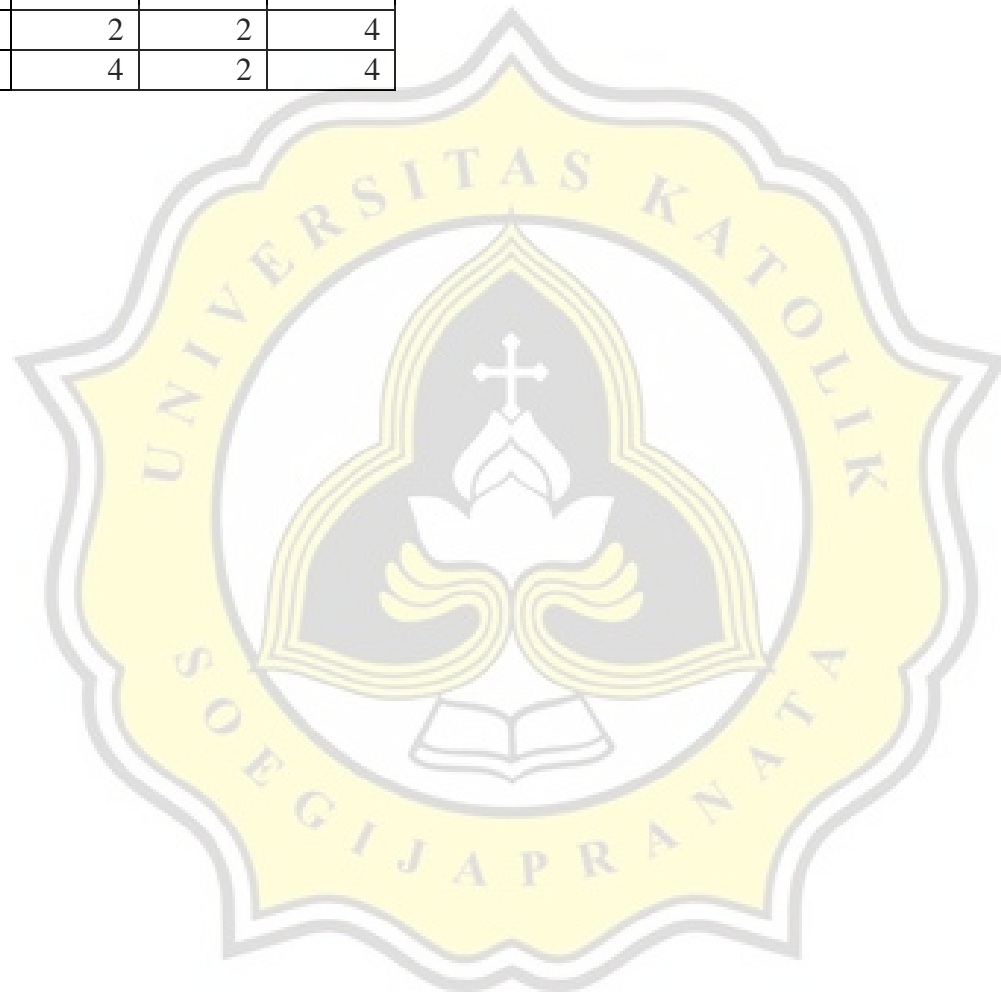
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