



# LAMPIRAN



**LAMPIRAN A**  
**JADWAL PROGRAM ORIENTASI**  
**PT.JAUWHANNES TRACO**

## JADWAL PROGRAM ORIENTASI SALES PT.JAUWHANNES TRACO

No	Materi	Metode	Keterangan
<b>HARI PERTAMA</b>			
<b>PRE TEST</b>			
1	Sambutan "selamat Datang"		
2	Pemberian buku saku : ❖ Biografi singkat founder, visi, misi dan hubungan industrial, tujuan orientasi, ketentuan umum, pengangkatan karyawan, waktu kerja dan hari libur, hak dan kesejahteraan karyawan, tata tertib dan sanksi pelanggaran, pemutusan hubungan kerja, pesangon, penghargaan masa kerja dan ganti rugi dan lain-lain, hubungan organisasi, tugas dan tanggung jawab, kewajiban dan SOP salesman, karakteristik sales, motivasi.	Metode Kelompok Jam 08.00-10.00 WIB R.Rapat	Disampaikan oleh bagian personalia
3	Struktur Organisasi.	Metode Kelompok dan <i>one-on-one</i> Jam 10.00-10.30	Bagian Personalia
4	Skala bayaran dan tanggal gaji.	Metode Kelompok dan <i>One-on-one</i> Jam 10.30-10.45	Bagian Personalia
5	Produk yang ditawarkan.	Metode Kelompok dan <i>one-on-one</i> Jam 10.45-12.00	Bagian Produksi
6	Tata letak fasilitas fisik.	<i>One-on-one</i> dan metode Kelompok dengan Tur Keliling Jam 13.00-15.00	Bagian Personalia
<b>HARI KEDUA</b>			
1.	Pelatihan <i>Selling Skill</i> (Jabatan sales)	Metode Pengarahan Diri dan <i>one-on-one</i> dengan <i>On The Job Training</i> Jam 08.00-17.00	Sales senior/ Supervisor
<b>IMPLEMENTASI</b>			

<b>Minggu Pertama (7-12 Januari)</b>			
1	Penjelasan Bab 1- Bab 3	Diskusi kelompok	Supervisor /Personalia
2.	Evaluasi		Peneliti
<b>Minggu Kedua (14- 19 Januari)</b>			
1	Penjelasan Bab 4 – Bab 5	Diskusi Kelompok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Ketiga (21 – 26 Januari)</b>			
1	Penjelasan Bab 6- Bab 7	Diskusi Kelompok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Keempat (28 Januari- 2 februari)</b>			
1	Penjelasan Bab 8-Bab 9	Diskusi Kelompok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Kelima (4 – 9 Februari)</b>			
1.	Penjelasan Bab 10- Bab 11	Diskusi Kelompok	Supervisor/ Personalia
2.	Evaluasi		Peneliti
<b>Minggu Keenam (11-16 Februari)</b>			
1	Penjelasan Bab 12- Bab 13	Diskusi Kelomok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Ketujuh (18-23 Februari)</b>			
1	Struktur Organisasi dan Skala Pembayaran Gaji	Diskusi Kelompok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Kedelapan (25 Februari-1 Maret)</b>			
1	Penjelasan <i>Product Knowledge</i>	Diskusi Kelompok	Supervisor/ Personalia
2	Evaluasi		Peneliti
<b>Minggu Kesembilan (3 - 8 Maret)</b>			
1	Tata Letak Fisik	Tur keliling	Supervisor /sales Senior
2	Evaluasi		Peneliti
<b>POST TEST</b>			



**LAMPIRAN B**  
**HASIL ANALISIS DATA**  
**B-1 Data Hasil Pengetahuan**

**PRE TEST**

No.	Bab 1			Bab 2			Bab 3			Bab 4			Bab 5			Bab 6			Bab 7										Bab 8										Bab 9										Bab 10									
	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	4	5	6	7	8	9	10	1	2	3	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6									
1	2	0	2	0	0	0	1	0	0	1	0	0	2	0	1	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
3	0	0	1	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
4	2	0	0	0	0	0	0	0	0	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
5	2	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				

**PERIODE PENYAMPAIAN PROGRAM**

No.	Bab 1			Bab 2			Bab 3			Bab 4			Bab 5			Bab 6			Bab 7										Bab 8										Bab 9										Bab 10									
	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	4	5	6	7	8	9	10	1	2	3	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6												
1	3	2	1	1	1	0	1	1	1	1	1	1	2	1	1	1	0	1	0	1	0	0	1	0	0	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0						
2	3	0	1	0	0	1	1	1	1	1	1	1	1	1	1	2	1	0	0	1	1	1	1	1	0	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0						
3	3	0	1	2	2	1	1	2	1	2	2	1	2	1	1	1	0	0	0	1	1	1	1	1	0	0	0	0	1	1	1	1	1	1	1	1	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0						
4	3	0	1	1	1	0	1	2	1	2	2	1	2	1	1	1	2	0	1	1	2	2	2	2	0	1	1	2	2	2	2	1	1	1	1	1	1	1	1	1	3	0	1	1	1	1	2	3	2	2	2	2						
5	3	3	1	2	2	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	1	1	1	2	2	2	2	3	2	3	2	3	2	3	2	3	1	2	3	1	2	3	2	2	3	2	2	3						

**POST TEST**

No.	Bab 1			Bab 2			Bab 3			Bab 4			Bab 5			Bab 6			Bab 7										Bab 8										Bab 9										Bab 10									
	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	1	2	3	4	5	6	7	8	9	10	1	2	3	1	2	3	1	2	3	4	5	6	1	2	3	4	5	6												
1	3	3	3	1	2	3	2	2	3	2	2	1	1	1	1	1	1	1	1	1	1	2	2	1	1	1	1	2	2	1	1	1	1	1	1	1	1	2	1	1	2	1	1	2	1	1	2	2	2	2	2	2						
2	3	3	3	2	2	3	3	3	3	3	3	3	1	2	1	2	1	1	1	1	1	2	2	1	1	1	1	2	2	1	1	2	2	1	2	2	1	2	2	1	2	3	0	1	1	1	2	2	2									
3	3	3	3	2	2	3	1	2	3	2	2	1	2	1	1	1	1	1	2	1	1	2	2	1	1	1	1	2	2	1	1	2	2	1	2	2	1	2	2	1	2	3	1	1	1	1	2	2	2									
4	3	2	3	1	2	3	1	2	3	2	2	1	2	2	1	0	2	1	1	2	1	2	2	1	1	1	1	2	2	1	1	2	2	1	2	2	1	2	2	1	2	2	1	2	2	1	2	2	2									
5	3	3	3	2	3	3	2	3	3	2	3	3	3	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	2	3	2	3	2	3	3	3	2	3	1	1	1	2	2	2	2	2	2									

No.	Bab 11				Bab 12		Bab 13		Product Knowledge														Tata Letak Fisik	Pembayaran Gaji	Bab 1	Bab 2	Bab 3			
	1	2	3	4	1	2	1	2	1	2	3	4	5	6	7	8	9	10	11	12	13	14								
1	1	0	1	0	0	0	0	0	2	1	0	0	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	4	0	0
2	2	0	0	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3	2	1	1	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0
4	1	0	1	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	0	0	0
5	1	0	1	0	1	0	1	1	1	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	2	0	0	0

No.	Bab 11				Bab 12		Bab 13		Product Knowledge														Tata Letak Fisik	Pembayaran Gaji	Bab 1	Bab 2	Bab 3			
	1	2	3	4	1	2	1	2	1	2	3	4	5	6	7	8	9	10	11	12	13	14								
1	3	2	1	1	1	3	1	1	2	1	2	2	1	2	1	1	3	0	1	1	1	1	1	1	1	3	6	2	1	1
2	3	2	2	1	2	3	0	1	2	0	2	1	3	2	2	2	3	1	1	2	2	2	2	2	2	3	4	1	1	1
3	3	1	2	0	1	3	1	1	2	1	3	2	3	2	2	2	3	1	2	1	2	2	2	2	2	3	4	5	1	1
4	2	1	1	1	2	3	1	1	2	0	3	1	3	2	1	1	3	1	1	1	1	2	2	2	2	3	4	2	1	1
5	3	3	3	3	3	3	2	2	2	2	3	3	3	3	2	2	3	2	2	2	2	2	2	3	3	7	7	7	2	2

No.	Bab 11				Bab 12		Bab 13		Product Knowledge														Tata Letak Fisik	Pembayaran Gaji	Bab 1	Bab 2	Bab 3			
	1	2	3	4	1	2	1	2	1	2	3	4	5	6	7	8	9	10	11	12	13	14								
1	3	2	1	2	1	3	1	1	2	1	2	2	1	2	1	1	3	1	1	1	1	1	2	2	3	9	6	2	2	2
2	3	2	1	2	2	3	0	1	2	1	3	2	3	2	2	2	3	1	1	2	2	2	2	2	3	9	7	3	3	3
3	3	2	1	2	1	3	1	1	2	1	3	2	3	2	1	2	3	1	2	2	2	2	2	2	3	9	7	1	1	1
4	3	2	1	2	2	3	1	1	2	1	3	2	3	2	1	1	3	1	2	2	2	2	2	2	3	8	6	1	1	1
5	3	2	3	3	2	3	2	2	2	1	3	2	3	2	2	2	3	2	3	2	2	2	3	3	3	9	8	2	2	2

No.	Bab 4	Bab 5	Bab 6	Bab 7	Bab 8	Bab 9	Bab 10	Bab 11	Bab 12	Bab 13	BAB 1-13	Product Knowledge	Tata Letak Fisik	Pembayaran Gaji	TOTAL
1	1	0	1	5	1	0	2	2	0	0	16	4	0	0	20
2	0	0	1	1	0	0	2	2	0	0	6	1	0	0	7
3	1	0	1	1	0	1	0	4	0	0	9	1	0	0	10
4	1	1	1	1	1	1	0	2	0	0	10	1	0	0	11
5	1	0	1	2	2	0	0	2	1	2	13	2	0	0	15

No.	Bab 4	Bab 5	Bab 6	Bab 7	Bab 8	Bab 9	Bab 10	Bab 11	Bab 12	Bab 13	BAB 1-13	Product Knowledge	Tata Letak Fisik	Pembayaran Gaji	TOTAL
1	1	2	1	5	3	8	8	7	4	2	50	19	3	3	75
2	1	1	1	9	3	1	9	8	5	1	45	25	3	3	76
3	2	2	2	8	3	4	7	6	4	2	50	28	3	3	84
4	2	2	1	12	5	7	9	5	5	2	57	22	3	3	85
5	2	2	2	19	7	13	10	12	6	4	93	34	3	3	133

No.	Bab 4	Bab 5	Bab 6	Bab 7	Bab 8	Bab 9	Bab 10	Bab 11	Bab 12	Bab 13	BAB 1-13	Product Knowledge	Tata Letak Fisik	Pembayaran Gaji	TOTAL
1	2	1	1	15	3	10	8	8	4	2	71	21	3	3	98
2	3	1	2	14	4	9	8	8	5	1	74	28	3	3	108
3	2	2	1	14	4	10	7	8	4	2	71	28	3	3	105
4	2	2	1	15	4	10	8	8	5	2	72	27	3	3	105
5	3	3	2	21	7	14	8	11	5	4	97	32	3	3	135



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 1 - Pre Test	5	1,80	1,483	0	4
Bab 1 - Post Test	5	8,80	,447	8	9

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 1 - Post Test < Bab 1 - Pre Test	0 <sup>a</sup>	,00	,00
Bab 1 - Post Test > Bab 1 - Pre Test	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Bab 1 - Post Test < Bab 1 - Pre Test

b. Bab 1 - Post Test > Bab 1 - Pre Test

c. Bab 1 - Post Test = Bab 1 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 1 - Post Test - Bab 1 - Pre Test
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 2 - Pre Test	5	,00	,000	0	0
Bab 2 - Post Test	5	6,80	,837	6	8

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 2 - Post Test - Bab 2 - Pre Test	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Bab 2 - Post Test < Bab 2 - Pre Test
- b. Bab 2 - Post Test > Bab 2 - Pre Test
- c. Bab 2 - Post Test = Bab 2 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 2 - Post Test - Bab 2 - Pre Test
Z	-2,041 <sup>a</sup>
Asymp. Sig. (2-tailed)	,041

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 3 - Pre Test	5	,00	,000	0	0
Bab 3 - Post Test	5	1,80	,837	1	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 3 - Post Test < Bab 3 - Pre Test	0 <sup>a</sup>	,00	,00
Bab 3 - Post Test > Bab 3 - Pre Test	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Bab 3 - Post Test < Bab 3 - Pre Test

b. Bab 3 - Post Test > Bab 3 - Pre Test

c. Bab 3 - Post Test = Bab 3 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 3 - Post Test - Bab 3 - Pre Test
Z	-2,041 <sup>a</sup>
Asymp. Sig. (2-tailed)	,041

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 4 - Pre Test	5	,80	,447	0	1
Bab 4 - Post Test	5	2,40	,548	2	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 4 - Post Test < Bab 4 - Pre Test	0 <sup>a</sup>	,00	,00
Bab 4 - Post Test > Bab 4 - Pre Test	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Bab 4 - Post Test < Bab 4 - Pre Test

b. Bab 4 - Post Test > Bab 4 - Pre Test

c. Bab 4 - Post Test = Bab 4 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 4 - Post Test - Bab 4 - Pre Test
Z	-2,060 <sup>a</sup>
Asymp. Sig. (2-tailed)	,039

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 5 - Pre Test	5	,20	,447	0	1
Bab 5 - Post Test	5	1,80	,837	1	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 5 - Post Test - Bab 5 - Pre Test	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Bab 5 - Post Test < Bab 5 - Pre Test

b. Bab 5 - Post Test > Bab 5 - Pre Test

c. Bab 5 - Post Test = Bab 5 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 5 - Post Test - Bab 5 - Pre Test
Z	-2,060 <sup>a</sup>
Asymp. Sig. (2-tailed)	,039

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 6 - Pre Test	5	1,00	,000	1	1
Bab 6 - Post Test	5	1,40	,548	1	2

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 6 - Post Test - Bab 6 - Pre Test	0 <sup>a</sup>	,00	,00
Positive Ranks	2 <sup>b</sup>	1,50	3,00
Ties	3 <sup>c</sup>		
Total	5		

- a. Bab 6 - Post Test < Bab 6 - Pre Test
- b. Bab 6 - Post Test > Bab 6 - Pre Test
- c. Bab 6 - Post Test = Bab 6 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 6 - Post Test - Bab 6 - Pre Test
Z	-1,414 <sup>a</sup>
Asymp. Sig. (2-tailed)	,157

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 7 - Pre Test	5	2,00	1,732	1	5
Bab 7 - Post Test	5	15,80	2,950	14	21

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 7 - Post Test - Bab 7 - Pre Test	Negative Ranks 0 <sup>a</sup>	,00	,00
	Positive Ranks 5 <sup>b</sup>	3,00	15,00
	Ties 0 <sup>c</sup>		
	Total 5		

- a. Bab 7 - Post Test < Bab 7 - Pre Test
- b. Bab 7 - Post Test > Bab 7 - Pre Test
- c. Bab 7 - Post Test = Bab 7 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 7 - Post Test - Bab 7 - Pre Test
Z	-2,032 <sup>a</sup>
Asymp. Sig. (2-tailed)	,042

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 8 - Pre Test	5	,80	,837	0	2
Bab 8 - Post Test	5	4,40	1,517	3	7

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 8 - Post Test - Bab 8 - Pre Test	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Bab 8 - Post Test < Bab 8 - Pre Test
- b. Bab 8 - Post Test > Bab 8 - Pre Test
- c. Bab 8 - Post Test = Bab 8 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 8 - Post Test - Bab 8 - Pre Test
Z	-2,032 <sup>a</sup>
Asymp. Sig. (2-tailed)	,042

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



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 9 - Pre Test	5	,40	,548	0	1
Bab 9 - Post Test	5	10,60	1,949	9	14

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 9 - Post Test - Bab 9 - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Bab 9 - Post Test < Bab 9 - Pre Test

b. Bab 9 - Post Test > Bab 9 - Pre Test

c. Bab 9 - Post Test = Bab 9 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 9 - Post Test - Bab 9 - Pre Test
Z	-2,060 <sup>a</sup>
Asymp. Sig. (2-tailed)	,039

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 10 - Pre Test	5	,80	1,095	0	2
Bab 10 - Post Test	5	7,80	,447	7	8

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 10 - Post Test - Bab 10 - Pre Test	Negative Ranks Positive Ranks	0 <sup>a</sup> 5 <sup>b</sup>	,00 15,00
	Ties	0 <sup>c</sup>	
	Total	5	

- a. Bab 10 - Post Test < Bab 10 - Pre Test
- b. Bab 10 - Post Test > Bab 10 - Pre Test
- c. Bab 10 - Post Test = Bab 10 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 10 - Post Test - Bab 10 - Pre Test
Z	-2,041 <sup>a</sup>
Asymp. Sig. (2-tailed)	,041

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 11 - Pre Test	5	2,40	,894	2	4
Bab 11 - Post Test	5	8,60	1,342	8	11

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 11 - Post Test < Bab 11 - Pre Test	0 <sup>a</sup>	,00	,00
Bab 11 - Post Test > Bab 11 - Pre Test	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Bab 11 - Post Test < Bab 11 - Pre Test
- b. Bab 11 - Post Test > Bab 11 - Pre Test
- c. Bab 11 - Post Test = Bab 11 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 11 - Post Test - Bab 11 - Pre Test
Z	-2,060 <sup>a</sup>
Asymp. Sig. (2-tailed)	,039

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 12 - Pre Test	5	,20	,447	0	1
Bab 12 - Post Test	5	4,60	,548	4	5

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 12 - Post Test - Bab 12 - Pre Test Negative Ranks	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Bab 12 - Post Test < Bab 12 - Pre Test
- b. Bab 12 - Post Test > Bab 12 - Pre Test
- c. Bab 12 - Post Test = Bab 12 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 12 - Post Test - Bab 12 - Pre Test
Z	-2,070 <sup>a</sup>
Asymp. Sig. (2-tailed)	,038

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Bab 13 - Pre Test	5	,40	,894	0	2
Bab 13 - Post Test	5	2,20	1,095	1	4

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Bab 13 - Post Test - Bab 13 - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Bab 13 - Post Test < Bab 13 - Pre Test
- b. Bab 13 - Post Test > Bab 13 - Pre Test
- c. Bab 13 - Post Test = Bab 13 - Pre Test

#### Test Statistics<sup>b</sup>

	Bab 13 - Post Test - Bab 13 - Pre Test
Z	-2,121 <sup>a</sup>
Asymp. Sig. (2-tailed)	,034

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Buku Saku - Pre Test	5	10,80	3,834	6	16
Buku Saku - Post Test	5	77,00	11,247	71	97

## Wilcoxon Signed Ranks Test

### Ranks

	N	Mean Rank	Sum of Ranks
Buku Saku - Post Test - Buku Saku - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Buku Saku - Post Test < Buku Saku - Pre Test

b. Buku Saku - Post Test > Buku Saku - Pre Test

c. Buku Saku - Post Test = Buku Saku - Pre Test

### Test Statistics<sup>b</sup>

	Buku Saku - Post Test - Buku Saku - Pre Test
Z	-2,032 <sup>a</sup>
Asymp. Sig. (2-tailed)	,042

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Product Knowledge - Pre Test	5	1,80	1,304	1	4
Product Knowledge - Post Test	5	27,20	3,962	21	32

## Wilcoxon Signed Ranks Test

### Ranks

	N	Mean Rank	Sum of Ranks
Product Knowledge - Post Test < Product Knowledge - Pre Test	Negative Ranks	0 <sup>a</sup>	,00
Product Knowledge - Post Test > Product Knowledge - Pre Test	Positive Ranks	5 <sup>b</sup>	15,00
	Ties	0 <sup>c</sup>	
	Total	5	

- a. Product Knowledge - Post Test < Product Knowledge - Pre Test
- b. Product Knowledge - Post Test > Product Knowledge - Pre Test
- c. Product Knowledge - Post Test = Product Knowledge - Pre Test

### Test Statistics<sup>b</sup>

	Product Knowledge - Post Test - Product Knowledge - Pre Test
Z	-2,032 <sup>a</sup>
Asymp. Sig. (2-tailed)	,042

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Tata Letak Fisik - Pre Test	5	,00	,000	0	0
Tata Letak Fisik - Post Test	5	3,00	,000	3	3

## Wilcoxon Signed Ranks Test

### Ranks

	N	Mean Rank	Sum of Ranks
Tata Letak Fisik - Post Test - Tata Letak Fisik - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
	0 <sup>c</sup>		
Total	5		

- a. Tata Letak Fisik - Post Test < Tata Letak Fisik - Pre Test
- b. Tata Letak Fisik - Post Test > Tata Letak Fisik - Pre Test
- c. Tata Letak Fisik - Post Test = Tata Letak Fisik - Pre Test

### Test Statistics<sup>b</sup>

	Tata Letak Fisik - Post Test - Tata Letak Fisik - Pre Test
Z	-2,236 <sup>a</sup>
Asymp. Sig. (2-tailed)	,025

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



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Pembayaran Gaji - Pre Test	5	,00	,000	0	0
Pembayaran Gaji - Post Test	5	3,00	,000	3	3

## Wilcoxon Signed Ranks Test

### Ranks

		N	Mean Rank	Sum of Ranks
Pembayaran Gaji - Post Test - Pembayaran Gaji - Pre Test	Negative Ranks	0 <sup>a</sup>	,00	,00
	Positive Ranks	5 <sup>b</sup>	3,00	15,00
	Ties	0 <sup>c</sup>		
	Total	5		

a. Pembayaran Gaji - Post Test < Pembayaran Gaji - Pre Test

b. Pembayaran Gaji - Post Test > Pembayaran Gaji - Pre Test

c. Pembayaran Gaji - Post Test = Pembayaran Gaji - Pre Test

### Test Statistics<sup>b</sup>

	Pembayaran Gaji - Post Test - Pembayaran Gaji - Pre Test
Z	-2,236 <sup>a</sup>
Asymp. Sig. (2-tailed)	,025

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
PENGETAHUAN - Pre Test	5	12,60	5,030	7	20
PENGETAHUAN - Post Test	5	110,20	14,342	98	135

## Wilcoxon Signed Ranks Test

### Ranks

	N	Mean Rank	Sum of Ranks
PENGETAHUAN - Post Test - PENGETAHUAN - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
	0 <sup>c</sup>		
Total	5		

- a. PENGETAHUAN - Post Test < PENGETAHUAN - Pre Test
- b. PENGETAHUAN - Post Test > PENGETAHUAN - Pre Test
- c. PENGETAHUAN - Post Test = PENGETAHUAN - Pre Test

### Test Statistics<sup>b</sup>

	PENGETAHUAN - Post Test - PENGETAHUAN - Pre Test
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

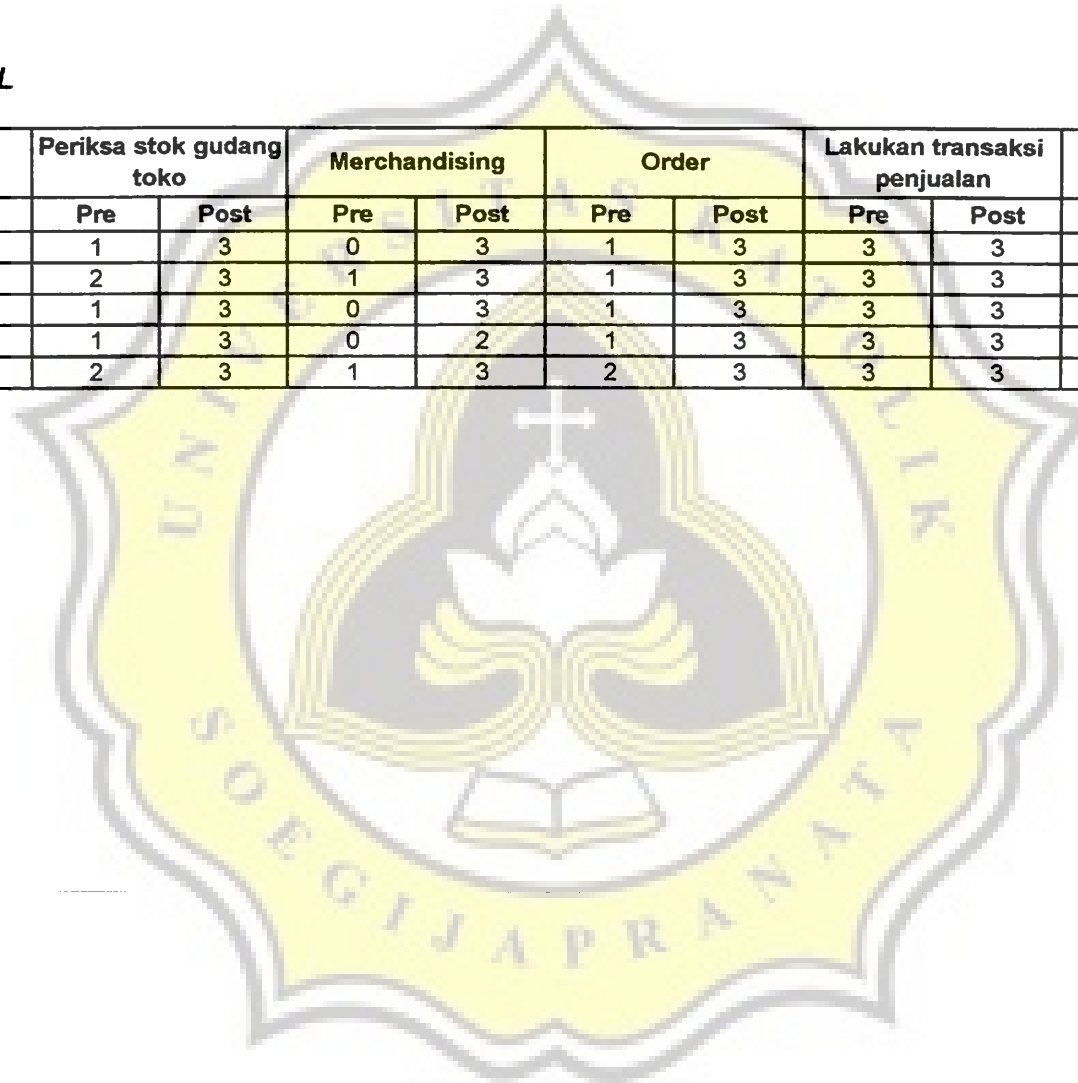
- a. Based on negative ranks.
- b. Wilcoxon Signed Ranks Test



**B-2**  
**Data Hasil *Selling Skill***

### HASIL SELLING SKILL

No.	Beri salam pada outlet		Periksa stok gudang toko		Merchandising		Order		Lakukan transaksi penjualan		Salam kunjungan berikutnya	
	Pre	Post	Pre	Post	Pre	Post	Pre	Post	Pre	Post	Pre	Post
1	1	3	1	3	0	3	1	3	3	3	1	3
2	1	3	2	3	1	3	1	3	3	3	1	3
3	0	2	1	3	0	3	1	3	3	3	1	2
4	0	3	1	3	0	2	1	3	3	3	0	2
5	2	3	2	3	1	3	2	3	3	3	1	3



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Beri salam pada outlet - Pre Test	5	,80	,837	0	2
Beri salam pada outlet - Post Test	5	2,80	,447	2	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Beri salam pada outlet - Post Test - Beri salam pada outlet - Pre Test	Negative Ranks 0 <sup>a</sup>	,00	,00
	Positive Ranks 5 <sup>b</sup>	3,00	15,00
	Ties 0 <sup>c</sup>		
	Total 5		

- a. Beri salam pada outlet - Post Test < Beri salam pada outlet - Pre Test
- b. Beri salam pada outlet - Post Test > Beri salam pada outlet - Pre Test
- c. Beri salam pada outlet - Post Test = Beri salam pada outlet - Pre Test

#### Test Statistics<sup>b</sup>

	Beri salam pada outlet - Post Test - Beri salam pada outlet - Pre Test
Z	-2,060 <sup>a</sup>
Asymp. Sig. (2-tailed)	P ,039

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Periksa stok gudang toko - Pre Test	5	1,40	,548	1	2
Periksa stok gudang toko - Post Test	5	3,00	,000	3	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Periksa stok gudang toko - Post Test - Periksa stok gudang toko - Pre Test	0 <sup>a</sup>	,00	,00
	5 <sup>b</sup>	3,00	15,00
	0 <sup>c</sup>		
Total	5		

- a. Periksa stok gudang toko - Post Test < Periksa stok gudang toko - Pre Test
- b. Periksa stok gudang toko - Post Test > Periksa stok gudang toko - Pre Test
- c. Periksa stok gudang toko - Post Test = Periksa stok gudang toko - Pre Test

#### Test Statistics<sup>b</sup>

	Periksa stok gudang toko - Post Test - Periksa stok gudang toko - Pre Test
Z	-2,070 <sup>a</sup>
Asymp. Sig. (2-tailed)	,038

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Merchandising - Pre Test	5	,40	,548	0	1
Merchandising - Post Test	5	2,80	,447	2	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Merchandising - Post Test - Merchandising - Pre Test	Negative Ranks	0 <sup>a</sup>	,00
	Positive Ranks	5 <sup>b</sup>	3,00
	Ties	0 <sup>c</sup>	
	Total	5	15,00

- a. Merchandising - Post Test < Merchandising - Pre Test
- b. Merchandising - Post Test > Merchandising - Pre Test
- c. Merchandising - Post Test = Merchandising - Pre Test

#### Test Statistics<sup>b</sup>

	Merchandising - Post Test - Merchandising - Pre Test
Z	-2,070 <sup>a</sup>
Asymp. Sig. (2-tailed)	,038

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Order - Pre Test	5	1,20	,447	1	2
Order - Post Test	5	3,00	,000	3	3

## Wilcoxon Signed Ranks Test

### Ranks

		N	Mean Rank	Sum of Ranks
Order - Post Test	Negative Ranks	0 <sup>a</sup>	,00	,00
- Order - Pre Test	Positive Ranks	5 <sup>b</sup>	3,00	15,00
	Ties	0 <sup>c</sup>		
	Total	5		

a. Order - Post Test < Order - Pre Test

b. Order - Post Test > Order - Pre Test

c. Order - Post Test = Order - Pre Test

### Test Statistics<sup>b</sup>

	Order - Post Test - Order - Pre Test
Z	-2,121 <sup>a</sup>
Asymp. Sig. (2-tailed)	,034

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Lakukan transaksi penjualan - Pre Test	5	3,00	,000	3	3
Lakukan transaksi penjualan - Post Test	5	3,00	,000	3	3

### Wilcoxon Signed Ranks Test

#### Ranks

		N	Mean Rank	Sum of Ranks
Lakukan transaksi penjualan - Post Test	Negative Ranks	0 <sup>a</sup>	,00	,00
Lakukan transaksi penjualan - Post Test	Positive Ranks	0 <sup>b</sup>	,00	,00
Lakukan transaksi penjualan - Pre Test	Ties	5 <sup>c</sup>		
	Total	5		

- a. Lakukan transaksi penjualan - Post Test < Lakukan transaksi penjualan - Pre Test
- b. Lakukan transaksi penjualan - Post Test > Lakukan transaksi penjualan - Pre Test
- c. Lakukan transaksi penjualan - Post Test = Lakukan transaksi penjualan - Pre Test

#### Test Statistics<sup>b</sup>

	Lakukan transaksi penjualan - Post Test - Lakukan transaksi penjualan - Pre Test
Z	,000 <sup>a</sup>
Asymp. Sig. (2-tailed)	1,000

=> Tidak signifikan

- a. The sum of negative ranks equals the sum of positive ranks.
- b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Salam kunjungan berikutnya - Pre Test	5	,80	,447	0	1
Salam kunjungan berikutnya - Post Test	5	2,60	,548	2	3

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Salam kunjungan berikutnya - Post Test	0 <sup>a</sup>	,00	,00
- Salam kunjungan berikutnya - Pre Test	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- Salam kunjungan berikutnya - Post Test < Salam kunjungan berikutnya - Pre Test
- Salam kunjungan berikutnya - Post Test > Salam kunjungan berikutnya - Pre Test
- Salam kunjungan berikutnya - Post Test = Salam kunjungan berikutnya - Pre Test

#### Test Statistics<sup>b</sup>

	Salam kunjungan berikutnya - Post Test - Salam kunjungan berikutnya - Pre Test
Z	-2,121 <sup>a</sup>
Asymp. Sig. (2-tailed)	,034

- Based on negative ranks.
- Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Desember 2007	5	15317750,00	7478413,395	8167250	25264750
Penjualan - Januari 2008	5	16979950,00	8981437,024	8683750	29406000

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Penjualan - Januari 2008 - Penjualan - Desember 2007	1 <sup>a</sup>	2,00	2,00
	4 <sup>b</sup>	3,25	13,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Penjualan - Januari 2008 < Penjualan - Desember 2007
- b. Penjualan - Januari 2008 > Penjualan - Desember 2007
- c. Penjualan - Januari 2008 = Penjualan - Desember 2007

#### Test Statistics<sup>b</sup>

	Penjualan - Januari 2008 - Penjualan - Desember 2007
Z	-1,483 <sup>a</sup>
Asymp. Sig. (2-tailed)	,138

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Januari 2008	5	16979950,00	8981437,024	8683750	29406000
Penjualan - Februari 2008	5	19835850,00	10793913,467	9415000	35550750

### Wilcoxon Signed Ranks Test

#### Ranks

		N	Mean Rank	Sum of Ranks
Penjualan - Februari 2008 - Penjualan - Januari 2008	Negative Ranks	0 <sup>a</sup>	,00	,00
	Positive Ranks	5 <sup>b</sup>	3,00	15,00
	Ties	0 <sup>c</sup>		
	Total	5		

a. Penjualan - Februari 2008 < Penjualan - Januari 2008

b. Penjualan - Februari 2008 > Penjualan - Januari 2008

c. Penjualan - Februari 2008 = Penjualan - Januari 2008

#### Test Statistics<sup>b</sup>

	Penjualan - Februari 2008 - Penjualan - Januari 2008
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Februari 2008	5	19835850,00	10793913,467	9415000	35550750
Penjualan - Maret 2008	5	24264150,00	13076923,472	10300500	41232000

## Wilcoxon Signed Ranks Test

### Ranks

	N	Mean Rank	Sum of Ranks
Penjualan - Maret 2008 - Penjualan - Februari 2008 Negative Ranks	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Penjualan - Maret 2008 < Penjualan - Februari 2008

b. Penjualan - Maret 2008 > Penjualan - Februari 2008

c. Penjualan - Maret 2008 = Penjualan - Februari 2008

### Test Statistics<sup>b</sup>

	Penjualan - Maret 2008 - Penjualan - Februari 2008
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test



## DATA PENJUALAN

No.	Desember 2007	Januari 2008	Februari 2008	Maret 2008
Subyek 1	Rp 25.264.750	Rp 29.406.000	Rp 35.550.750	Rp 41.232.000
Subyek 2	Rp 8.167.250	Rp 8.683.750	Rp 9.415.000	Rp 10.300.500
Subyek 3	Rp 10.168.500	Rp 12.158.000	Rp 14.609.000	Rp 17.628.000
Subyek 4	Rp 11.785.000	Rp 11.164.000	Rp 13.354.000	Rp 17.405.500
Subyek 5	Rp 21.203.250	Rp 23.488.000	Rp 26.250.500	Rp 34.754.750



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Januari 2008	5	16979950,00	8981437,024	8683750	29406000
Penjualan - Maret 2008	5	24264150,00	13076923,472	10300500	41232000

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Penjualan - Maret 2008 - Penjualan - Januari 2008 Negative Ranks	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

a. Penjualan - Maret 2008 < Penjualan - Januari 2008

b. Penjualan - Maret 2008 > Penjualan - Januari 2008

c. Penjualan - Maret 2008 = Penjualan - Januari 2008

#### Test Statistics<sup>b</sup>

	Penjualan - Maret 2008 - Penjualan - Januari 2008
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

a. Based on negative ranks.

b. Wilcoxon Signed Ranks Test



## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Desember 2007	5	15317750,00	7478413,395	8167250	25264750
Penjualan - Maret 2008	5	24264150,00	13076923,472	10300500	41232000

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Penjualan - Maret 2008 - Penjualan - Desember 2007	0 <sup>a</sup>	,00	,00
Negative Ranks	5 <sup>b</sup>	3,00	15,00
Positive Ranks	0 <sup>c</sup>		
Ties			
Total	5		

- a. Penjualan - Maret 2008 < Penjualan - Desember 2007
- b. Penjualan - Maret 2008 > Penjualan - Desember 2007
- c. Penjualan - Maret 2008 = Penjualan - Desember 2007

#### Test Statistics<sup>b</sup>

	Penjualan - Maret 2008 - Penjualan - Desember 2007
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

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

## NPar Tests

### Descriptive Statistics

	N	Mean	Std. Deviation	Minimum	Maximum
Penjualan - Desember 2007	5	15317750,00	7478413,395	8167250	25264750
Penjualan - Februari 2008	5	19835850,00	10793913,467	9415000	35550750

### Wilcoxon Signed Ranks Test

#### Ranks

	N	Mean Rank	Sum of Ranks
Penjualan - Februari 2008 - Penjualan - Desember 2007			
Negative Ranks	0 <sup>a</sup>	,00	,00
Positive Ranks	5 <sup>b</sup>	3,00	15,00
Ties	0 <sup>c</sup>		
Total	5		

- a. Penjualan - Februari 2008 < Penjualan - Desember 2007
- b. Penjualan - Februari 2008 > Penjualan - Desember 2007
- c. Penjualan - Februari 2008 = Penjualan - Desember 2007

#### Test Statistics<sup>b</sup>

	Penjualan - Februari 2008 - Penjualan - Desember 2007
Z	-2,023 <sup>a</sup>
Asymp. Sig. (2-tailed)	,043

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

## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Beri salam pada outlet - Pre Test	,80	5	,837	,374
	Beri salam pada outlet - Post Test	2,80	5	,447	,200

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Beri salam pada outlet - Pre Test & Beri salam pada outlet - Post Test	5	,535	,353

### 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	Beri salam pada outlet - Pre Test - Beri salam pada outlet - Post Test	-2,000	,707	,316	-2,878	-1,122	-6,325	4	,003

## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Periksa stok gudang toko - Pre Test	1,40	5	,548	,245
	Periksa stok gudang toko - Post Test	3,00	5	,000	,000

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Periksa stok gudang toko - Pre Test & Periksa stok gudang toko - Post Test	5		

### 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	Periksa stok gudang toko - Pre Test - Periksa stok gudang toko - Post Test	-1,600	,548	,245	-2,280	-,920	-6,532	4	,003

## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Merchandising - Pre Test	,40	5	,548	,245
	Merchandising - Post Test	2,80	5	,447	,200

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Merchandising - Pre Test & Merchandising - Post Test	5	,408	,495

### 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	Merchandising - Pre Test - Merchandising - Post Test	-2,400	,548	,245	-3,080	-1,720	-9,798	4	,001

## T-Test

### Paired Samples Statistics

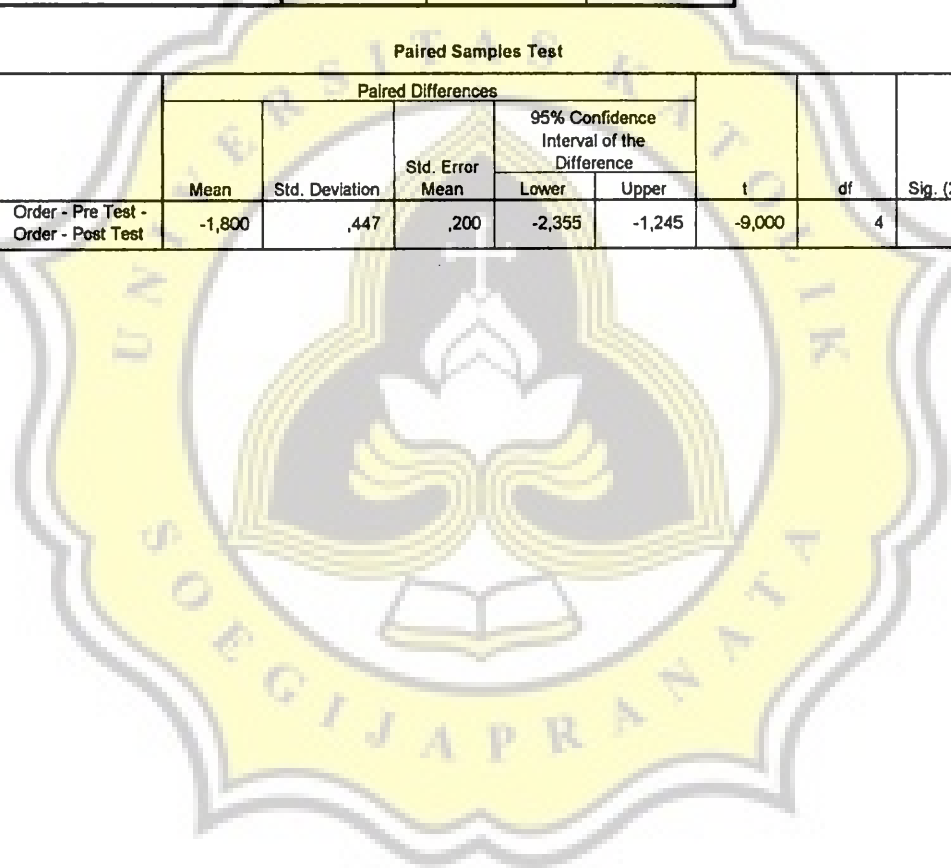
		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Order - Pre Test	1,20	5	,447	,200
	Order - Post Test	3,00	5	,000	,000

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Order - Pre Test & Order - Post Test	5		

### 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	Order - Pre Test - Order - Post Test	-1,800	,447	,200	-2,355	-1,245	-9,000	4	,001



## T-Test

### Warnings

The Paired Samples Correlations table is not produced.  
The Paired Samples Test table is not produced.

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Lakukan transaksi penjualan - Pre Test	3,00 <sup>a</sup>	5	,000	,000
	Lakukan transaksi penjualan - Post Test	3,00 <sup>a</sup>	5	,000	,000

a. The correlation and t cannot be computed because the standard error of the difference is 0.



## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Salam kunjungan berikutnya - Pre Test	,80	5	,447	,200
	Salam kunjungan berikutnya - Post Test	2,60	5	,548	,245

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Salam kunjungan berikutnya - Pre Test & Salam kunjungan berikutnya - Post Test	5	,612	,272

### 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	Salam kunjungan berikutnya - Pre Test - Salam kunjungan berikutnya - Post Test	-1,800	,447	,200	-2,355	-1,245	-9,000	4	,001



## T-Test

### Paired Samples Statistics

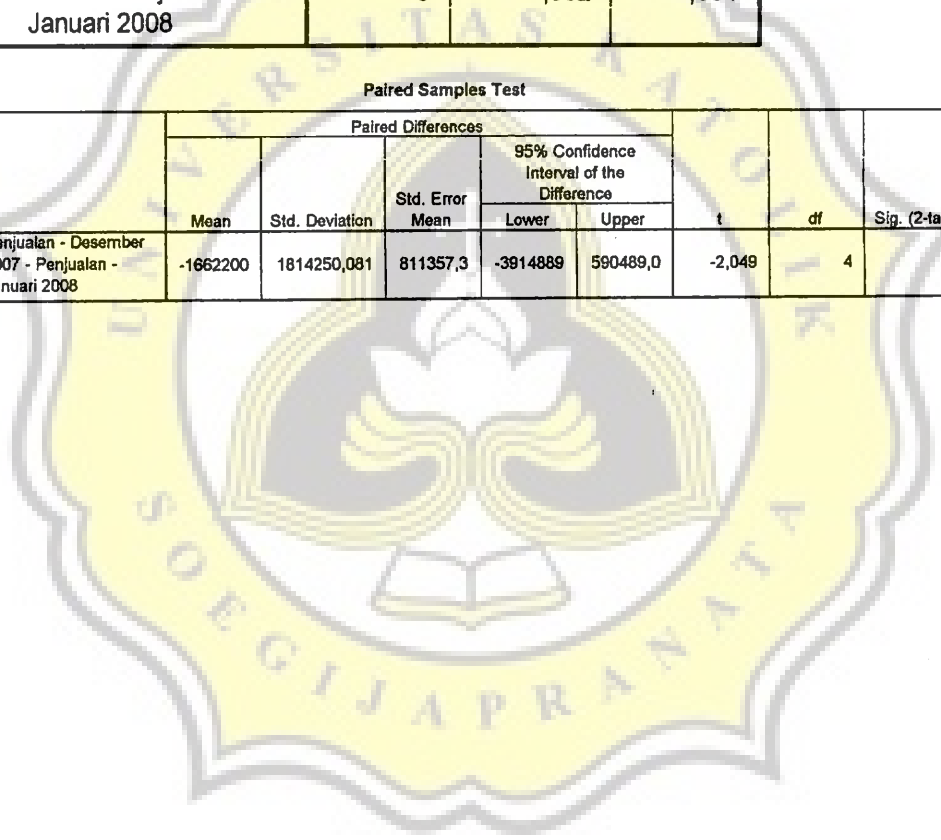
		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Desember 2007	15317750,00	5	7478413,395	3344448
	Penjualan - Januari 2008	16979950,00	5	8981437,024	4016621

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Desember 2007 & Penjualan - Januari 2008	5	,992	,001

### 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	Penjualan - Desember 2007 - Penjualan - Januari 2008	-1662200	1814250,081	811357,3	-3914889	590489,0	-2,049	4	,110



## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Desember 2007	15317750,00	5	7478413,395	3344448
	Penjualan - Februari 2008	19835850,00	5	10793913,467	4827185

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Desember 2007 & Penjualan - Februari 2008	5	,986	,002

### 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	Penjualan - Desember 2007 - Penjualan - Februari 2008	-4518100	3638236,930	1627069	-9035568	-632,188	-2,777	4	,050

## T-Test

### Paired Samples Statistics

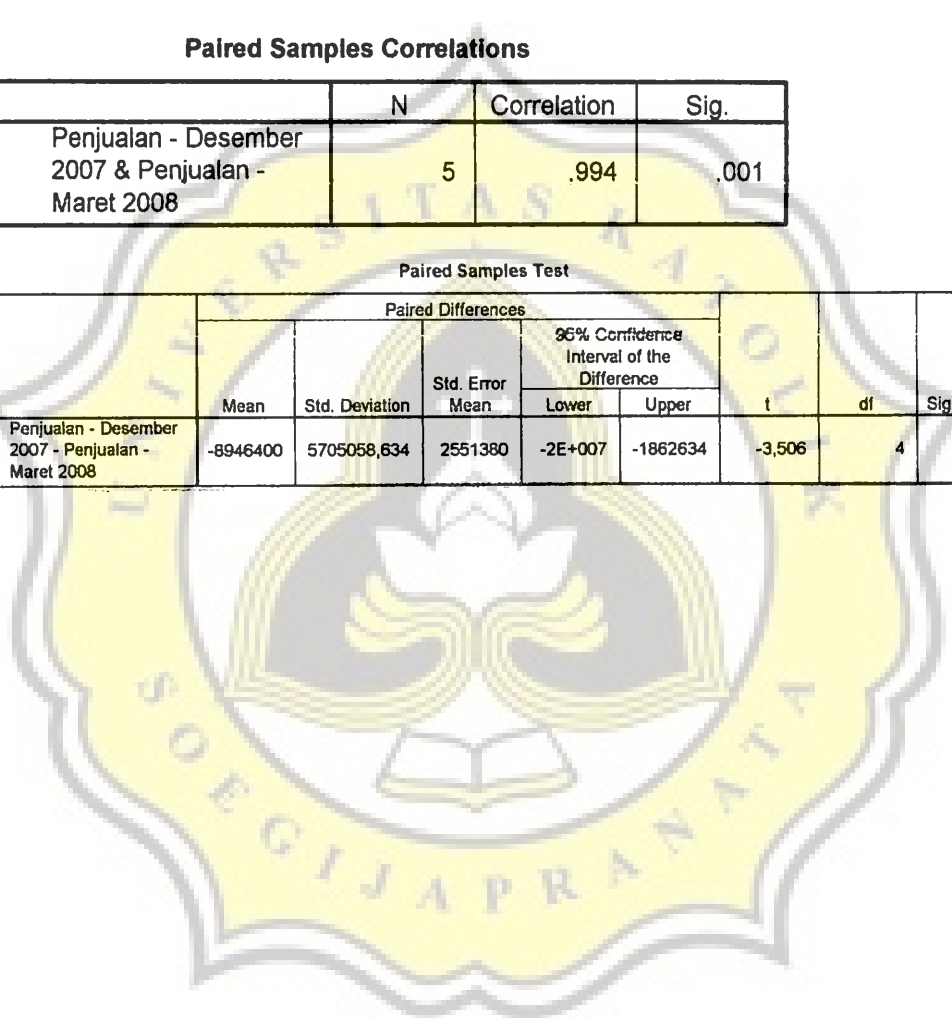
		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Desember 2007	15317750,00	5	7478413,395	3344448
	Penjualan - Maret 2008	24264150,00	5	13076923,472	5848178

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Desember 2007 & Penjualan - Maret 2008	5	,994	,001

### 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	Penjualan - Desember 2007 - Penjualan - Maret 2008	-8946400	5705058,634	2551380	-2E+007	-1862634	-3,506	4	,025



## T-Test

### Paired Samples Statistics

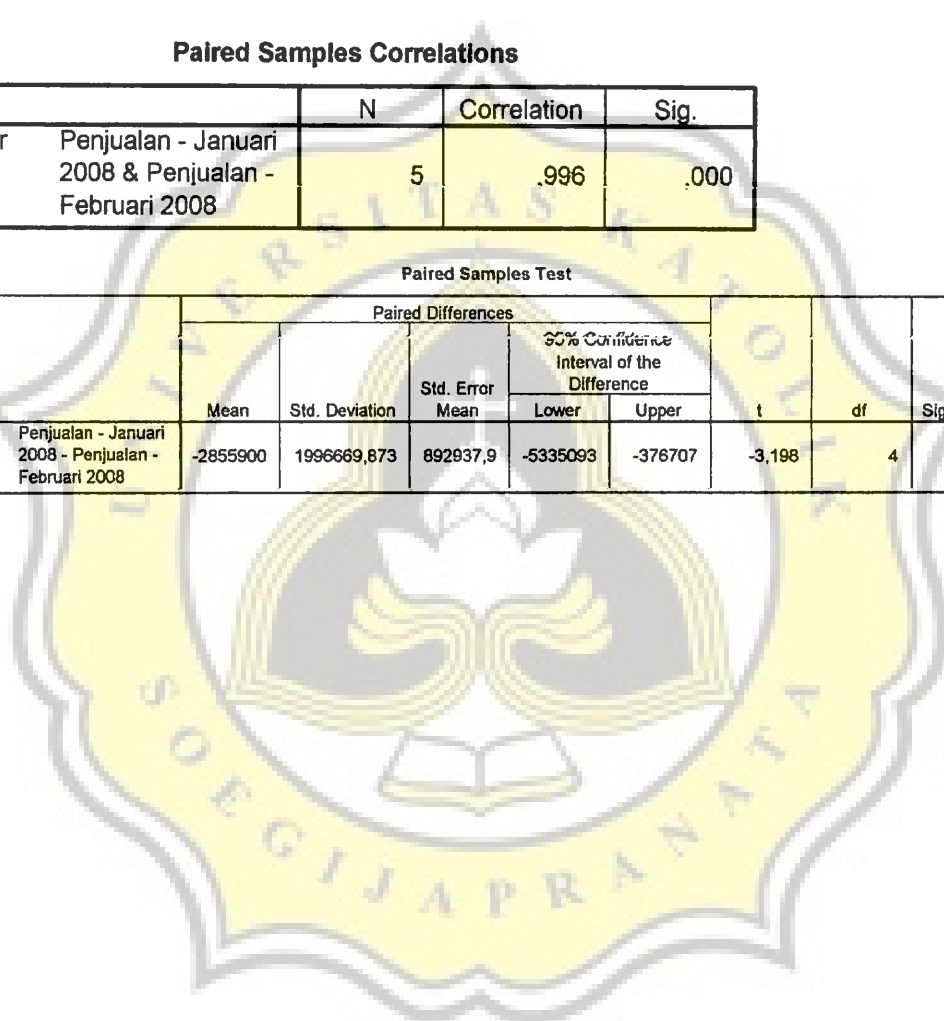
		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Januari 2008	16979950,00	5	8981437,024	4016621
	Penjualan - Februari 2008	19835850,00	5	10793913,467	4827185

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Januari 2008 & Penjualan - Februari 2008	5	,996	,000

### Paired Samples Test

		Paired Differences					t	df	Sig. (2-tailed)
		Mean	Std. Deviation	Std. Error Mean	90% Confidence Interval of the Difference				
					Lower	Upper			
Pair 1	Penjualan - Januari 2008 - Penjualan - Februari 2008	-2855900	1996669,873	892937,9	-5335093	-376707	-3,198	4	,033



## T-Test

### Paired Samples Statistics

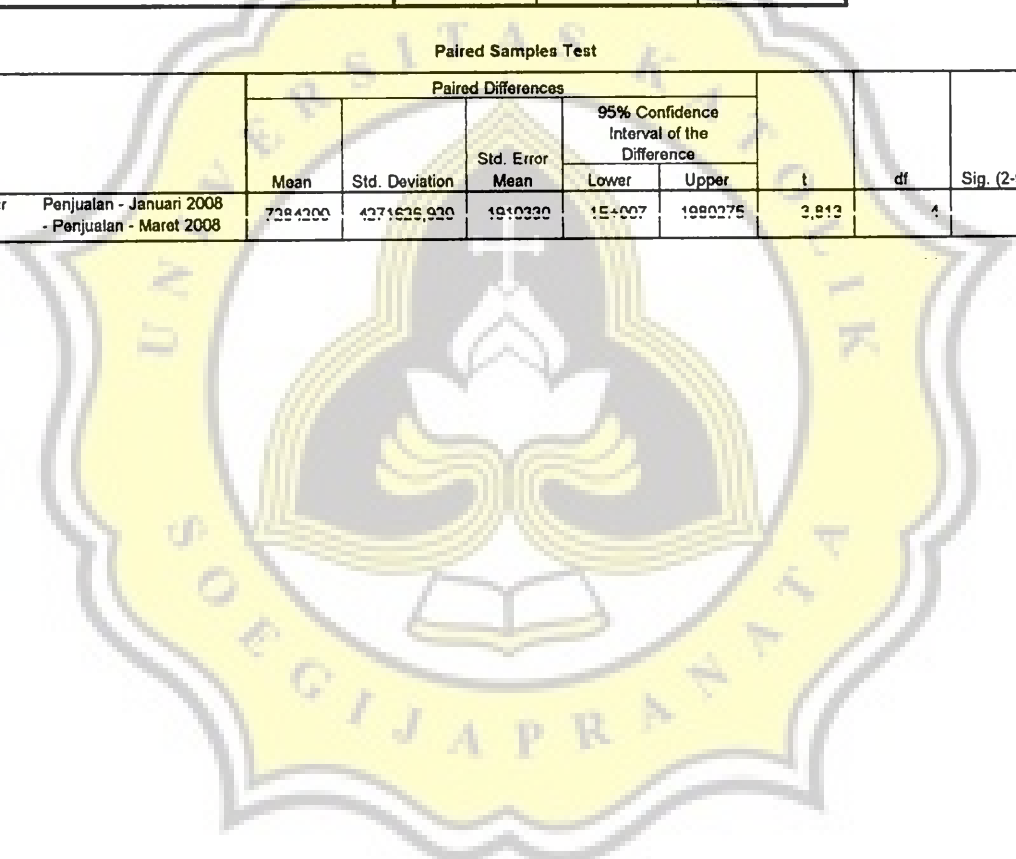
		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Januari 2008	16979950,00	5	8981437,024	4016621
	Penjualan - Maret 2008	24264150,00	5	13076923,472	5848178

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Januari 2008 & Penjualan - Maret 2008	5	,994	,001

### 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	Penjualan - Januari 2008 - Penjualan - Maret 2008	7284200	4271626,920	1910330	1E+007	1990275	3,813	4	,019



## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Penjualan - Februari 2008	19835850,00	5	10793913,467	4827185
	Penjualan - Maret 2008	24264150,00	5	13076923,472	5848178

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Penjualan - Februari 2008 & Penjualan - Maret 2008	5	,989	,001

### 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	Penjualan - Februari 2008 - Penjualan - Maret 2008	-4428300	2866303,747	1281850	-7987286	-869314	-3,455	4	,026

## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Buku Saku - Pre Test	10,80	5	3,834	1,715
	Buku Saku - Post Test	77,00	5	11,247	5,030

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Buku Saku - Pre Test & Buku Saku - Post Test	5	,243	,693

### 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	Buku Saku - Pre Test - Buku Saku - Post Test	-66,200	10,964	4,903	-79,813	-52,587	-13,502	4	,000

## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Product Knowledge - Pre Test	1,80	5	1,304	,583
	Product Knowledge - Post Test	27,20	5	3,962	1,772

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	Product Knowledge - Pre Test & Product Knowledge - Post Test	5	-,668	,218

### 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	Product Knowledge - Pre Test - Product Knowledge - Post Test	-25,400	4,930	2,205	-31,521	-19,279	-11,522	4	,000

## T-Test

### Warnings

The Paired Samples Correlations table is not produced.  
The Paired Samples Test table is not produced.

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Tata Letak Fisik - Pre Test	,00 <sup>a</sup>	5	,000	,000
	Tata Letak Fisik - Post Test	3,00 <sup>a</sup>	5	,000	,000

a. The correlation and t cannot be computed because the standard error of the difference is 0.

## T-Test

### Warnings

The Paired Samples Correlations table is not produced.  
The Paired Samples Test table is not produced.

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	Pembayaran Gaji - Pre Test	,00 <sup>a</sup>	5	,000	,000
	Pembayaran Gaji - Post Test	3,00 <sup>a</sup>	5	,000	,000

a. The correlation and t cannot be computed because the standard error of the difference is 0.



## T-Test

### Paired Samples Statistics

		Mean	N	Std. Deviation	Std. Error Mean
Pair 1	PENGETAHUAN - Pre Test	12,60	5	5,030	2,249
	PENGETAHUAN - Post Test	110,20	5	14,342	6,414

### Paired Samples Correlations

		N	Correlation	Sig.
Pair 1	PENGETAHUAN - Pre Test & PENGETAHUAN - Post Test	5	,012	,985

### 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	PENGETAHUAN - Pre Test - PENGETAHUAN - Post Test	-97,600	15,143	6,772	-116,402	-78,788	-14,412	4	,000

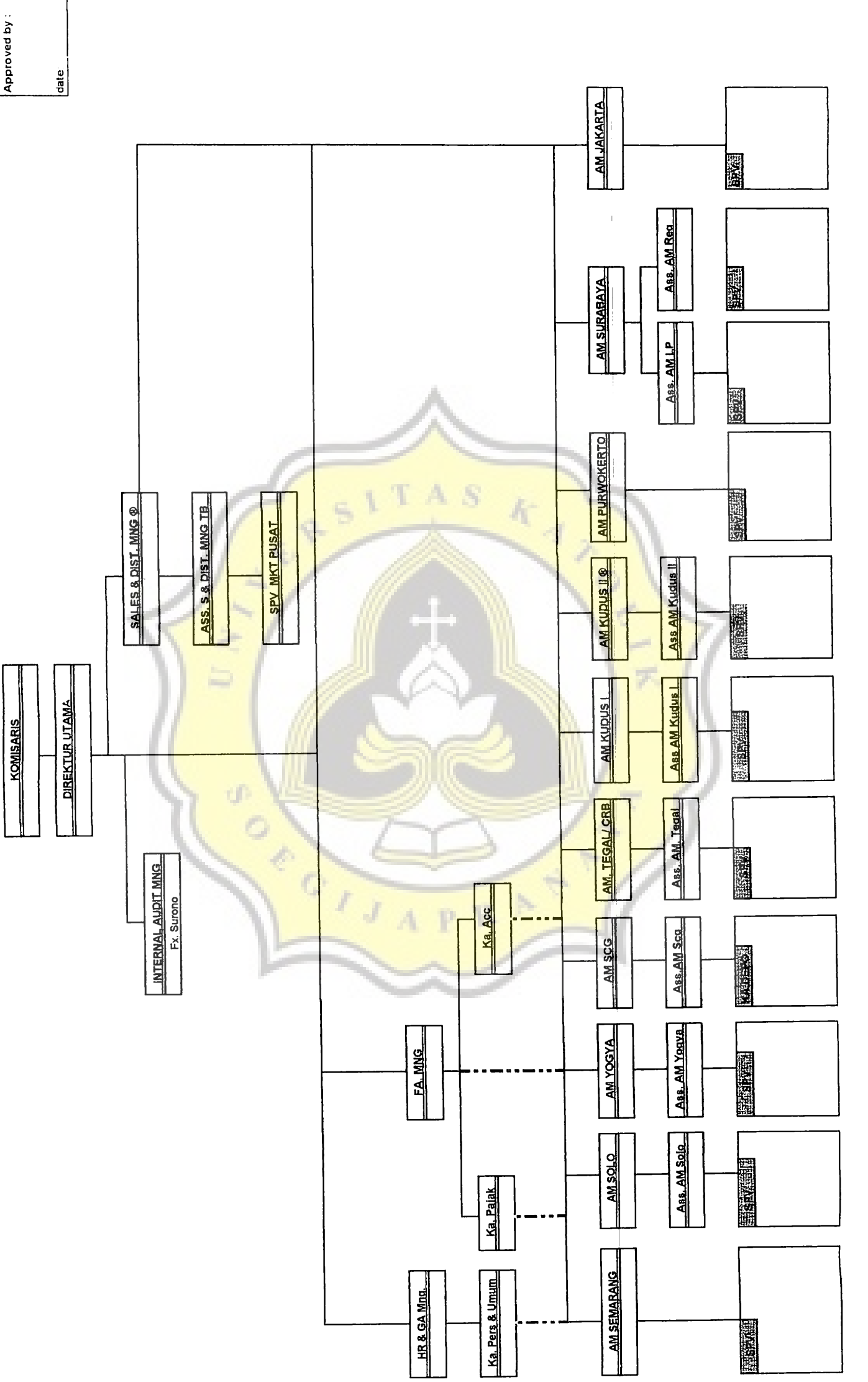


# LAMPIRAN C

## STRUKTUR ORGANISASI



Approved by :  
date







UNIVERSITAS KATOLIK  
SOEGIJAPRANATA

Program Pascasarjana  
Magister Psikologi

Jl. Pawiyatan Luhur IV/1 Bendan Duwur Semarang 50234  
Telp. 024-8441555 (hunting) Fax. 024-8445265. 8415429  
e-mail : unika@unika.ac.id http : //www.unika.ac.id

Nomor : 709 /B.2.1/MP/VIII/2007  
Lamp. : -  
Perihal : Ijin Penelitian

1 Agustus 2007

Kepada Yth.  
**Direktur**  
PT. JAUWHANNES-TRACO  
Jl. Majapahit no. 765 km 11  
Semarang

Dengan hormat,

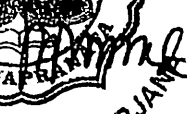
Dengan hormat, bersama surat ini kami beritahukan bahwa mahasiswa yang bernama :

Nama : **OCTAVIANI EVELYN**  
Nim : 05.92.0038  
Tempat/tgl lahir : Palu, 31 Oktober 1983  
Alamat : Jl. Pawiyatan Luhur 62 Semarang

Adalah mahasiswa Magister Profesi Psikologi Unika Soegijapranata, yang bersangkutan mohon ijin melakukan " Pelatihan / Training " di PT. JAUWHANNES TRACO Semarang.

Penelitian ini kami lakukan dalam rangka penyusunan Tesis yang dibimbing oleh Ibu Th. Dewi Setyorini, SPSi, MSi dan Bapak Drs. Sumbodo Prabowo, MSi.

Demikian permohonan ijin kami, atas perhatian dan kerjasamanya, kami mengucapkan terima kasih.

  
PROGRAM,  
PROGRAM PASCA SARJANA  
MAGISTER PSIKOLOGI  
Etidang Widyorini, Psi

**D-2**  
**Surat Keterangan Telah Melakukan Penelitian**



**SURAT KETERANGAN**  
Nomor : 078/ J.Traco/ PERS/ III/ 2008

Yang bertanda tangan di bawah ini, menerangkan bahwa :

Nama : Octaviani Evelyn Balebu  
NIM : 05.92.0038  
Jurusan : Psikologi Industri dan Organisasi  
Program Studi : Magister Profesi Psikologi

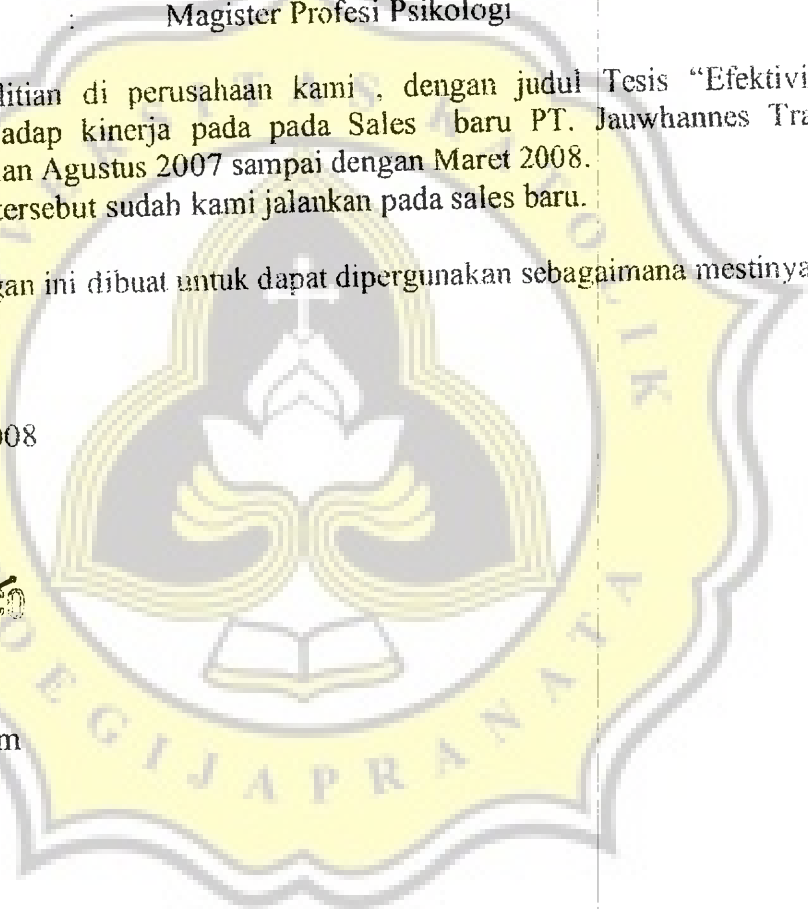
Telah melakukan penelitian di perusahaan kami , dengan judul Tesis “Efektivitas Program Orientasi terhadap kinerja pada pada Sales baru PT. Jauwhannes Traco Semarang” terhitung bulan Agustus 2007 sampai dengan Maret 2008.  
Dan Program Orientasi tersebut sudah kami jalankan pada sales baru.

Demikian surat keterangan ini dibuat untuk dapat dipergunakan sebagaimana mestinya.

Semarang, 31 Maret 2008  
PT. Jauwhannes Traco

  
PT. JAUWHANNES TRACO  
SEMARANG

**I Wayan Budi Utama**  
Ka. Personalia & Umum



D-3

**Surat Kesediaan Menjadi Subyek Penelitian**





# SURAT KESEDIAAN

Perihal : Kesiediaan menjadi subyek penelitian

Kepada Yth :

Triyanto

Di tempat

Dengan hormat,

Sehubungan dengan penelitian yang akan saya laksanakan diperusahaan, saya memohon bantuan dari saudara untuk menjadi subyek penelitian saya yang berjudul "Penyusunan Program Orientasi" apabila bersedia maka penelitian akan dilaksanakan hingga maret 2008.

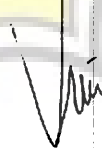
Terima kasih atas perhatian dan bantuannya.

Menyetujui,



Triyanto

Peneliti



Octaviani Evelyn.B



# SURAT KESEDIAAN

Perihal : Kesiediaan menjadi subyek penelitian

Kepada Yth :

Aryo

Di tempat

Dengan hormat,

Sehubungan dengan penelitian yang akan saya laksanakan diperusahaan, saya memohon bantuan dari saudara untuk menjadi subyek penelitian saya yang berjudul "Penyusunan Program Orientasi" apabila bersedia maka penelitian akan dilaksanakan hingga maret 2008.

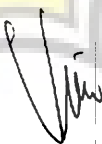
Terima kasih atas perhatian dan bantuannya.

Menyetujui,



Aryo

Peneliti



Octaviani Evelyn.B

# SURAT KESEDIAAN

Perihal : Kesiediaan menjadi subyek penelitian

Kepada Yth :

Bapak Farid

Di tempat

Dengan hormat,

Sehubungan dengan penelitian yang akan saya laksanakan diperusahaan, saya memohon bantuan dari saudara untuk menjadi subyek penelitian saya yang berjudul "Penyusunan Program Orientasi" apabila bersedia maka penelitian akan dilaksanakan hingga maret 2008.

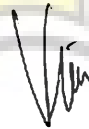
Terima kasih atas perhatian dan bantuannya.

Menyetujui,



Bpk.Farid

Peneliti



Octaviani Evelyn.B

# SURAT KESEDIAAN

Perihal : Kesiediaan menjadi subyek penelitian

Kepada Yth :

Bapak Subono

Di tempat

Dengan hormat,

Sehubungan dengan penelitian yang akan saya laksanakan diperusahaan, saya memohon bantuan dari saudara untuk menjadi subyek penelitian saya yang berjudul "Penyusunan Program Orientasi" apabila bersedia maka penelitian akan dilaksanakan hingga maret 2008.

Terima kasih atas perhatian dan bantuannya.

Menyetujui,



Bpk. Sobono

Peneliti



Octaviani Evelyn.B

# SURAT KESEDIAAN

Perihal : Kesiediaan menjadi subyek penelitian

Kepada Yth :

Bapak Kartono

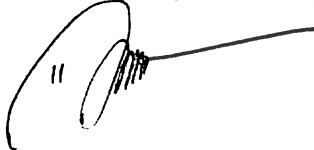
Di tempat

Dengan hormat,

Sehubungan dengan penelitian yang akan saya laksanakan diperusahaan, saya memohon bantuan dari saudara untuk menjadi subyek penelitian saya yang berjudul "Penyusunan Program Orientasi" apabila bersedia maka penelitian akan dilaksanakan hingga maret 2008.

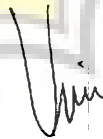
Terima kasih atas perhatian dan bantuannya.

Menyetujui,



Bpk.Kartono

Peneliti



Octaviani Evelyn.B



**LAMPIRAN E**  
**DOKUMENTASI**

