

	x1	x2	y
1	482	471	20788
2	511	470	21073
3	352	312	18704
4	361	320	18664
5	550	531	22993
6	563	544	22969
7	578	551	24218
8	682	562	24782
9	688	564	25003
10	690	570	24691



* * * * MULTIPLE REGRESSION * * * *

Listwise Deletion of Missing Data

	Mean	Std Devi	Label
Y	22418.500	2474.706	VOLUME PENJUALAN
X1	546.700	123.253	BIAYA PERIKALANAN
X2	489.500	98.161	BIAYA SALURAN DISTRIBUSI

N of Cases = 10

* * * * MULTIPLE REGRESSION * * * *

Equation Number 1 Dependent Variable.. Y VOLUME PENJUALAN

Descriptive Statistics are printed on Page 17

Block Number 1. Method: Enter X1 X2

Variable(s) Entered on Step Number

1..	X2	BIAYA SALURAN DISTRIBUSI
2..	X1	BIAYA PERIKALANAN

Multiple R	.98152
R Square	.96338
Adjusted R Square	.95292
Standard Error	536.96773

Analysis of Variance

	DF	Sum of Squares	Mean Square
Regression	2	53099170.12500	26549585.06250
Residual	7	2018340.37500	288334.33929

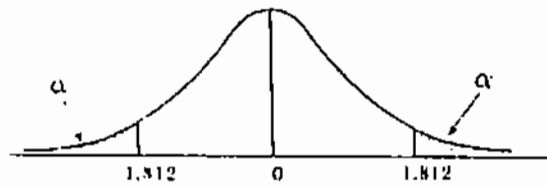
F = 92.07916 Signif F = .0000

----- Variables in the Equation -----

Variable	B	SE B	Beta	T	Sig T
<1	13.583126	4.324692	.676510	3.141	.0164
<2	8.007926	5.430173	.317641	1.475	.1838
(Constant)	11072.724999	919.208505		12.046	.0000

End Block Number 1 All requested variables entered.

TABEL VI Titik persentasi distribusi t



Bagi d.f. = 10

$P(t > 1,812) = 0,05$

$P(t < -1,812) = 0,05$

d.f. \ α	.25	.20	.15	.10	.05	.025	.01	.005	.0005
1	1,000	1,376	1,963	3,078	6,314	12,706	31,821	63,657	636,619
2	.816	1,061	1,386	1,886	2,920	4,903	6,965	9,925	31,598
3	.765	.978	1,250	1,638	2,353	3,182	4,541	5,841	12,941
4	.741	.941	1,190	1,533	2,182	2,776	3,747	4,604	8,610
5	.727	.920	1,156	1,476	2,015	2,571	3,365	4,032	6,859
6	.718	.906	1,134	1,440	1,943	2,447	3,143	3,707	5,959
7	.711	.896	1,119	1,415	1,895	2,365	2,998	3,499	5,405
8	.706	.889	1,108	1,397	1,860	2,306	2,896	3,355	5,041
9	.703	.883	1,100	1,383	1,833	2,262	2,821	3,250	4,781
10	.700	.879	1,093	1,372	1,812	2,228	2,764	3,169	4,587
11	.697	.876	1,088	1,363	1,796	2,201	2,718	3,106	4,437
12	.695	.873	1,083	1,356	1,782	2,179	2,681	3,055	4,318
13	.694	.870	1,079	1,350	1,771	2,160	2,650	3,012	4,221
14	.692	.868	1,076	1,345	1,761	2,145	2,624	2,977	4,140
15	.691	.866	1,074	1,341	1,753	2,131	2,602	2,947	4,073
16	.690	.865	1,071	1,337	1,746	2,120	2,583	2,921	4,015
17	.689	.863	1,069	1,333	1,740	2,110	2,567	2,898	3,965
18	.688	.862	1,067	1,330	1,734	2,101	2,552	2,878	3,922
19	.688	.861	1,066	1,328	1,729	2,093	2,539	2,861	3,885
20	.687	.860	1,064	1,325	1,725	2,086	2,528	2,845	3,850
21	.686	.859	1,063	1,323	1,721	2,080	2,518	2,831	3,819
22	.686	.858	1,061	1,321	1,717	2,074	2,508	2,819	3,792
23	.685	.858	1,060	1,319	1,714	2,069	2,500	2,807	3,767
24	.685	.857	1,059	1,318	1,711	2,064	2,492	2,797	3,745
25	.684	.856	1,058	1,316	1,708	2,060	2,485	2,787	3,725
26	.684	.856	1,058	1,315	1,706	2,056	2,479	2,779	3,707
27	.684	.855	1,057	1,314	1,703	2,052	2,473	2,771	3,690
28	.683	.855	1,056	1,313	1,701	2,048	2,467	2,763	3,674
29	.683	.854	1,055	1,311	1,699	2,045	2,462	2,756	3,659
30	.683	.854	1,055	1,310	1,697	2,042	2,457	2,750	3,646
40	.681	.851	1,050	1,303	1,684	2,021	2,423	2,704	3,551
60	.679	.843	1,046	1,296	1,671	2,000	2,390	2,660	3,460
120	.677	.845	1,041	1,289	1,658	1,980	2,358	2,617	3,373
∞	.674	.842	1,036	1,282	1,645	1,960	2,326	2,576	3,291

Sumber: Fisher and Yates: *Statistical Tables for Biological Agricultural and Medical Research*, Tabel III. Izin Penerbit: Oliver and Boyd, Ltd, Edinburg, England.

Distribusi F (lanjutan)

Derajat bebas bagi pembagi (v ₁)	Derajat kebebasan pembilang (v ₂)																							
	1	2	3	4	5	6	7	8	9	10	11	12	14	16	20	24	30	40	50	75	100	200	500	∞
25	4.24 7.77	3.38 5.57	2.99 4.68	2.76 4.18	2.60 3.86	2.49 3.61	2.41 3.46	2.35 3.37	2.28 3.27	2.24 3.13	2.20 3.05	2.16 2.96	2.11 2.89	2.06 2.81	2.00 2.70	1.96 2.64	1.92 2.54	1.87 2.45	1.84 2.40	1.80 2.32	1.77 2.29	1.74 2.27	1.72 2.19	1.71 2.17
26	4.22 7.72	3.37 5.53	2.89 4.64	2.74 4.14	2.58 3.82	2.47 3.59	2.39 3.42	2.32 3.25	2.27 3.17	2.23 3.09	2.18 3.02	2.15 2.94	2.10 2.86	2.05 2.77	1.99 2.66	1.95 2.58	1.90 2.49	1.85 2.41	1.82 2.36	1.78 2.28	1.76 2.25	1.72 2.19	1.70 2.15	1.69 2.13
27	4.21 7.68	3.35 5.49	2.96 4.60	2.75 4.11	2.57 3.79	2.46 3.56	2.37 3.39	2.30 3.26	2.25 3.14	2.20 3.06	2.16 2.94	2.12 2.83	2.08 2.74	2.03 2.63	1.97 2.53	1.93 2.47	1.88 2.38	1.84 2.32	1.80 2.25	1.76 2.18	1.74 2.15	1.71 2.12	1.68 2.10	1.67 2.08
28	4.20 7.64	3.34 5.34	2.95 4.57	2.74 4.07	2.56 3.76	2.44 3.53	2.36 3.36	2.29 3.23	2.24 3.11	2.19 3.03	2.15 2.92	2.12 2.80	2.08 2.71	2.03 2.60	1.96 2.50	1.91 2.44	1.87 2.34	1.81 2.25	1.76 2.18	1.72 2.10	1.70 2.07	1.67 2.05	1.65 2.03	1.64 2.01
29	4.18 7.60	3.33 5.32	2.93 4.54	2.70 4.04	2.54 3.73	2.43 3.50	2.35 3.33	2.28 3.20	2.22 3.08	2.18 2.99	2.14 2.87	2.10 2.77	2.05 2.68	2.00 2.57	1.94 2.47	1.89 2.41	1.84 2.32	1.79 2.25	1.74 2.18	1.70 2.10	1.69 2.07	1.66 2.05	1.64 2.03	1.62 2.01
30	4.17 7.56	3.32 5.30	2.92 4.51	2.69 4.02	2.53 3.70	2.42 3.47	2.34 3.30	2.27 3.17	2.21 3.06	2.16 2.98	2.12 2.89	2.09 2.84	2.04 2.74	1.99 2.66	1.93 2.55	1.89 2.47	1.84 2.38	1.79 2.29	1.74 2.19	1.70 2.12	1.69 2.09	1.66 2.07	1.64 2.05	1.62 2.03
32	4.15 7.50	3.30 5.34	2.90 4.46	2.67 3.97	2.51 3.66	2.40 3.42	2.32 3.25	2.25 3.12	2.19 3.01	2.14 2.94	2.10 2.86	2.07 2.80	2.02 2.70	1.97 2.62	1.91 2.51	1.86 2.42	1.82 2.33	1.77 2.26	1.74 2.17	1.69 2.12	1.67 2.08	1.64 2.04	1.61 1.99	1.59 1.97
34	4.13 7.44	3.28 5.29	2.88 4.42	2.65 3.93	2.49 3.61	2.38 3.47	2.30 3.21	2.23 3.08	2.17 2.97	2.12 2.89	2.08 2.82	2.05 2.76	2.01 2.66	1.95 2.55	1.89 2.47	1.84 2.38	1.79 2.29	1.74 2.19	1.70 2.12	1.69 2.08	1.66 2.04	1.64 2.02	1.61 1.98	1.59 1.94
36	4.11 7.39	3.26 5.25	2.86 4.38	2.63 3.89	2.48 3.58	2.36 3.45	2.28 3.35	2.21 3.04	2.15 2.94	2.10 2.86	2.06 2.80	2.02 2.70	1.96 2.59	1.91 2.49	1.85 2.40	1.80 2.32	1.76 2.22	1.71 2.14	1.67 2.08	1.65 2.00	1.62 1.97	1.59 1.94	1.56 1.88	1.55 1.87
38	4.10 7.35	3.25 5.21	2.85 4.34	2.62 3.86	2.46 3.54	2.35 3.32	2.26 3.15	2.19 3.02	2.14 2.91	2.09 2.82	2.05 2.75	2.01 2.69	1.96 2.57	1.91 2.46	1.85 2.39	1.80 2.31	1.76 2.22	1.71 2.14	1.67 2.08	1.65 2.00	1.62 1.97	1.59 1.94	1.56 1.88	1.54 1.84
40	4.09 7.31	3.23 5.18	2.84 4.31	2.61 3.83	2.45 3.51	2.34 3.29	2.25 3.12	2.18 2.99	2.12 2.88	2.07 2.80	2.03 2.73	1.99 2.66	1.94 2.56	1.89 2.46	1.84 2.37	1.79 2.29	1.74 2.20	1.69 2.11	1.66 2.05	1.61 1.97	1.59 1.94	1.55 1.88	1.53 1.81	1.51 1.81
42	4.07 7.27	3.22 5.15	2.83 4.29	2.59 3.80	2.44 3.49	2.32 3.26	2.24 3.10	2.17 2.96	2.11 2.86	2.06 2.77	2.02 2.70	1.98 2.64	1.94 2.54	1.89 2.44	1.82 2.35	1.78 2.28	1.73 2.17	1.68 2.08	1.64 1.99	1.60 1.94	1.57 1.91	1.54 1.85	1.51 1.80	1.49 1.78
44	4.06 7.24	3.21 5.12	2.82 4.26	2.58 3.78	2.43 3.46	2.31 3.07	2.23 3.00	2.16 2.94	2.10 2.80	2.05 2.75	2.01 2.65	1.96 2.52	1.91 2.42	1.85 2.32	1.81 2.24	1.76 2.15	1.72 2.06	1.66 2.00	1.63 1.94	1.58 1.92	1.56 1.86	1.52 1.82	1.50 1.78	1.48 1.75
46	4.05 7.21	3.20 5.10	2.81 4.24	2.57 3.76	2.42 3.44	2.30 3.22	2.22 3.05	2.14 2.92	2.09 2.82	2.04 2.73	2.00 2.66	1.95 2.60	1.91 2.50	1.87 2.42	1.80 2.30	1.75 2.22	1.71 2.13	1.65 2.04	1.62 1.96	1.57 1.90	1.54 1.86	1.51 1.80	1.48 1.76	1.46 1.72
∞	3.84 6.64	2.99 4.60	2.60 3.78	2.37 3.52	2.21 3.02	2.09 2.80	2.01 2.64	1.94 2.51	1.88 2.41	1.83 2.32	1.79 2.24	1.75 2.15	1.69 2.07	1.65 2.01	1.57 1.87	1.52 1.79	1.46 1.69	1.40 1.59	1.35 1.52	1.28 1.41	1.24 1.36	1.17 1.25	1.11 1.15	1.00 1.00

Sumber: George W. Snedecor: Statistical Methods, 5 th edition, 1956. Penerbit: Iowa State University Press.



PT DJARUM
Perwakilan Semarang
Jl. Pandean Lamper IV/16, Semarang 50249, Indonesia
Tel : (024) 414-481. Fax : (024) 312-143, 313-671. Tlx : 22238

SURAT KETERANGAN

Dengan ini kami menerangkan, bahwa :


Nama : DEDY HINDARTO
NIM : 92.30.1214
Fakultas : Ekonomi
Jurusan : Manajemen
Universitas : Universitas Katolik Soegijapranata
Judul Skripsi : ANALISIS PENGARUH BIAYA PERIKLAMAN DAN BIAYA
DISTRIBUSI TERHADAP VOLUME PENJUALAN (STUDI
KASUS PADA PT DJARUM PERWAKILAN SEMARANG)

telah melakukan penelitian di PT Djarum Perwakilan Semarang.

Demikianlah surat keterangan ini dikeluarkan untuk dipergunakan seperlunya.

Semarang, 8 Desember 1998

Hormat kami,


PT. DJARUM
PERWAKILAN SEMARANG
SEMARANG
Siswo Wibowo, S1.