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Lampiran 1

Lampiran 1

BERITA ACARA BIMBINGAN SKRIPSI

Nama Mahasiswa : Maria Oktaviani
NIM : 161600061
Program Studi : Akuntansi
Judul Skripsi : Pengaruh Biaya Promosi Dan Biaya Distribusi Terhadap Volume Penjualan CV.Amin Jaya Sidoarjo
Dosen Pembimbing : Drs. Teguh Purwanto ,M.M

No	Tanggal	Paraf Pembimbing	Uraian / Kegiatan
1	30-10-2019		Pengajuan Judul (ACC)
2	02-10-2019		BAB 1 (ACC)
3	07-10-2019		Bab 2 (ACC)
4	11-10-2019		Bab II ACC Bab Revisi
5	18-11-2019		Bab 3&4 (ACC)
6	08-12-2019		Bab 4&5 (ACC)

Surabaya,

2020

Dosen Pembimbing,



Drs. Teguh Purwanto, M.M

NIP : 196012221990031001

Lampiran 2

REKAPITULASI TABEL SKOR JAWABAN RESPONDEN

No. Responden	Total X1	Total X2	Total X3	Total Y
Resp_1	47	42	48	63
Resp_2	48	49	57	58
Resp_3	56	55	54	58
Resp_4	55	45	53	58
Resp_5	47	54	54	75
Resp_6	57	51	50	55
Resp_7	64	55	58	60
Resp_8	55	54	75	60
Resp_9	65	55	54	70
Resp_10	61	50	42	60
Resp_11	55	47	55	60
Resp_12	59	55	72	53
Resp_13	56	48	54	61
Resp_14	67	60	40	63
Resp_15	69	50	37	73
Resp_16	62	50	61	69
Resp_17	71	56	58	63
Resp_18	60	40	69	60
Resp_19	55	45	56	62
Resp_20	63	50	56	59
Resp_21	50	46	51	74
Resp_22	59	54	48	67
Resp_23	55	50	54	75
Resp_24	48	37	52	75
Resp_25	60	48	51	65
Resp_26	56	46	73	65
Resp_27	50	38	59	60
Resp_28	60	48	48	60
Resp_29	46	36	60	61

Resp_30	57	46	58	39
Resp_31	59	48	50	46
Resp_32	47	38	59	55
Resp_33	45	36	31	57
Resp_34	60	48	46	62
Resp_35	45	36	47	57
Resp_36	45	36	46	57
Resp_37	52	42	37	63
Resp_38	54	42	44	58
Resp_39	60	48	45	59
Resp_40	47	38	42	59
Resp_41	56	44	46	60
Resp_42	60	48	47	56
Resp_43	60	48	49	63
Resp_44	59	48	40	63
Resp_45	75	60	50	68
Resp_46	54	42	42	64
Resp_47	54	43	44	63
Resp_48	45	36	39	63
Resp_49	45	36	40	62
Resp_50	57	48	54	55
Resp_51	66	54	50	54
Resp_52	49	40	52	56
Resp_53	60	48	47	65
Resp_54	58	43	56	67
Resp_55	58	45	56	64
Resp_56	60	44	50	59
Resp_57	62	46	50	61
Resp_58	54	44	59	63
Resp_59	59	43	55	58
Resp_60	59	48	55	58
Resp_61	48	37	52	65
Resp_62	55	52	48	60

Lampiran 3

OUTPUT PENGOLAHAN DATA SPSS

- 1. Frekuensi Jawaban Responden
 - a. Frekuensi Variabel Upah

X1.1_1

	Frequency	Percent	Valid Percent
1	2	3.2	3.2
2	7	11.3	11.3
3	7	11.3	11.3
4	27	43.5	43.5
5	19	30.6	30.6
Total	62	100.0	100.0

X1.1_2

	Frequency	Percent	Valid Percent
Valid 1	9	14.5	14.5

3	5	8.1	8.1
4	30	48.4	48.4
5	18	29.0	29.0
Total	62	100.0	100.0

X1.2_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	3	4.8	4.8
3	2	3.2	3.2
4	35	56.5	56.5
5	21	33.9	33.9
Total	62	100.0	100.0

X1.2_2

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	6	9.7	9.7
3	10	16.1	16.1
4	25	40.3	40.3
5	20	32.3	32.3
Total	62	100.0	100.0

X1.3_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	13	21.0	21.0
3	6	9.7	9.7
4	26	41.9	41.9
5	16	25.8	25.8

Total	62	100.0	100.0
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X1.3_2

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	8	12.9	12.9
3	5	8.1	8.1
4	31	50.0	50.0
5	17	27.4	27.4
Total	62	100.0	100.0

b. Frekuensi Variabel Disiplin Kerja (X_2)

X2.1_1

	Frequency	Percent	Valid Percent
Valid 1	2	3.2	3.2
2	2	3.2	3.2
3	8	12.9	12.9
4	31	50.0	50.0
5	19	30.6	30.6
Total	62	100.0	100.0

X2.1_2

	Frequency	Percent	Valid Percent
Valid 2	2	3.2	3.2
3	6	9.7	9.7
4	36	58.1	58.1
5	18	29.0	29.0
Total	62	100.0	100.0

X2.2_1

	Frequency	Percent	Valid Percent
Valid 1	4	6.5	6.5
2	1	1.6	1.6
3	10	16.1	16.1
4	37	59.7	59.7
5	10	16.1	16.1
Total	62	100.0	100.0

X2.2_2

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	2	3.2	3.2
3	6	9.7	9.7
4	34	54.8	54.8
5	19	30.6	30.6
Total	62	100.0	100.0

X2.3_1

	Frequency	Percent	Valid Percent
Valid 2	2	3.2	3.2
3	8	12.9	12.9
4	30	48.4	48.4
5	22	35.5	35.5
Total	62	100.0	100.0

X2.3_2

	Frequency	Percent	Valid Percent
Valid 1	2	3.2	3.2
2	5	8.1	8.1
3	9	14.5	14.5
4	19	30.6	30.6
5	27	43.5	43.5
Total	62	100.0	100.0

c. Frekuensi Variabel Lingkungan Kerja (X_3)

X3.1_1

		Frequency	Percent	Valid Percent
Valid	2	5	8.1	8.1
	3	2	3.2	3.2
	4	36	58.1	58.1
	5	19	30.6	30.6
	Total	62	100.0	100.0

X3.1_2

		Frequency	Percent	Valid Percent
Valid	2	1	1.6	1.6
	3	7	11.3	11.3
	4	33	53.2	53.2
	5	21	33.9	33.9
	Total	62	100.0	100.0

X3.2_1

	Frequency	Percent	Valid Percent
Valid 1	2	3.2	3.2
2	2	3.2	3.2
3	4	6.5	6.5
4	35	56.5	56.5
5	19	30.6	30.6
Total	62	100.0	100.0

X3.2_2

	Frequency	Percent	Valid Percent
Valid 2	1	1.6	1.6
3	4	6.5	6.5
4	36	58.1	58.1
5	21	33.9	33.9
Total	62	100.0	100.0

X3.3_1

		Frequency	Percent	Valid Percent
Valid	2	10	16.1	16.1
	3	7	11.3	11.3
	4	22	35.5	35.5
	5	23	37.1	37.1
	Total	62	100.0	100.0

X3.3_2

		Frequency	Percent	Valid Percent
Valid	1	4	6.5	6.5
	2	9	14.5	14.5
	3	6	9.7	9.7
	4	27	43.5	43.5
	5	16	25.8	25.8
	Total	62	100.0	100.0

d. Frekuensi Variabel Kinerja Karyawan (Y)

Y1_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	2	3.2	3.2
3	11	17.7	17.7
4	33	53.2	53.2
5	15	24.2	24.2
Total	62	100.0	100.0

Y1_2

	Frequency	Percent	Valid Percent
Valid 2	4	6.5	6.5
3	9	14.5	14.5
4	29	46.8	46.8
5	20	32.3	32.3
Total	62	100.0	100.0

Y2_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	4	6.5	6.5
3	5	8.1	8.1
4	31	50.0	50.0
5	21	33.9	33.9
Total	62	100.0	100.0

Y2_2

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	2	3.2	3.2
3	10	16.1	16.1
4	38	61.3	61.3
5	11	17.7	17.7
Total	62	100.0	100.0

Y3_1

		Frequency	Percent	Valid Percent
Valid	2	3	4.8	4.8
	3	8	12.9	12.9
	4	34	54.8	54.8
	5	17	27.4	27.4
	Total	62	100.0	100.0

Y3_2

		Frequency	Percent	Valid Percent
Valid	2	2	3.2	3.2
	3	12	19.4	19.4
	4	34	54.8	54.8
	5	14	22.6	22.6
	Total	62	100.0	100.0

Y4_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	2	3.2	3.2
3	6	9.7	9.7
4	35	56.5	56.5
5	18	29.0	29.0
Total	62	100.0	100.0

Y4_2

	Frequency	Percent	Valid Percent
Valid 1	3	4.8	4.8
2	3	4.8	4.8
3	12	19.4	19.4
4	27	43.5	43.5
5	17	27.4	27.4
Total	62	100.0	100.0

Y5_1

	Frequency	Percent	Valid Percent
Valid 1	1	1.6	1.6
2	9	14.5	14.5
3	9	14.5	14.5
4	30	48.4	48.4
5	13	21.0	21.0
Total	62	100.0	100.0

Y5_2

	Frequency	Percent	Valid Percent
Valid 2	5	8.1	8.1
3	11	17.7	17.7
4	33	53.2	53.2
5	13	21.0	21.0
Total	62	100.0	100.0

Uji Reliabilitas

a. Uji Reliabilitas Upah (X_1)

Case Processing Summary

		N	%
Cases	Valid	62	100.0
	Excluded ^a	0	.0
	Total	62	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.658	6

b. Uji Reliabilitas Disiplin Kerja (X_2)

Case Processing Summary

		N	%
Cases	Valid	62	100.0
	Excluded ^a	0	.0
	Total	62	100.0

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

Reliability Statistics

Cronbach's Alpha	
	N of Items
.939	12

c. Uji Reliabilitas Lingkungan Kerja (X₃)

Case Processing Summary

		N	%
Cases	Valid	62	100.0
	Excluded ^a	0	.0
	Total	62	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.609	6

d. Uji Reliabilitas Kinerja Karyawan (Y)

Case Processing Summary

		N	%
Cases	Valid	62	100.0
	Excluded ^a	0	.0
	Total	62	100.0

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

Reliability Statistics

Reliability Statistics

Cronbach's Alpha	N of Items
.618	10

4. Uji Normalitas

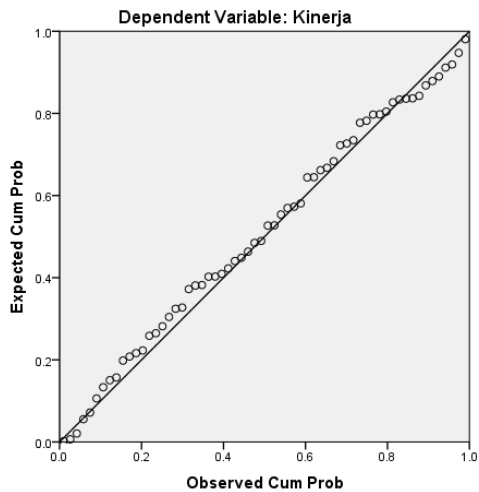
One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		62
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	3.73614124
Most Extreme	Absolute	.063

Differences	Positive	.043
	Negative	-.063
Test Statistic		.063
Asymp. Sig. (2-tailed)		.200 ^{c,d}

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

Normal P-P Plot of Regression Standardized Residual



5. Multikolonieritas

Coefficients^a

Model		Collinearity Statistics	
		Tolerance	VIF
1	(Constant)		
	Upah	.682	2.019
	Disiplin Kerja	.502	1.109
	Lingkungan Kerja	.916	1.092

a. Dependent Variable: Kinerja Karyawan

6. Uji Autokorelasi

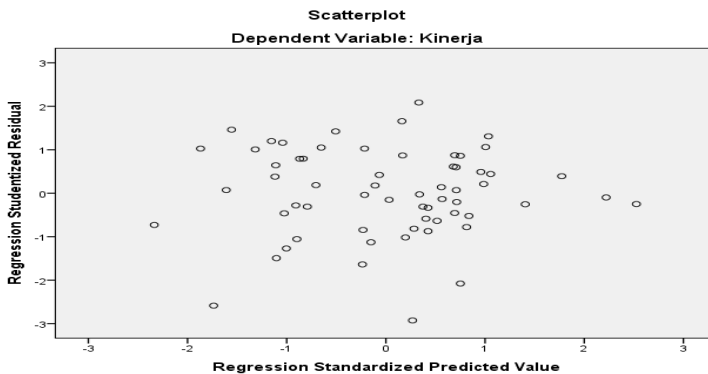
Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin- Watson
1	.420 ^a	.276	.173	3.832	1.743

a. Predictors: (Constant), Upah, Disiplin Kerja, Lingkungan Kerja

b. Dependent Variable: Kinerja Karyawan

7. Uji Heteroskedastisitas



8. Analisis Regresi Linier Berganda

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 Constant)	31.821	5.354		5.944	.000
Upah	.368	.127	.348	.2.891	.005
Disiplin Kerja	-.319	.158	-.253	-2.013	.049
Lingkungan Kerja	.382	.162	.217	1.740	.087

a. Dependent Variable: Kinerja Karyawan

9. Uji t

Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	t	Sig.
	B	Std. Error	Beta		
1 (Constant)	31.821	5.354		5.944	.000
Pelatihan Kerja	.368	.127	.348	.2.891	.005
Motivasi	-.319	.158	-.253	-2.013	.049
Lingkungan Kerja	.382	.162	.217	.1.740	.087

a. Dependent Variable: Kinerja Karyawan

10. Uji F

ANOVA^a

Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	182.000	3	60.667	4.132	.010 ^b
Residual	851.484	58	14.681		
Total	1033.484	61			

a. Dependent Variable: Kinerja Karyawan

b. Predictors: (Constant), Lingkungan Kerja, Pelatihan Kerja, Motivasi