

Disarankan bagi peneliti selanjutnya untuk mengganti variabel independent selain kualitas produk dan *digital marketing* atau menambahkan jumlah sampel yaitu lebih dari 354 responden.

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# LAMPIRAN

**Lampiran 1.**  
**Kuesioner Penelitian**

Kepada Yth.

Bapak/Ibu/Saudara/I

Assalamualaikum Wr.Wb

Dengan Hormat,

Perkenalkan saya Aerlynha Nurlita, mahasiawa Manajemen Universitas Bina Niaga Indonesia. Saat ini saya sedang melakukan penelitian sebagai syarat skripsi yang berjudul “**Pengaruh Kualitas Produk, dan Digital Marketing Terhadap Minat Beli Konsumen Pada Mimu Project**”

Saya mohon bersedianya Bapak/Ibu/Saudara/I untuk berpartisipasi dengan mengisi kuesioner saya secara objektif, benar dan lengkap. Pengisian kuesioner ini membutuhkan waktu 5 menit saja. Dan pada kuesioner ini tidak ada jawaban yang Benar dan salah.

Atas ketersediaan dan partisipasinya, saya ucapkan terimakasih.

Wassalamu’alaikum Wr. Wb

Hormat Saya,

Aerlynha Nurlita Febrianti

### Profil Responden

Mohon beri tanda centang (✓) jawaban yang menurut anda tepat pada setiap pertanyaan berikut ini

1. Nama :.....
2. Usia
  - 1) 20 - 30 Tahun ☐    2) 31 – 40 Tahun ☐    3) 41 – 50 Tahun ☐
  - 4) >50 Tahun ☐
3. Pekerjaan
  - 1) Mahasiswa ☐
  - 2) Ibu Rumah Tangga ☐
  - 3) Wiraswasta ☐
  - 4) Pegawai Swasta ☐
  - 5) Pegawai Negri/Guru/Polri/TNI ☐

### Petunjuk Pengisian :

Mohon tandai jawaban yang paling tepat untuk tiap pertanyaan berikut ini dengan memberikan tanda centang (✓) pada pilihan jawaban yang tersedia dan yang menurut Bapak/Ibu tepat dan sesuai dengan pendapat Bapak/Ibu. Setiap pertanyaan hanya membutuhkan satu jawaban, dengan skala penilaian :

1. Sangat Setuju
2. Setuju
3. Netral
4. Tidak Setuju
5. Sangat Tidak Setuju



| NO                                                   | VARIABEL KUALITAS PRODUK                                                              | NILAI     |          |          |           |            |
|------------------------------------------------------|---------------------------------------------------------------------------------------|-----------|----------|----------|-----------|------------|
|                                                      |                                                                                       | SS<br>(5) | S<br>(4) | N<br>(3) | TS<br>(2) | STS<br>(1) |
| Indikator Kualitas Produk Menurut Tjiptono (2015:22) |                                                                                       |           |          |          |           |            |
| I. Fitur Produk                                      |                                                                                       |           |          |          |           |            |
| KP1                                                  | Produk muslim yang ditawarkan oleh Mimu Project sesuai dengan kebutuhan konsumen      |           |          |          |           |            |
| KP2                                                  | Produk muslim yang ditawarkan Mimu Project fashionable                                |           |          |          |           |            |
| II. Kesesuaian Produk                                |                                                                                       |           |          |          |           |            |
| KP3                                                  | Produk Mimu Project menggunakan bahan yang telah di infokan pada Iklan                |           |          |          |           |            |
| KP4                                                  | Harga yang ditawarkan sesuai dengan bahan produk yang dijual                          |           |          |          |           |            |
| III. Daya Tahan Produk                               |                                                                                       |           |          |          |           |            |
| KP5                                                  | Produk yang ditawarkan Mimu Project terjamin kualitas bahannya                        |           |          |          |           |            |
| KP6                                                  | Produk Mimu Project bertahan lama                                                     |           |          |          |           |            |
| IV. Keandalan Produk                                 |                                                                                       |           |          |          |           |            |
| KP7                                                  | Keandalan produk mimu project memiliki keistimewaan tambahan sesuai d engan kebutuhan |           |          |          |           |            |
| KP8                                                  | Desain produk mimu project lebih menarik disbanding pesaing                           |           |          |          |           |            |
| V. Estetika atau desain produk                       |                                                                                       |           |          |          |           |            |
| KP9                                                  | Produk yang ditawarkan Mimu Project dengan model yang kekinian                        |           |          |          |           |            |
| KP10                                                 | Banyak model yang ditawarkan                                                          |           |          |          |           |            |
| VI. Kesan Kualitas Produk                            |                                                                                       |           |          |          |           |            |
| KP11                                                 | Produk Mimu Project adalah produk salah satu produk terbaik dikalangan UMKM           |           |          |          |           |            |
| KP12                                                 | Produk Mimu Project memberikan kenyamanan pada konsumen                               |           |          |          |           |            |

| NO                                                            | VARIABEL DIGITAL<br>MARKETING                                                     | NILAI     |          |          |           |            |
|---------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------|----------|----------|-----------|------------|
|                                                               |                                                                                   | SS<br>(5) | S<br>(4) | N<br>(3) | TS<br>(2) | STS<br>(1) |
| Indikator Digital Marketing menurut Nasdini (2012:37) yaitu : |                                                                                   |           |          |          |           |            |
| I. Aksesibilitas                                              |                                                                                   |           |          |          |           |            |
| DM1                                                           | Mudanya mencari informasi mengenai Mimu Project                                   |           |          |          |           |            |
| DM2                                                           | Website yang tersedia mudah digunakan                                             |           |          |          |           |            |
| II. Interactivity                                             |                                                                                   |           |          |          |           |            |
| DM3                                                           | Tersedianya layanan chatting via WhatssApp, Dirrect Message dan lainnya           |           |          |          |           |            |
| DM4                                                           | Customer service yang ramah dan mampu bertanggung jawab                           |           |          |          |           |            |
| III. Entertainment (Hiburan),                                 |                                                                                   |           |          |          |           |            |
| DM5                                                           | Iklan yang ditampilkan menarik                                                    |           |          |          |           |            |
| DM6                                                           | Mampu menarik konsumen dengan menampilkan informasi diiklan yang lengkap          |           |          |          |           |            |
| IV. Credibility (Kepercayaan),                                |                                                                                   |           |          |          |           |            |
| DM7                                                           | Bertransaksi dengan mudah                                                         |           |          |          |           |            |
| DM8                                                           | Tersedianya layanan bayar ditempat untuk meningkatkan kepercayaan                 |           |          |          |           |            |
| V. Irritation (Kejengkelan),                                  |                                                                                   |           |          |          |           |            |
| DM9                                                           | Mimu project tidak tersedia nya marketplace seperti Shopee,Lazada dan lain – lain |           |          |          |           |            |
| DM10                                                          | Kualitas barang yang diterima tidak sesuai dengan iklan yang ditampilkan          |           |          |          |           |            |
| VI. Informativeness                                           |                                                                                   |           |          |          |           |            |
| DM11                                                          | Iklan yang ditampilkan memberikan informasi mengenai produk yang lengkap          |           |          |          |           |            |
| DM12                                                          | Menampilkan harga diskon atau potongan untuk menarik minat beli konsumen          |           |          |          |           |            |

| NO                                               | Minat Beli                                                                                         | NILAI     |          |          |           |            |
|--------------------------------------------------|----------------------------------------------------------------------------------------------------|-----------|----------|----------|-----------|------------|
|                                                  |                                                                                                    | SS<br>(5) | S<br>(4) | N<br>(3) | TS<br>(2) | STS<br>(1) |
| Indikator Minat Beli Menurut Ferdinand (2019:98) |                                                                                                    |           |          |          |           |            |
| I. Minat Transaksional                           |                                                                                                    |           |          |          |           |            |
| MB1                                              | Menyediakan metode berbagai macam metode pembayaran                                                |           |          |          |           |            |
| MB2                                              | Tersedianya layanan marketplace                                                                    |           |          |          |           |            |
| II. Minat Referensial                            |                                                                                                    |           |          |          |           |            |
| MB3                                              | Saya bersedia untuk mereferensikan produk Mimu Projcet kepada orang terdekat                       |           |          |          |           |            |
| MB4                                              | Produk yang ditawarkan sangat cocok gift                                                           |           |          |          |           |            |
| III. Minat Preferensial                          |                                                                                                    |           |          |          |           |            |
| MB5                                              | Produk yang ditawarkan selalu dibutuhkan setiap saat                                               |           |          |          |           |            |
| MB6                                              | Produk yang dibutuhkan lebih murah dibanding toko lain                                             |           |          |          |           |            |
| IV. Minat Eksploratif                            |                                                                                                    |           |          |          |           |            |
| MB7                                              | Produk yang ditawarkan menggunakan bahan yang mudah di cari informasinya                           |           |          |          |           |            |
| MB8                                              | Saya tertarik menggunakan produk Mimu Project karena dapat informasi dari teman dekat atau kerabat |           |          |          |           |            |

**Lampiran 2.**  
**HASIL KUESIONER**

## KUALITAS PRODUK

[illegible]

| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 5    | 3    | 56    |
| 4   | 5   | 5   | 4   | 5   | 5   | 5   | 4   | 5   | 4    | 5    | 5    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 5    | 57    |
| 4   | 4   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 5    | 4    | 5    | 54    |
| 5   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 3    | 5    | 5    | 55    |
| 4   | 4   | 5   | 4   | 5   | 4   | 5   | 5   | 4   | 5    | 5    | 4    | 54    |
| 5   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 3   | 5    | 5    | 5    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 3   | 5   | 3   | 5    | 5    | 5    | 56    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 54    |
| 5   | 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 58    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 4   | 5   | 4   | 5   | 5   | 4   | 5   | 5    | 3    | 5    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 5    | 57    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 56    |
| 5   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5    | 4    | 5    | 57    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 4    | 3    | 5    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 4   | 5   | 5   | 5    | 3    | 5    | 57    |
| 5   | 5   | 5   | 5   | 5   | 4   | 5   | 5   | 5   | 4    | 5    | 5    | 58    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 4    | 3    | 5    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 5    | 3    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 5    | 57    |
| 5   | 3   | 5   | 3   | 4   | 5   | 4   | 5   | 5   | 5    | 4    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 4    | 53    |
| 5   | 5   | 3   | 5   | 3   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 5   | 3   | 3   | 5   | 5   | 3   | 5   | 5   | 4   | 4    | 3    | 4    | 49    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 3    | 4    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 3   | 5   | 3   | 5   | 3   | 3   | 5   | 5    | 5    | 5    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 4    | 53    |
| 5   | 5   | 3   | 5   | 5   | 3   | 5   | 5   | 4   | 3    | 4    | 4    | 51    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 5   | 4   | 3   | 5   | 3   | 5   | 5   | 3   | 4   | 4    | 3    | 4    | 48    |

| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 56    |
| 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 3    | 4    | 5    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 4    | 53    |
| 5   | 5   | 3   | 5   | 3   | 5   | 3   | 5   | 3   | 4    | 3    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 3   | 5   | 3   | 5   | 3   | 5   | 5   | 3   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 3    | 48    |
| 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 3   | 3    | 3    | 5    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 3    | 4    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 47    |
| 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 3   | 5    | 3    | 5    | 52    |
| 4   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 4    | 5    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 3    | 4    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 3   | 5   | 3   | 5   | 5   | 5   | 3   | 4    | 4    | 4    | 51    |
| 4   | 5   | 4   | 4   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 3    | 50    |
| 4   | 4   | 5   | 4   | 5   | 4   | 4   | 5   | 3   | 5    | 3    | 5    | 51    |
| 4   | 4   | 4   | 4   | 5   | 4   | 5   | 4   | 5   | 4    | 5    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3    | 3    | 3    | 52    |
| 4   | 4   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4    | 4    | 4    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 2   | 5   | 5   | 5   | 5   | 5   | 5   | 4    | 3    | 3    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 3    | 3    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 5    | 4    | 50    |
| 5   | 5   | 3   | 5   | 5   | 4   | 5   | 5   | 4   | 5    | 5    | 5    | 56    |

| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 5    | 4    | 5    | 51    |
| 4   | 4   | 4   | 5   | 4   | 5   | 4   | 5   | 3   | 5    | 3    | 5    | 51    |
| 4   | 3   | 4   | 3   | 4   | 5   | 5   | 4   | 5   | 5    | 5    | 3    | 50    |
| 5   | 5   | 5   | 5   | 4   | 4   | 3   | 3   | 5   | 5    | 3    | 5    | 52    |
| 4   | 4   | 3   | 4   | 3   | 5   | 3   | 4   | 5   | 5    | 3    | 5    | 48    |
| 4   | 3   | 4   | 5   | 4   | 5   | 5   | 3   | 5   | 5    | 4    | 5    | 52    |
| 3   | 5   | 4   | 5   | 4   | 3   | 5   | 5   | 5   | 5    | 5    | 4    | 53    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 5   | 3   | 5    | 5    | 5    | 52    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3   | 5    | 5    | 3    | 53    |
| 4   | 4   | 5   | 4   | 5   | 4   | 5   | 5   | 4   | 5    | 4    | 5    | 54    |
| 5   | 3   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 5    | 4    | 5    | 55    |
| 4   | 5   | 4   | 5   | 3   | 4   | 3   | 4   | 5   | 4    | 5    | 5    | 51    |
| 5   | 5   | 5   | 3   | 5   | 5   | 5   | 3   | 5   | 3    | 3    | 5    | 52    |
| 4   | 4   | 3   | 3   | 4   | 5   | 4   | 5   | 3   | 4    | 5    | 5    | 49    |
| 4   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 3   | 5    | 5    | 4    | 53    |
| 4   | 4   | 5   | 3   | 5   | 4   | 5   | 5   | 5   | 3    | 4    | 5    | 52    |
| 5   | 5   | 3   | 5   | 4   | 5   | 4   | 5   | 4   | 3    | 4    | 3    | 50    |
| 4   | 3   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 3    | 5    | 3    | 50    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 4   | 5   | 4   | 5   | 3   | 5   | 3   | 5    | 5    | 5    | 54    |
| 4   | 5   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 5    | 4    | 5    | 55    |
| 4   | 3   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 56    |
| 4   | 3   | 3   | 4   | 5   | 4   | 3   | 4   | 5   | 5    | 5    | 3    | 48    |
| 5   | 3   | 3   | 5   | 3   | 3   | 5   | 3   | 3   | 5    | 5    | 5    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 51    |
| 4   | 4   | 5   | 4   | 4   | 3   | 4   | 4   | 3   | 5    | 3    | 5    | 48    |
| 5   | 3   | 3   | 5   | 3   | 5   | 3   | 5   | 4   | 3    | 5    | 5    | 49    |
| 5   | 3   | 3   | 5   | 3   | 5   | 5   | 3   | 3   | 4    | 5    | 5    | 49    |
| 3   | 3   | 4   | 3   | 5   | 3   | 5   | 3   | 4   | 5    | 5    | 5    | 48    |
| 3   | 5   | 2   | 5   | 3   | 5   | 3   | 5   | 3   | 4    | 3    | 5    | 46    |
| 4   | 3   | 3   | 5   | 5   | 4   | 3   | 4   | 5   | 3    | 5    | 5    | 49    |
| 5   | 3   | 4   | 5   | 5   | 3   | 3   | 4   | 3   | 5    | 5    | 5    | 50    |
| 4   | 4   | 2   | 5   | 5   | 4   | 4   | 4   | 3   | 5    | 5    | 5    | 50    |
| 4   | 3   | 3   | 5   | 5   | 3   | 5   | 3   | 4   | 5    | 5    | 5    | 50    |
| 4   | 4   | 4   | 5   | 3   | 4   | 3   | 4   | 5   | 5    | 5    | 5    | 51    |
| 3   | 2   | 3   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 53    |
| 4   | 3   | 4   | 5   | 5   | 3   | 4   | 5   | 5   | 5    | 5    | 5    | 53    |
| 3   | 4   | 3   | 5   | 5   | 3   | 4   | 5   | 4   | 5    | 5    | 5    | 51    |
| 3   | 3   | 3   | 5   | 5   | 5   | 3   | 5   | 5   | 5    | 5    | 5    | 52    |
| 4   | 3   | 3   | 5   | 5   | 3   | 4   | 5   | 5   | 3    | 5    | 3    | 48    |
| 4   | 4   | 4   | 5   | 5   | 4   | 3   | 5   | 5   | 5    | 3    | 4    | 51    |





| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 52    |
| 4   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 56    |
| 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 2    | 48    |
| 4   | 5   | 4   | 4   | 4   | 5   | 5   | 4   | 5   | 4    | 4    | 5    | 53    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 3    | 50    |
| 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 5    | 52    |
| 4   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 5    | 5    | 55    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 5    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5    | 5    | 3    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5    | 4    | 2    | 48    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5    | 5    | 4    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5    | 5    | 5    | 57    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4    | 4    | 5    | 52    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 5   | 5    | 4    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 4    | 5    | 4    | 51    |
| 5   | 4   | 4   | 5   | 5   | 4   | 5   | 4   | 5   | 5    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 5   | 4    | 4    | 3    | 49    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 5   | 4    | 4    | 5    | 56    |
| 5   | 4   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 5    | 5    | 55    |
| 4   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 4   | 3    | 4    | 5    | 53    |
| 5   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 4   | 5    | 5    | 5    | 55    |
| 5   | 4   | 4   | 5   | 5   | 4   | 5   | 5   | 4   | 4    | 4    | 5    | 54    |
| 4   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 54    |
| 4   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 4    | 3    | 54    |
| 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4    | 5    | 5    | 55    |
| 4   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 3    | 51    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 5   | 5   | 4    | 5    | 4    | 52    |
| 5   | 5   | 4   | 4   | 4   | 5   | 4   | 5   | 4   | 5    | 5    | 5    | 55    |
| 4   | 4   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 4    | 5    | 3    | 53    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 5   | 4   | 5    | 4    | 4    | 53    |
| 5   | 4   | 4   | 4   | 5   | 5   | 4   | 5   | 4   | 4    | 5    | 4    | 53    |
| 4   | 4   | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 3    | 50    |
| 5   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 3   | 4    | 5    | 4    | 53    |
| 5   | 4   | 5   | 4   | 5   | 5   | 5   | 4   | 4   | 5    | 4    | 4    | 54    |
| 5   | 4   | 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5    | 5    | 3    | 54    |
| 4   | 5   | 5   | 4   | 5   | 4   | 5   | 5   | 4   | 5    | 4    | 3    | 53    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 54    |
| 5   | 4   | 5   | 3   | 4   | 5   | 5   | 5   | 5   | 5    | 4    | 4    | 54    |
| 5   | 4   | 5   | 3   | 5   | 4   | 5   | 3   | 4   | 4    | 5    | 3    | 50    |
| 5   | 5   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 5    | 4    | 53    |
| 4   | 4   | 4   | 5   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 4    | 51    |

| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 3    | 49    |
| 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4   | 4   | 4    | 5    | 3    | 50    |
| 4   | 5   | 4   | 4   | 5   | 3   | 5   | 4   | 3   | 5    | 5    | 3    | 50    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 5   | 4   | 4    | 5    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 5    | 5    | 3    | 51    |
| 5   | 4   | 5   | 4   | 4   | 5   | 4   | 5   | 4   | 5    | 4    | 3    | 52    |
| 5   | 4   | 5   | 4   | 4   | 5   | 4   | 4   | 5   | 4    | 4    | 3    | 51    |
| 4   | 5   | 5   | 4   | 4   | 4   | 5   | 4   | 5   | 4    | 4    | 4    | 52    |
| 5   | 4   | 5   | 4   | 4   | 5   | 4   | 5   | 4   | 5    | 4    | 4    | 53    |
| 5   | 5   | 4   | 5   | 4   | 4   | 4   | 5   | 4   | 4    | 5    | 3    | 52    |
| 5   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4    | 5    | 4    | 55    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 4    | 5    | 3    | 50    |
| 4   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 4   | 4   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5   | 5    | 4    | 3    | 53    |
| 4   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 3    | 5    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5    | 4    | 3    | 51    |
| 5   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4    | 4    | 3    | 50    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 5    | 4    | 54    |
| 4   | 4   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 4    | 4    | 5    | 54    |
| 4   | 4   | 5   | 5   | 5   | 5   | 5   | 3   | 4   | 4    | 4    | 3    | 51    |
| 5   | 4   | 4   | 4   | 4   | 5   | 4   | 5   | 4   | 4    | 5    | 4    | 52    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 4    | 51    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 3    | 51    |
| 4   | 4   | 4   | 5   | 5   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 5   | 5   | 5   | 4   | 5   | 4   | 5   | 5   | 5   | 4    | 4    | 4    | 55    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 50    |
| 4   | 4   | 5   | 4   | 4   | 4   | 5   | 4   | 5   | 5    | 5    | 3    | 52    |
| 5   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 4   | 5    | 5    | 4    | 54    |
| 5   | 4   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 4    | 4    | 5    | 53    |
| 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3   | 4   | 4    | 3    | 3    | 40    |
| 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3   | 3    | 3    | 4    | 39    |
| 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3   | 4   | 3    | 4    | 4    | 41    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3   | 4   | 3    | 3    | 4    | 40    |
| 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4   | 3   | 3    | 3    | 4    | 41    |
| 4   | 4   | 4   | 4   | 3   | 4   | 3   | 4   | 4   | 3    | 4    | 4    | 45    |
| 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4   | 3   | 3    | 3    | 3    | 40    |
| 3   | 3   | 3   | 4   | 4   | 4   | 4   | 3   | 4   | 3    | 3    | 4    | 42    |
| 3   | 3   | 3   | 3   | 3   | 3   | 4   | 3   | 3   | 3    | 3    | 4    | 38    |
| 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3   | 3    | 3    | 3    | 38    |



| KP1 | KP2 | KP3 | KP4 | KP5 | KP6 | KP7 | KP8 | KP9 | KP10 | KP11 | KP12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3   | 3   | 3    | 3    | 3    | 43    |
| 5   | 4   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 4    | 40    |
| 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 48    |
| 4   | 4   | 5   | 5   | 5   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 44    |
| 5   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 3    | 3    | 3    | 50    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3   | 3    | 3    | 3    | 49    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 5   | 4   | 4    | 3    | 4    | 50    |
| 4   | 3   | 3   | 3   | 3   | 4   | 3   | 3   | 4   | 3    | 3    | 4    | 40    |
| 5   | 5   | 5   | 5   | 3   | 3   | 4   | 3   | 3   | 3    | 3    | 3    | 45    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 4   | 4    | 4    | 4    | 53    |
| 5   | 4   | 4   | 5   | 4   | 4   | 4   | 5   | 4   | 5    | 5    | 4    | 53    |
| 5   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 3    | 51    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 4    | 3    | 56    |
| 4   | 4   | 4   | 5   | 5   | 5   | 4   | 5   | 4   | 4    | 4    | 3    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 47    |
| 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 3    | 4    | 49    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 5   | 5    | 5    | 3    | 53    |
| 4   | 4   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5    | 4    | 3    | 52    |
| 5   | 5   | 4   | 5   | 3   | 3   | 4   | 4   | 3   | 3    | 3    | 4    | 46    |

### ***DIGITAL MARKETING***

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 5   | 5   | 4   | 5   | 5   | 5   | 4   | 4   | 5   | 5    | 5    | 3    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 5    | 5    | 4    | 58    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 5    | 5    | 5    | 53    |
| 4   | 4   | 5   | 5   | 5   | 4   | 4   | 4   | 5   | 5    | 5    | 4    | 54    |
| 3   | 3   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5    | 5    | 5    | 53    |
| 5   | 4   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 5    | 5    | 4    | 56    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 55    |
| 5   | 5   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5    | 5    | 4    | 56    |
| 4   | 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4   | 4    | 4    | 4    | 44    |
| 3   | 3   | 5   | 3   | 5   | 5   | 5   | 5   | 4   | 5    | 5    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 3   | 3   | 5    | 5    | 4    | 53    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 4   | 5   | 4   | 5   | 5   | 5   | 4    | 5    | 5    | 55    |
| 3   | 3   | 3   | 5   | 5   | 3   | 5   | 5   | 5   | 5    | 5    | 4    | 51    |
| 4   | 4   | 4   | 5   | 3   | 5   | 3   | 4   | 2   | 3    | 4    | 4    | 45    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 4   | 5   | 4    | 5    | 5    | 54    |
| 4   | 4   | 4   | 3   | 4   | 4   | 3   | 4   | 3   | 5    | 5    | 4    | 47    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 5   | 5   | 4   | 5   | 5   | 4   | 5   | 3   | 5    | 5    | 4    | 54    |
| 5   | 5   | 5   | 5   | 5   | 3   | 3   | 5   | 5   | 5    | 5    | 4    | 55    |
| 5   | 5   | 5   | 2   | 4   | 5   | 3   | 5   | 5   | 5    | 5    | 5    | 54    |
| 4   | 5   | 5   | 4   | 4   | 5   | 4   | 5   | 5   | 5    | 5    | 4    | 55    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 2   | 2   | 5    | 5    | 4    | 53    |
| 5   | 5   | 5   | 5   | 4   | 2   | 4   | 5   | 5   | 5    | 5    | 5    | 55    |
| 5   | 5   | 4   | 5   | 5   | 4   | 5   | 4   | 3   | 5    | 5    | 4    | 54    |
| 5   | 5   | 3   | 3   | 3   | 4   | 5   | 5   | 5   | 5    | 5    | 4    | 52    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 54    |
| 5   | 3   | 5   | 5   | 3   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 55    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 5    | 5    | 4    | 57    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 59    |
| 3   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 57    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 3   | 5    | 5    | 4    | 56    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5    | 5    | 4    | 56    |
| 5   | 5   | 3   | 5   | 5   | 5   | 5   | 4   | 4   | 5    | 5    | 4    | 55    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 3   | 3   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 3    | 3    | 47    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 3    | 3    | 3    | 46    |
|     | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 45    |
| 4   | 5   | 4   | 5   | 5   | 4   | 4   | 5   | 4   | 3    | 3    | 3    | 49    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 5    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4    | 4    | 4    | 50    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 5    | 52    |
| 4   | 4   | 5   | 4   | 5   | 5   | 5   | 4   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 5    | 5    | 5    | 55    |
| 4   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 57    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 53    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 4   | 4    | 5    | 5    | 56    |



| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4    | 4    | 5    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4    | 5    | 5    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 5    | 5    | 4    | 51    |
| 5   | 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 54    |
| 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 4   | 4   | 5   | 4   | 5   | 4   | 5   | 5   | 4    | 4    | 5    | 53    |
| 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 52    |
| 5   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 4   | 5    | 5    | 4    | 54    |
| 5   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 5    | 5    | 5    | 57    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4    | 4    | 4    | 50    |
| 4   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5    | 5    | 5    | 56    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 5    | 4    | 4    | 50    |
| 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 4    | 50    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 4    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 54    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 5   | 4    | 4    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 49    |
| 5   | 5   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4    | 4    | 4    | 52    |
| 5   | 5   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 5   | 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 5   | 4   | 4   | 5   | 4   | 4   | 5   | 4   | 5    | 4    | 4    | 52    |
| 5   | 4   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 52    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 5    | 4    | 4    | 55    |
| 4   | 5   | 4   | 4   | 5   | 4   | 4   | 4   | 5   | 5    | 4    | 4    | 52    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4    | 5    | 5    | 51    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 54    |
| 5   | 4   | 5   | 4   | 5   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 52    |
| 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 53    |
| 5   | 5   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 54    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 4    | 52    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 47    |
| 3   | 4   | 4   | 4   | 4   | 4   | 3   | 4   | 4   | 4    | 4    | 4    | 46    |
| 3   | 4   | 3   | 3   | 4   | 3   | 4   | 4   | 4   | 3    | 4    | 3    | 42    |
| 3   | 3   | 3   | 3   | 3   | 3   | 4   | 4   | 4   | 4    | 4    | 4    | 42    |
| 3   | 3   | 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4    | 3    | 3    | 40    |
| 3   | 3   | 4   | 4   | 4   | 4   | 3   | 4   | 3   | 4    | 4    | 3    | 43    |
| 3   | 3   | 4   | 4   | 4   | 3   | 3   | 3   | 3   | 4    | 3    | 3    | 40    |
| 4   | 4   | 3   | 3   | 3   | 4   | 4   | 4   | 4   | 3    | 4    | 4    | 44    |
| 4   | 4   | 3   | 3   | 3   | 4   | 4   | 4   | 4   | 3    | 4    | 4    | 44    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 3    | 47    |
| 4   | 4   | 3   | 4   | 3   | 3   | 3   | 3   | 4   | 3    | 3    | 4    | 41    |
| 4   | 4   | 3   | 4   | 3   | 3   | 4   | 3   | 4   | 3    | 3    | 4    | 42    |
| 4   | 4   | 3   | 4   | 3   | 4   | 4   | 4   | 4   | 3    | 4    | 4    | 45    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 3   | 4   | 3   | 4   | 4   | 3   | 4   | 3   | 4    | 4    | 3    | 44    |
| 5   | 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3    | 4    | 3    | 41    |
| 5   | 3   | 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3    | 3    | 3    | 40    |
| 3   | 4   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 37    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3    | 4    | 3    | 46    |
| 3   | 3   | 3   | 3   | 3   | 3   | 4   | 3   | 3   | 3    | 3    | 3    | 37    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 3   | 3    | 3    | 3    | 50    |
| 3   | 3   | 4   | 3   | 4   | 3   | 4   | 3   | 3   | 4    | 3    | 3    | 40    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 4   | 4   | 3   | 4   | 3   | 3   | 4   | 3   | 3   | 3    | 3    | 4    | 41    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 4   | 4   | 3   | 4   | 3   | 3   | 4   | 3   | 3   | 3    | 3    | 4    | 41    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 3   | 4   | 4   | 3   | 4   | 4   | 3   | 4   | 3   | 4    | 4    | 3    | 43    |
| 3   | 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3    | 4    | 3    | 39    |
| 4   | 4   | 3   | 4   | 3   | 3   | 4   | 3   | 4   | 3    | 3    | 4    | 42    |
| 3   | 4   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3    | 4    | 3    | 40    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 3   | 3   | 3   | 3   | 3   | 4   | 3   | 4   | 3   | 3    | 4    | 3    | 39    |



| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 3   | 3   | 4   | 3   | 4   | 3   | 3   | 3   | 3   | 4    | 3    | 3    | 39    |
| 3   | 3   | 4   | 3   | 4   | 4   | 3   | 4   | 3   | 4    | 4    | 3    | 42    |
| 3   | 3   | 4   | 3   | 4   | 3   | 3   | 3   | 3   | 4    | 3    | 3    | 39    |
| 4   | 4   | 3   | 4   | 3   | 4   | 4   | 4   | 4   | 3    | 4    | 4    | 45    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 3    | 3    | 46    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 3    | 3    | 46    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 53    |
| 5   | 3   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 5    | 50    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 4   | 3    | 4    | 4    | 53    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 5    | 5    | 5    | 58    |
| 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 4    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 4    | 4    | 51    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 4    | 5    | 52    |
| 4   | 4   | 5   | 4   | 4   | 5   | 5   | 4   | 4   | 5    | 4    | 4    | 52    |
| 4   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 4   | 5    | 5    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5    | 5    | 3    | 51    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 5    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 4    | 51    |
| 5   | 4   | 4   | 4   | 5   | 5   | 5   | 4   | 4   | 4    | 5    | 5    | 54    |
| 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4    | 4    | 4    | 50    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 5    | 51    |
| 4   | 4   | 5   | 5   | 5   | 3   | 3   | 3   | 3   | 4    | 4    | 4    | 47    |
| 5   | 4   | 4   | 4   | 5   | 4   | 5   | 5   | 4   | 4    | 5    | 4    | 53    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4    | 4    | 5    | 57    |
| 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 4   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 5    | 5    | 3    | 54    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 55    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 5    | 4    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 5    | 4    | 49    |
| 4   | 5   | 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5    | 4    | 4    | 56    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5    | 4    | 4    | 50    |
| 5   | 4   | 4   | 5   | 5   | 5   | 5   | 4   | 5   | 4    | 5    | 4    | 55    |
| 5   | 4   | 4   | 4   | 5   | 3   | 3   | 4   | 3   | 4    | 3    | 3    | 45    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 5    | 4    | 53    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 5    | 4    | 53    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 2    | 4    | 50    |
| 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 5   | 5   | 5   | 5   | 3   | 3   | 3   | 3   | 3   | 3    | 3    | 3    | 44    |
| 4   | 4   | 4   | 4   | 4   | 4   | 2   | 4   | 4   | 4    | 4    | 5    | 47    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 5    | 5    | 4    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 57    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5    | 5    | 5    | 52    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 57    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 57    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 5    | 49    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3    | 3    | 3    | 45    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 5    | 4    | 4    | 50    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 56    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 4    | 3    | 4    | 52    |
| 5   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 4    | 4    | 4    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 3   | 5   | 5    | 5    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 2   | 5   | 5   | 4    | 3    | 4    | 50    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 3   | 4   | 3   | 5   | 5   | 4   | 4   | 5    | 4    | 4    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 56    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5    | 5    | 4    | 56    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3    | 3    | 3    | 45    |
| 5   | 4   | 5   | 4   | 5   | 4   | 4   | 5   | 5   | 4    | 5    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 5   | 5   | 4   | 5   | 5   | 4   | 5   | 5   | 5    | 5    | 4    | 56    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 3    | 4    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 3    | 3    | 3    | 45    |
| 4   | 4   | 3   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 47    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3    | 3    | 3    | 51    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 5    | 49    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 3    | 4    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 3    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 5   | 5   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 4    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 3    | 3    | 47    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 3    | 3    | 3    | 46    |
|     | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 45    |
| 4   | 5   | 4   | 5   | 5   | 4   | 4   | 5   | 4   | 3    | 3    | 3    | 49    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 5    | 50    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 48    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4    | 4    | 4    | 50    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 5   | 4   | 4   | 5   | 4   | 4   | 4    | 5    | 5    | 52    |
| 4   | 4   | 5   | 4   | 5   | 5   | 5   | 4   | 4   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 5    | 5    | 5    | 55    |
| 4   | 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 57    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 53    |

| DM1 | DM2 | DM3 | DM4 | DM5 | DM6 | DM7 | DM8 | DM9 | DM10 | DM11 | DM12 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|-------|
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 5   | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 52    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 52    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5    | 5    | 5    | 60    |
| 5   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 4   | 4    | 5    | 5    | 56    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 50    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 5   | 5    | 4    | 4    | 51    |
| 4   | 5   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 49    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 4    | 51    |
| 4   | 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5   | 5    | 5    | 4    | 55    |
| 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4    | 4    | 4    | 50    |
| 4   | 5   | 4   | 4   | 4   | 5   | 5   | 4   | 5   | 4    | 4    | 4    | 52    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5    | 5    | 5    | 52    |
| 5   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 4    | 4    | 4    | 51    |
| 4   | 5   | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 4    | 4    | 5    | 53    |
| 4   | 4   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 5    | 4    | 54    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4    | 5    | 5    | 54    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5    | 5    | 5    | 53    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5    | 4    | 5    | 51    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 5    | 5    | 4    | 54    |
| 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5    | 5    | 4    | 56    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 4   | 4    | 4    | 4    | 51    |
| 4   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 5   | 5    | 4    | 3    | 52    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 4    | 5    | 5    | 52    |
| 5   | 5   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 4    | 4    | 5    | 55    |
| 4   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 4   | 4    | 5    | 5    | 54    |

### MINAT BELI

| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 3   | 37    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 4   | 4   | 5   | 5   | 5   | 5   | 5   | 5   | 38    |
| 3   | 3   | 4   | 4   | 5   | 5   | 5   | 5   | 34    |
| 5   | 4   | 5   | 4   | 5   | 5   | 5   | 5   | 38    |

| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 4   | 4   | 5   | 4   | 5   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 5   | 38    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 34    |
| 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5   | 37    |
| 3   | 3   | 3   | 5   | 4   | 4   | 5   | 4   | 31    |
| 4   | 4   | 4   | 5   | 4   | 5   | 5   | 4   | 35    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 4   | 4   | 4   | 3   | 5   | 5   | 5   | 5   | 35    |
| 4   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 2   | 5   | 5   | 5   | 5   | 37    |
| 4   | 5   | 5   | 4   | 5   | 5   | 5   | 3   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 3   | 3   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 3   | 5   | 5   | 5   | 5   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 4   | 37    |
| 3   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 3   | 5   | 5   | 4   | 5   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 34    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 4   | 5   | 39    |
| 5   | 4   | 5   | 4   | 5   | 4   | 5   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 38    |
| 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 4   | 37    |
| 4   | 4   | 5   | 4   | 5   | 5   | 5   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 33    |
| 4   | 4   | 5   | 4   | 5   | 4   | 5   | 5   | 36    |



| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 5   | 5   | 5   | 5   | 5   | 3   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 5   | 4   | 5   | 4   | 5   | 3   | 5   | 3   | 34    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 4   | 5   | 4   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 4   | 5   | 4   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 33    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 5   | 38    |
| 4   | 4   | 4   | 5   | 4   | 4   | 4   | 4   | 33    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 5   | 3   | 5   | 34    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 4   | 37    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 33    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 4   | 4   | 4   | 4   | 5   | 5   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 5   | 37    |
| 4   | 4   | 5   | 4   | 4   | 4   | 4   | 4   | 33    |
| 4   | 4   | 4   | 4   | 5   | 5   | 2   | 5   | 33    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 5   | 5   | 3   | 5   | 34    |
| 5   | 5   | 5   | 3   | 4   | 4   | 4   | 4   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 33    |
| 4   | 4   | 4   | 4   | 4   | 3   | 4   | 3   | 30    |
| 4   | 4   | 4   | 5   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 5   | 5   | 4   | 4   | 3   | 4   | 35    |
| 4   | 4   | 4   | 4   | 4   | 3   | 4   | 5   | 32    |
| 5   | 5   | 5   | 4   | 3   | 5   | 4   | 5   | 36    |



| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 4   | 37    |
| 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 35    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 33    |
| 5   | 4   | 5   | 4   | 5   | 3   | 5   | 5   | 36    |
| 5   | 5   | 5   | 5   | 4   | 5   | 4   | 5   | 38    |
| 4   | 4   | 4   | 5   | 5   | 5   | 5   | 3   | 35    |
| 5   | 5   | 5   | 5   | 4   | 4   | 3   | 3   | 34    |
| 4   | 4   | 4   | 4   | 4   | 5   | 4   | 5   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 3   | 32    |
| 4   | 4   | 5   | 4   | 5   | 5   | 3   | 5   | 35    |
| 5   | 5   | 5   | 5   | 4   | 3   | 5   | 5   | 37    |
| 4   | 4   | 4   | 4   | 3   | 4   | 5   | 4   | 32    |
| 4   | 4   | 5   | 4   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 5   | 5   | 5   | 5   | 4   | 5   | 39    |
| 5   | 5   | 5   | 5   | 4   | 3   | 5   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 3   | 2   | 3   | 28    |
| 4   | 4   | 4   | 4   | 4   | 3   | 3   | 4   | 30    |
| 4   | 4   | 5   | 4   | 5   | 3   | 3   | 5   | 33    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 33    |
| 4   | 4   | 4   | 5   | 5   | 3   | 3   | 5   | 33    |
| 5   | 5   | 5   | 5   | 5   | 3   | 3   | 5   | 36    |
| 5   | 5   | 5   | 5   | 3   | 3   | 4   | 3   | 33    |
| 5   | 5   | 5   | 5   | 3   | 5   | 2   | 5   | 35    |
| 5   | 5   | 5   | 5   | 4   | 3   | 3   | 4   | 34    |
| 4   | 4   | 5   | 4   | 5   | 3   | 4   | 3   | 32    |
| 5   | 5   | 5   | 5   | 4   | 4   | 2   | 4   | 34    |
| 4   | 4   | 4   | 5   | 4   | 3   | 3   | 4   | 31    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 4   | 4   | 4   | 4   | 3   | 2   | 3   | 5   | 29    |
| 5   | 5   | 5   | 5   | 4   | 3   | 4   | 3   | 34    |
| 4   | 4   | 4   | 4   | 3   | 4   | 3   | 4   | 30    |
| 4   | 4   | 4   | 4   | 3   | 3   | 3   | 5   | 30    |
| 5   | 5   | 5   | 5   | 4   | 3   | 3   | 4   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 32    |
| 4   | 4   | 4   | 4   | 4   | 4   | 4   | 2   | 30    |
| 4   | 4   | 4   | 4   | 4   | 4   | 3   | 4   | 31    |
| 4   | 4   | 4   | 4   | 4   | 4   | 3   | 4   | 31    |
| 4   | 4   | 4   | 4   | 4   | 3   | 4   | 4   | 31    |
| 4   | 4   | 4   | 4   | 5   | 3   | 3   | 3   | 30    |
| 5   | 5   | 5   | 5   | 3   | 4   | 3   | 2   | 32    |
| 4   | 4   | 4   | 4   | 3   | 5   | 4   | 3   | 31    |

| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 4   | 4   | 4   | 4   | 4   | 4   | 3   | 3   | 30    |
| 4   | 4   | 4   | 4   | 4   | 3   | 4   | 3   | 30    |
| 4   | 4   | 4   | 4   | 4   | 3   | 3   | 3   | 29    |
| 4   | 4   | 4   | 4   | 3   | 5   | 3   | 5   | 32    |
| 5   | 5   | 5   | 5   | 3   | 3   | 4   | 2   | 32    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 3   | 32    |
| 4   | 4   | 4   | 4   | 5   | 3   | 5   | 3   | 32    |
| 5   | 5   | 5   | 5   | 3   | 4   | 3   | 5   | 35    |
| 4   | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 34    |
| 4   | 4   | 4   | 4   | 4   | 4   | 3   | 5   | 32    |
| 4   | 4   | 4   | 4   | 3   | 5   | 3   | 3   | 30    |
| 5   | 5   | 5   | 5   | 3   | 4   | 2   | 3   | 32    |
| 4   | 4   | 4   | 4   | 3   | 3   | 2   | 3   | 27    |
| 5   | 5   | 5   | 5   | 3   | 5   | 3   | 2   | 33    |
| 4   | 4   | 4   | 4   | 3   | 5   | 3   | 5   | 32    |
| 4   | 4   | 4   | 4   | 3   | 5   | 3   | 4   | 31    |
| 4   | 4   | 4   | 4   | 5   | 5   | 2   | 4   | 32    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 4   | 4   | 4   | 5   | 5   | 3   | 5   | 5   | 35    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 3   | 4   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 37    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 36    |
| 5   | 5   | 4   | 5   | 5   | 4   | 5   | 3   | 36    |
| 4   | 4   | 4   | 5   | 5   | 5   | 5   | 4   | 36    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 37    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 35    |
| 4   | 4   | 4   | 4   | 4   | 2   | 4   | 3   | 29    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 5   | 35    |
| 3   | 4   | 4   | 3   | 4   | 4   | 4   | 3   | 29    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 4   | 3   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 2   | 35    |
| 5   | 5   | 4   | 5   | 5   | 5   | 2   | 5   | 36    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 4   | 3   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 36    |



| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 4   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 2   | 5   | 3   | 35    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 4   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 3   | 38    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 34    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 5   | 4   | 2   | 4   | 4   | 34    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 3   | 33    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 34    |
| 5   | 4   | 5   | 5   | 5   | 5   | 5   | 3   | 37    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 4   | 5   | 5   | 4   | 4   | 4   | 4   | 34    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 39    |
| 5   | 5   | 5   | 5   | 4   | 4   | 4   | 4   | 36    |
| 4   | 5   | 5   | 5   | 4   | 4   | 4   | 3   | 34    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 33    |

| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 4   | 5   | 3   | 4   | 5   | 2   | 5   | 3   | 31    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 34    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 33    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 36    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 37    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 36    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 36    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 34    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 4   | 36    |
| 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 34    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 3   | 32    |
| 4   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 33    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 35    |
| 5   | 5   | 4   | 4   | 4   | 4   | 5   | 4   | 35    |
| 4   | 5   | 4   | 4   | 4   | 4   | 5   | 4   | 34    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 35    |
| 5   | 5   | 4   | 4   | 5   | 5   | 5   | 3   | 36    |
| 5   | 5   | 4   | 4   | 4   | 4   | 5   | 4   | 35    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 37    |
| 4   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 35    |
| 4   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 35    |
| 4   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 35    |
| 4   | 5   | 4   | 4   | 5   | 5   | 5   | 5   | 37    |
| 5   | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 36    |
| 4   | 5   | 5   | 4   | 4   | 4   | 5   | 5   | 36    |
| 4   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 37    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 38    |
| 4   | 5   | 4   | 5   | 5   | 5   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 38    |
| 4   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 37    |
| 4   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 37    |
| 4   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 38    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 5   | 5   | 5   | 5   | 40    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 5   | 38    |
| 5   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 37    |

| MB1 | MB2 | MB3 | MB4 | MB5 | MB6 | MB7 | MB8 | TOTAL |
|-----|-----|-----|-----|-----|-----|-----|-----|-------|
| 5   | 4   | 5   | 5   | 4   | 4   | 5   | 5   | 37    |
| 5   | 4   | 5   | 5   | 5   | 5   | 5   | 5   | 39    |
| 5   | 5   | 5   | 5   | 4   | 4   | 5   | 4   | 37    |
| 5   | 4   | 5   | 5   | 4   | 4   | 5   | 4   | 36    |
| 5   | 4   | 4   | 5   | 5   | 5   | 5   | 4   | 37    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 4   | 38    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 3   | 37    |
| 5   | 5   | 4   | 5   | 5   | 5   | 5   | 3   | 37    |
| 5   | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 36    |
| 5   | 4   | 4   | 5   | 5   | 5   | 5   | 3   | 86    |
| 5   | 5   | 4   | 5   | 4   | 4   | 5   | 4   | 36    |
| 5   | 4   | 4   | 5   | 4   | 4   | 5   | 3   | 34    |

**Lampiran 3.**  
**HASIL UJI VALIDITAS**  
**KUALITAS PRODUK**

**Correlations**

|                         | KP1    | KP2     | KP3    | KP4     | KP5  | KP6     | KP7    | KP8     | KP9    | KP10    | KP11    | KP12    | Total  |
|-------------------------|--------|---------|--------|---------|------|---------|--------|---------|--------|---------|---------|---------|--------|
| KP1 Pearson Correlation | 1      | .527**  | .681** | .527**  | .064 | .527**  | .389*  | .527**  | .389*  | .527**  | .527**  | .527**  | .617** |
| Sig. (2-tailed)         |        | .003    | .000   | .003    | .737 | .003    | .034   | .003    | .034   | .003    | .003    | .003    | .000   |
| N                       | 30     | 30      | 30     | 30      | 30   | 30      | 30     | 30      | 30     | 30      | 30      | 30      | 30     |
| KP2 Pearson Correlation | .527** | 1       | .356   | 1.000** | .238 | 1.000** | .861** | 1.000** | .861** | 1.000** | 1.000** | 1.000** | .970** |
| Sig. (2-tailed)         | .003   |         | .054   | .000    | .204 | .000    | .000   | .000    | .000   | .000    | .000    | .000    | .000   |
| N                       | 30     | 30      | 30     | 30      | 30   | 30      | 30     | 30      | 30     | 30      | 30      | 30      | 30     |
| KP3 Pearson Correlation | .681** | .356    | 1      | .356    | .101 | .356    | .278   | .356    | .278   | .356    | .356    | .356    | .482** |
| Sig. (2-tailed)         | .000   | .054    |        | .054    | .596 | .054    | .137   | .054    | .137   | .054    | .054    | .054    | .007   |
| N                       | 30     | 30      | 30     | 30      | 30   | 30      | 30     | 30      | 30     | 30      | 30      | 30      | 30     |
| KP4 Pearson Correlation | .527** | 1.000** | .356   | 1       | .238 | 1.000** | .861** | 1.000** | .861** | 1.000** | 1.000** | 1.000** | .970** |
| Sig. (2-tailed)         | .003   | .000    | .054   |         | .204 | .000    | .000   | .000    | .000   | .000    | .000    | .000    | .000   |
| N                       | 30     | 30      | 30     | 30      | 30   | 30      | 30     | 30      | 30     | 30      | 30      | 30      | 30     |
| KP5 Pearson Correlation | .064   | .238    | .101   | .238    | 1    | .238    | .233   | .238    | .233   | .238    | .238    | .238    | .378*  |
| Sig. (2-tailed)         | .737   | .204    | .596   | .204    |      | .204    | .216   | .204    | .216   | .204    | .204    | .204    | .040   |
| N                       | 30     | 30      | 30     | 30      | 30   | 30      | 30     | 30      | 30     | 30      | 30      | 30      | 30     |
| KP6 Pearson Correlation | .527** | 1.000** | .356   | 1.000** | .238 | 1       | .861** | 1.000** | .861** | 1.000** | 1.000** | 1.000** | .970** |



|       |                                                    |                     |                      |                      |                      |                      |                     |                      |                     |                     |                     |                     |                      |                      |
|-------|----------------------------------------------------|---------------------|----------------------|----------------------|----------------------|----------------------|---------------------|----------------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|
| DM2   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .212<br>.261<br>30  | 1<br><br>30          | .177<br>.349<br>30   | .215<br>.254<br>30   | .297<br>.111<br>30   | .257<br>.171<br>30  | .584**<br>.001<br>30 | .000<br>1.000<br>30 | .165<br>.384<br>30  | .365*<br>.047<br>30 | .046<br>.807<br>30  | .461*<br>.010<br>30  | .517**<br>.003<br>30 |
| DM3   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | -<br>.048<br>30     | .177<br>.349<br>30   | 1<br>.498**<br>30    | .498**<br>.005<br>30 | .139<br>.462<br>30   | .113<br>.552<br>30  | .383*<br>.036<br>30  | .313<br>.092<br>30  | .411*<br>.024<br>30 | .327<br>.078<br>30  | .396*<br>.030<br>30 | .380*<br>.038<br>30  | .648**<br>.000<br>30 |
| DM4   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | -<br>.051<br>30     | .215<br>.254<br>30   | .498**<br>.005<br>30 | 1<br>.110<br>30      | .298<br>.918<br>30   | .020<br>.918<br>30  | .564**<br>.001<br>30 | .220<br>.243<br>30  | .380*<br>.039<br>30 | .332<br>.073<br>30  | .392*<br>.032<br>30 | .258<br>.169<br>30   | .633**<br>.000<br>30 |
| DM5   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .183<br>.332<br>30  | .297<br>.111<br>30   | .139<br>.462<br>30   | .298<br>.110<br>30   | 1<br>.110<br>30      | .334<br>.071<br>30  | .522**<br>.003<br>30 | .341<br>.065<br>30  | .235<br>.211<br>30  | .216<br>.251<br>30  | .224<br>.234<br>30  | .323<br>.082<br>30   | .617**<br>.000<br>30 |
| DM6   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .380*<br>.038<br>30 | .257<br>.171<br>30   | .113<br>.552<br>30   | .020<br>.918<br>30   | .334<br>.071<br>30   | 1<br>.181<br>30     | .251<br>.695<br>30   | .075<br>.695<br>30  | .395*<br>.031<br>30 | .327<br>.078<br>30  | .069<br>.718<br>30  | .153<br>.421<br>30   | .494**<br>.006<br>30 |
| DM7   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | -<br>.065<br>30     | .584**<br>.001<br>30 | .383*<br>.036<br>30  | .564**<br>.001<br>30 | .522**<br>.003<br>30 | .251<br>.181<br>30  | 1<br>.181<br>30      | .194<br>.305<br>30  | .332<br>.073<br>30  | .336<br>.069<br>30  | .166<br>.381<br>30  | .472**<br>.008<br>30 | .703**<br>.000<br>30 |
| DM8   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .259<br>.167<br>30  | .000<br>1.000<br>30  | .313<br>.092<br>30   | .220<br>.243<br>30   | .341<br>.065<br>30   | .075<br>.695<br>30  | .194<br>.305<br>30   | 1<br>.479<br>30     | .134<br>.479<br>30  | .255<br>.174<br>30  | .227<br>.227<br>30  | -.021<br>.910<br>30  | .484**<br>.007<br>30 |
| DM9   | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | -<br>.063<br>30     | .165<br>.384<br>30   | .411*<br>.024<br>30  | .380*<br>.039<br>30  | .235<br>.211<br>30   | .395*<br>.031<br>30 | .332<br>.073<br>30   | .134<br>.479<br>30  | 1<br>.446<br>30     | .144<br>.315<br>30  | .190<br>.082<br>30  | .322<br>.082<br>30   | .569**<br>.001<br>30 |
| DM10  | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .323<br>.082<br>30  | .365*<br>.047<br>30  | .327<br>.078<br>30   | .332<br>.073<br>30   | .216<br>.251<br>30   | .327<br>.078<br>30  | .336<br>.069<br>30   | .255<br>.174<br>30  | .144<br>.446<br>30  | 1<br>.446<br>30     | .309<br>.097<br>30  | .202<br>.286<br>30   | .595**<br>.001<br>30 |
| DM11  | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .287<br>.124<br>30  | .046<br>.807<br>30   | .396*<br>.030<br>30  | .392*<br>.032<br>30  | .224<br>.234<br>30   | .069<br>.718<br>30  | .166<br>.381<br>30   | .227<br>.227<br>30  | .190<br>.315<br>30  | .309<br>.097<br>30  | 1<br>.097<br>30     | -.026<br>.890<br>30  | .496**<br>.005<br>30 |
| DM12  | Pearson<br>Correlation<br>Sig. (2-<br>tailed)<br>N | .231<br>.220<br>30  | .461*<br>.010<br>30  | .380*<br>.038<br>30  | .258<br>.169<br>30   | .323<br>.082<br>30   | .153<br>.421<br>30  | .472**<br>.008<br>30 | -.021<br>.910<br>30 | .322<br>.082<br>30  | .202<br>.286<br>30  | -.026<br>.890<br>30 | 1<br>.890<br>30      | .546**<br>.002<br>30 |
| Total | Pearson<br>Correlation                             | .362                | .517**               | .648**               | .633**               | .617**               | .494**              | .703**               | .484**              | .569**              | .595**              | .496**              | .546**               | 1                    |



|                 |      |      |      |      |      |      |      |      |      |      |      |      |    |
|-----------------|------|------|------|------|------|------|------|------|------|------|------|------|----|
| Sig. (2-tailed) | .050 | .003 | .000 | .000 | .000 | .006 | .000 | .007 | .001 | .001 | .005 | .002 |    |
| N               | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30   | 30 |

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

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

### MINAT BELI Correlations

|                           | MB1    | MB2    | MB3    | MB4   | MB5    | MB6    | MB7    | MB8    | TOTAL  |
|---------------------------|--------|--------|--------|-------|--------|--------|--------|--------|--------|
| MB1 Pearson Correlation   | 1      | .574** | .191   | .056  | .414*  | .400*  | .312   | .507** | .732** |
| Sig. (2-tailed)           |        | .001   | .313   | .767  | .023   | .028   | .094   | .004   | .000   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB2 Pearson Correlation   | .574** | 1      | .086   | .127  | .210   | .415*  | .388*  | .549** | .726** |
| Sig. (2-tailed)           | .001   |        | .653   | .502  | .266   | .023   | .034   | .002   | .000   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB3 Pearson Correlation   | .191   | .086   | 1      | .211  | .264   | .048   | .111   | .294   | .480** |
| Sig. (2-tailed)           | .313   | .653   |        | .263  | .158   | .802   | .559   | .115   | .007   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB4 Pearson Correlation   | .056   | .127   | .211   | 1     | .414*  | -.092  | .161   | .259   | .438*  |
| Sig. (2-tailed)           | .767   | .502   | .263   |       | .023   | .628   | .396   | .167   | .015   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB5 Pearson Correlation   | .414*  | .210   | .264   | .414* | 1      | .237   | .047   | .201   | .554** |
| Sig. (2-tailed)           | .023   | .266   | .158   | .023  |        | .208   | .806   | .287   | .002   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB6 Pearson Correlation   | .400*  | .415*  | .048   | -.092 | .237   | 1      | .124   | .316   | .531** |
| Sig. (2-tailed)           | .028   | .023   | .802   | .628  | .208   |        | .512   | .089   | .003   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB7 Pearson Correlation   | .312   | .388*  | .111   | .161  | .047   | .124   | 1      | .208   | .521** |
| Sig. (2-tailed)           | .094   | .034   | .559   | .396  | .806   | .512   |        | .270   | .003   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| MB8 Pearson Correlation   | .507** | .549** | .294   | .259  | .201   | .316   | .208   | 1      | .709** |
| Sig. (2-tailed)           | .004   | .002   | .115   | .167  | .287   | .089   | .270   |        | .000   |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |
| TOTAL Pearson Correlation | .732** | .726** | .480** | .438* | .554** | .531** | .521** | .709** | 1      |
| Sig. (2-tailed)           | .000   | .000   | .007   | .015  | .002   | .003   | .003   | .000   |        |
| N                         | 30     | 30     | 30     | 30    | 30     | 30     | 30     | 30     | 30     |

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

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

**Lampiran 4.**  
**HASIL UJI RELIABILITAS**  
**KUALITAS PRODUK**

**Reliability Statistics**

|                     |            |
|---------------------|------------|
| Cronbach's<br>Alpha | N of Items |
| .794                | 12         |

***DIGITAL MARKETING***

**Reliability Statistics**

|                     |            |
|---------------------|------------|
| Cronbach's<br>Alpha | N of Items |
| .794                | 12         |

**MINAT BELI**

**Reliability Statistics**

|                     |            |
|---------------------|------------|
| Cronbach's<br>Alpha | N of Items |
| .721                | 8          |

**Lampiran 5.**  
**HASIL Uji NORMALITAS**

**One-Sample Kolmogorov-Smirnov Test**

|                                  |                | Unstandardized Residual |
|----------------------------------|----------------|-------------------------|
| N                                |                | 354                     |
| Normal Parameters <sup>a,b</sup> | Mean           | .0000000                |
|                                  | Std. Deviation | 2.40381736              |
| Most Extreme Differences         | Absolute       | .056                    |
|                                  | Positive       | .041                    |
|                                  | Negative       | -.056                   |
| Test Statistic                   |                | .056                    |
| Asymp. Sig. (2-tailed)           |                | .010 <sup>c</sup>       |

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

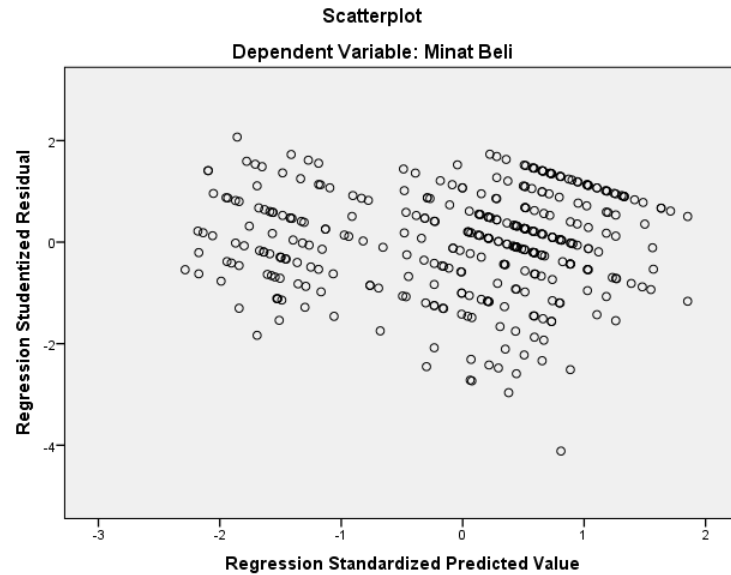
**Lampiran 6.**  
**HASIL Uji MULTIKOLINEARITAS**

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

| Model |                   | Unstandardized Coefficients |            | Standardized Coefficients | t      | Sig. | Collinearity Statistics |       |
|-------|-------------------|-----------------------------|------------|---------------------------|--------|------|-------------------------|-------|
|       |                   | B                           | Std. Error | Beta                      |        |      | Tolerance               | VIF   |
| 1     | (Constant)        | 14.963                      | 1.569      |                           | 9.538  | .000 |                         |       |
|       | Kualitas Produk   | .268                        | .023       | .506                      | 11.563 | .000 | .948                    | 1.055 |
|       | Digital Marketing | .140                        | .027       | .230                      | 5.259  | .000 | .948                    | 1.055 |

a. Dependent Variable: Minat Beli

**Lampiran 7.**  
**HASIL UJI HETEROSKEDASTISITAS**



**Lampiran 8.**  
**HASIL UJI KORELASI BERGANDA**

**Correlations**

|                   |                     | Kualitas Produk | Digital Marketing | Minat Beli |
|-------------------|---------------------|-----------------|-------------------|------------|
| Kualitas Produk   | Pearson Correlation | 1               | .228**            | .559**     |
|                   | Sig. (2-tailed)     |                 | .000              | .000       |
|                   | N                   | 354             | 354               | 354        |
| Digital Marketing | Pearson Correlation | .228**          | 1                 | .346**     |
|                   | Sig. (2-tailed)     | .000            |                   | .000       |
|                   | N                   | 354             | 354               | 354        |
| Minat Beli        | Pearson Correlation | .559**          | .346**            | 1          |
|                   | Sig. (2-tailed)     | .000            | .000              |            |
|                   | N                   | 354             | 354               | 354        |

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

**Lampiran 9.**  
**HASIL UJI REGRESI LINIER BERGANDA**

| Coefficients <sup>a</sup> |                   |                             |            |                           |        |
|---------------------------|-------------------|-----------------------------|------------|---------------------------|--------|
| Model                     |                   | Unstandardized Coefficients |            | Standardized Coefficients |        |
|                           |                   | B                           | Std. Error | Beta                      |        |
| 1                         | (Constant)        | 14.963                      | 1.569      |                           | 9.538  |
|                           | Kualitas Produk   | .268                        | .023       | .506                      | 11.563 |
|                           | Digital Marketing | .140                        | .027       | .230                      | 5.259  |

a. Dependent Variable: Minat Beli

**Lampiran 10.**  
**HASIL UJI T**

| Coefficients <sup>a</sup> |                   |                             |            |                           |        |
|---------------------------|-------------------|-----------------------------|------------|---------------------------|--------|
| Model                     |                   | Unstandardized Coefficients |            | Standardized Coefficients |        |
|                           |                   | B                           | Std. Error | Beta                      |        |
| 1                         | (Constant)        | 14.963                      | 1.569      |                           | 9.538  |
|                           | Kualitas Produk   | .268                        | .023       | .506                      | 11.563 |
|                           | Digital Marketing | .140                        | .027       | .230                      | 5.259  |

a. Dependent Variable: Minat Beli

**Lampiran 11.**  
**HASIL UJI F**

| ANOVA <sup>a</sup> |            |                |     |             |        |
|--------------------|------------|----------------|-----|-------------|--------|
| Model              |            | Sum of Squares | df  | Mean Square | F      |
| 1                  | Regression | 1159.120       | 2   | 579.560     | 99.730 |
|                    | Residual   | 2039.753       | 351 | 5.811       |        |
|                    | Total      | 3198.873       | 353 |             |        |

a. Dependent Variable: Minat Beli

b. Predictors: (Constant), Digital Marketing, Kualitas Produk

**Lampiran 12.**

**HASIL UJI  
KOEFSIEN  
DETERMIN  
ASI**

**Model Summary**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | .602 <sup>a</sup> | .362     | .359              | 2.411                      |

a. Predictors: (Constant), Digital Marketing, Kualitas Produk