

LAMPIRAN

Lampiran 1

Lampiran 1: Data mentah EPI-A

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Lampiran 2

Lampiran 2: Coding jawaban subyek penelitian

Subyek	A	B	C	D	E	F	G
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3	6	1	2	1	4	2	7
4	7	1	2	8	2	1	2
5	7	1	3	4	2	1	2
6	7	1	2	2	1	2	5
7	6	1	3	2	3	1	3
8	4	2	2	1	2	2	9
9	6	1	1	6	1	6	2
10	6	1	1	2	4	2	2
11	5	3	3	2	2	2	2
12	4	1	4	2	2	1	2
13	3	2	2	1	1	2	1
14	3	2	2	2	2	2	2
15	7	1	2	1	1	1	1
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17	6	2	2	3	2	2	4
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22	4	2	1	7	1	5	3
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25	6	1	2	1	2	1	1
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27	6	1	3	1	1	3	1
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29	2	1	1	5	1	1	9
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43	7	1	3	2	3	2	2
44	4	1	2	1	2	3	1
45	3	4	3	1	3	5	1
46	3	1	2	1	1	2	1
47	3	1	3	2	2	5	2
48	6	6	3	3	1	2	1

49	4	5	2	3	5	4	1
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51	8	6	2	1	2	1	1
52	3	5	2	3	3	6	1
53	5	1	2	10	2	2	2
54	3	5	2	3	2	1	1
55	2	1	2	1	3	5	3
56	4	1	3	3	3	3	3
57	3	2	3	1	2	2	3
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62	7	2	2	3	2	2	1
63	6	1	3	1	2	5	2
64	7	4	2	5	2	6	5
65	6	3	2	5	2	2	2
66	6	1	3	2	2	5	1
67	3	1	3	1	2	5	3
68	2	1	1	2	2	1	2
69	7	2	2	3	2	2	1
70	6	1	3	1	5	5	2
71	7	6	1	3	2	1	8
72	4	6	3	3	2	3	2
73	4	1	3	2	2	5	7
74	6	1	3	8	2	6	5
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76	6	3	2	1	2	5	5
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79	5	1	3	1	2	1	1
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82	5	4	4	3	2	6	2
83	3	1	3	8	3	2	2
84	3	3	3	3	3	3	3
85	4	1	2	2	2	5	2
86	3	3	1	6	2	1	4
87	2	1	2	1	2	2	1
88	2	4	3	2	2	2	4
89	5	3	4	1	4	3	1
90	6	6	3	3	1	2	3
91	6	3	2	3	3	2	1
92	4	6	2	4	2	2	4
93	2	4	2	1	2	1	1
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95	6	6	3	1	2	3	1
96	1	1	3	2	2	3	2
97	2	1	3	3	1	5	2
98	6	1	1	5	2	1	3

99	4	3	2	2	1	3	1
100	5	1	2	8	2	5	2
101	4	1	2	2	5	2	1
102	4	1	2	1	2	5	2
103	5	6	3	1	2	1	1
104	3	3	2	2	2	5	1
105	4	4	3	3	5	2	1
106	2	1	3	1	2	5	2
107	7	3	3	7	3	2	2
108	3	1	2	2	1	5	2
109	1	6	4	2	2	5	1
110	5	5	2	1	2	2	8
111	6	1	4	1	1	2	1
112	4	1	4	1	2	5	1
113	2	1	1	1	2	3	1
114	2	1	2	1	2	1	1
115	6	3	3	1	3	2	1
116	2	1	2	1	2	1	1
117	2	4	2	2	2	1	8
118	1	3	3	2	2	3	2
119	2	6	2	2	2	1	6
120	2	6	2	13	3	5	6
121	6	1	4	1	1	5	2
122	7	1	3	3	1	5	2
123	6	3	3	1	3	5	2
124	5	1	2	1	2	2	1
125	6	4	2	1	1	1	10
126	5	1	3	1	1	6	1
127	4	1	3	1	2	1	1
128	4	1	2	3	2	1	1
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130	7	1	3	1	2	2	1
131	2	3	3	2	1	3	2
132	6	1	3	1	5	1	1
133	4	1	2	3	1	6	1
134	6	1	3	1	2	3	1
135	3	6	1	3	2	6	2
136	3	1	3	2	2	3	2
137	6	3	2	3	2	2	3
138	7	2	3	12	5	2	10
139	7	1	4	12	2	2	10
140	5	5	1	8	1	2	3
141	5	2	3	4	5	1	10
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143	5	5	1	3	2	1	3
144	7	4	3	2	2	1	2
145	6	3	2	1	1	1	1
146	4	6	2	12	2	1	1
147	2	1	2	7	1	5	1
148	4	1	3	2	1	5	3

149	7	5	2	1	5	1	1
150	6	5	2	4	2	2	2
151	4	5	2	2	5	1	2
152	5	3	1	3	3	3	3
153	6	3	3	1	1	1	1
154	4	1	2	3	2	5	1
155	7	3	3	5	1	6	10
156	2	1	2	4	2	5	4
157	4	1	2	2	1	1	2
158	7	3	2	3	2	4	3
159	3	3	1	4	2	1	4
160	7	1	3	3	4	6	3
161	4	3	4	1	2	1	1
162	3	1	3	2	2	2	3
163	3	3	3	2	2	1	2
164	3	1	2	2	3	1	4
165	6	3	3	3	1	2	3
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168	6	5	1	3	2	2	4
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171	6	1	3	1	2	5	1
172	2	3	3	2	2	1	2
173	7	1	1	12	1	1	10
174	7	3	4	1	3	2	1
175	2	3	2	3	4	6	3
176	3	1	3	3	1	1	3
177	6	3	3	6	2	5	2
178	6	1	2	2	2	3	2
179	7	3	3	3	1	3	3
180	7	5	2	12	5	2	2
181	1	1	3	1	1	3	1
182	2	1	2	4	2	2	4
183	3	3	1	5	4	1	10
184	5	1	2	4	2	2	2
185	7	5	2	11	5	6	2
186	4	3	3	6	2	5	6
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188	6	1	2	9	5	1	3
189	6	3	2	4	4	1	4
190	3	1	2	2	2	3	2
191	4	1	3	5	2	6	9
192	3	4	4	1	1	5	1
193	5	1	3	2	1	5	6

H	I	J	K	L	M
5	5	12	2	0	1
5	2	2	2	0	1
1	6	11	1	5	2
2	3	5	2	0	1
8	7	3	1	7	2
3	2	3	2	0	1
3	7	6	1	3	2
2	3	3	2	0	1
9	4	7	1	3	2
2	1	8	2	0	2
5	3	10	2	0	1
2	6	9	1	1	2
3	2	10	2	0	2
2	5	2	1	2	1
1	2	1	2	0	2
3	7	3	1	1	2
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3	7	2	1	1	2
6	7	2	1	1	2
3	7	3	1	2	2
3	3	4	2	0	2
5	7	3	1	2	2
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12	7	6	2	0	2
13	3	2	1	1	2
2	7	6	2	0	2
14	3	4	2	0	1
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3	7	2	1	3	1
3	7	10	1	3	1
5	7	13	1	1	2
2	3	14	2	0	2
1	1	15	2	0	1
5	1	3	2	0	2
5	3	3	2	0	2
5	7	13	2	0	1
2	7	6	2	0	2
5	3	2	2	0	2
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5	7	13	1	1	2
5	3	3	2	0	2
5	7	13	1	1	2
5	3	2	1	4	2
2	3	3	2	0	2

11	7	6	1	3	2
5	7	11	2	0	2
3	7	13	1	1	2
5	7	6	1	1	2
5	3	3	2	0	2
5	5	5	2	0	2
3	3	3	1	6	2
5	7	3	1	2	1
2	3	3	2	0	1
4	3	3	2	0	2
5	3	2	2	0	2
5	5	2	2	0	2
5	2	3	2	0	1
3	7	9	2	0	2
5	3	12	2	0	1
6	3	12	2	0	1
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5	7	13	2	0	2
5	7	17	1	3	1
2	4	18	2	0	2
5	4	3	2	0	2
5	3	3	2	0	2
11	3	4	1	4	1
7	7	3	1	3	2
5	3	3	2	0	2
2	7	3	2	0	1
5	2	10	1	7	2
4	3	3	2	0	1
7	3	3	1	1	1
4	3	3	2	0	2
4	7	5	1	1	2
4	7	6	2	0	2
2	7	2	1	1	1
1	1	20	2	0	2
5	7	6	1	7	1
4	4	18	2	0	1
5	4	7	2	0	2
5	3	3	2	0	2
13	3	19	1	9	2
4	7	6	2	0	1
11	1	3	2	0	1
3	2	3	1	8	1
4	7	5	2	0	2
5	7	6	2	0	1
4	5	3	2	0	2
5	1	3	2	0	2
5	3	2	1	2	2
2	3	19	2	0	2
5	3	20	2	0	2

5	3	10	2	0	2
7	7	9	2	0	2
5	7	2	2	0	2
2	5	3	2	0	2
4	7	2	2	0	2
4	3	3	2	0	2
4	1	5	1	10	2
4	7	3	2	0	2
5	7	6	2	0	2
2	4	7	2	0	2
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4	7	3	1	1	2
5	7	12	2	0	1
11	7	3	2	0	1
4	1	5	2	0	1
4	7	3	2	0	1
2	3	10	2	0	2
4	5	2	1	2	2
1	3	5	2	0	2
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8	2	2	1	1	2
2	4	7	2	0	2
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3	7	3	2	0	2
7	7	12	2	0	2
5	3	3	2	0	2
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5	5	3	1	1	1
2	5	12	2	0	1
11	7	9	2	0	2
5	2	2	2	0	2
1	3	2	2	0	2
4	5	5	2	0	2
4	7	3	2	0	2
5	2	10	2	0	2
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4	3	2	1	9	2
2	3	5	2	0	2
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4	7	2	1	4	1
5	7	3	2	0	2
5	4	1	2	0	1
5	7	1	1	1	1
3	4	3	2	0	1
5	7	2	1	1	2

4	7	2	2	0	2
2	4	9	2	0	2
5	1	3	2	0	2
5	1	15	2	0	1
2	7	3	2	0	2
6	5	9	2	0	2
4	3	3	2	0	1
5	7	6	2	0	2
5	1	5	2	0	2
5	7	17	1	4	2
5	7	9	2	0	1
5	3	4	2	0	2
5	7	6	2	0	2
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2	1	5	2	0	1
5	7	3	1	1	2
5	4	3	2	0	1
5	5	5	2	0	1
1	5	9	2	0	2
5	7	23	1	7	1
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1	7	13	1	1	2
2	3	3	2	0	2
5	7	6	2	0	2
4	3	3	2	0	2
1	7	6	1	3	1
5	1	3	2	0	2
5	2	4	2	0	2
4	4	3	1	2	2
1	7	2	2	0	1
2	3	5	1	6	2
2	3	2	2	0	2
5	7	6	1	3	1
5	7	6	2	0	1
5	5	3	2	0	1
5	3	3	2	0	2
4	7	5	2	0	2
2	5	9	2	0	2
14	4	7	2	0	1
3	7	2	2	0	1
5	3	3	2	0	1
9	7	6	1	1	2
6	3	3	2	0	1
1	7	2	1	1	2

Lampiran 3

Lampiran 3: Perhitungan reliabilitas EPI-A

Reliability

***** Method 1 (space saver) will be used for this analysis *****

R E L I A B I L I T Y A N A L Y S I S - S C A L E (A L P H A)

Reliability Coefficients

N of Cases = 193.0

N of Items = 26

Alpha = .6491

Lampiran 4

Lampiran 4: Perhitungan *Chi Square* subyek introvert**NPar Tests****Chi-Square Test****Frequencies**

WARNA

	Observed N	Expected N	Residual
violet	6	9.1	-3.1
indigo	5	9.1	-4.1
blue	15	9.1	5.9
green	5	9.1	-4.1
yellow	8	9.1	-1.1
orange	1	9.1	-8.1
red	24	9.1	14.9
Total	64		

Test Statistics

	WARNA
Chi-Square	40.125
df	6
Asymp. Sig.	.000

a 0 cells (.0%) have expected frequencies less than 5. The minimum expected cell frequency is 9.1.

Lampiran 5

Lampiran 5: Perhitungan *Chi Square* subyek ekstrovert

NPar Tests

Chi-Square Test

Frequencies

WARNA

	Observed N	Expected N	Residual
violet	10	18.4	-8.4
indigo	8	18.4	-10.4
blue	39	18.4	20.6
green	8	18.4	-10.4
yellow	11	18.4	-7.4
orange	3	18.4	-15.4
red	50	18.4	31.6
Total	129		

Test Statistics

	WARNA
Chi-Square	108.620
df	6
Asymp. Sig.	.000

a. 0 cells (.0%) have expected frequencies less than 5. The minimum expected cell frequency is 18.4.

Lampiran 6

Lampiran 6: Perhitungan *Chi Square* total keseluruhan subyek

NPar Tests

Chi-Square Test

Frequencies

WARNA

	Observed N	Expected N	Residual
violet	16	27.6	-11.6
indigo	13	27.6	-14.6
blue	54	27.6	26.4
green	13	27.6	-14.6
yellow	19	27.6	-8.6
orange	4	27.6	-23.6
red	74	27.6	46.4
Total	193		

Test Statistics

	WARNA
Chi-Square	146.591
df	6
Asymp. Sig.	.000

a 0 cells (.0%) have expected frequencies less than 5. The minimum expected cell frequency is 27.6.

PERPUSTAKAAN
Universitas Katolik Widya Mandala
BURABAYA

Lampiran 7

Lampiran 7: Lembar jawaban *essay*

LEMBAR JAWABAN

NAMA :

ALAMAT :

TGL. LAHIR:

USIA :

FAKULTAS :

A. Berdasarkan pengalaman saudara tentang rokok,

➤ Kapan pertama kali saudara merokok?

.....

➤ Sebutkan merk rokoknya?

.....

➤ Alasan merokok pertama kalinya?

.....

➤ Sudah berapa lama merokok?

.....

➤ Sudah berapa kali mengganti merk rokok hingga saat ini?

.....

➤ Sebutkan merk rokok yang saudara hisap saat ini!

.....

➤ Mengapa saudara merasa cocok dengan rokok tersebut diatas (rokok yang sekarang saudara hisap)?

.....

.....

B. Alternatif yang dipilih:

Mengapa saudara memilih untuk membeli alternatif tersebut?

.....

.....

C. Apakah saudara mengasosiasikan/ membandingkan pilihan saudara dengan produk rokok yang ada di pasaran?

.....

.....

D. Jika ya, dengan rokok apa?

.....

.....

Lampiran 8

Lampiran 8: Lembar jawaban EPI-A

LEMBAR JAWABAN

1.	YA / TIDAK	20.	YA / TIDAK	39.	YA / TIDAK
2.	YA / TIDAK	21.	YA / TIDAK	40.	YA / TIDAK
3.	YA / TIDAK	22.	YA / TIDAK	41.	YA / TIDAK
4.	YA / TIDAK	23.	YA / TIDAK	42.	YA / TIDAK
5.	YA / TIDAK	24.	YA / TIDAK	43.	YA / TIDAK
6.	YA / TIDAK	25.	YA / TIDAK	44.	YA / TIDAK
7.	YA / TIDAK	26.	YA / TIDAK	45.	YA / TIDAK
8.	YA / TIDAK	27.	YA / TIDAK	46.	YA / TIDAK
9.	YA / TIDAK	28.	YA / TIDAK	47.	YA / TIDAK
10.	YA / TIDAK	29.	YA / TIDAK	48.	YA / TIDAK
11.	YA / TIDAK	30.	YA / TIDAK	49.	YA / TIDAK
12.	YA / TIDAK	31.	YA / TIDAK	50.	YA / TIDAK
13.	YA / TIDAK	32.	YA / TIDAK	51.	YA / TIDAK
14.	YA / TIDAK	33.	YA / TIDAK	52.	YA / TIDAK
15.	YA / TIDAK	34.	YA / TIDAK	53.	YA / TIDAK
16.	YA / TIDAK	35.	YA / TIDAK	54.	YA / TIDAK
17.	YA / TIDAK	36.	YA / TIDAK	55.	YA / TIDAK
18.	YA / TIDAK	37.	YA / TIDAK	56.	YA / TIDAK
19.	YA / TIDAK	38.	YA / TIDAK	57.	YA / TIDAK

SI OLEH PEMERIKSA : N :

E :

L :

Lampiran 9



YAYASAN WIDYA MANDALA SURABAYA
UNIVERSITAS KATOLIK WIDYA MANDALA SURABAYA

FAKULTAS PSIKOLOGI

Jl. Dinoyo 42 - 44 Telp. 5678478 (hunting) ext. 161 Fax. 5610818 Surabaya 60265

Nomor : 169 /WM08/T/2003
Hal : **Ijin Pengambilan Data**

Kepada : Yth. Rektor
Unika Widya Mandala
Surabaya

Dengan hormat saya beritahukan bahwa mahasiswa yang tersebut dibawah ini:

Nama : Steven Tanumiharja
Fakultas : Psikologi
NRP : 7103098037

sedang menyusun skripsi dengan judul **"Pengaruh Warna Kemasan Rokok Produk Baru Terhadap Keputusan Membeli Dengan Kepribadian Sebagai Variabel Moderator"**.

Sehubungan dengan hal tersebut saya mohon sudi apakah kiranya Bapak berkenan memberikan ijin bagi mahasiswa tersebut untuk melakukan penelitiannya di lingkungan universitas yang Bapak pimpin.

Atas terkabulnya permohonan ini saya mengucapkan terima kasih.



Salam hormat,

Dekan,

Psi. M. L. Oetomo
Drs. Psi. M. L. Oetomo
NIK. 711.00.0440

Lampiran 10



YAYASAN WIDYA MANDALA SURABAYA
UNIVERSITAS KATOLIK WIDYA MANDALA SURABAYA

Jl. Dmoyo 42-44 Telp (031) 5678478, 5682211 Fax. 5610818 Surabaya 60265
Website : <http://www.wima.ac.id> Email : info@wima.ac.id

Nomor : 1884/WM01/T/2003
Lampiran : -----
Perihal : **Ijin pengambilan data**

1 Agustus 2003

Kepada : Yth. Dekan Fakultas Psikologi
Unika Widya Mandala
Surabaya

Menunjuk surat Saudara Nomor 409/WM08/T/2003 perihal tersebut pada pokok surat ini, dengan hormat kami beritahukan bahwa ijin pengambilan data di lingkungan Universitas Katolik Widya Mandala Surabaya untuk penyusunan skripsi atas nama :

Nama : Steven Tanumiharja

Fakultas : Psikologi

NRP : 7103098037

dapat kami setujui.

Demikian pemberitahuan kami dan atas perhatian Saudara kami sampaikan teritna kasih.

Rektor,



Drs. Yusup Gunawan, M.Sc.
NIK. 121.62.0001

TINDASAN :

- Yth. Pembantu Rektor I
- ✓ ▪ Yth. Sdr. Steven Tanumiharja

Lampiran 11



YAYASAN WIDYA MANDALA SURABAYA
UNIVERSITAS KATOLIK WIDYA MANDALA SURABAYA

Jl. Dinoyo 42-44 Telp (031) 5678478, 5682211 Fax. 5610818 Surabaya 60265

Website : <http://www.wima.ac.id> Email : info@wima.ac.id

SURAT KETERANGAN

Nomor : 1931 /WM01/Q/2003

Pimpinan Universitas Katolik Widya Mandala Surabaya dengan ini menerangkan bahwa :

Nama : Steven Tanumiharja

Nrp : 7103098037

Fakultas : Psikologi
Unika Widya Mandala Surabaya

Kegiatan : telah melakukan pengambilan data untuk penulisan skripsi yang bersangkutan dengan judul "Pengaruh Warna Kemasan Rokok Produk Baru terhadap Keputusan Membeli dengan Kepribadian sebagai variable Moderator"

Demikian surat keterangan ini dibuat untuk dipergunakan sebagaimana mestinya.

Surabaya, 07 AUG 2003

a.n. Rektor
Pembantu Rektor I,



Wuri Soedjatmiko
Dr. Wuri Soedjatmiko
NIK. 121.82.0093

Tembusan :

- ⇒ Yth. Rektor (sebagai laporan)
- ⇒ Yth. Dekan Fakultas Psikologi

PERPUSTAKAAN
Universitas Katolik Widya Mandala
SURABAYA