

## KUESIONER

Kami mohon kesediaan anda untuk meluangkan waktu mengisi kuesioner ini. Kami menjamin kerahasiaan, baik itu dalam hal identitas maupun semua pertanyaan yang terlampir. Atas kesediaan dan waktunya kami ucapan terima kasih.

### I. Karakteristik Responden :

1. Usia anda saat ini :  
a. 17-25 tahun                            b. 26-34 tahun                            c. > 34 tahun
  
2. Tempat tinggal :  
a. Surabaya                                b. diluar Surabaya
  
3. Pernah melakukan *browsing website* Maskapai Penerbangan Air Asia dalam tiga bulan terakhir :  
a. Pernah (berlanjut ke pertanyaan no. 4)  
b. Tidak Pernah (berhenti disini)
  
4. Pernah melakukan pembelian tiket *online* pada *website* Maskapai Penerbangan Air Asia dalam tiga bulan terakhir :  
a. Pernah (berlanjut ke pengisian kuesioner)  
b. Tidak Pernah (berhenti disini)

### II. Isilah kolom yang tersedia dengan tanda silang ( X ) sesuai dengan jawaban yang tepat sesuai anda :

STS : Sangat Tidak Setuju

TS : Tidak Setuju

- N : Netral  
 S : Setuju  
 SS : Sangat Setuju

<b><i>Security ( X1 )</i></b>		<b>STS</b>	<b>TS</b>	<b>N</b>	<b>S</b>	<b>SS</b>
X1.1	<i>Web Maskapai Penerbangan Air Asia menjamin keamanan informasi kartu kredit dari konsumennya.</i>					
X1.2	<i>Web Maskapai Penerbangan Air Asia memiliki kebijakan pengembalian jika terdapat kesalahan dalam pencetakan tiket.</i>					
<b><i>Privacy ( X2 )</i></b>						
X2.1	<i>Maskapai Penerbangan Air Asia tidak suka memaparkan data konsumennya di web.</i>					
X2.2	<i>Maskapai Penerbangan Air Asia sangat mementingkan privasi mengenai informasi kartu kredit konsumennya di web.</i>					
<b><i>Brand Name ( X3 )</i></b>						
X3.1	<i>Brand Maskapai Penerbangan Air Asia memberikan nilai dan pelayanan yang baik bagi konsumen.</i>					
X3.2	<i>Maskapai Penerbangan Air Asia memiliki reputasi yang baik sehingga lebih dipercaya daripada Maskapai Penerbangan lain.</i>					
<b><i>Word of Mouth ( X4 )</i></b>						
X4.1	<i>Konsumen menerima rekomendasi untuk membeli tiket di web Maskapai Penerbangan Air Asia melalui teman atau</i>					

	koleganya.				
X4.2	Maskapai Penerbangan Air Asia sudah dipercaya sehingga sering dibicarakan oleh konsumen yang memiliki pengalaman ke teman-temannya.				
<b><i>Experience ( X5 )</i></b>					
X5.1	Pengalaman konsumen dengan Maskapai Penerbangan Air Asia di masa lalu telah berjalan dengan baik.				
X5.2	Konsumen sering melakukan bisnis dengan Maskapai Penerbangan Air Asia di masa lalu.				
<b><i>Information ( X6 )</i></b>					
X6.1	Informasi yang ditawarkan oleh Maskapai Penerbangan Air Asia memberikan banyak manfaat bagi konsumen.				
X6.2	Konsumen tertarik pada item tertentu yang disediakan sesuai dengan informasi dari Maskapai Penerbangan Air Asia.				
X6.3	Informasi yang disediakan dalam situs Maskapai Penerbangan Air Asia sering menarik minat konsumen untuk melakukan transaksi pembelian.				
<b><i>Web Ssite Trust ( Y1 )</i></b>					
Y1.1	Konsumen merasa sangat nyaman setiap kali mereka mengunjungi situs Maskapai Penerbangan Air Asia.				

Y1.2	Pemilihan pembelian tiket di <i>web</i> Maskapai Penerbangan Air Asia dilakukan secara konsisten yang tinggi.				
<b><i>Brand commitment ( Y2 )</i></b>					
Y2.1	Saya merupakan pelanggan setia Maskapai Penerbangan Air Asia sehingga saya akan melakukan pembelian ulang.				
Y2.2	Komitmen saya sebagai konsumen berniat untuk melanjutkan hubungan dengan Maskapai Penerbangan Air Asia selama bertahun-tahun.				
<b><i>Risk Perception ( Y3 )</i></b>					
Y3.1	Konsumen merasa berisiko rendah untuk kinerja layanan / kualitas di <i>web</i> Maskapai Penerbangan Air Asia.				
Y3.2	Konsumen merasa berisiko rendah untuk penggunaan kartu kredit di <i>web</i> Maskapai Penerbangan Air Asia.				

## LAMPIRAN 2 HASIL PENGISIAN KUESIONER

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### Lampiran 3

#### Diskriptif Statistic

##### Frequencies

###### Statistics

	usia	tempattinggal	browsing	membeli
N	200	200	200	200
Valid	0	0	0	0

##### Frequency Table

###### usia

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	17-25	118	59.0	59.0
	26-34	67	33.5	92.5
	>34	15	7.5	100.0
	Total	200	100.0	100.0

###### tempattinggal

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	surabaya	200	100.0	100.0

###### browsing

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	pernah	200	100.0	100.0

**membeli**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid pernah	89	44.5	44.5	44.5
tidak pernah	111	55.5	55.5	100.0
Total	200	100.0	100.0	

## Lampiran 4

### Uji Normalitas

#### Assessment of normality (Group number 1)

Variable	min	max	skew	c.r.	kurtosis	c.r.
I3	3.000	5.000	.177	1.024	-.453	-1.309
WST1	3.000	5.000	-.446	-2.574	-.796	-2.299
RP2	1.000	3.000	.242	1.397	-.646	-1.864
RP1	1.000	3.000	.282	1.629	-.766	-2.210
BC2	3.000	5.000	-.334	-1.927	-.760	-2.195
BC1	3.000	5.000	-.195	-1.129	-.807	-2.331
WST2	3.000	5.000	-.426	-2.459	-.764	-2.206
I1	3.000	5.000	-.114	-.658	-.616	-1.779
I2	3.000	5.000	-.225	-1.298	-.685	-1.977
EXP1	3.000	5.000	-.427	-2.466	-.809	-2.334
EXP2	3.000	5.000	-.246	-1.418	-.724	-2.089
WOM1	3.000	5.000	-.147	-.847	-.734	-2.120
WOM2	3.000	5.000	.052	.300	-.852	-2.461
BN1	3.000	5.000	-.432	-2.495	-.701	-2.024
BN2	3.000	5.000	-.422	-2.434	-.732	-2.112
P1	3.000	5.000	-.161	-.929	-.799	-2.305
P2	3.000	5.000	.200	1.158	-.841	-2.427
S1	3.000	5.000	-.007	-.040	-.388	-1.120
S2	3.000	5.000	.148	.852	-.394	-1.137
Multivariate					7.510	1.880

## Lampiran 5

### Uji Outlier

**Observations farthest from the centroid (Mahalanobis distance) (Group number 1)**

Observation number	Mahalanobis d-squared	p1	p2
82	43.781	0.001	0.183
120	38.429	0.005	0.281
18	33.631	0.020	0.774
156	31.146	0.039	0.954
71	30.121	0.050	0.975
158	30.083	0.051	0.943
58	30.016	0.052	0.895
112	29.713	0.056	0.871
27	29.655	0.056	0.799
75	29.566	0.058	0.720
88	29.090	0.065	0.750
164	27.125	0.102	0.986
13	27.082	0.103	0.976
167	26.823	0.109	0.976
72	26.408	0.119	0.984

Observation number	Mahalanobis d-squared	p1	p2
80	26.373	0.120	0.974
132	26.355	0.121	0.957
182	26.285	0.122	0.939
177	26.198	0.125	0.921
145	25.996	0.130	0.920
189	25.890	0.133	0.903
178	25.886	0.133	0.861
151	25.853	0.134	0.816
161	25.844	0.135	0.757
135	25.681	0.139	0.750
125	25.299	0.151	0.822
99	25.246	0.153	0.783
26	25.112	0.157	0.771
45	25.063	0.158	0.727
124	25.030	0.160	0.673
109	24.991	0.161	0.618
200	24.975	0.161	0.550
79	24.892	0.164	0.516
123	24.841	0.166	0.467

Observation number	Mahalanobis d-squared	p1	p2
7	24.728	0.170	0.450
108	24.681	0.171	0.401
129	24.674	0.172	0.334
98	24.510	0.177	0.347
77	24.236	0.187	0.417
146	24.066	0.194	0.438
122	23.794	0.204	0.517
113	23.746	0.206	0.473
68	23.615	0.211	0.477
110	23.368	0.222	0.548
100	23.368	0.222	0.480
94	23.356	0.222	0.420
165	23.340	0.223	0.364
116	23.315	0.224	0.316
159	23.313	0.224	0.260
121	23.242	0.227	0.240
90	23.202	0.229	0.209
181	23.175	0.230	0.175
143	22.933	0.240	0.229

Observation number	Mahalanobis d-squared	p1	p2
140	22.768	0.248	0.256
91	22.701	0.251	0.237
22	22.605	0.255	0.233
32	22.591	0.256	0.193
64	22.336	0.268	0.263
150	22.313	0.269	0.225
173	22.280	0.271	0.194
114	22.221	0.273	0.178
83	22.201	0.274	0.147
195	22.176	0.276	0.122
93	22.072	0.281	0.124
166	22.049	0.282	0.102
141	22.038	0.282	0.080
175	21.994	0.285	0.068
86	21.921	0.288	0.063
179	21.782	0.295	0.073
89	21.681	0.300	0.075
97	21.631	0.303	0.065
198	21.587	0.305	0.056

Observation number	Mahalanobis d-squared	p1	p2
44	21.479	0.311	0.059
33	21.476	0.311	0.044
107	21.473	0.311	0.032
85	21.417	0.314	0.028
78	21.263	0.322	0.036
19	21.225	0.324	0.030
183	21.155	0.328	0.028
199	20.968	0.339	0.040
168	20.846	0.345	0.046
111	20.840	0.346	0.034
128	20.791	0.348	0.030
155	20.764	0.350	0.024
31	20.713	0.353	0.021
56	20.692	0.354	0.016
148	20.606	0.359	0.016
115	20.514	0.364	0.017
43	20.507	0.365	0.012
149	20.427	0.369	0.012
14	20.397	0.371	0.009

Observation number	Mahalanobis d-squared	p1	p2
197	20.377	0.372	0.007
190	20.301	0.377	0.007
157	20.202	0.383	0.007
30	20.167	0.385	0.006
180	19.846	0.404	0.018
137	19.841	0.404	0.012
15	19.773	0.408	0.012
48	19.710	0.412	0.011
50	19.710	0.412	0.007

## Lampiran 6

### Uji Regression Weight

Regression Weights: (Group number 1 - Default model)

			Estimate	S.E.	C.R.	P	Label
Web_Site Trust	<---	Security	.184	.083	2.213	.027	par_11
Web_Site Trust	<---	Privacy	.185	.077	2.395	.017	par_12
Web_Site Trust	<---	Brand Name	.360	.078	4.596	***	par_13
Web_Site Trust	<---	Word_Of Mouth	.288	.081	3.547	***	par_14
Web_Site Trust	<---	Information	.219	.066	3.305	***	par_15
Web_Site Trust	<---	Experience	.349	.092	3.792	***	par_16
Brand_Comm itment	<---	Web_Site Trust	.855	.100	8.524	***	par_17
Risk_Percepti on	<---	Web_Site Trust	-1.006	.101	-9.914	***	par_18
S2	<---	Security	1.000				
S1	<---	Security	.574	.232	2.475	.013	par_1
P2	<---	Privacy	1.000				
P1	<---	Privacy	.742	.252	2.945	.003	par_2
BN2	<---	Brand Name	1.000				
BN1	<---	Brand Name	.923	.165	5.586	***	par_3
WOM2	<---	Word_Of Mouth	1.000				
WOM1	<---	Word_Of Mouth	1.222	.316	3.871	***	par_4
EXP2	<---	Experience	1.000				
EXP1	<---	Experience	.829	.192	4.326	***	par_5
I2	<---	Information	1.000				
I1	<---	Information	.949	.152	6.228	***	par_6
BC1	<---	Brand_Com	1.000				

			Estimate	S.E.	C.R.	P	Label
BC2	<---	mitment Brand_Com mitment	1.034	.113	9.156	***	par_7
RP1	<---	Risk_Percept ion	1.000				
RP2	<---	Risk_Percept ion	.849	.086	9.931	***	par_8
WST1	<---	Web_Site Trust	.989	.100	9.868	***	par_9
WST2	<---	Web_Site Trust	1.000				
I3	<---	Information	.673	.120	5.618	***	par_10

## Lampiran 7

### Uji Standardized Regression Weights

Standardized Regression Weights: (Group number 1 - Default model)

			Estimate
Web_Site Trust	<---	Security	.289
Web_Site Trust	<---	Privacy	.271
Web_Site Trust	<---	Brand Name	.509
Web_Site Trust	<---	Word_Of Mouth	.335
Web_Site Trust	<---	Information	.294
Web_Site Trust	<---	Experience	.466
Brand_Commitment	<---	Web_Site Trust	.764
Risk_Perception	<---	Web_Site Trust	-.760
S2	<---	Security	.934
S1	<---	Security	.507
P2	<---	Privacy	.894
P1	<---	Privacy	.615
BN2	<---	Brand Name	.772
BN1	<---	Brand Name	.704
WOM2	<---	Word_Of Mouth	.686
WOM1	<---	Word_Of Mouth	.795
EXP2	<---	Experience	.731
EXP1	<---	Experience	.619
I2	<---	Information	.732
I1	<---	Information	.708
BC1	<---	Brand_Commitment	.692
BC2	<---	Brand_Commitment	.700
RP1	<---	Risk_Perception	.833
RP2	<---	Risk_Perception	.654
WST1	<---	Web_Site Trust	.632
WST2	<---	Web_Site Trust	.630
I3	<---	Information	.543

## **Lampiran 8**

### **Uji Goodness Of Fit**

#### **Model Fit Summary**

#### **CMIN**

Model	NPAR	CMIN	DF	P	CMIN/DF
Default model	46	225.127	144	.000	1.563
Saturated model	190	.000	0		
Independence model	19	1297.702	171	.000	7.589

#### **RMR, GFI**

Model	RMR	GFI	AGFI	PGFI
Default model	.060	.863	.820	.654
Saturated model	.000	1.000		
Independence model	.095	.364	.293	.327

#### **Baseline Comparisons**

Model	NFI Delta1	RFI rho1	IFI Delta2	TLI rho2	CFI
Default model	.827	.794	.930	.914	.928
Saturated model	1.000		1.000		1.000
Independence model	.000	.000	.000	.000	.000

#### **Parsimony-Adjusted Measures**

Model	PRATIO	PNFI	PCFI
Default model	.842	.696	.781
Saturated model	.000	.000	.000

Model	PRATIO	PNFI	PCFI
Independence model	1.000	.000	.000

### NCP

Model	NCP	LO 90	HI 90
Default model	81.127	44.340	125.854
Saturated model	.000	.000	.000
Independence model	1126.702	1015.853	1245.004

### FMIN

Model	FMIN	F0	LO 90	HI 90
Default model	1.131	.408	.223	.632
Saturated model	.000	.000	.000	.000
Independence model	6.521	5.662	5.105	6.256

### RMSEA

Model	RMSEA	LO 90	HI 90	PCLOSE
Default model	.053	.039	.066	.335
Independence model	.182	.173	.191	.000

### AIC

Model	AIC	BCC	BIC	CAIC
Default model	317.127	327.406	468.849	514.849
Saturated model	380.000	422.458	1006.680	1196.680
Independence model	1335.702	1339.947	1398.370	1417.370

## **ECVI**

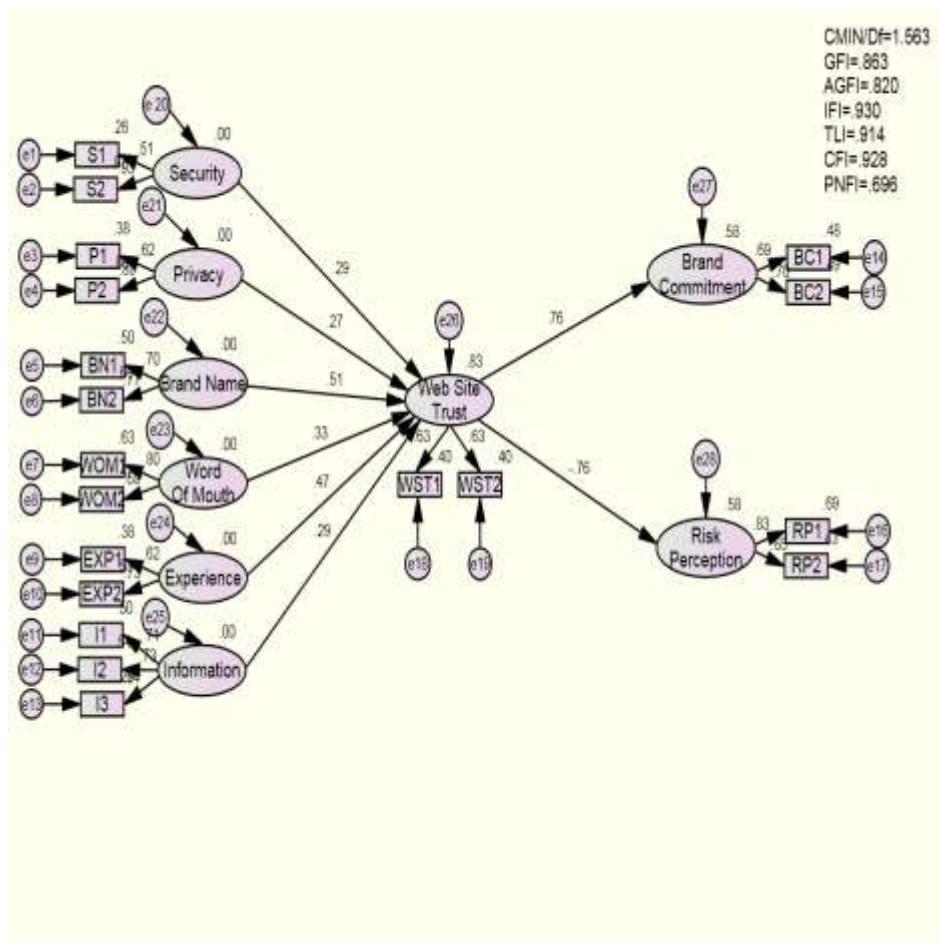
Model	ECVI	LO 90	HI 90	MECVI
Default model	1.594	1.409	1.818	1.645
Saturated model	1.910	1.910	1.910	2.123
Independence model	6.712	6.155	7.307	6.733

## **HOELTER**

Model	HOELTER	HOELTER
	.05	.01
Default model	153	165
Independence model	32	34

## Lampiran 9

### Diagram Path



Lampiran 10

## **Uji Indirect Effect**

## Standardized Direct Effects (Group number 1 - Default model)

	Information	Experience	Word Of Mouth	Brand Name	Privacy	Security	Web Site Trust	Risk Perception	Brand Commitment
EXP2	.000	.731	.000	.000	.000	.000	.000	.000	.000
WOM1	.000	.000	.795	.000	.000	.000	.000	.000	.000
WOM2	.000	.000	.686	.000	.000	.000	.000	.000	.000
BN1	.000	.000	.000	.704	.000	.000	.000	.000	.000
BN2	.000	.000	.000	.772	.000	.000	.000	.000	.000
P1	.000	.000	.000	.000	.615	.000	.000	.000	.000
P2	.000	.000	.000	.000	.894	.000	.000	.000	.000
S1	.000	.000	.000	.000	.000	.507	.000	.000	.000
S2	.000	.000	.000	.000	.000	.934	.000	.000	.000

### Standardized Indirect Effects (Group number 1 - Default model)

	Information	Experience	Word Of Mouth	Brand Name	Privacy	Security	Web Site Trust	Risk Perception	Brand Commitment
Web Site Trust	.000	.000	.000	.000	.000	.000	.000	.000	.000
RiskPerception	-.224	-.354	-.255	-.387	-.206	-.220	.000	.000	.000
BrandCommitment	.225	.356	.256	.390	.207	.221	.000	.000	.000



### Standardized Total Effects (Group number 1 - Default model)

	Information	Experience	Word Of Mouth	Brand Name	Privacy	Security	Web Site Trust	Risk Perception	Brand Commitment
Web Site Trust	.294	.466	.335	.509	.271	.289	.000	.000	.000
RiskPerception	-.224	-.354	-.255	-.387	-.206	-.220	-.760	.000	.000
BrandCommitment	.225	.356	.256	.390	.207	.221	.764	.000	.000
I3	.543	.000	.000	.000	.000	.000	.000	.000	.000
WST1	.186	.294	.211	.322	.171	.182	.632	.000	.000
RP2	-.146	-.232	-.167	-.253	-.135	-.144	-.497	.654	.000
RP1	-.186	-.295	-.212	-.323	-.172	-.183	-.634	.833	.000
BC2	.158	.249	.179	.273	.145	.155	.536	.000	.700
BC1	.156	.246	.177	.270	.144	.153	.529	.000	.692
WST2	.185	.293	.211	.321	.171	.182	.630	.000	.000
I1	.708	.000	.000	.000	.000	.000	.000	.000	.000
I2	.732	.000	.000	.000	.000	.000	.000	.000	.000
EXP1	.000	.619	.000	.000	.000	.000	.000	.000	.000
EXP2	.000	.731	.000	.000	.000	.000	.000	.000	.000
WOM1	.000	.000	.795	.000	.000	.000	.000	.000	.000
WOM2	.000	.000	.686	.000	.000	.000	.000	.000	.000

	Information	Experience	Word Of Mouth	Brand Name	Privacy	Security	Web Site Trust	Risk Perception	Brand Commitment
BN1	.000	.000	.000	.704	.000	.000	.000	.000	.000
BN2	.000	.000	.000	.772	.000	.000	.000	.000	.000
P1	.000	.000	.000	.000	.615	.000	.000	.000	.000
P2	.000	.000	.000	.000	.894	.000	.000	.000	.000
S1	.000	.000	.000	.000	.000	.507	.000	.000	.000
S2	.000	.000	.000	.000	.000	.934	.000	.000	.000