

LAMPIRAN

Lampiran 1. Kuesioner Penelitian**KUESIONER PENELITIAN**

Kepada Yth.
Bpk/Ibu/Sdr. Responden
di Surakarta

Saya akan melakukan penelitian dengan judul: Pengaruh Ekuitas Merek Terhadap Keputusan Perawatan Ulang. Untuk itu saya mohon ketersediaan Bpk/Ibu/Sdr mengisi kuesioner dengan apa adanya. Jawaban akan dirahasiakan oleh peneliti.

Atas perhatian dan kerjasamanya saya ucapkan terima kasih.

Hormat Saya,

Bekti Wulandari
NIM. 14160335L

BIODATA RESPONDEN

Mohon memberikan tanda (✓) pada pilihan di bawah ini.

Nama / Inisial : _____

No. Hp : _____

Jenis Kelamin : Perempuan Laki-Laki

Usia : < 17 tahun 31 s/d 40 tahun
 17 s/d 30 tahun > 40 tahun

Alamat : Jebres Banjarsari Serengan
 Laweyan Pasar Kliwon

Pendidikan Terakhir : SMA/SMK S2
 D3 S3
 S1

Pekerjaan : Pelajar/Mahasiswa Wirausaha
 Pegawai Negeri Ibu Rumah Tangga
 Karyawan Swasta

Pendapatan pribadi : < Rp. 1.500.000,00
 Rp. 1.500.000,00 s/d Rp. 3.000.000,00
 Rp. 3.000.000,00 s/d Rp. 5.000.000,00
 > Rp. 5.000.000,00

PETUNJUK MENJAWAB

Mohon memberikan tanda (✓) pada pilihan di bawah ini. Keterangan:

SS = Sangat Setuju CS = Cukup Setuju STS = Sangat Tidak Setuju

S = Setuju TS = Tidak Setuju

KUESIONER PENELITIAN

No.	Pernyataan	SS	S	CS	TS	STS
EM 1	Saya mengenal jasa perawatan Larissa Aesthetic Center					
EM 2	Saya selalu melakukan perawatan di Larissa Aesthetic Center					
EM 3	Perawatan kulit di Larissa Aesthetic Center berkualitas					
EM4	Saya selalu teringat pada Larissa Aesthetic Center bila akan melakukan perawatan kulit					
KSM 1	Jasa perawatan Larissa Aesthetic Center mudah dikenali					
KSM 2	Nama Larissa Aesthetic Center menarik					
KSM 3	Saya mengetahui jasa perawatan Larissa Aesthetic Center					
AM 1	Nama Larissa Aesthetic Center mudah diingat					
AM 2	Perawatan kulit di Larissa Aesthetic Center berbeda dari tempat lain					
AM 3	Jasa perawatan kulit Larissa Aesthetic Center mempunyai kepribadian kuat					
	Saya selalu mengutamakan perawatan					

KM 1	kulit di Larissa Aesthetic Center				
KM 2	Saya menyarankan perawatan kulit Larissa Aesthetic Center ke orang lain				
KM 3	Saya tidak pernah pindah ke perawatan kulit lain selain Larissa Aesthetic Center				
KP 1	Saya cocok dengan perawatan kulit di Larissa Aesthetic Center				
KP 2	Perawatan kulit di Larissa Aesthetic Center bermutu				
KP 3	Larissa Aesthetic Center menyediakan berbagai jenis perawatan kulit yang bermutu				

Catatan

Setelah kurang lebih satu minggu, saya akan menghubungi untuk memastikan apakah anda sudah melakukan perawatan kulit di Larissa Aesthetic Center.

Lampiran 2. Uji Validitas

Rotated Component Matrix^a

	Component				
	1	2	3	4	5
EM1					.645
EM2					.719
EM3					.702
EM4					.656
KSM 1				.862	
KSM 2				.935	
KSM 3				.880	
AM1		.938			
AM2		.951			
AM3		.874			
KM1			.875		
KM2			.928		
KM3			.921		
KP1	.952				
KP2	.938				
KP3	.939				

Extraction Method: Principal Component Analysis.

Rotation Method: Varimax with Kaiser Normalization.

a. Rotation converged in 5 iterations.

Lampiran 3. Uji Reliabilitas

Variabel Ekuitas Merek

Case Processing Summary

	N	%
Cases Valid	200	100.0
Excluded ^a	0	.0
Total	200	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.689	4

Variabel Kesadaran Merek

Case Processing Summary

	N	%
Cases Valid	200	100.0
Excluded ^a	0	.0
Total	200	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.917	3

Variabel Asosiasi Merek

Case Processing Summary

	N	%
Cases Valid	200	100.0
Excluded ^a	0	.0
Total	200	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.940	3

Variabel Kesetiaan Merek

Case Processing Summary

	N	%
Cases Valid	200	100.0
Excluded ^a	0	.0
Total	200	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.931	3

Variabel Kualitas Persepsian

Case Processing Summary

	N	%
Cases Valid	200	100.0
Excluded ^a	0	.0
Total	200	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.979	3

Lampiran 4. Hasil Uji Hipotesis

Regression Weights: (Group number 1 - Default model)

		Estimate	S.E.	C.R.	P	Label
EM	<--- KSM	.189	.059	3.217	.001	par_11
EM	<--- AM	.190	.057	3.337	***	par_12
EM	<--- KM	.123	.053	2.323	.020	par_13
EM	<--- KP	.162	.053	3.071	.002	par_14
KSM3	<--- KSM	1.000				
KSM2	<--- KSM	1.062	.052	20.295	***	par_1
KSM1	<--- KSM	.910	.058	15.568	***	par_2
AM3	<--- AM	1.000				
AM2	<--- AM	1.124	.060	18.829	***	par_3
AM1	<--- AM	1.090	.059	18.330	***	par_4
KM3	<--- KM	1.000				
KM2	<--- KM	1.000	.042	24.088	***	par_5
KM1	<--- KM	.860	.050	17.105	***	par_6
KP3	<--- KP	1.000				
KP2	<--- KP	1.058	.033	31.630	***	par_7
KP1	<--- KP	1.092	.029	37.505	***	par_8
EM1	<--- EM	1.000				
EM2	<--- EM	1.129	.176	6.434	***	par_9
EM3	<--- EM	1.013	.189	5.359	***	par_10
EM4	<--- EM	.927	.178	5.201	***	par_22

Lampiran 5. Goodness of Fit

CMIN

Model	NPAR	CMIN	DF	P	CMIN/DF
Default model	43	145.488	93	.000	1.564
Saturated model	136	.000	0		
Independence model	16	3011.398	120	.000	25.095

RMR, GFI

Model	RMR	GFI	AGFI	PGFI
Default model	.012	.918	.881	.628
Saturated model	.000	1.000		
Independence model	.105	.342	.254	.302

Baseline Comparisons

Model	NFI	RFI	IFI	TLI	CFI
	Delta1	rho1	Delta2	rho2	
Default model	.952	.938	.982	.977	.982
Saturated model	1.000		1.000		1.000
Independence model	.000	.000	.000	.000	.000

Parsimony-Adjusted Measures

Model	PRATIO	PNFI	PCFI
Default model	.775	.738	.761
Saturated model	.000	.000	.000
Independence model	1.000	.000	.000

NCP

Model	NCP	LO 90	HI 90
Default model	52.488	23.666	89.248
Saturated model	.000	.000	.000
Independence model	2891.398	2716.281	3073.842

FMIN

Model	FMIN	F0	LO 90	HI 90

Model	FMIN	F0	LO 90	HI 90
Default model	.731	.264	.119	.448
Saturated model	.000	.000	.000	.000
Independence model	15.133	14.530	13.650	15.446

RMSEA

Model	RMSEA	LO 90	HI 90	PCLOSE
Default model	.053	.036	.069	.359
Independence model	.348	.337	.359	.000

AIC

Model	AIC	BCC	BIC	CAIC
Default model	231.488	239.521	373.316	416.316
Saturated model	272.000	297.407	720.571	856.571
Independence model	3043.398	3046.387	3096.171	3112.171

ECVI

Model	ECVI	LO 90	HI 90	MECVI
Default model	1.163	1.018	1.348	1.204
Saturated model	1.367	1.367	1.367	1.495
Independence model	15.293	14.413	16.210	15.308

HOELTER

Model	HOELTER	HOELTER
	.05	.01
Default model	160	175
Independence model	10	11

Lampiran 6. Uji Analisis Regresi Logistik

Variabel Ekuitas Merek Terhadap Keputusan Perawatan Ulang

Case Processing Summary

Unweighted Cases ^a		N	Percent
Selected Cases	Included in Analysis	200	100.0
	Missing Cases	0	.0
	Total	200	100.0
Unselected Cases		0	.0
	Total	200	100.0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Original Value	Internal Value
Tidak Melakukan Perawatan Ulang	0
Melakukan Perawatan Ulang	1

Classification Table^{a,b}

		Observed	Predicted		Percentage Correct	
			KPU			
			Tidak Melakukan Perawatan Ulang	Melakukan Perawatan Ulang		
Step 0	KPU	Tidak Melakukan Perawatan Ulang	0	43	.0	
		Melakukan Perawatan Ulang	0	157	100.0	
Overall Percentage					78.5	

a. Constant is included in the model.

b. The cut value is .500

Variables in the Equation

	B	S.E.	Wald	df	Sig.	Exp(B)
Step 0 Constant	1.295	.172	56.612	1	.000	3.651

Variables not in the Equation

	Score	Df	Sig.
Step 0 Variables EM	51.180	1	.000
Overall Statistics	51.180	1	.000

Omnibus Tests of Model Coefficients

	Chi-square	Df	Sig.
Step 1 Step	62.839	1	.000
Block	62.839	1	.000
Model	62.839	1	.000

1. Koefisien Determinasi**Model Summary**

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	145.364 ^a	.270	.417

- a. Estimation terminated at iteration number 6 because parameter estimates changed by less than .001.

Nilai Negelkerke R Square menunjukkan nilai koefisien determinasi. Terdapat nilai 0,417 yang artinya 41,7% pengaruh variabel ekuitas merek terhadap keputusan perawatan ulang. Dapat disimpulkan bahwa model cukup baik.

2. Uji Signifikansi Model**Hosmer and Lemeshow Test**

Step	Chi-square	df	Sig.
1	7.005	4	.136

Diketahui nilai p (sig) = 0,136 > 0,05 mengartikan bahwa model dan data sesuai dan dapat diterima.

3. Uji Signifikansi Koefisien Regresi Parsial Analisis Logistik

Variables in the Equation

	B	S.E.	Wald	Df	Sig.	Exp(B)	95% C.I.for EXP(B)	
							Lower	Upper
Step 1 ^a	EM Constant	5.243 -21.428	.867 3.695	36.599 33.626	1 1	.000 .000	189.188 .000	34.613 1034.069

a. Variable(s) entered on step 1: EM.

Nilai Exp (B) pada variabel niat beli sebesar 189,188, $p = 0,00 < 0,05$ dapat disimpulkan bahwa ekuitas merek berpengaruh signifikan terhadap keputusan pembelian.

Lampiran 7. Tabulasi Data Penelitian

NO	K P U 1	E M 1	E M 2	E M 3	E M 4	K S M	K S M	K S M	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
1	1	4	5	4	5	4	5	5	4	4	5	5	4	4	4	4	5
2	0	4	4	4	4	4	4	4	4	4	4	5	4	5	5	4	5
3	1	4	5	4	5	4	4	5	5	4	5	5	4	5	4	4	4
4	1	5	5	4	4	5	5	4	5	5	4	4	4	4	4	5	4
5	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
6	0	5	5	5	4	4	5	4	5	4	4	5	5	5	4	4	4
7	1	5	5	5	5	5	5	4	5	4	4	4	4	4	4	4	4
8	1	4	4	4	5	5	4	5	4	5	4	4	4	4	4	4	4
9	1	4	4	4	5	5	5	5	4	4	4	4	4	4	4	4	4
10	0	1	1	2	3	3	3	2	2	2	1	2	2	2	1	2	1
11	1	5	5	5	4	5	5	5	5	5	4	4	4	4	4	4	4
12	1	5	4	4	5	5	4	4	4	4	4	4	4	4	4	4	4
13	1	4	4	5	5	5	5	5	5	5	5	4	5	5	5	5	4
14	1	4	4	5	5	4	4	4	4	4	4	4	4	4	4	5	4
15	0	5	5	4	5	4	5	5	4	4	4	4	4	4	4	4	4
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17	0	5	5	5	4	5	4	4	4	4	4	4	5	5	5	4	4
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21	1	4	5	5	5	4	4	4	5	5	5	4	4	4	4	4	4
22	1	5	4	4	5	5	4	4	4	3	2	4	4	5	5	5	5

NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
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NO	K P U 1	E M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
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NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
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NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
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105	1	4	4	5	5	4	4	4	4	4	4	5	5	5	4	4	4
106	1	4	4	4	5	5	5	5	4	4	4	4	4	4	4	4	4
107	1	4	5	4	5	4	4	4	4	4	4	4	4	4	5	5	5
108	0	4	5	5	4	4	4	4	4	5	5	5	4	4	4	4	4
109	1	5	4	5	5	4	4	4	4	4	4	4	4	4	5	5	5
110	1	5	5	4	5	4	4	4	5	5	5	4	4	4	4	4	4
111	0	4	5	5	5	4	4	4	4	4	4	5	5	5	4	4	4

NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
112	1	4	5	5	5	5	5	5	4	4	4	4	4	4	4	4	4
113	0	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
114	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
115	1	4	4	4	5	4	4	4	4	4	4	5	5	5	4	4	4
116	1	5	5	4	5	4	4	4	5	5	5	4	4	4	4	4	4
117	0	4	4	4	4	4	4	4	5	5	5	5	5	5	4	4	4
118	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
119	1	5	5	4	5	4	4	4	4	4	4	4	4	4	4	4	4
120	1	5	4	5	5	4	4	4	4	4	4	4	4	4	4	4	4
121	1	4	4	4	4	4	4	4	4	4	4	4	4	4	5	5	5
122	1	4	4	4	4	4	4	4	4	4	4	4	5	5	5	5	5
123	0	4	4	5	5	4	4	4	4	4	4	4	4	4	4	4	4
124	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
125	0	4	4	4	4	4	4	4	5	5	5	5	5	5	5	5	5
126	1	5	4	4	5	5	5	5	5	5	5	5	5	5	5	5	5
127	1	4	4	4	4	4	4	4	5	5	5	4	4	4	4	4	4
128	1	5	5	4	5	4	4	4	4	4	4	5	5	5	4	4	4
129	1	5	5	4	5	5	5	5	4	4	4	4	4	4	4	4	4
130	1	4	5	4	5	5	5	5	4	4	4	4	4	4	4	4	4
131	0	4	5	5	5	4	4	4	4	4	4	4	4	4	5	5	5
132	1	4	4	4	4	4	4	4	4	4	4	5	5	5	4	4	4
133	1	5	4	4	4	5	5	5	4	4	4	4	4	4	5	5	5

NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
134	1	5	5	4	5	5	5	5	5	5	5	4	4	4	4	4	4
135	1	5	4	5	5	5	5	5	4	4	4	4	4	4	5	5	5
136	1	5	5	5	5	4	4	4	4	4	4	5	5	5	5	5	5
137	1	4	4	4	4	4	4	4	5	5	5	5	5	5	5	5	5
138	0	4	4	5	5	4	4	4	4	4	5	5	5	5	5	5	5
139	0	5	5	5	5	5	5	5	4	4	4	5	5	5	4	4	4
140	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
141	1	4	4	4	4	4	4	4	5	5	5	4	4	4	5	5	5
142	1	4	5	4	5	4	4	4	5	5	4	4	4	4	5	5	5
143	1	4	4	4	4	4	4	4	5	5	5	4	4	4	4	4	4
144	0	5	4	5	5	4	4	4	5	5	4	5	5	5	4	4	4
145	0	5	5	4	5	5	5	5	5	5	5	5	5	5	4	4	4
146	0	5	4	4	4	4	5	5	4	4	4	5	5	5	4	4	4
147	1	5	4	4	5	4	4	4	4	4	4	5	5	5	4	4	4
148	0	4	4	5	5	4	4	4	4	4	4	4	4	4	5	5	5
149	1	4	5	5	4	5	5	5	5	5	4	4	4	4	4	4	4
150	0	4	4	5	5	4	4	4	5	5	4	4	4	4	5	5	5
151	1	5	5	5	5	5	4	4	4	4	5	5	5	5	5	5	5
152	0	5	5	5	5	4	4	4	5	5	5	4	4	4	4	4	4
153	1	5	5	5	5	4	4	4	5	5	5	4	4	4	4	4	4
154	1	4	4	4	4	5	5	5	5	5	5	5	5	5	4	4	4
155	1	5	5	4	4	5	5	5	4	4	4	5	5	5	5	5	5

NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
156	1	4	4	4	4	3	4	4	5	5	5	4	4	4	4	4	4
157	1	4	4	4	4	5	5	5	5	5	5	4	4	4	4	4	4
158	0	5	5	5	5	4	4	4	4	4	4	4	4	4	4	4	4
159	1	4	5	4	5	5	5	5	4	4	4	5	5	5	4	4	4
160	0	4	4	4	4	5	5	5	4	4	4	4	4	4	4	4	4
161	1	4	4	4	4	5	5	5	4	4	4	5	5	5	5	5	5
162	1	4	4	5	5	5	5	5	5	5	5	4	4	4	4	4	4
163	1	5	5	4	5	4	4	4	5	5	5	4	4	4	5	5	5
164	1	4	5	5	5	5	5	5	4	4	4	4	4	4	4	4	4
165	0	4	4	5	5	4	4	4	5	5	5	4	4	4	4	4	4
166	0	5	5	4	4	4	4	4	4	4	4	5	5	5	5	5	5
167	1	4	5	5	4	4	4	4	5	5	5	4	4	4	5	5	5
168	0	5	5	5	5	4	4	4	4	4	4	5	5	5	4	4	4
169	1	4	4	4	4	5	5	5	4	4	4	4	4	4	4	4	4
170	1	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
171	1	5	5	4	5	5	4	4	5	5	4	5	5	5	4	4	4
172	0	5	5	5	5	4	5	5	4	4	4	4	4	4	4	4	4
173	1	4	5	4	5	5	5	5	4	4	4	5	5	5	5	5	5
174	1	4	5	4	5	5	5	5	4	4	4	4	4	4	5	5	5
175	1	4	5	4	4	4	4	4	5	5	5	4	4	4	4	4	4
176	0	5	5	4	4	5	4	4	4	4	4	5	5	5	4	4	4
177	0	4	5	4	5	4	4	4	5	5	4	5	5	5	4	4	4

NO	K P U 1	K M 1	E M 2	E M 3	E M 4	K S M 1	K S M 2	K S M 3	A M 1	A M 2	A M 3	K M 1	K M 2	K M 3	K P 1	K P 2	K P 3
178	1	4	5	4	5	4	4	4	5	5	5	5	5	5	4	4	4
179	0	4	5	4	4	5	4	4	5	5	4	5	5	5	4	4	4
180	1	4	5	4	5	4	4	4	5	5	5	5	5	5	4	4	4
181	1	5	5	5	4	4	4	4	4	4	4	4	4	4	5	5	5
182	1	4	4	5	5	4	5	5	4	4	4	4	4	4	5	5	5
183	1	5	5	4	5	5	4	4	5	5	5	4	4	4	5	5	5
184	1	4	5	5	5	5	5	5	4	4	4	5	5	5	4	4	4
185	0	4	4	4	4	4	4	4	5	5	5	4	4	4	5	5	5
186	1	5	5	4	5	4	4	4	4	4	4	4	4	4	5	5	5
187	1	4	4	4	4	5	4	4	5	4	4	4	4	3	5	5	5
188	1	5	4	5	5	5	4	4	5	5	4	4	4	4	5	5	5
189	0	5	4	4	5	5	5	5	4	4	5	5	5	5	5	5	5
190	1	4	5	4	4	5	5	5	4	4	4	5	5	5	4	4	4
191	1	5	5	4	4	4	5	5	5	5	5	4	4	4	4	4	4
192	1	5	4	5	5	4	5	5	5	5	5	4	4	4	4	4	4
193	1	5	5	5	5	4	5	5	4	4	5	4	4	3	4	4	4
194	0	5	4	4	4	4	4	4	4	4	4	5	5	5	4	4	4
195	1	5	4	5	4	5	5	5	4	4	4	4	4	4	5	5	5
196	1	4	4	4	4	4	4	4	5	4	5	5	5	5	4	4	4
197	0	4	4	4	4	5	5	5	4	4	4	5	5	5	5	5	5
198	1	4	4	4	4	4	4	4	5	5	5	5	5	5	4	4	4
199	1	2	2	2	2	2	2	2	2	2	2	2	2	2	2	1	2
200	1	5	5	4	5	5	5	5	4	4	4	5	5	5	5	5	5