

c. SLTA

Petunjuk Pengisian Kuisioner

Berilah respon terhadap pernyataan dalam tabel dengan memberikan tanda *Check List* (√) pada kolom yang sesuai dengan persepsi anda mengenai pernyataan tersebut. Skala respon adalah sebagai berikut:

- **STS** : Sangat Tidak Setuju
- **TS** : Tidak Setuju
- **N** : Netral
- **S** : Setuju
- **SS** : Sangat Setuju

NO	Pernyataan	STS	TS	N	S	SS
A.	Kompetensi Kewrausahaan					
	Pengetahuan (<i>knowledge</i>)					
	Saya mengetahui kondisi lingkungan dan pangsa pasar yang saya kelola					
	Kemampuan (<i>ability</i>)					
	Saya mampu mengelola keuangan dan mampu menjalin hubungan baik dengan rekan bisnis.					
	Keterampilan (<i>Skill</i>)					
	Saya terampil dalam teknis produksi dan memasarkan produk saya.					

B	Kompetensi Sumber Daya Manusia (SDM)					
	Tingkat Pendidikan					
	Saya mempertimbangkan tingkat pendidikan karyawan					
	Pengalaman dalam dunia bisnis					
	Saya sudah berpengalaman dalam mengelola usaha.					
C.	Supply Chain Manajemen					
	Hubungan Berbagi Informasi					
	Saya sering berbagi informasi dengan rekan bisnis.					
	Kepercayaan					
	Saya percaya dengan adanya rekan bisnis dapat mempermudah dalam mengelola suatu usaha					
	Hubungan jangka panjang					
	Saya menjalin hubungan dengan baik agar terjalin hubungan jangka panjang.					
D.	Kinerja UKM					
	Target Penjualan					
	Usaha saya mampu mencapai target penjualan					
	Keuntungan					
	Usaha saya mampu mencapai keuntungan yang telah ditargetkan					
	Tingkat Pertumbuhan penjualan					
	Usaha saya mampu mencapai tingkat pertumbuhan penjualan yang telah					

	ditargetkan					
	Produktivitas					
	Usaha saya mampu mencapai tingkat produktivitas yang telah ditargetkan					
	Biaya produksi					
	Usaha saya mampu mencapai biaya produksi yang telah ditargetkan					
E.	Keunggulan Bersaing					
	Harga					
	Usaha saya menawarkan harga yang kompetitif dibandingkan dengan pesaing					
	Quality					
	Usaha saya senantiasa menawarkan produk yang berkualitas					
	Delivery Dependability					
	Usaha saya senantiasa tepat waktu dalam pengiriman produk dibandingkan dengan pesaing					

Lampiran 2. Uji Validitas

1. Kompetensi Kewirausahaan (X₁)

		X1.1	X1.2	X1.3	X1
X1.1	Pearson Correlation	1	.528**	.548**	.711**
	Sig. (2-tailed)		.000	.000	.000
	N	74	74	74	74
X1.2	Pearson Correlation	.528**	1	.653**	.657**
	Sig. (2-tailed)	.000		.000	.000
	N	74	74	74	74
X1.3	Pearson Correlation	.548**	.653**	1	.728**
	Sig. (2-tailed)	.000	.000		.000
	N	74	74	74	74
X1	Pearson Correlation	.711**	.657**	.728**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	74	74	74	74

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

2. Kompetensi Sumber Daya Manusia (X₂)

		X2.1	X2.2	X2
X2.1	Pearson Correlation	1	.510**	.869**
	Sig. (2-tailed)		.000	.000
	N	74	74	74
X2.2	Pearson Correlation	.510**	1	.869**
	Sig. (2-tailed)	.000		.000
	N	74	74	74
X2	Pearson Correlation	.869**	.869**	1

Sig. (2-tailed)	.000	.000	
N	74	74	74

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

3. Supplay Chain Management (X₃)

		Correlations			
		X3.1	X3.2	X3.3	X3
X3.1	Pearson Correlation	1	.816**	.047	.878**
	Sig. (2-tailed)		.000	.693	.000
	N	74	74	74	74
X3.2	Pearson Correlation	.816**	1	.047	.878**
	Sig. (2-tailed)	.000		.693	.000
	N	74	74	74	74
X3.3	Pearson Correlation	.047	.047	1	.433**
	Sig. (2-tailed)	.693	.693		.000
	N	74	74	74	74
X3	Pearson Correlation	.878**	.878**	.433**	1
	Sig. (2-tailed)	.000	.000	.000	
	N	74	74	74	74

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

4. Kinerja UKM (Y₁)

		Correlations			
		Y1.1	Y1.2	Y1.3	Y1
Y1.1	Pearson Correlation	1	-.179	-.073	.299**
	Sig. (2-tailed)		.127	.539	.010
	N	74	74	74	74
Y1.2	Pearson Correlation	-.179	1	.631**	.783**
	Sig. (2-tailed)	.127		.000	.000
	N	74	74	74	74

Y1.3	Pearson Correlation	-.073	.631**	1	.848**
	Sig. (2-tailed)	.539	.000		.000
	N	74	74	74	74
Y1	Pearson Correlation	.299**	.783**	.848**	1
	Sig. (2-tailed)	.010	.000	.000	
	N	74	74	74	74

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

5. Keunggulan Bersaing (Y₂)

Correlations

		Y2.1	Y2.2	Y2.3	Y2
Y2.1	Pearson Correlation	1	.804**	-.042	.868**
	Sig. (2-tailed)		.000	.722	.000
	N	74	74	74	74
Y2.2	Pearson Correlation	.804**	1	.004	.882**
	Sig. (2-tailed)	.000		.976	.000
	N	74	74	74	74
Y2.3	Pearson Correlation	-.042	.004	1	.370**
	Sig. (2-tailed)	.722	.976		.001
	N	74	74	74	74
Y2	Pearson Correlation	.868**	.882**	.370**	1
	Sig. (2-tailed)	.000	.000	.001	
	N	74	74	74	74

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

Lampiran 3. Uji Reliabilitas

1. Kompetensi Kewirausahaan (X₁)

Reliability Statistics	
Cronbach's Alpha	N of Items
.802	3

2. Kompetensi Sumber Daya Manusia (X₂)

Reliability Statistics	
Cronbach's Alpha	N of Items
.676	2

3. Supply Chain Management (X₃)

Reliability Statistics	
Cronbach's Alpha	N of Items
.601	3

4. Kinerja UKM (Y₁)

Reliability Statistics	
Cronbach's Alpha	N of Items
.748	3

5. Keunggulan Bersaing (Y₂)

Reliability Statistics

Cronbach's Alpha	N of Items
.790	3

Lampiran 4. Uji Normalitas

Persamaan Pertama

One-Sample Kolmogorov-Smirnov Test

		Unstandardize d Residual
N		74
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	.66233421
Most Extreme Differences	Absolute	.199
	Positive	.199
	Negative	-.174
Test Statistic		.199
Asymp. Sig. (2-tailed)		.000 ^c

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

Persamaan Kedua

One-Sample Kolmogorov-Smirnov Test

		Unstandardize d Residual
N		74
Normal Parameters ^{a,b}	Mean	.0000000
	Std. Deviation	.83931541
Most Extreme Differences	Absolute	.098
	Positive	.084
	Negative	-.098
Test Statistic		.098
Asymp. Sig. (2-tailed)		.076 ^c

a. Test distribution is Normal.

b. Calculated from data.

c. Lilliefors Significance Correction.

Lampiran 5. Uji Linieritas

1. Kompetensi Kewirausahaan (X₁) → Kinerja UKM (Y₁)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Y1 *	Between Groups	(Combined)	48.793	7	6.970	9.443	.000
X1	Linearity		44.464	1	44.464	60.234	.000
	Deviation from	Linearity	4.329	6	.721	.977	.448
Within Groups			48.720	66	.738		
Total			97.514	73			

2. Kompetensi Kewirausahaan (X₁) → Keunggulan Bersaing (Y₂)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Y2 *	Between	(Combined)	46.252	7	6.607	5.745	.000
X1	Groups	Linearity	39.888	1	39.888	34.681	.000
	Deviation from	Linearity	6.364	6	1.061	.922	.485
Within Groups			75.910	66	1.150		
Total			122.162	73			

3. Kompetensi Sumber Daya Manusia (X₂) → Kinerja UKM (Y₁)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Y1 *	Between	(Combined)	67.093	5	13.419	29.995	.000
X2	Groups	Linearity	64.722	1	64.722	144.675	.000
		Deviation from Linearity	2.370	4	.593	1.325	.270
Within Groups			30.421	68	.447		
Total			97.514	73			

4. Kompetensi Sumber Daya Manusia (X₂) → Keunggulan Bersaing (Y₂)

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Y2	Between	(Combined)	58.201	5	11.640	12.375	.000
*	Groups	Linearity	52.059	1	52.059	55.346	.000
X2		Deviation from Linearity	6.142	4	1.536	1.633	.176
Within Groups			63.961	68	.941		
Total			122.162	73			

5. Supply Chain Management (X₃) → Kinerja UKM (Y₁)

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
Y1 *	Between Groups (Combined)	40.958	5	8.192	9.849	.000
X3	Linearity	27.508	1	27.508	33.075	.000
	Deviation from Linearity	13.450	4	3.363	4.043	.005
Within Groups		56.555	68	.832		
Total		97.514	73			

6. Supply Chain Management (X₃) → Keunggulan Bersaing (Y₂)

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
Y2 *	Between Groups (Combined)	77.102	5	15.420	23.271	.000
X3	Linearity	64.097	1	64.097	96.727	.000
	Deviation from Linearity	13.005	4	3.251	4.907	.002
Within Groups		45.060	68	.663		
Total		122.162	73			

7. Kinerja (Y₁) → Keunggulan Bersaing (Y₂)

ANOVA Table

		Sum of Squares	df	Mean Square	F	Sig.
Y2 *	Between Groups (Combined)	42.989	5	8.598	7.384	.000
Y1	Linearity	33.794	1	33.794	29.025	.000
	Deviation from Linearity	9.194	4	2.299	1.974	.108
Within Groups		79.174	68	1.164		
Total		122.162	73			

Lampiran 6. Uji Koefisien Path

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5.604	1.166		5.067	.001
	X1	.371	.073	.542	5.101	.000
	X2	.546	.056	.756	9.786	.000
	X3	.204	.097	.227	2.110	.038

a. Dependent Variable: Y1

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	5.962	1.455		4.098	.000
	X1	.438	.074	.571	5.908	.000
	X2	.562	.119	.694	4.710	.000
	X5	.467	.121	.465	3.870	.000
	Y1	.589	.112	.526	5.247	.000

a. Dependent Variable: Y2

Lampiran 7. Mean

1. Kompetensi Kewirausahaan (X₁)

		Statistics		
		X1.1	X1.2	X1.3
N	Valid	74	74	74
	Missing	2	2	2
Mean		4.311	4.351	4.149
Median		4.000	4.000	4.000

X1.1

		X1.1			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	41	53.9	55.4	62.2
	5.0	28	36.8	37.8	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

X1.2

		X1.2			
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2.0	1	1.3	1.4	1.4
	3.0	2	2.6	2.7	4.1
	4.0	41	53.9	55.4	59.5
	5.0	30	39.5	40.5	100.0
Total		74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

X1.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	13	17.1	17.6	17.6
	4.0	37	48.7	50.0	67.6
	5.0	24	31.6	32.4	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

2. Kompetensi Sumber Daya Manusia (X₂)**Statistics**

		X2.1	X2.2
N	Valid	74	74
	Missing	2	2
Mean		4.338	4.338

X2.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	39	51.3	52.7	59.5
	5.0	30	39.5	40.5	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

X2.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2.0	1	1.3	1.4	1.4
	3.0	2	2.6	2.7	4.1
	4.0	42	55.3	56.8	60.8
	5.0	29	38.2	39.2	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

3. Supply Chain Management (X3)

Statistics

		X5.1	X3.2	X3.3
N	Valid	74	74	74
	Missing	2	2	2
Mean		4.365	4.365	4.554
Median		4.000	4.000	5.000

X3.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	37	48.7	50.0	56.8
	5.0	32	42.1	43.2	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

X3.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	37	48.7	50.0	56.8
	5.0	32	42.1	43.2	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

X3.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	4.0	33	43.4	44.6	44.6
	5.0	41	53.9	55.4	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

4. Kinerja UKM**Statistics**

		Y1.1	Y1.2	Y1.3
N	Valid	74	74	74
	Missing	2	2	2
Mean		4.419	4.284	4.216
Median		4.000	4.000	4.000

Y1.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	4.0	43	56.6	58.1	58.1
	5.0	31	40.8	41.9	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

Y1.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	43	56.6	58.1	64.9
	5.0	26	34.2	35.1	100.0
	Total	74	97.4	100.0	

Missing System	2	2.6	
Total	76	100.0	

Y1.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	2.0	2	2.6	2.7	2.7
	3.0	3	3.9	4.1	6.8
	4.0	46	60.5	62.2	68.9
	5.0	23	30.3	31.1	100.0
	Total	74	97.4	100.0	
Missing System		2	2.6		
Total		76	100.0		

5. Keunggulan Bersaing (Y₂)

Statistics

Y2.1	Y2.2	Y2.3
74	74	74
2	2	2
4.500	4.581	4.486
5.000	5.000	4.000

Y2.1

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	6	7.9	8.1	8.1
	4.0	25	32.9	33.8	41.9
	5.0	43	56.6	58.1	100.0
	Total	74	97.4	100.0	
Missing System		2	2.6		
Total		76	100.0		

Y2.2

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3.0	5	6.6	6.8	6.8
	4.0	21	27.6	28.4	35.1
	5.0	48	63.2	64.9	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

Y2.3

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	4.0	38	50.0	51.4	51.4
	5.0	36	47.4	48.6	100.0
	Total	74	97.4	100.0	
Missing	System	2	2.6		
Total		76	100.0		

CURICULUM VITAE



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