LAMPIRAN 1

KUESIONER PENELITIAN

Sehubungan dengan penyelesaian tugas akhir atau skripsi yang sedang saya lakukan di Politeknik Wilmar Bisnis Indonesia dalam Program Studi Manajemen Pemasaran Internasional, maka saya melakukan penelitian berjudul: "PENGARUH *SOCIAL MEDIA MARKETING* TERHADAP KEPUTUSAN PEMBELIAN PRODUK KULINER YANG DIMEDIASI *WORD OF MOUTH MARKETING* (Studi pada *Follower* Akun Instagram MakanMana di Kota Medan)".

Adapun salah satu salah satu cara untuk mendapatkan data penelitian adalah dengan menyebarkan angket berupa kuesioner kepada responden. Oleh karena itu, saya mengharapkan kesediaan Bapak/Ibu dan Saudara/I untuk mengisi kuesioner ini sebagai acuan data yang nantinya dapat saya gunakan dalam penelitian. Atas kesediaan dan kerjasamanya, saya ucapkan banyak terima kasih.

Peneliti,

(TEUKU NUZUL AKBAR)

A. Petunjuk Pengisian

1. Kuesioner ini hanyalah untuk kepentingan akademis, mohon dijawab dengan sejujurnya.
2. Baca dan jawablah semua pertanyaan dengan teliti.
3. Berilah tanda (X) pada jawaban yang menurut anda tepat.

B. Identitas Responden

Nama :

Usia :

- 15-18 tahun
- 19-21 tahun
- 22-26 tahun
- 26 keatas

Jenis Kelamin :

- Laki-laki
- Perempuan

Media yang digunakan :

- *Smartphone*
- *Ipad/Tab*
- *Computer*

C. Pertanyaan Penelitian

Pilihlah salah satu jawaban yang paling sesuai menurut pendapat anda dengan mengisi pada kolom jawaban yang anda anggap sesuai.

Keterangan kolom jawaban:

1. STS (Sangat Tidak Setuju)
2. TS (Tidak Setuju)
3. KS (Kurang Setuju)
4. S (Setuju)
5. SS (Sangat Setuju)

No.	Pertanyaan	Respon				
		STS	TS	N	S	SS
Social Media Marketing						
Context						
1.	Menurut saya penyampaian pesan/informasi *food blogger* MakanMana kepada khalayak melalui gambar/foto-foto produk sangat menarik, inovatif relevan dan konsisten.					
2.	Menurut saya penyampaian pesan/informasi *food blogger* MakanMana kepada khalayak jelas dan mudah dipahami.					
Communications						
3.	*Food blogger* MakanMana menanggapi pertanyaan yang saya berikan dengan baik.					
4.	*Food blogger* MakanMana sangat ramah dalam memberikan tanggapan.					
Collaboration						
5.	Saya memahami pesan/informasi yang diberikan *food blogger* MakanMana kepada saya.					
6.	Saya menanggapi pesan/informasi mengenai produk baru yang dipromosikan oleh *food blogger* MakanMana.					
Connection						
7.	*Food blogger* MakanMana memberikan update produk kuliner terbaru kepada saya secara konsisten.					
8.	Saya memberi komentar kepada *food blogger* MakanMana jika ingin mengetahui lebih lanjut tentang produk kuliner.					
Word Of Mouth Marketing						
WOM Content						
9.	Saya mengetahui nilai & harga produk kuliner yang diinformasikan oleh *food blogger* MakanMana.					

10.	Saya mengetahui berbagai keragaman produk kuliner yang dipromosikan *food blogger* MakanMana.					
11.	Saya mengetahui kualitas produk dari ulasan yang dipromosikan *food blogger* MakanMana.					
Negative WOM						
12.	Saya pernah mendengar hal-hal kurang positif akan *food blogger* MakanMana.					
13.	Saya menyatakan kekecewaan serta mengatakan hal-hal kurang positif akan *food blogger* MakanMana kepada orang lain.					
Positive WOM						
14.	Saya merekomendasikan *food blogger* MakanMana kepada kerabat dan teman terdekat.					
15.	Saya berbicara tentang sisi baik dan memberi pujian kepada *food blogger* MakanMana.					
16.	Saya bangga untuk mengatakan kepada orang lain bahwa saya merupakan follower *food blogger* MakanMana.					
17.	Saya merekomendasikan orang membeli produk kuliner yang diulas oleh *food blogger* MakanMana.					
WOM Intensity						
18.	Saya merekomendasikan *food blogger* MakanMana jauh lebih sering daripada *food blogger* lainnya.					
19.	Saya merekomendasikan *blogger* MakanMana jauh lebih sering daripada *blogger* jenis lainnya.					

Keputusan Pembelian						
Pengenalan Kebutuhan						
20.	Informasi yang tersedia di akun MakanMana menstimulasi saya dalam mengenali kebutuhan produk kuliner.					
21.	Saya memutuskan membeli produk yang diulas *food blogger* MakanMana karena adanya kebutuhan.					
Pencarian Informasi						
22.	*Food blogger* MakanMana memberikan informasi lengkap mengenai produk yang dipromosikan.					
23.	Informasi yang diberikan oleh *food blogger* MakanMana sangat membantu saya dalam memilih produk kuliner.					
Evaluasi Alternatif						
24.	*Food blogger* MakanMana banyak memberikan alternatif-alternatif informasi akan satu jenis produk kuliner.					
25.	Alternatif informasi yang diberikan *food blogger* MakanMana lengkap.					
Keputusan Pembelian						
26.	*Food blogger* MakanMana membantu saya dalam memutuskan untuk membeli produk kuliner.					
27.	Saya merasa yakin untuk membeli produk kuliner yang dipromosikan oleh *food blogger* MakanMana.					
Perilaku Pasca Pembelian						
28	Saya akan merekomendasikan keunggulan *food blogger* MakanMana kepada orang lain.					
29	Saya akan melihat unggahan *food blogger* MakanMana jika membutuhkan produk kuliner untuk memenuhi kebutuhan di masa depan.					

LAMPIRAN 2

UJI VALIDITAS DAN RELIABILITAS

Variabel *Social Media Marketing* (X)

Correlations

		X1	X2	X3	X4	X5	X6	X7	X8	Total
X1	Pearson Correlation	1	.964**	.793**	.616**	.540**	.512**	.691**	.538**	.828**
	Sig. (2-tailed)		.000	.000	.000	.002	.004	.000	.002	.000
	N	30	30	30	30	30	30	30	30	30
X2	Pearson Correlation	.964**	1	.815**	.707**	.642**	.600**	.707**	.596**	.885**
	Sig. (2-tailed)	.000		.000	.000	.000	.000	.000	.001	.000
	N	30	30	30	30	30	30	30	30	30
X3	Pearson Correlation	.793**	.815**	1	.772**	.689**	.629**	.694**	.637**	.885**
	Sig. (2-tailed)	.000	.000		.000	.000	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30
X4	Pearson Correlation	.616**	.707**	.772**	1	.868**	.782**	.776**	.557**	.892**
	Sig. (2-tailed)	.000	.000	.000		.000	.000	.000	.001	.000
	N	30	30	30	30	30	30	30	30	30
X5	Pearson Correlation	.540**	.642**	.689**	.868**	1	.839**	.641**	.616**	.861**
	Sig. (2-tailed)	.002	.000	.000	.000		.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30
X6	Pearson Correlation	.512**	.600**	.629**	.782**	.839**	1	.581**	.596**	.822**
	Sig. (2-tailed)	.004	.000	.000	.000	.000		.001	.001	.000
	N	30	30	30	30	30	30	30	30	30
X7	Pearson Correlation	.691**	.707**	.694**	.776**	.641**	.581**	1	.557**	.829**
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.001		.001	.000
	N	30	30	30	30	30	30	30	30	30
X8	Pearson Correlation	.538**	.596**	.637**	.557**	.616**	.596**	.557**	1	.771**
	Sig. (2-tailed)	.002	.001	.000	.001	.000	.001	.001		.000
	N	30	30	30	30	30	30	30	30	30
Total	Pearson Correlation	.828**	.885**	.885**	.892**	.861**	.822**	.829**	.771**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	.000	
	N	30	30	30	30	30	30	30	30	30

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

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded[a]	0	.0
	Total	30	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.794	9

Variabel *Word of Mouth Marketing* (M)

Correlations

		M9	M10	M11	M12	M13	M14	M15	M16	M17	M18	M19	Total
M9	Pearson Correlation	1	.522**	.460*	.398*	.569**	.302	.341	.502**	.402*	.650**	.501**	.691**
	Sig. (2-tailed)		.003	.011	.029	.001	.105	.065	.005	.028	.000	.005	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M10	Pearson Correlation	.522**	1	.651**	.507**	.672**	.323	.573**	.561**	.406*	.713**	.535**	.759**
	Sig. (2-tailed)	.003		.000	.004	.000	.081	.001	.001	.026	.000	.002	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M11	Pearson Correlation	.460*	.651**	1	.507**	.493**	.670**	.663**	.561**	.297	.547**	.535**	.759**
	Sig. (2-tailed)	.011	.000		.004	.006	.000	.000	.001	.110	.002	.002	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M12	Pearson Correlation	.398*	.507**	.507**	1	.683**	.341	.657**	.886**	.366*	.627**	.656**	.757**
	Sig. (2-tailed)	.029	.004	.004		.000	.065	.000	.000	.035	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M13	Pearson Correlation	.569**	.672**	.493**	.683**	1	.413*	.616**	.604**	.530**	.924**	.702**	.843**
	Sig. (2-tailed)	.001	.000	.006	.000		.023	.000	.000	.003	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M14	Pearson Correlation	.302	.323	.670**	.341	.413*	1	.455*	.437*	.418*	.494**	.577**	.654**
	Sig. (2-tailed)	.105	.081	.000	.065	.023		.012	.016	.022	.006	.001	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M15	Pearson Correlation	.341	.573**	.663**	.657**	.616**	.455*	1	.727**	.526**	.687**	.512**	.778**
	Sig. (2-tailed)	.065	.001	.000	.000	.000	.012		.000	.003	.000	.004	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M16	Pearson Correlation	.502**	.561**	.561**	.886**	.604**	.437*	.727**	1	.537**	.733**	.761**	.841**
	Sig. (2-tailed)	.005	.001	.001	.000	.000	.016	.000		.002	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M17	Pearson Correlation	.402*	.406*	.297	.366*	.530**	.418*	.526**	.537**	1	.651**	.660**	.670**
	Sig. (2-tailed)	.028	.026	.110	.035	.003	.022	.003	.002		.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M18	Pearson Correlation	.650**	.713**	.547**	.627**	.924**	.494**	.687**	.733**	.651**	1	.796**	.918**
	Sig. (2-tailed)	.000	.000	.002	.000	.000	.006	.000	.000	.000		.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
M19	Pearson Correlation	.501**	.535**	.535**	.656**	.702**	.577**	.512**	.761**	.660**	.796**	1	.844**
	Sig. (2-tailed)	.005	.002	.002	.000	.000	.001	.004	.000	.000	.000		.000
	N	30	30	30	30	30	30	30	30	30	30	30	30
Total	Pearson Correlation	.691**	.759**	.759**	.757**	.843**	.654**	.778**	.841**	.670**	.918**	.844**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	.000	.000	.000	.000	
	N	30	30	30	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).

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded[a]	0	.0
	Total	30	100.0

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

Reliability Statistics

Cronbach's Alpha	N of Items
.775	12

Variabel Keputusan Pembelian (Y)

Correlations

		Y20	Y21	Y22	Y23	Y24	Y25	Y26	Y27	Y28	Y29	Total
Y20	Pearson Correlation	1	.729**	.768**	.811**	.823**	.912**	.826**	.749**	.538**	.605**	.915**
	Sig. (2-tailed)		.000	.000	.000	.000	.000	.000	.000	.002	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y21	Pearson Correlation	.729**	1	.566**	.803**	.635**	.822**	.764**	.601**	.436*	.608**	.819**
	Sig. (2-tailed)	.000		.001	.000	.000	.000	.000	.000	.016	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y22	Pearson Correlation	.768**	.566**	1	.846**	.754**	.674**	.610**	.526**	.539**	.520**	.793**
	Sig. (2-tailed)	.000	.001		.000	.000	.000	.000	.003	.002	.003	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y23	Pearson Correlation	.811**	.803**	.846**	1	.804**	.811**	.739**	.654**	.593**	.567**	.893**
	Sig. (2-tailed)	.000	.000	.000		.000	.000	.000	.000	.001	.001	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y24	Pearson Correlation	.823**	.635**	.754**	.804**	1	.730**	.814**	.732**	.593**	.572**	.878**
	Sig. (2-tailed)	.000	.000	.000	.000		.000	.000	.000	.001	.001	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y25	Pearson Correlation	.912**	.822**	.674**	.811**	.730**	1	.826**	.671**	.538**	.696**	.904**
	Sig. (2-tailed)	.000	.000	.000	.000	.000		.000	.000	.002	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y26	Pearson Correlation	.826**	.764**	.610**	.739**	.814**	.826**	1	.864**	.639**	.693**	.922**
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000		.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y27	Pearson Correlation	.749**	.601**	.526**	.654**	.732**	.671**	.864**	1	.639**	.613**	.839**
	Sig. (2-tailed)	.000	.000	.003	.000	.000	.000	.000		.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y28	Pearson Correlation	.538**	.436*	.539**	.593**	.593**	.538**	.639**	.639**	1	.852**	.745**
	Sig. (2-tailed)	.002	.016	.002	.001	.001	.002	.000	.000		.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
Y29	Pearson Correlation	.605**	.608**	.520**	.567**	.572**	.696**	.693**	.613**	.852**	1	.789**
	Sig. (2-tailed)	.000	.000	.003	.001	.001	.000	.000	.000	.000		.000
	N	30	30	30	30	30	30	30	30	30	30	30
Total	Pearson Correlation	.915**	.819**	.793**	.893**	.878**	.904**	.922**	.839**	.745**	.789**	1
	Sig. (2-tailed)	.000	.000	.000	.000	.000	.000	.000	.000	.000	.000	
	N	30	30	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).

Case Processing Summary

		N	%
Cases	Valid	30	100.0
	Excluded[a]	0	.0
	Total	30	100.0

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

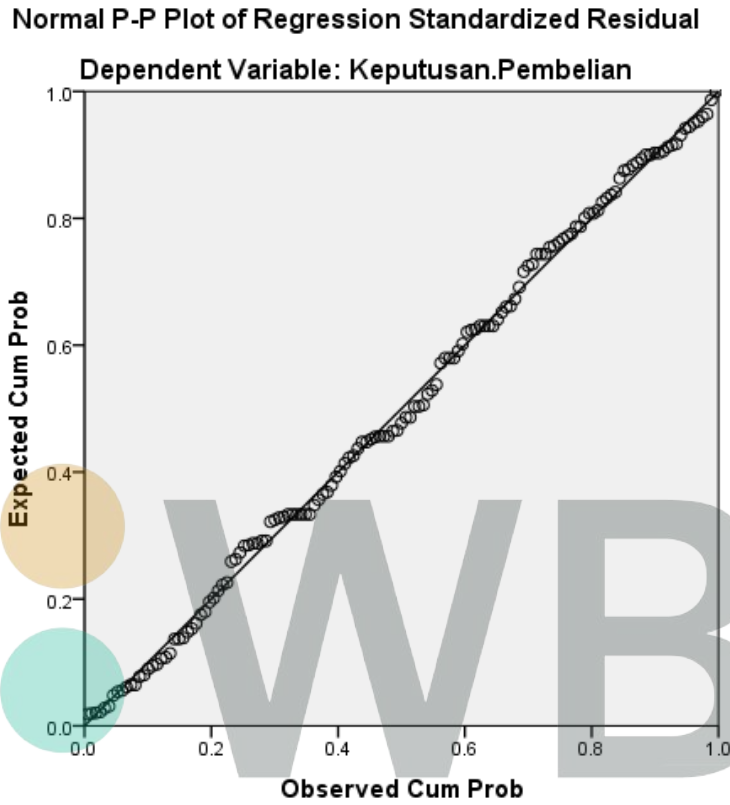
Reliability Statistics

Cronbach's Alpha	N of Items
.787	11

LAMPIRAN 3

UJI ASUMSI KLASIK

Uji Normalitas



Uji Liniearitas

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Keputusan.Pembelian * Social.Media.Marketing	Between Groups	(Combined)	1716.487	15	114.432	15.154	.000
		Linearity	1544.477	1	1544.477	204.534	.000
		Deviation from Linearity	172.010	14	12.286	1.627	.080
	Within Groups		974.106	129	7.551		
	Total		2690.593	144			

ANOVA Table

			Sum of Squares	df	Mean Square	F	Sig.
Keputusan.Pembelian * Word.Of.Mouth.Marketing	Between Groups	(Combined)	1973.341	17	116.079	20.553	.000
		Linearity	1856.416	1	1856.416	328.706	.000
		Deviation from Linearity	116.925	16	7.308	1.294	.211
	Within Groups		717.252	127	5.648		
	Total		2690.593	144			

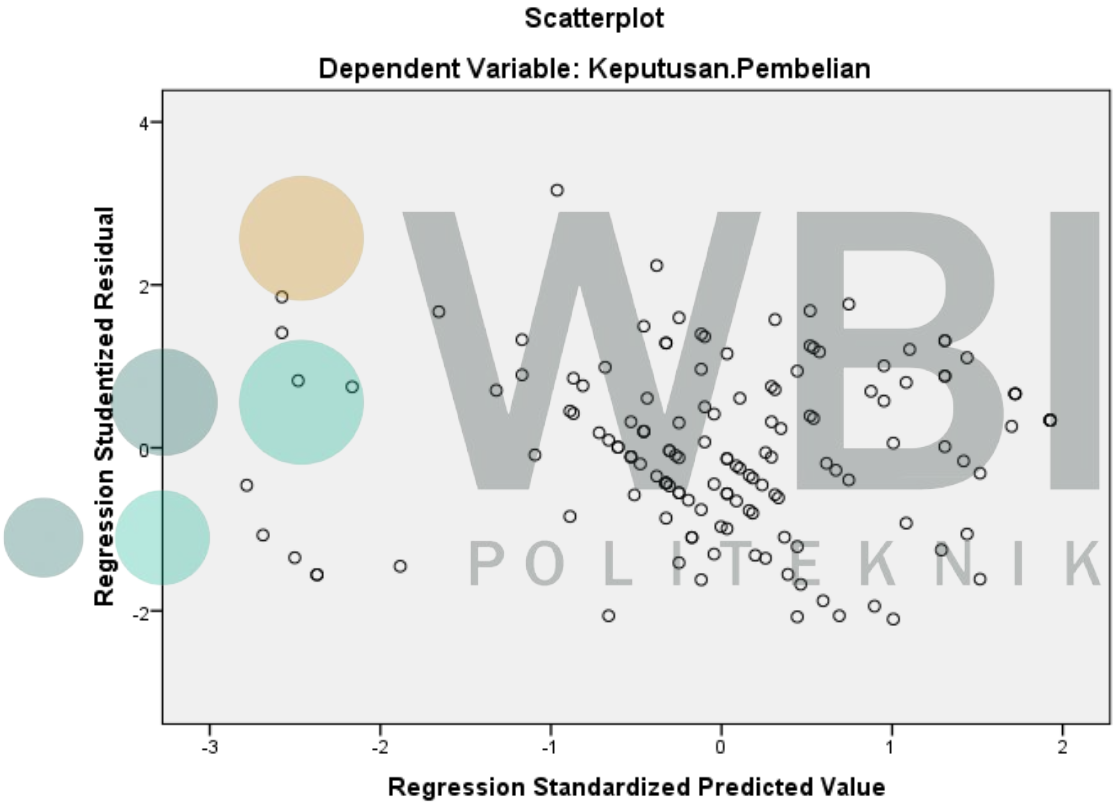
Uji Multikoliniearitas

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	2.133	2.219		.961	.338		
	Social.Media.Marketing	.275	.084	.251	3.293	.001	.349	2.862
	Word.Of.Mouth.Marketing	.752	.091	.628	8.246	.000	.349	2.862

a. Dependent Variable: Keputusan.Pembelian

Uji Heteroskedastisitas



LAMPIRAN 4

HASIL UJI REGRESI

Regresi *Social Media* (X) Terhadap Keputusan Pembelian (Y)

Variables Entered/Removed[a]

Model	Variables Entered	Variables Removed	Method
1	Social.Media.Marketing[b]	.	Enter

a. Dependent Variable: Keputusan.Pembelian

b. All requested variables entered.

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.758[a]	.574	.571	2.83104	1.784

a. Predictors: (Constant), Social.Media.Marketing

b. Dependent Variable: Keputusan.Pembelian

ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1544.477	1	1544.477	192.703	.000[b]
	Residual	1146.116	143	8.015		
	Total	2690.593	144			

a. Dependent Variable: Keputusan.Pembelian

b. Predictors: (Constant), Social.Media.Marketing

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	14.058	2.040		6.890	.000
	Social.Media.Marketing	.831	.060	.758	13.882	.000

a. Dependent Variable: Keputusan.Pembelian

Regresi *Social Media* (X) Terhadap *Word of Mouth Marketing* (M)

Variables Entered/Removed[a]

Model	Variables Entered	Variables Removed	Method
1	Social.Media. Marketing[b]	.	Enter

a. Dependent Variable: Word.Of.Mouth.Marketing

b. All requested variables entered.

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.807[a]	.651	.648	2.14304	2.011

a. Predictors: (Constant), Social.Media.Marketing

b. Dependent Variable: Word.Of.Mouth.Marketing

ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1222.706	1	1222.706	266.234	.000[b]
	Residual	656.743	143	4.593		
	Total	1879.448	144			

a. Dependent Variable: Word.Of.Mouth.Marketing

b. Predictors: (Constant), Social.Media.Marketing

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	15.863	1.545		10.271	.000
	Social.Media.Marketing	.739	.045	.807	16.317	.000

a. Dependent Variable: Word.Of.Mouth.Marketing

Regresi *Word of Mouth Marketing* (M) Terhadap Keputusan Pembelian (Y)

Variables Entered/Removed[a]

Model	Variables Entered	Variables Removed	Method
1	Word.Of. Mouth. Marketing[b]	.	Enter

a. Dependent Variable: Keputusan.Pembelian

b. All requested variables entered.

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.831[a]	.690	.688	2.41524	2.144

a. Predictors: (Constant), Word.Of.Mouth.Marketing

b. Dependent Variable: Keputusan.Pembelian

ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1856.416	1	1856.416	318.239	.000[b]
	Residual	834.177	143	5.833		
	Total	2690.593	144			

a. Dependent Variable: Keputusan.Pembelian

b. Predictors: (Constant), Word.Of.Mouth.Marketing

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.548	2.287		.677	.500
	Word.Of.Mouth.Marketing	.994	.056	.831	17.839	.000

a. Dependent Variable: Keputusan.Pembelian

Regresi Berganda *Social Media* (X) dan *Word of Mouth Marketing* (M) terhadap Keputusan Pembelian (Y)

Variables Entered/Removed[a]

Model	Variables Entered	Variables Removed	Method
1	Word.Of. Mouth. Marketing, Social.Media. Marketing[b]	.	Enter

a. Dependent Variable: Keputusan.Pembelian

b. All requested variables entered.

Model Summary[b]

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.844[a]	.712	.708	2.33617

a. Predictors: (Constant), Word.Of.Mouth.Marketing, Social.Media. Marketing

b. Dependent Variable: Keputusan.Pembelian

ANOVA[a]

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	1915.598	2	957.799	175.495	.000[b]
	Residual	774.995	142	5.458		
	Total	2690.593	144			

a. Dependent Variable: Keputusan.Pembelian

b. Predictors: (Constant), Word.Of.Mouth.Marketing, Social.Media.Marketing

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	2.133	2.219		.961	.338
	Social.Media.Marketing	.275	.084	.251	3.293	.001
	Word.Of.Mouth.Marketing	.752	.091	.628	8.246	.000

a. Dependent Variable: Keputusan.Pembelian

LAMPIRAN 5

HASIL UJI SOBEL

Matrix

```
Run MATRIX procedure:

*************************************************************************
*******

Preacher and Hayes (2004) SPSS Macro for Simple Mediation

Written by Andrew F. Hayes, The Ohio State University

http://www.comm.ohio-state.edu/ahayes/

VARIABLES IN SIMPLE MEDIATION MODEL
 Y        Keputusa
 X        Social.M
 M        Word.Of.

DESCRIPTIVES STATISTICS AND PEARSON CORRELATIONS
             Mean         SD  Keputusa  Social.M  Word.Of.
Keputusa   42.1931     4.3226    1.0000    .7576     .8306
Social.M   33.8621     3.9416     .7576   1.0000     .8066
Word.Of.   40.8966     3.6127     .8306    .8066    1.0000

SAMPLE SIZE
     145

DIRECT AND TOTAL EFFECTS
            Coeff      s.e.         t  Sig(two)
b(YX)       .8309     .0599   13.8818     .0000
b(MX)       .7393     .0453   16.3167     .0000
b(YM.X)     .7517     .0912    8.2462     .0000
b(YX.M)     .2751     .0836    3.2930     .0013

INDIRECT EFFECT AND SIGNIFICANCE USING NORMAL DISTRIBUTION
           Value      s.e.    LL95CI    UL95CI         Z  Sig(two)
Effect     .5557     .0756     .4075     .7040    7.3487     .0000

BOOTSTRAP RESULTS FOR INDIRECT EFFECT
            Data      Mean      s.e.   LL99 CI    LL95CI    UL95CI
UL99CI
Effect     .5557     .5514     .0746     .3532     .4145     .7067
.7511

NUMBER OF BOOTSTRAP RESAMPLES
     1000

****************************** NOTES
******************************

------ END MATRIX -----
```