

## LAMPIRAN 1

### Kuesioner

#### PENGARUH IKLAN DAN CITRA MEREK TERHADAP KEPUTUSAN PEMBELIAN KARTU PERDANA XL DI MEDAN

##### I. Data Diri Responden

Umur :

- < 17
- 17 – 20
- 21 – 25
- 26 – 30
- > 30

Pekerjaan :

- Pelajar / Mahasiswa
- Pegawai Swasta
- Pengusaha

Jenis Kelamin :

- Pria
- Wanita

Lama Pemakaian :

- 1 – 3 bulan
- 4 – 6 bulan
- 7 – 12 bulan
- > 1 tahun

##### II. Pertanyaan

Pilihlah jawaban yang sesuai dengan pilihan Anda dengan cara memberikan tanda (√) pada kolom yang tersedia. Penilaian dapat Anda lakukan berdasarkan skala berikut:

Jawaban Sangat Setuju (SS) : 5

Jawaban Setuju (S) : 4

Jawaban Cukup Setuju (CS) : 3

Jawaban Tidak Setuju (TS) : 2

Jawaban Sangat Tidak Setuju (STS) : 1

### Variabel Iklan

No	Pernyataan	SS	S	CS	TS	STS
1.	Pesan iklan XL mudah dimengerti					
2.	Pesan iklan XL sesuai dengan kenyataan					
3.	Pesan iklan XL menampilkan promosi sehingga memicu keinginan untuk membeli					
4.	Pesan iklan XL terlihat ringkas dan komunikatif, sehingga mampu memicu keinginan untuk membeli					
5.	Gaya iklan XL menarik					
6.	Rancangan iklan XL berbeda dengan iklan operator lainnya					
7.	Model iklan yang digunakan XL menarik					
8.	Iklan XL menarik karena di bintang artis/model terkenal					
9.	Media iklan XL mencakup seluruh masyarakat					
10.	Media iklan XL menggunakan media terbaru					

### Variabel Citra Merek

No	Pernyataan	SS	S	CS	TS	STS
1.	Merek XL secara fisik mengingatkan pada produk XL yang berkualitas					
2.	Merek XL secara fisik mudah untuk diingat					
3.	Merek XL mencerminkan karakter brand yang berkualitas					
4.	Merek XL mencerminkan karakter brand yang trendy					
5.	Merek XL mencerminkan konsumen yang berkelas					
6.	Merek XL mencerminkan konsumen yang keren					
7.	Merek XL mencerminkan produk yang lebih terjangkau					
8.	Merek XL mencerminkan produk yang inovatif					

### Keputusan pembelian

No	Pernyataan	SS	S	CS	TS	STS
1.	Menggunakan produk yang lebih terjangkau adalah kebiasaan anda					
2.	Produk yang terjangkau dengan kualitas tinggi adalah kebiasaan anda					
3.	Peningkatan aktivitas dalam telekomunikasi mendorong saya untuk menggunakan telfon genggam					
4.	Saya membeli produk XL karena sesuai dengan kebutuhan sosial					

5.	Saya membeli produk XL karena yang ditawarkan sesuai dengan gaya hidup di usia saya					
6.	Saya membeli produk XL karena harga yang ditawarkan sesuai dengan status ekonomi saya					
7.	Iklan XL mempengaruhi saya untuk menggunakan XL					
8.	Cerminan merek XL mempengaruhi saya untuk menggunakan XL					



## LAMPIRAN 2

### UJI VALIDITAS

#### Hasil Uji Validitas Variabel X1 (Iklan)

		Correlations										
		X11	X12	X13	X14	X15	X16	X17	X18	X19	X110	Total
X11	Pearson Correlation	1	.436*	.537**	.631**	.597**	.552**	.452*	.575**	.510**	.652**	.725**
	Sig. (2-tailed)		.016	.002	.000	.001	.002	.012	.001	.004	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X12	Pearson Correlation	.436*	1	.625**	.572**	.775**	.726**	.556**	.675**	.623**	.605**	.808**
	Sig. (2-tailed)	.016		.000	.001	.000	.000	.001	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X13	Pearson Correlation	.537**	.625**	1	.609**	.645**	.706**	.474**	.625**	.652**	.698**	.799**
	Sig. (2-tailed)	.002	.000		.000	.000	.000	.008	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X14	Pearson Correlation	.631**	.572**	.609**	1	.779**	.679**	.629**	.758**	.618**	.653**	.850**
	Sig. (2-tailed)	.000	.001	.000		.000	.000	.000	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X15	Pearson Correlation	.597**	.775**	.645**	.779**	1	.642**	.592**	.668**	.645**	.667**	.860**
	Sig. (2-tailed)	.001	.000	.000	.000		.000	.001	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X16	Pearson Correlation	.552**	.726**	.706**	.679**	.642**	1	.607**	.664**	.664**	.741**	.856**
	Sig. (2-tailed)	.002	.000	.000	.000	.000		.000	.000	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X17	Pearson Correlation	.452*	.556**	.474**	.629**	.607**	.607**	1	.566**	.754**	.673**	.769**
	Sig. (2-tailed)	.012	.001	.008	.001	.000	.000		.001	.000	.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X18	Pearson Correlation	.575**	.675**	.625**	.758**	.668**	.664**	.556**	1	.557**	.550**	.808**
	Sig. (2-tailed)	.001	.000	.000	.000	.000	.000	.001		.001	.002	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X19	Pearson Correlation	.510**	.623**	.652**	.618**	.645**	.664**	.754**	.557**	1	.765**	.830**
	Sig. (2-tailed)	.004	.000	.000	.000	.000	.000	.000	.001		.000	.000
	N	30	30	30	30	30	30	30	30	30	30	30
X110	Pearson Correlation	.652**	.605**	.698**	.653**	.667**	.741**	.673**	.550**	.766**	1	.861**
	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
Total	Pearson Correlation	.725**	.808**	.799**	.850**	.860**	.856**	.769**	.808**	.830**	.861**	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 0.05 level (2-tailed).

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

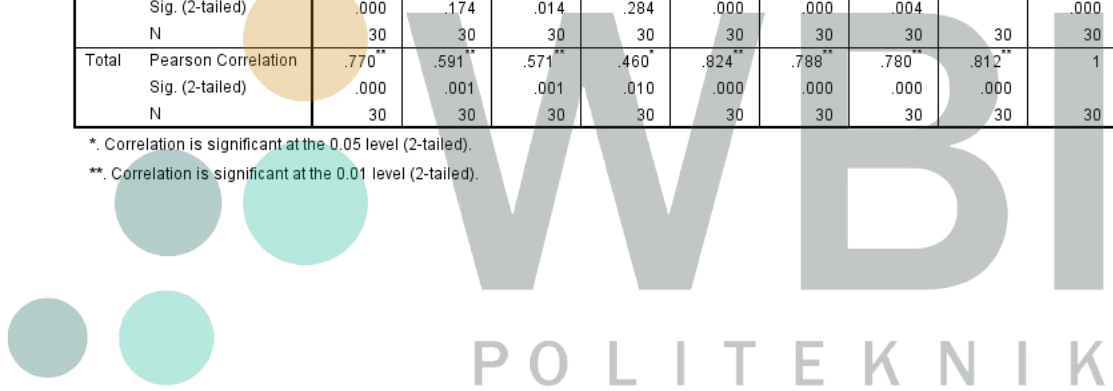
POLITEKNIK

Tabel 4.3 Uji Validitas Variabel X2 (Citra Merek)

		Correlations								
		X21	X22	X23	X24	X25	X26	X27	X28	Total
X21	Pearson Correlation	1	.405 <sup>*</sup>	.236	.435 <sup>*</sup>	.671 <sup>**</sup>	.556 <sup>**</sup>	.489 <sup>**</sup>	.671 <sup>**</sup>	.770 <sup>**</sup>
	Sig. (2-tailed)		.026	.209	.016	.000	.001	.006	.000	.000
	N	30	30	30	30	30	30	30	30	30
X22	Pearson Correlation	.405 <sup>*</sup>	1	.330	.088	.400 <sup>*</sup>	.576 <sup>**</sup>	.354	.255	.591 <sup>**</sup>
	Sig. (2-tailed)	.026		.075	.645	.029	.001	.055	.174	.001
	N	30	30	30	30	30	30	30	30	30
X23	Pearson Correlation	.236	.330	1	.088	.400 <sup>*</sup>	.392 <sup>*</sup>	.354	.442 <sup>*</sup>	.571 <sup>**</sup>
	Sig. (2-tailed)	.209	.075		.645	.029	.032	.055	.014	.001
	N	30	30	30	30	30	30	30	30	30
X24	Pearson Correlation	.435 <sup>*</sup>	.088	.088	1	.327	.195	.497 <sup>**</sup>	.202	.460 <sup>*</sup>
	Sig. (2-tailed)	.016	.645	.645		.078	.301	.005	.284	.010
	N	30	30	30	30	30	30	30	30	30
X25	Pearson Correlation	.671 <sup>**</sup>	.400 <sup>*</sup>	.400 <sup>*</sup>	.327	1	.483 <sup>**</sup>	.588 <sup>**</sup>	.703 <sup>**</sup>	.824 <sup>**</sup>
	Sig. (2-tailed)	.000	.029	.029	.078		.007	.001	.000	.000
	N	30	30	30	30	30	30	30	30	30
X26	Pearson Correlation	.556 <sup>**</sup>	.576 <sup>**</sup>	.392 <sup>*</sup>	.195	.483 <sup>**</sup>	1	.486 <sup>**</sup>	.649 <sup>**</sup>	.788 <sup>**</sup>
	Sig. (2-tailed)	.001	.001	.032	.301	.007		.006	.000	.000
	N	30	30	30	30	30	30	30	30	30
X27	Pearson Correlation	.489 <sup>**</sup>	.354	.354	.497 <sup>**</sup>	.588 <sup>**</sup>	.486 <sup>**</sup>	1	.506 <sup>**</sup>	.780 <sup>**</sup>
	Sig. (2-tailed)	.006	.055	.055	.005	.001	.006		.004	.000
	N	30	30	30	30	30	30	30	30	30
X28	Pearson Correlation	.671 <sup>**</sup>	.255	.442 <sup>*</sup>	.202	.703 <sup>**</sup>	.649 <sup>**</sup>	.506 <sup>**</sup>	1	.812 <sup>**</sup>
	Sig. (2-tailed)	.000	.174	.014	.284	.000	.000	.004		.000
	N	30	30	30	30	30	30	30	30	30
Total	Pearson Correlation	.770 <sup>**</sup>	.591 <sup>**</sup>	.571 <sup>**</sup>	.460 <sup>*</sup>	.824 <sup>**</sup>	.788 <sup>**</sup>	.780 <sup>**</sup>	.812 <sup>**</sup>	1
	Sig. (2-tailed)	.000	.001	.001	.010	.000	.000	.000	.000	
	N	30	30	30	30	30	30	30	30	30

\*. Correlation is significant at the 0.05 level (2-tailed).

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



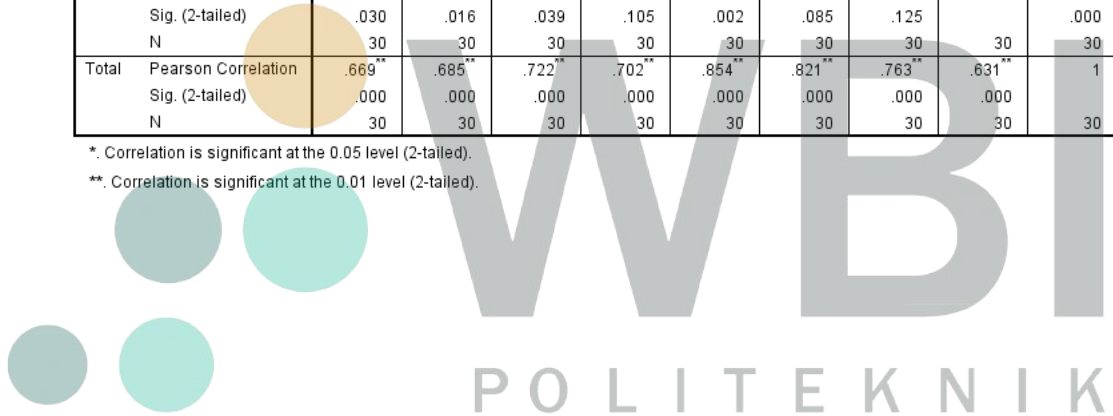
## Hasil Uji Validitas Variabel Y (Keputusan Pembelian)

Correlations

		Y1	Y2	Y3	Y4	Y5	Y6	Y7	Y8	Total
Y1	Pearson Correlation	1	.460*	.389*	.285	.442*	.502**	.389*	.397*	.669**
	Sig. (2-tailed)		.011	.033	.127	.014	.005	.033	.030	.000
	N	30	30	30	30	30	30	30	30	30
Y2	Pearson Correlation	.460*	1	.355	.506**	.546**	.346	.374*	.438*	.685**
	Sig. (2-tailed)	.011		.054	.004	.002	.061	.042	.016	.000
	N	30	30	30	30	30	30	30	30	30
Y3	Pearson Correlation	.389*	.355	1	.437*	.531**	.567**	.473**	.379*	.722**
	Sig. (2-tailed)	.033	.054		.016	.003	.001	.008	.039	.000
	N	30	30	30	30	30	30	30	30	30
Y4	Pearson Correlation	.285	.506**	.437*	1	.576**	.603**	.464**	.302	.702**
	Sig. (2-tailed)	.127	.004	.016		.001	.000	.010	.105	.000
	N	30	30	30	30	30	30	30	30	30
Y5	Pearson Correlation	.442*	.546**	.531**	.576**	1	.678**	.720**	.537**	.854**
	Sig. (2-tailed)	.014	.002	.003	.001		.000	.000	.002	.000
	N	30	30	30	30	30	30	30	30	30
Y6	Pearson Correlation	.502**	.346	.567**	.603**	.678**	1	.808**	.320	.821**
	Sig. (2-tailed)	.005	.061	.001	.000	.000		.000	.085	.000
	N	30	30	30	30	30	30	30	30	30
Y7	Pearson Correlation	.389*	.374*	.473**	.464**	.720**	.808**	1	.286	.763**
	Sig. (2-tailed)	.033	.042	.008	.010	.000	.000		.125	.000
	N	30	30	30	30	30	30	30	30	30
Y8	Pearson Correlation	.397*	.438*	.379*	.302	.537**	.320	.286	1	.631**
	Sig. (2-tailed)	.030	.016	.039	.105	.002	.085	.125		.000
	N	30	30	30	30	30	30	30	30	30
Total	Pearson Correlation	.669**	.685**	.722**	.702**	.854**	.821**	.763**	.631**	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 0.05 level (2-tailed).

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



### Lampiran 3

#### Hasil Uji Reliabel

Hasil Uji Reliabel Variabel X1 (Iklan)

##### Reliability Statistics

Cronbach's Alpha	N of Items
.784	11

Hasil Uji Reliabel Variabel X2 (Citra Merek)

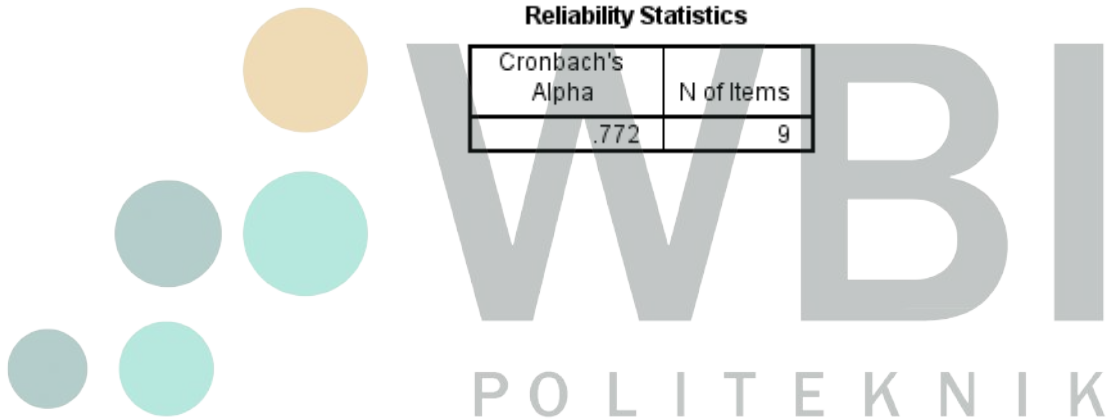
##### Reliability Statistics

Cronbach's Alpha	N of Items
.772	9

Hasil Uji Reliabel Variabel Y (Keputusan Pembelian)

##### Reliability Statistics

Cronbach's Alpha	N of Items
.772	9





## LAMPIRAN 4

### HASIL PERHITUNGAN SPSS

**Model Summary<sup>b</sup>**

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.436 <sup>a</sup>	.190	.173	5.80197	1.739

a. Predictors: (Constant), CitraMerek, Iklan

b. Dependent Variable: KeputusanPembelian

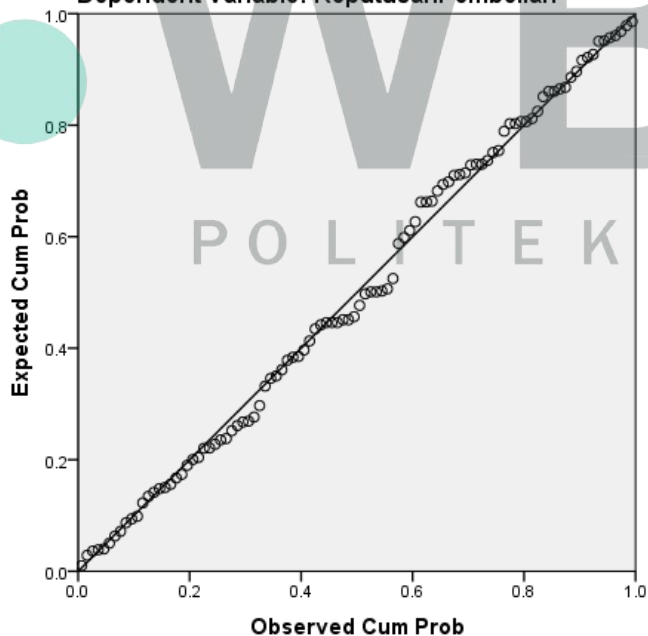
#### Hasil Uji Multikolinearitas

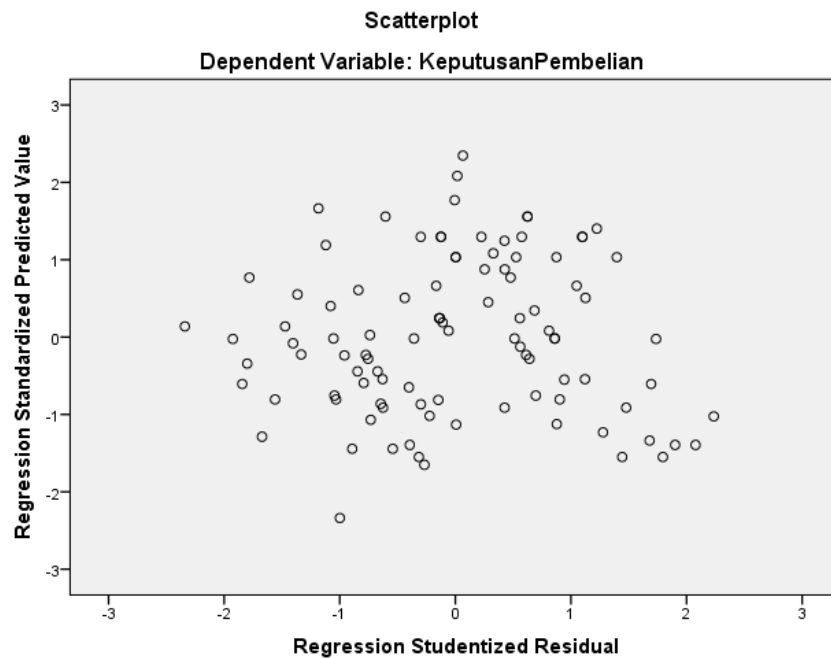
**Coefficients<sup>a</sup>**

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	6.299	5.686		1.108	.271		
	Iklan	.296	.202	.142	1.464	.147	.892	1.122
	CitraMerek	.731	.192	.368	3.806	.000	.892	1.122

a. Dependent Variable: KeputusanPembelian

**Normal P-P Plot of Regression Standardized Residual**  
 Dependent Variable: KeputusanPembelian





**ANOVA<sup>a</sup>**

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	766.492	2	383.246	11.385	.000 <sup>b</sup>
	Residual	3265.298	97	33.663		
	Total	4031.790	99			

a. Dependent Variable: KeputusanPembelian

b. Predictors: (Constant), CitraMerek, Iklan

## LAMPIRAN 5

### TABEL R

df = (N-2)	Tingkat signifikansi untuk uji satu arah				
	0.05	0.025	0.01	0.005	0.0005
	Tingkat signifikansi untuk uji dua arah				
	0.1	0.05	0.02	0.01	0.001
1	0.9877	0.9969	0.9995	0.9999	1.0000
2	0.9000	0.9500	0.9800	0.9900	0.9990
3	0.8054	0.8783	0.9343	0.9587	0.9911
4	0.7293	0.8114	0.8822	0.9172	0.9741
5	0.6694	0.7545	0.8329	0.8745	0.9509
6	0.6215	0.7067	0.7887	0.8343	0.9249
7	0.5822	0.6664	0.7498	0.7977	0.8983
8	0.5494	0.6319	0.7155	0.7646	0.8721
9	0.5214	0.6021	0.6851	0.7348	0.8470
10	0.4973	0.5760	0.6581	0.7079	0.8233
11	0.4762	0.5529	0.6339	0.6835	0.8010
12	0.4575	0.5324	0.6120	0.6614	0.7800
13	0.4409	0.5140	0.5923	0.6411	0.7604
14	0.4259	0.4973	0.5742	0.6226	0.7419
15	0.4124	0.4821	0.5577	0.6055	0.7247
16	0.4000	0.4683	0.5425	0.5897	0.7084
17	0.3887	0.4555	0.5285	0.5751	0.6932
18	0.3783	0.4438	0.5155	0.5614	0.6788
19	0.3687	0.4329	0.5034	0.5487	0.6652
20	0.3598	0.4227	0.4921	0.5368	0.6524
21	0.3515	0.4132	0.4815	0.5256	0.6402
22	0.3438	0.4044	0.4716	0.5151	0.6287
23	0.3365	0.3961	0.4622	0.5052	0.6178
24	0.3297	0.3882	0.4534	0.4958	0.6074
25	0.3233	0.3809	0.4451	0.4869	0.5974
26	0.3172	0.3739	0.4372	0.4785	0.5880
27	0.3115	0.3673	0.4297	0.4705	0.5790
28	0.3061	0.3610	0.4226	0.4629	0.5703
29	0.3009	0.3550	0.4158	0.4556	0.5620
30	0.2960	0.3494	0.4093	0.4487	0.5541
31	0.2913	0.3440	0.4032	0.4421	0.5465
32	0.2869	0.3388	0.3972	0.4357	0.5392

## LAMPIRAN 6

### TABEL t

df	Pr	0.25	0.10	0.05	0.025	0.01	0.005	0.001
	0.50	0.20	0.10	0.050	0.02	0.010	0.002	
1	1.00000	3.07768	6.31375	12.70620	31.82052	63.65674	318.30884	
2	0.81650	1.88562	2.91099	4.30265	6.96456	9.92484	22.32712	
3	0.76489	1.63774	2.35336	3.18245	4.54070	5.84091	10.21453	
4	0.74070	1.53321	2.13185	2.77645	3.74695	4.60409	7.17318	
5	0.72669	1.47588	2.01505	2.57058	3.36493	4.03214	5.89343	
6	0.71756	1.43976	1.94318	2.44691	3.14267	3.70743	5.20763	
7	0.71114	1.41492	1.89458	2.36462	2.99795	3.49948	4.78529	
8	0.70639	1.39682	1.85955	2.30600	2.89646	3.35539	4.50079	
9	0.70272	1.38303	1.83311	2.26216	2.82144	3.24984	4.29681	
10	0.69981	1.37218	1.81246	2.22814	2.76377	3.16927	4.14370	
11	0.69745	1.36343	1.79588	2.20099	2.71808	3.10581	4.02470	
12	0.69548	1.35622	1.78229	2.17881	2.68100	3.05454	3.92963	
13	0.69383	1.35017	1.77093	2.16037	2.65031	3.01228	3.85198	
14	0.69242	1.34503	1.76131	2.14479	2.62449	2.97684	3.78739	
15	0.69120	1.34061	1.75305	2.13145	2.60248	2.94671	3.73283	
16	0.69013	1.33676	1.74588	2.11991	2.58349	2.92078	3.68815	
17	0.68920	1.33338	1.73961	2.10982	2.56693	2.89823	3.64577	
18	0.68836	1.33039	1.73406	2.10092	2.55238	2.87844	3.61048	
19	0.68762	1.32773	1.72913	2.09302	2.53948	2.86093	3.57940	
20	0.68695	1.32534	1.72472	2.08596	2.52798	2.84534	3.55181	
21	0.68635	1.32319	1.72074	2.07961	2.51765	2.83136	3.52715	
22	0.68581	1.32124	1.71714	2.07387	2.50832	2.81876	3.50499	
23	0.68531	1.31946	1.71387	2.06866	2.49987	2.80734	3.48496	
24	0.68485	1.31784	1.71088	2.06390	2.49216	2.79694	3.46678	
25	0.68443	1.31635	1.70814	2.05954	2.48511	2.78744	3.45019	
26	0.68404	1.31497	1.70562	2.05553	2.47863	2.77871	3.43500	
27	0.68368	1.31370	1.70329	2.05183	2.47266	2.77068	3.42103	
28	0.68335	1.31253	1.70113	2.04841	2.46714	2.76326	3.40816	
29	0.68304	1.31143	1.69913	2.04523	2.46202	2.75639	3.39624	
30	0.68276	1.31042	1.69726	2.04227	2.45726	2.75000	3.38518	
...	...	...	...	...	...	...	...	
95	0.67708	1.29053	1.66105	1.98525	2.36624	2.62858	3.17825	
96	0.67705	1.29043	1.66088	1.98498	2.36582	2.62802	3.17731	
97	0.67703	1.29034	1.66071	1.98472	2.36541	2.62747	3.17639	
98	0.67700	1.29025	1.66055	1.98447	2.36500	2.62693	3.17549	
99	0.67698	1.29016	1.66039	1.98422	2.36461	2.62641	3.17460	
100	0.67695	1.29007	1.66023	1.98397	2.36422	2.62589	3.17374	

## Lampiran 7

### Tabel F

df untuk penyebut (N2)	df untuk pembilang (N1)														
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
1	161	199	216	225	230	234	237	239	241	242	243	244	245	245	246
2	18.51	19.00	19.16	19.25	19.30	19.33	19.35	19.37	19.38	19.40	19.40	19.41	19.42	19.42	19.43
3	10.13	9.55	9.28	9.12	9.01	8.94	8.89	8.85	8.81	8.79	8.76	8.74	8.73	8.71	8.70
4	7.71	6.94	6.59	6.39	6.26	6.16	6.09	6.04	6.00	5.96	5.94	5.91	5.89	5.87	5.86
5	6.61	5.79	5.41	5.19	5.05	4.95	4.88	4.82	4.77	4.74	4.70	4.68	4.66	4.64	4.62
6	5.99	5.14	4.76	4.53	4.39	4.28	4.21	4.15	4.10	4.06	4.03	4.00	3.98	3.96	3.94
7	5.59	4.74	4.35	4.12	3.97	3.87	3.79	3.73	3.68	3.64	3.60	3.57	3.55	3.53	3.51
8	5.32	4.46	4.07	3.84	3.69	3.58	3.50	3.44	3.39	3.35	3.31	3.28	3.26	3.24	3.22
9	5.12	4.26	3.86	3.63	3.48	3.37	3.29	3.23	3.18	3.14	3.10	3.07	3.05	3.03	3.01
10	4.96	4.10	3.71	3.48	3.33	3.22	3.14	3.07	3.02	2.98	2.94	2.91	2.89	2.86	2.85
11	4.84	3.98	3.59	3.36	3.20	3.09	3.01	2.95	2.90	2.85	2.82	2.79	2.76	2.74	2.72
12	4.75	3.89	3.49	3.26	3.11	3.00	2.91	2.85	2.80	2.75	2.72	2.69	2.66	2.64	2.62
13	4.67	3.81	3.41	3.18	3.03	2.92	2.83	2.77	2.71	2.67	2.63	2.60	2.58	2.55	2.53
14	4.60	3.74	3.34	3.11	2.96	2.85	2.76	2.70	2.65	2.60	2.57	2.53	2.51	2.48	2.46
15	4.54	3.68	3.29	3.06	2.90	2.79	2.71	2.64	2.59	2.54	2.51	2.48	2.45	2.42	2.40
16	4.49	3.63	3.24	3.01	2.85	2.74	2.66	2.59	2.54	2.49	2.46	2.42	2.40	2.37	2.35
17	4.45	3.59	3.20	2.96	2.81	2.70	2.61	2.55	2.49	2.45	2.41	2.38	2.35	2.33	2.31
18	4.41	3.55	3.16	2.93	2.77	2.66	2.58	2.51	2.46	2.41	2.37	2.34	2.31	2.29	2.27
19	4.38	3.52	3.13	2.90	2.74	2.63	2.54	2.48	2.42	2.38	2.34	2.31	2.28	2.26	2.23
20	4.35	3.49	3.10	2.87	2.71	2.60	2.51	2.45	2.39	2.35	2.31	2.28	2.25	2.22	2.20
21	4.32	3.47	3.07	2.84	2.68	2.57	2.49	2.42	2.37	2.32	2.28	2.25	2.22	2.20	2.18
22	4.30	3.44	3.05	2.82	2.66	2.55	2.46	2.40	2.34	2.30	2.26	2.23	2.20	2.17	2.15
23	4.28	3.42	3.03	2.80	2.64	2.53	2.44	2.37	2.32	2.27	2.24	2.20	2.18	2.15	2.13
24	4.26	3.40	3.01	2.78	2.62	2.51	2.42	2.36	2.30	2.25	2.22	2.18	2.15	2.13	2.11
25	4.24	3.39	2.99	2.76	2.60	2.49	2.40	2.34	2.28	2.24	2.20	2.16	2.14	2.11	2.09
26	4.23	3.37	2.98	2.74	2.59	2.47	2.39	2.32	2.27	2.22	2.18	2.15	2.12	2.09	2.07
27	4.21	3.35	2.96	2.73	2.57	2.46	2.37	2.31	2.25	2.20	2.17	2.13	2.10	2.08	2.06
28	4.20	3.34	2.95	2.71	2.56	2.45	2.36	2.29	2.24	2.19	2.15	2.12	2.09	2.06	2.04
29	4.18	3.33	2.93	2.70	2.55	2.43	2.35	2.28	2.22	2.18	2.14	2.10	2.08	2.05	2.03
30	4.17	3.32	2.92	2.69	2.53	2.42	2.33	2.27	2.21	2.16	2.13	2.09	2.06	2.04	2.01
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
...	...	...	...	...	...	...	...	...	...	...	...	...	...	...	...
95	3.94	3.09	2.70	2.47	2.31	2.20	2.11	2.04	1.98	1.93	1.89	1.86	1.82	1.80	1.77
96	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
97	3.94	3.09	2.70	2.47	2.31	2.19	2.11	2.04	1.98	1.93	1.89	1.85	1.82	1.80	1.77
98	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
99	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.98	1.93	1.89	1.85	1.82	1.79	1.77
100	3.94	3.09	2.70	2.46	2.31	2.19	2.10	2.03	1.97	1.93	1.89	1.85	1.82	1.79	1.77

## CURRICULUM VITAE

Nama : Bastian Gunawan  
Alamat : Jl. Gunung Tua No, 8A, Medan, Sumatera Utara  
Kode Pos : 20232  
Tempat, Tanggal Lahir : Medan, 28 Juli 1995  
Anak ke : 3  
Jumlah Saudara : 3  
No. Telepon : 061 – 414 2530 / +62 – 812 3572 4360  
Email : gunawanbastian44@gmail.com  
Kewarganegaraan : Indonesia  
Jenis Kelamin : Laki - Laki  
Agama : Buddha  
Status : Belum Menikah



Tahun		Sekolah
2000 – 2006	Sekolah Dasar (SD)	Budi Murni 3
2006 – 2010	Sekolah Menengah Pertama (SMP)	Budi Murni 3
2010 – 2013	Sekolah Menengah Atas (SMA)	Methodist 2
2013 – 2018	Sarjana Terapan Manajemen Pemasaran Internasional	Politeknik Wilmar Bisnis Indonesia