Lampiran 1. Hasil Penelitian

1. Karakteristik Pofil Responden

 **Tabel 1.1**

**Hasil Uji Deskripsi Responden Berdasarkan Jenis Kelamin**

|  |
| --- |
|  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | laki laki | 22 | 66,7 | 66,7 | 66,7 |
| perempuan | 11 | 33,3 | 33,3 | 100,0 |
| Total | 33 | 100,0 | 100,0 |  |

 Sumber: Data primer yang diolah

|  |
| --- |
| **Tabel 1.2****Hasil Uji Deskripsi Responden Berdasarkan Usia** |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | <30 | 2 | 6,1 | 6,1 | 6,1 |
| 31-40 | 12 | 36,4 | 36,4 | 42,4 |
| >41 | 19 | 57,6 | 57,6 | 100,0 |
| Total | 33 | 100,0 | 100,0 |  |

 Sumber: Data primer yang diolah

**Tabel 1.3**

**Hasil Uji Deskripsi Responden Berdasarkan Pendidikan Terakhir**

|  |
| --- |
|  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | D3 | 1 | 3,0 | 3,0 | 3,0 |
| S1 | 16 | 48,5 | 48,5 | 51,5 |
| S2 | 14 | 42,4 | 42,4 | 93,9 |
| Lainnya | 2 | 6,1 | 6,1 | 100,0 |
| Total | 33 | 100,0 | 100,0 |  |

 Sumber: Data primer yang diolah

**Tabel 1.4**

**Hasil Uji Deskripsi Responden Berdasarkan Pengalaman Kerja**

|  |
| --- |
|  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | <5 | 20 | 60,6 | 60,6 | 60,6 |
| 6-10 | 11 | 33,3 | 33,3 | 93,9 |
| >11 | 2 | 6,1 | 6,1 | 100,0 |
| Total | 33 | 100,0 | 100,0 |  |

 Sumber: Data primer yang diolah

**Tabel 1.5**

**Hasil Uji Deskriptif Responden Berdasarkan Jenis Perusahaan**

|  |
| --- |
|  |
|  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Dagang | 3 | 9,1 | 9,1 | 9,1 |
| Jasa | 18 | 54,5 | 54,5 | 63,6 |
| Manufaktur | 4 | 12,1 | 12,1 | 75,8 |
| Pemerintahan | 7 | 21,2 | 21,2 | 97,0 |
| Lainnya | 1 | 3,0 | 3,0 | 100,0 |
| Total | 33 | 100,0 | 100,0 |  |

Sumber: Data primer yang diolah

1. Hasil Uji Instrumen Penelitian

Hasil Uji Statistik Desktriptif

|  |
| --- |
| **Tabel 2.1****Hasil Uji Statistik Deskriptif** |
|  | N | Minimum | Maximum | Mean | Std. Deviation |
| INTENSI | 33 | 3,00 | 9,00 | 4,4242 | 1,47966 |
| SIKAP | 33 | 5,00 | 15,00 | 8,2727 | 2,82038 |
| NORMA | 33 | 5,00 | 19,00 | 8,3030 | 3,25466 |
| PERSEPSIAN | 33 | 5,00 | 21,00 | 13,3333 | 5,09084 |
| SQ | 33 | 39,00 | 91,00 | 53,6061 | 8,54012 |
| Valid N (listwise) | 33 |  |  |  |  |

 Sumber: Data primer yang diolah

 Hasil Uji Kualitas Data

 **Tabel 2.2**

 **Hasil Uji Reabilitas**

|  |  |  |
| --- | --- | --- |
| Variabel | *Cronbach Alpha* | Keterangan |
| Intensi Perilaku | 0,801 | Reliabel |
| Sikap dalam Berperilaku | 0,791 | Reliabel |
| Norma-norma Subyektif | 0,862 | Reliabel |
| Kendali Perilaku Persepsi | 0,819 | Reliabel |
| *Spiritual Quotient* | 0,927 | Reliabel |

 Sumber: Data primer yang diolah

**Tabel 2.3**

**Hasil Uji Validitas Variabel Intensi Perilaku**

| Nomor butir pertanyaan | *Pearson Correlation* | Sig (2-Tailed) | Keterangan |
| --- | --- | --- | --- |
| 1 | 0,778 | 0,00 | Valid |
| 2 | 0,904 | 0,00 | Valid |
| 3 | 0,861 | 0,00 | Valid |

 Sumber: Data primer yang diolah

**Tabel 2.4**

**Hasil Uji Validitas Variabel Sikap dalam Berperilaku**

|  |  |  |  |
| --- | --- | --- | --- |
| Nomor butir pertanyaan | *Pearson Correlation* | Sig (2-Tailed) | Keterangan |
| 4 | 0,667 | 0,00 | Valid |
| 5 | 0,719 | 0,00 | Valid |
| 6 | 0,755 | 0,00 | Valid |
| 7 | 0,755 | 0,00 | Valid |
| 8 | 0,887 | 0,00 | Valid |

 Sumber: Data primer yang diolah

**Tabel 2.5**

**Hasil Uji Validitas Variabel Norma-norma Subyektif**

|  |  |  |  |
| --- | --- | --- | --- |
| Nomor butir pertanyaan | *Pearson Correlation* | Sig (2-Tailed) | Keterangan |
| 9 | 0,894 | 0,00 | Valid |
| 10 | 0,902 | 0,00 | Valid |
| 11 | 0,902 | 0,00 | Valid |
| 12 | 0,692 | 0,00 | Valid |
| 13 | 0,574 | 0,00 | Valid |

 Sumber: Data primer yang diolah

**Tabel 2.6**

**Hasil Uji Validitas Variabel Kendali Perilaku Persepsi**

|  |  |  |  |
| --- | --- | --- | --- |
| Nomor butir pertanyaan | *Pearson Correlation* | Sig (2-Tailed) | Keterangan |
| 14 | 0,775 | 0,00 | Valid |
| 15 |  0,866 | 0,00 | Valid |
| 16 | 0,905 | 0,00 | Valid |
| 17 | 0,810 | 0,00 | Valid |
| 18 | 0,656 | 0,00 | Valid |

 Sumber: Data Primer yang diolah

**Tabel 2.7**

**Hasil Uji Validitas Variabel *Spiritual Quotient***

| Nomor butir pertanyaan | *Pearson Correlation* | Sig (2-Tailed) | Keterangan |
| --- | --- | --- | --- |
| 19 | 0,826 | 0,00 | Valid |
| 20 | 0,651 | 0,00 | Valid |
| 21 | 0,754 | 0,00 | Valid |
| 22 | 0,779 | 0,00 | Valid |
| 23 | 0,860 | 0,00 | Valid |
| 24 | 0,779 | 0,00 | Valid |
| 25 | 0,752 | 0,00 | Valid |
| 26 | 0,690 | 0,00 | Valid |
| 27 | 0,726 | 0,00 | Valid |
| 28 | 0,626 | 0,00 | Valid |
| 29 | 0,799 | 0,00 | Valid |
| 30 | 0,752 | 0,00 | Valid |

 Sumber: Data primer yang diolah

1. Hasil Uji Asumsi Klasik

**Tabel 3.1**

**Hasil Uji Multikolonieritas**

|  |
| --- |
|  |
| Model | Collinearity Statistics |
| Tolerance | VIF |
| 1 | SIKAP | ,328 | 3,045 |
| NORMA | ,316 | 3,165 |
| Jenis Kelamin | ,784 | 1,275 |
| SQ | ,961 | 1,041 |
| a. Dependent Variable: INTENSI |

**Gambar 3.2**

**Hasil Uji Heteroskedastisitas**



 Sumber: Data primer yang diolah

 **Gambar 3.3**

**Hasil Uji Normalitas**



1. Hasil Uji Hipotesis

 **Tabel 4.1**

**Hasil Uji Koefisien Determinasi (R2) variabel Y, X1, X2 dan X3**

|  |
| --- |
| **Model Summary** |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | ,753a | ,568 | ,523 | 1,02201 |
| a. Predictors: (Constant), PERSEPSIAN, SIKAP, NORMA |

**Tabel 4.2**

**Hasil Uji Statistik F Variabel Y, X1, X2 dan X3**

|  |
| --- |
| **ANOVAa** |
| Model | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 39,770 | 3 | 13,257 | 12,692 | ,000b |
| Residual | 30,291 | 29 | 1,045 |  |  |
| Total | 70,061 | 32 |  |  |  |
| a. Dependent Variable: INTENSI |
| b. Predictors: (Constant), Persepsian, SIKAP, NORMA |

 Sumber: Data primer yang diolah

 **Tabel 4.3**

 **Hasil Uji Statistik t Variabel Y, X1, X2 dan X3**

|  |
| --- |
| **Coefficientsa** |
| Model | Unstandardized Coefficients | Standardized Coefficients | T | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | 2,104 | ,645 |  | 3,263 | ,003 |
| SIKAP | ,255 | ,112 | ,486 | 2,283 | ,030 |
| NORMA | ,186 | ,100 | ,409 | 1,868 | ,072 |
| PERSEPSIAN | -,088 | ,039 | -,313 | -2,228 | ,034 |
| a. Dependent Variable: INTENSI |

 Sumber: Data primer yang diolah

 **Tabel 4.4**

 **Hasil Uji keofisien Determinasi (R2) Variabel X1, X4, X1X4 dan Y**

|  |
| --- |
| **Model Summary** |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | ,726a | ,528 | ,479 | 1,06833 |
| a. Predictors: (Constant), MODERASI, SQ, SIKAP |

Sumber: Data primer yang diolah

 **Tabel 4.5**

 **Hasil Uji keofisien Determinasi (R2) Variabel X1, X4, X1X4 dan Y**

|  |
| --- |
| **ANOVAa** |
| Model | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 36,962 | 3 | 12,321 | 10,795 | ,000b |
| Residual | 33,099 | 29 | 1,141 |  |  |
| Total | 70,061 | 32 |  |  |  |
| a. Dependent Variable: INTENSI |
| b. Predictors: (Constant), MODERASI, SQ, SIKAP |

Sumber: Data primer yang diolah

**Tabel 4.6**

**Hasil Uji Statistik T Variabel X1, X4, X1X4 dan Y**

|  |
| --- |
| **Coefficientsa** |
| Model | Unstandardized Coefficients | Standardized Coefficients | T | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | 13,094 | 6,227 |  | 2,103 | ,044 |
| SIKAP | -1,034 | ,721 | -1,970 | -1,433 | ,163 |
| SQ | -,218 | ,116 | -,779 | -1,883 | ,070 |
| MODERASI | ,026 | ,014 | 2,600 | 1,935 | ,063 |
| a. Dependent Variable: INTENSI |

Sumber: Data primer yang diolah

 **Tabel 4.7**

**Hasil Uji keofisien Determinasi (R2) Variabel X**2**, X4, X2X4 dan Y**

|  |
| --- |
| **Model Summary** |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | ,711a | ,505 | ,454 | 1,09320 |
| a. Predictors: (Constant), MODERASI, SQ, NORMA |

Sumber: Data primer yang diolah

 **Tabel 4.8**

**Hasil Uji keofisien Determinasi (R2) Variabel X2, X4, X2X4 dan Y**

|  |
| --- |
| **ANOVAa** |
| Model | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 35,403 | 3 | 11,801 | 9,874 | ,000b |
| Residual | 34,658 | 29 | 1,195 |  |  |
| Total | 70,061 | 32 |  |  |  |
| a. Dependent Variable: INTENSI |
| b. Predictors: (Constant), MODERASI, SQ, NORMA |

Sumber: Data primer yang diolah

**Tabel 4.9**

**Hasil Uji Statistik T Variabel X2, X4, X2X4 dan Y**

|  |
| --- |
| **Coefficientsa** |
| Model | Unstandardized Coefficients | Standardized Coefficients | T | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | 16,861 | 7,006 |  | 2,407 | ,023 |
| NORMA | -1,444 | ,840 | -3,176 | -1,719 | ,096 |
| SQ | -,274 | ,128 | -,978 | -2,134 | ,041 |
| MODERASI | ,032 | ,015 | 3,793 | 2,073 | ,047 |
| a. Dependent Variable: INTENSI |

Sumber: Data primer yang diolah

 **Tabel 4. 10**

**Hasil Uji keofisien Determinasi (R2) Variabel X**3**, X4, X3X4 dan Y**

|  |
| --- |
| **Model Summary** |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate |
| 1 | ,528a | ,278 | ,204 | 1,32026 |
| a. Predictors: (Constant), MODERASI, SQ, PERSEPSIAN |

Sumber: Data primer yang diolah

 **Tabel 4.11**

**Hasil Uji keofisien Determinasi (R2) Variabel X3, X4, X3X4 dan Y**

|  |
| --- |
| **ANOVAa** |
| Model | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 19,511 | 3 | 6,504 | 3,731 | ,022b |
| Residual | 50,549 | 29 | 1,743 |  |  |
| Total | 70,061 | 32 |  |  |  |
| a. Dependent Variable: INTENSI |
| b. Predictors: (Constant), MODERASI, SQ, PERSEPSIAN |

Sumber: Data primer yang diolah

**Tabel 4.12**

**Hasil Uji Statistik T Variabel X2, X4, X2X4 dan Y**

|  |
| --- |
| **Coefficientsa** |
| Model | Unstandardized Coefficients | Standardized Coefficients | T | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | 27,761 | 7,123 |  | 3,897 | ,001 |
| PERSEPSIAN | -1,581 | ,506 | -5,440 | -3,125 | ,004 |
| SQ | -,431 | ,130 | -1,539 | -3,322 | ,002 |
| MODERASI | ,029 | ,009 | 5,476 | 3,159 | ,004 |
| a. Dependent Variable: INTENSI |

Sumber: Data primer yang diolah