**Lampiran 3**

**Profil Responden**

**Jenis kelamin**

| **JK** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Laki-laki | 81 | 58.7 | 58.7 | 58.7 |
| Perempuan | 57 | 41.3 | 41.3 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Usia**

| **USIA** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 26 thn s/d 36 thn | 21 | 15.2 | 15.2 | 15.2 |
| 37 thn s/d 47 thn | 92 | 66.7 | 66.7 | 81.9 |
| 48 thn s/d 58 thn | 24 | 17.4 | 17.4 | 99.3 |
| 59 thn ke atas | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Pendidikan**

| **PDK** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | SD | 10 | 7.2 | 7.2 | 7.2 |
| SMP SEDERAJAT | 32 | 23.2 | 23.2 | 30.4 |
| SMA SEDERAJAT | 95 | 68.8 | 68.8 | 99.3 |
| SARJANA | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Lampiran 4**

**Deskripsi Variabel Penelitian**

**Pendapatan (Y)**

**Berdasarkan Pengeluaran Per Bulan**

| **PDT2** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Rp 1.000.000 s/d Rp 6.000.000 | 5 | 3.6 | 3.6 | 3.6 |
| Rp 6.100.000 s/d Rp 12.000.000 | 35 | 25.4 | 25.4 | 29.0 |
| Rp 12.100.000 s/d Rp 18.000.000 | 52 | 37.7 | 37.7 | 66.7 |
| Rp 18.100.000 s/d Rp 24.000.000 | 38 | 27.5 | 27.5 | 94.2 |
| Rp 24.100.000 s/d Rp 30.000.000 | 8 | 5.8 | 5.8 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Penjualan Per Bulan**

| **PDT3** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Rp 11.000.000 s/d Rp 18.000.000 | 31 | 22.5 | 22.5 | 22.5 |
| Rp 19.000.000 s/d Rp 26.000.000 | 48 | 34.8 | 34.8 | 57.2 |
| Rp 27.000.000 s/d Rp 34.000.000 | 41 | 29.7 | 29.7 | 87.0 |
| Rp 35.000.000 s/d Rp 42.000.000 | 17 | 12.3 | 12.3 | 99.3 |
| Rp 43.000.000 ke atas | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Jumlah Tenaga Kerja**

| **PDT4** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Tidak ada tenaga kerja | 35 | 25.4 | 25.4 | 25.4 |
| 1 orang | 47 | 34.1 | 34.1 | 59.4 |
| 2 orang | 39 | 28.3 | 28.3 | 87.7 |
| 3 orang | 12 | 8.7 | 8.7 | 96.4 |
| 4 orang | 5 | 3.6 | 3.6 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Biaya Upah Tenaga Kerja Satu Bulan**

| **PDT5** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Tidak ada tenaga kerja | 34 | 24.6 | 24.6 | 24.6 |
| Rp 500.000 s/d Rp 2.000.000 | 64 | 46.4 | 46.4 | 71.0 |
| Rp 2.100.000 s/d Rp 4.000.000 | 33 | 23.9 | 23.9 | 94.9 |
| Rp 4.100.000 s/d Rp 6.000.000 | 7 | 5.1 | 5.1 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Tempat atau Lokasi Jualan**

| **PDT6** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Toko | 97 | 70.3 | 70.3 | 70.3 |
| Pinggir jalan | 36 | 26.1 | 26.1 | 96.4 |
| dll (Pasar, sekolah) | 5 | 3.6 | 3.6 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Sewa Toko dalam Satu Bulan**

| **PDT7** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Tidak sewa toko | 49 | 35.5 | 35.5 | 35.5 |
| Rp 250.000 s/d Rp 550.000 | 9 | 6.5 | 6.5 | 42.0 |
| Rp 560.000 s/d Rp 850.000 | 23 | 16.7 | 16.7 | 58.7 |
| Rp 860.000 s/d Rp 1.150.000 | 40 | 29.0 | 29.0 | 87.7 |
| Rp 1.160.000 s/d Rp 1.600.000 | 17 | 12.3 | 12.3 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Modal Awal (X1)**

**Berdasarkan Modal Awal**

| **MD8** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Rp 1.000.000 s/d Rp 8.000.000 | 3 | 2.2 | 2.2 | 2.2 |
| Rp 9.000.000 s/d Rp 16.000.000 | 58 | 42.0 | 42.0 | 44.2 |
| Rp 17.000.000 s/d Rp 24.000.000 | 60 | 43.5 | 43.5 | 87.7 |
| Rp 25.000.000 s/d Rp 32.000.000 | 16 | 11.6 | 11.6 | 99.3 |
| Rp 33.000.000 ke atas | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Pengadaan Sarana & Prasarana**

| **MD9** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Rp 750.000 s/d Rp 5.000.000 | 122 | 88.4 | 88.4 | 88.4 |
| Rp 5.100.000 s/d Rp 10.000.000 | 15 | 10.9 | 10.9 | 99.3 |
| Rp 15.100.000 s/d Rp 20.000.000 | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Harga Jual (X2)**

**Berdasarkan Harga Jual**

| **HJ10** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Rp 9.000 s/d Rp 11.000 | 34 | 24.6 | 24.6 | 24.6 |
| Rp 12.000 s/d Rp 14.000 | 104 | 75.4 | 75.4 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Jam Kerja (X3)**

**Berdasarkan Lama Berjualan Dalam Satu Hari (Jam)**

| **JMK11** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 6 jam s/d 8 jam | 55 | 39.9 | 39.9 | 39.9 |
| 9 jam s/d 11 | 81 | 58.7 | 58.7 | 98.6 |
| 12 jam ke atas | 2 | 1.4 | 1.4 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Berjualan Secara Rutin/Hari**

| **JMK12** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Iya | 136 | 98.6 | 98.6 | 98.6 |
| Tidak | 2 | 1.4 | 1.4 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Berjualan Pada Jam-Jam Tertentu**

| **JMK13** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Iya | 119 | 86.2 | 86.2 | 86.2 |
| Tidak | 19 | 13.8 | 13.8 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Berjualan Dalam Satu Bulan (jam)**

| **JMK14** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 180 jam s/d 257 jam | 56 | 40.6 | 40.6 | 40.6 |
| 258 jam s/d 335 jam | 80 | 58.0 | 58.0 | 98.6 |
| 336 jam s/d 388 jam | 1 | .7 | .7 | 99.3 |
| 389 jam ke atas | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Lama Usaha (X4)**

**Berdasarkan Lama Menekuni Usaha**

| **LU15** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | 1 tahun s/d 8 tahun | 70 | 50.7 | 50.7 | 50.7 |
| 9 tahun s/d 17 tahun | 59 | 42.8 | 42.8 | 93.5 |
| 18 tahun s/d 25 tahun | 8 | 5.8 | 5.8 | 99.3 |
| 26 tahun ke atas | 1 | .7 | .7 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Mengenal Usaha**

| **LU16** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Sendiri | 5 | 3.6 | 3.6 | 3.6 |
| Orang Tua | 13 | 9.4 | 9.4 | 13.0 |
| Keluarga | 69 | 50.0 | 50.0 | 63.0 |
| Tetangga | 23 | 16.7 | 16.7 | 79.7 |
| Kerabat | 28 | 20.3 | 20.3 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Pekerjaan Sebelum Jadi Pedagang Bakso**

| **LU17** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Tidak ada | 68 | 49.3 | 49.3 | 49.3 |
| Petani | 20 | 14.5 | 14.5 | 63.8 |
| Wiraswasta | 25 | 18.1 | 18.1 | 81.9 |
| Karyawan | 21 | 15.2 | 15.2 | 97.1 |
| Ibu rumah tangga | 4 | 2.9 | 2.9 | 100.0 |
| Total | 138 | 100.0 | 100.0 |  |

**Berdasarkan Pekerjaan Pokok Atau Bukan**

| **LU18** | | | | | |
| --- | --- | --- | --- | --- | --- |
|  |  | Frequency | Percent | Valid Percent | Cumulative Percent |
| Valid | Iya | 138 | 100.0 | 100.0 | 100.0 |

**Lampiran 5**

**Hasil Uji Asumsi Klasik**

**Uji Normalitas**

| **One-Sample Kolmogorov-Smirnov Test** | | |
| --- | --- | --- |
|  |  | Unstandardized Residual |
| N | | 138 |
| Normal Parametersa,,b | Mean | .0000000 |
| Std. Deviation | .47756799 |
| Most Extreme Differences | Absolute | .112 |
| Positive | .112 |
| Negative | -.045 |
| Kolmogorov-Smirnov Z | | 1.314 |
| Asymp. Sig. (2-tailed) | | .063 |
| a. Test distribution is Normal. | | |
| b. Calculated from data. | | |

**Uji Multikolinearitas**

| **Coefficientsa** | | | | | | | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. | Collinearity Statistics | |
| B | Std. Error | Beta | Tolerance | VIF |
| 1 | (Constant) | -.011 | .312 |  | -.036 | .971 |  |  |
| MODALAWAL | .373 | .110 | .268 | 3.406 | .001 | .696 | 1.436 |
| HARGAJUAL | .603 | .111 | .413 | 5.414 | .000 | .740 | 1.351 |
| LAMANYAJAMKERJA | .350 | .165 | .148 | 2.128 | .035 | .896 | 1.116 |
| LAMAUSAHA | .046 | .099 | .030 | .459 | .647 | .988 | 1.013 |
| a. Dependent Variable: PENDAPATAN | | | | | | | | |

**Uji Heteroskedastisitas**

| **Coefficientsa** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | .358 | .199 |  | 1.793 | .075 |
| MODALAWAL | .002 | .070 | .003 | .027 | .978 |
| HARGAJUAL | -.015 | .071 | -.021 | -.213 | .832 |
| JAMKERJA | .055 | .105 | .048 | .527 | .599 |
| LAMAUSAHA | -.022 | .063 | -.030 | -.341 | .733 |
| a. Dependent Variable: RES2 | | | | | | |

**Lampiran 6**

**Hasil Uji Analisa Regresi Linear Berganda**

**R2 (R Square)**

| **Model Summary** | | | | | | | | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Change Statistics | | | | |
| R Square Change | F Change | df1 | df2 | Sig. F Change |
| 1 | .654a | .427 | .410 | .48470 | .427 | 24.798 | 4 | 133 | .000 |
| a. Predictors: (Constant), LAMAUSAHA, MODALAWAL, JAMKERJA, HARGAJUAL | | | | | | | | | |

**Uji F**

| **ANOVAb** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Sum of Squares | Df | Mean Square | F | Sig. |
| 1 | Regression | 23.304 | 4 | 5.826 | 24.798 | .000a |
| Residual | 31.246 | 133 | .235 |  |  |
| Total | 54.549 | 137 |  |  |  |
| a. Predictors: (Constant), LAMAUSAHA, MODALAWAL, JAMKERJA, HARGAJUAL | | | | | | |
| b. Dependent Variable: PENDAPATAN | | | | | | |

**Uji T-tes**

| **Coefficientsa** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| Model | | Unstandardized Coefficients | | Standardized Coefficients | T | Sig. |
| B | Std. Error | Beta |
| 1 | (Constant) | -.011 | .312 |  | -.036 | .971 |
| MODALAWAL | .373 | .110 | .268 | 3.406 | .001 |
| HARGAJUAL | .603 | .111 | .413 | 5.414 | .000 |
| JAMKERJA | .350 | .165 | .148 | 2.128 | .035 |
| LAMAUSAHA | .346 | .199 | .030 | 2.459 | .047 |
| a. Dependent Variable: PENDAPATAN | | | | | | |