

Lampiran 1.

KUESIONER PENELITIAN

Angket penelitian ini akan digunakan untuk keperluan penyusunan skripsi mahasiswa Fakultas Ekonomi Universitas Kristen Petra dalam menguji pengaruh respons kognitif dan afektif kelompok sasaran terhadap promosi Thames Education Centre.

BAGIAN A

Petunjuk :

Jawablah pertanyaan-pertanyaan berikut dengan memberikan tanda silang (x) pada alternatif jawaban yang paling sesuai

1. Berapa usia anda saat ini ?
 - a. 15 -18 tahun
 - b. 18 – 21 tahun
 - c. > 21 tahun
2. Saat ini anda termasuk sebagai

 - a. siswa SMA
 - b. mahasiswa
 - c. Masyarakat

3. Apakah anda pernah melihat promosi Thames Education Centre ?
 - a. Tidak pernah (Bila jawaban anda “tidak pernah”, stop)
 - b. Jarang
 - c. Cukup sering
 - d. Sering
 - e. Sangat sering
4. Media Thames apa yang pernah anda baca/simak ? (pilihan bisa lebih dari 1)
 - a. Presentasi
 - b. Surat kabar
 - c. Pamflet
 - d. Spanduk(silahkan menjawab bagian B dan C)
5. Direct marketing Thames yang pernah anda akses/terima?(pilihan bisa lebih dari 1)
 - a. Website
 - b. Direct mail
 - c. Telemarketing(silahkan menjawab bagian D dan E)

BAGIAN B

Petunjuk : Jawablah pertanyaan-pertanyaan berikut dengan memberikan tanda silang (x) pada alternatif jawaban yang paling sesuai

Brosur, iklan surat kabar, surat pos, pamphlet, spanduk THAMES yang saya dapatkan berisi pesan :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Waktu studi yang ditempuh cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

BAGIAN C

Petunjuk : Jawablah pertanyaan-pertanyaan berikut dengan memberikan tanda silang (x) pada alternatif jawaban yang paling sesuai

Brosur, iklan surat kabar, surat pos, pamphlet, spanduk THAMES yang saya dapatkan membuat saya tertarik :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Untuk mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Untuk menempuh studi dengan waktu yang cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Untuk ikut dalam jaringan THAMES yang memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Brosur, iklan surat kabar, surat pos, pamphlet, spanduk THAMES yang saya dapatkan membuat saya yakin THAMES :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Waktu studi yang ditempuh cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

BAGIAN D

Petunjuk : Jawablah pertanyaan-pertanyaan berikut dengan memberikan tanda silang (x) pada alternatif jawaban yang paling sesuai.

Website, telemarketing, direct mail THAMES yang saya terima / akses berisi pesan :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Waktu studi yang ditempuh cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

BAGIAN E

Petunjuk : Jawablah pertanyaan-pertanyaan berikut dengan memberikan tanda silang (x) pada alternatif jawaban yang paling sesuai.

Website, telemarketing, direct mail THAMES yang saya terima / akses membuat saya tertarik :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Untuk mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Untuk menempuh studi dengan waktu yang cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Untuk ikut dalam jaringan THAMES yang memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Website, telemarketing, direct mail THAMES yang saya terima / akses membuat saya yakin THAMES :

- | | Setuju | | | Sangat tidak setuju | |
|--|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Mendapat gelar internasional | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Waktu studi yang ditempuh cepat | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Memiliki jaringan kerjasama yang luas dengan Perguruan Tinggi luar negeri | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

KRITIK DAN SARAN

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.....

TERIMA KASIH ATAS KERJASAMA ANDA

Lampiran 2. Rekapitulasi Data Hasil Isian Kuesioner

Resp	P1	P2	P3	P4	P5	B1	B2	B3	C1a	C2a	C3a	C1b	C2b	C3b	D1	D2	D3	E1a	E2a	E3a	E1b	E2b	E3b
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360	2	2	1	2	2	2	1	2	3	2	2	3	4	1	2	4	1	2	1	2	3	2	4

Keterangan:

- P1 = Usia
- P2 = Kelompok sasaran
- P3 = Frekuensi Membaca/mengakses iklan
- P4 = Media Iklan *Advertising*
- P5 = Media Iklan *Direct Marketing*
- B1-3 = *Advertising* kognitif

C1a-3b = *Advertising* afektif
D1-3 = *Direct marketing* kognitif
E1a-3b = *Direct marketing* afektif

Lampiran 3. Perhitungan Intensitas

Resp	Frek	B1	B2	B3	X1	C1a	C2a	C3a	C1b	C2b	C3b	X2	X12	D1	D2	D3	Y1	E1a	E2a	E3a	E1b	E2b	E3b	Y2	Y12
1	4	4	3	3	144	2	1	1	3	2	3	144	288	2	4	3	96	3	2	1	1	3	3	216	312
2	2	2	3	4	48	4	2	4	3	2	2	768	816	2	2	3	24	4	4	2	4	1	3	768	792
3	4	1	2	1	8	2	2	3	4	4	3	2304	2312	3	1	2	24	1	2	2	3	2	3	288	312
4	1	4	3	3	36	2	1	1	3	2	3	36	72	2	4	3	24	3	2	4	4	2	1	192	216
5	2	3	2	3	36	2	3	3	3	5	2	1080	1116	4	3	3	72	2	2	1	2	3	2	96	168
6	4	2	3	4	96	4	2	4	2	2	2	1024	1120	4	4	3	192	3	2	3	4	1	1	288	480
7	1	4	4	3	48	3	2	3	3	2	3	324	372	1	2	1	2	2	3	2	2	2	5	240	242
8	3	2	2	1	12	1	2	1	2	3	4	144	156	2	1	3	18	1	2	1	2	3	2	72	90
9	3	3	1	3	27	2	2	2	1	2	1	48	75	2	1	4	24	1	4	1	3	3	2	216	240
10	2	2	1	2	8	1	2	1	2	1	3	24	32	2	2	2	16	1	2	1	2	2	5	80	96
11	1	3	2	3	18	2	3	3	2	1	2	72	90	3	2	3	18	2	3	2	3	3	4	432	450
12	1	2	3	4	24	1	1	2	2	1	3	12	36	4	4	2	32	3	4	1	1	2	4	96	128
13	4	1	2	1	8	2	2	3	1	3	2	288	296	2	2	1	16	2	1	2	2	3	3	288	304
14	1	3	4	1	12	2	4	1	2	2	2	64	76	2	1	3	6	4	1	2	4	1	2	64	70
15	3	2	1	2	12	1	2	1	4	4	3	288	300	3	2	2	36	1	2	1	2	1	2	24	60
16	1	2	1	1	2	3	2	2	1	1	3	36	38	2	1	1	2	1	2	1	2	1	1	4	6
17	3	2	2	2	24	1	2	1	2	2	4	96	120	4	2	1	24	1	3	3	2	1	2	108	132
18	2	4	4	3	96	3	2	3	2	2	1	144	240	2	3	3	36	2	3	2	3	3	2	432	468
19	3	2	4	4	96	2	1	1	1	4	3	72	168	3	2	3	54	2	2	2	1	3	4	288	342
20	2	3	1	3	18	2	2	2	2	2	2	128	146	2	1	1	4	2	1	2	2	3	2	96	100
21	3	2	1	4	24	1	4	1	2	3	2	144	168	3	2	1	18	3	2	1	1	1	2	36	54
22	4	3	4	1	48	2	4	1	4	4	3	1536	1584	3	2	2	48	4	4	2	1	1	2	256	304
23	3	2	1	2	12	3	2	2	4	2	3	864	876	4	1	2	24	2	1	1	2	1	3	36	60
24	3	4	3	3	108	2	1	1	3	4	4	288	396	3	3	2	54	1	4	1	4	1	1	48	102
25	2	2	2	1	16	1	2	1	2	2	4	64	80	4	2	2	32	1	2	1	2	1	2	16	48
26	3	3	2	3	54	2	3	3	2	2	2	432	486	1	1	3	9	2	3	2	3	3	5	1620	1629
27	4	4	3	3	144	2	1	1	3	2	1	48	192	3	1	4	48	3	3	2	1	1	2	144	192
28	3	3	2	2	36	2	1	3	1	2	1	36	72	4	1	2	24	1	1	3	2	2	1	36	60
29	4	2	3	4	96	4	2	4	1	3	4	1536	1632	1	2	2	16	2	2	1	2	1	3	96	112
30	3	1	3	2	18	1	1	1	2	3	2	36	54	3	2	2	36	3	4	1	1	2	1	72	108
31	1	2	4	4	32	2	1	1	1	4	3	24	56	3	2	3	18	2	2	2	1	3	4	96	114
32	1	2	1	3	6	1	2	1	2	2	1	8	14	1	3	4	12	4	3	3	2	3	2	432	444
33	2	2	1	2	8	3	2	2	4	2	3	576	584	4	1	2	16	2	1	1	2	1	3	24	40
34	4	2	1	2	16	1	2	1	2	3	2	96	112	2	2	2	32	1	3	1	2	1	5	120	152
35	2	3	2	3	36	2	3	3	2	2	3	432	488	4	4	3	96	1	3	2	2	2	5	240	336
36	3	2	3	4	72	1	1	2	1	1	2	12	84	1	2	3	18	4	1	2	4	1	4	384	402
37	2	3	2	2	24	2	5	3	1	1	3	180	204	2	1	2	8	1	2	3	2	2	2	96	104
38	2	5	1	4	40	3	3	2	1	3	1	108	148	3	2	2	24	3	4	1	1	2	2	96	120
39	1	4	3	2	24	3	4	4	2	2	1	192	216	2	3	2	12	3	2	3	2	3	3	324	336
40	4	2	3	4	96	4	3	3	2	2	1	576	672	2	1	2	16	4	3	3	2	1	1	288	304
41	2	5	5	2	100	2	1	1	2	2	1	16	116	1	3	2	12	4	4	2	3	2	3	1152	1164
42	3	2	2	2	24	1	4	1	4	4	3	576	600	3	2	1	18	2	4	4	2	1	1	192	210
43	1	5	5	3	75	4	1	2	4	2	3	192	267	4	1	1	4	2	2	1	1	2	1	8	12
44	3	4	3	2	72	1	2	3	2	3	2	216	288	2	2	1	12	2	1	3	1	2	1	36	48
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47	1	2	3	4	24	1	1	2	2	3	4	48	72	1	1	2	2	2	3	4	1	1	2	48	50
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49	2	2	1	3	12	1	2	1	2	1	3	24	36	1	2	1	4	4	4	3	3	2	3	1728	1732
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358	4	2	3	4	96	1	1	2	4	3	3	288	384	2	1	1	8	2	3	4	1	1	2	192	200
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360	4	2	2	1	16	1	2	1	2	4	4	256	272	2	1	1	8	2	2	1	1	2	1	32	40

Keterangan:

Frek = Frekuensi membaca/mengakses

B1-3 = *Advertising* kognitif

C1a-3b = *Advertising* afektif

D1-3 = *Direct marketing* kognitif

E1a-3b = *Direct marketing* afektif

X1 = Intensitas *advertising* kognitif

X2 = Intensitas *advertising* afektif

X1-2 = Intensitas *advertising* (X1 + X2)

Y1 = Intensitas *direct marketing* kognitif

Y2 = Intensitas *direct marketing* afektif

Y1-2 = Intensitas *direct marketing* (Y1 + Y2)

Lampiran 4. Perhitungan Kekuatan Respons

Resp	B1	B2	B3	X1	C1a	C2a	C3a	X2a	C1b	C2b	C3b	X2b	X2ab	X12	D1	D2	D3	Y1	E1a	E2a	E3a	Y2a	E1b	E2b	E3b	Y2b	Y2ab	Y12
1	4	3	3	10	2	1	1	8	3	2	3	24	32	42	2	4	3	9	3	2	1	12	1	3	3	21	33	42
2	2	3	4	9	4	2	4	20	3	2	2	21	41	50	2	2	3	7	4	4	2	20	4	1	3	24	44	51
3	1	2	1	4	2	2	3	14	4	4	3	33	47	51	3	1	2	6	1	2	2	10	3	2	3	24	34	40
4	4	3	3	10	2	1	1	8	3	2	3	24	32	42	2	4	3	9	3	2	4	18	4	2	1	21	39	48
5	3	2	3	8	2	3	3	16	3	5	2	30	46	54	4	3	3	10	2	2	1	10	2	3	2	21	31	41
6	2	3	4	9	4	2	4	20	2	2	2	18	38	47	4	4	3	11	3	2	3	16	4	1	1	18	34	45
7	4	4	3	11	3	2	3	16	3	2	3	24	40	51	1	2	1	4	2	3	2	14	2	2	5	27	41	45
8	2	2	1	5	1	2	1	8	2	3	4	27	35	40	2	1	3	6	1	2	1	8	2	3	2	21	29	35
9	3	1	3	7	2	2	2	12	1	2	1	12	24	31	2	1	4	7	1	4	1	12	3	3	2	24	36	43
10	2	1	2	5	1	2	1	8	2	1	3	18	26	31	2	2	2	6	1	2	1	8	2	2	5	27	35	41
11	3	2	3	8	2	3	3	16	2	1	2	15	31	39	3	2	3	8	2	3	2	14	3	3	4	30	44	52
12	2	3	4	9	1	1	2	8	2	1	3	18	26	35	4	4	2	10	3	4	1	16	1	2	4	21	37	47
13	1	2	1	4	2	2	3	14	1	3	2	18	32	36	2	2	1	5	2	1	2	10	2	3	3	24	34	39
14	3	4	1	8	2	4	1	14	2	2	2	18	32	40	2	1	3	6	4	1	2	14	4	1	2	21	35	41
15	2	1	2	5	1	2	1	8	4	4	3	33	41	46	3	2	2	7	1	2	1	8	2	1	2	15	23	30
16	2	1	1	4	3	2	2	14	1	1	3	15	29	33	2	1	1	4	1	2	1	8	2	1	1	12	20	24
17	2	2	2	6	1	2	1	8	2	2	4	24	32	38	4	2	1	7	1	3	3	14	2	1	2	15	29	36
18	4	4	3	11	3	2	3	16	2	2	1	15	31	42	2	3	3	8	2	3	2	14	3	3	2	24	38	46
19	2	4	4	10	2	1	1	8	1	4	3	24	32	42	3	2	3	8	2	2	2	12	1	3	4	24	36	44
20	3	1	3	7	2	2	2	12	2	2	2	18	30	37	2	1	1	4	2	1	2	10	2	3	2	21	31	35
21	2	1	4	7	1	4	1	12	2	3	2	21	33	40	3	2	1	6	3	2	1	12	1	1	2	12	24	30
22	3	4	1	8	2	4	1	14	4	4	3	33	47	55	3	2	2	7	4	4	2	20	1	1	2	12	32	39
23	2	1	2	5	3	2	2	14	4	2	3	27	41	46	4	1	2	7	2	1	1	8	2	1	3	18	26	33
24	4	3	3	10	2	1	1	8	3	4	4	33	41	51	3	3	2	8	1	4	1	12	4	1	1	18	30	38
25	2	2	2	6	1	2	1	8	2	2	4	24	32	38	4	2	2	8	1	2	1	8	2	1	2	15	23	31
26	3	2	3	8	2	3	3	16	2	2	2	18	34	42	1	1	3	5	2	3	2	14	3	3	5	33	47	52
27	4	3	3	10	2	1	1	8	3	2	1	18	26	36	3	1	4	8	3	3	2	16	1	1	2	12	28	36
28	3	2	2	7	2	1	3	12	1	2	1	12	24	31	4	1	2	7	1	1	3	10	2	2	1	15	25	32
29	2	3	4	9	4	2	4	20	1	3	4	24	44	53	1	2	2	5	2	2	1	10	2	1	3	18	28	33
30	1	3	2	6	1	1	1	6	2	3	2	21	27	33	3	2	2	7	3	4	1	16	1	2	1	12	28	35
31	2	4	4	10	2	1	1	8	1	4	3	24	32	42	3	2	3	8	2	2	2	12	1	3	4	24	36	44
32	2	1	3	6	1	2	1	8	2	2	1	15	23	29	1	3	4	8	4	3	3	20	2	3	2	21	41	49
33	2	1	2	5	3	2	2	14	4	2	3	27	41	46	4	1	2	7	2	1	1	8	2	1	3	18	26	33
34	2	1	2	5	1	2	1	8	2	3	2	21	29	34	2	2	2	6	1	3	1	10	2	1	5	24	34	40
35	3	2	3	8	2	3	3	16	2	2	3	21	37	45	4	4	3	11	1	3	2	12	2	2	5	27	39	50
36	2	3	4	9	1	1	2	8	1	1	2	12	20	29	1	2	3	6	4	1	2	14	4	1	4	27	41	47
37	3	2	2	7	2	5	3	20	1	1	3	15	35	42	2	1	2	5	1	2	3	12	2	2	2	18	30	35
38	5	1	4	10	3	3	2	16	1	3	1	15	31	41	3	2	2	7	3	4	1	16	1	2	2	15	31	38
39	4	3	2	9	3	4	4	22	2	2	1	15	37	46	2	3	2	7	3	2	3	16	2	3	3	24	40	47
40	2	3	4	9	4	3	3	20	2	2	1	15	35	44	2	1	2	5	4	3	3	20	2	1	1	12	32	37
41	5	5	2	12	2	1	1	8	2	2	1	15	23	35	1	3	2	6	4	4	2	20	3	2	3	24	44	50
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43	5	5	3	13	4	1	2	14	4	2	3	27	41	54	4	1	1	6	2	2	1	10	1	2	1	12	22	28
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49	2	1	3	6	1	2	1	8	2	1	3	18	26	32	1	2	1	4	4	4	3	22	3	2	3	24	46	50
50	3	1	3	7	2	2	2	12	3	1	3	21	33	40	2	2	2	6	1	2	1	8	2	2	3	21	29	35
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54	3	2	3	8	2	3	3	16	3	2	3	24	40	48	2	3	3	8	3	1	3	14	2	2	2	18	32	40
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68	3	2	3	8	2	3	3	16	1	2	3	18	34	42	2	3	2	7	3	2	3	16	2	3	3	24	40	47
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77	2	2	2	6	1	2	1	8	1	1	2	12	20	26	2	2	1	5	2	1	2	10	1	2	1	12	22	27
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83	2	1	3	6	1	2	1	8	1	1	2	12	20	26	1	3	1	5	4	4	3	22	3	2	3	24	46	51
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90	4	4	3	11	3	2	3	16	1	2	4	21	37	48	4	3	3	10	2	3	1	12	2	1	2	15	27	37
91	1	3	2	6	1	1	1	6	2	4	1	21	27	33	3	2	1	6	1	1	1	6	1	2	1	12	18	24
92	2	4	4	10	2	1	1	8	2	3	2	21	29	39	4	4	2	10	1	1	4	12	2	4	4	30	42	52
93	3	1	3	7	2	2	2	12	1	1	3	15	27	34	1	3	2	6	2	2	2	12	3	3	3	27	39	45
94	2	1	4	7	1	4	1	12	2	1	2	15	27	34	1	4	1	6	4	1	1	12	1	2	1	12	24	30
95	2	1	2	5	1	2	1	8	4	1	2	21	29	34	1	2	1	4	2	1	2	10	3	3	3	27	37	41
96	4	3	3	10	2	1	1	8	2	2	4	24	32	42	3	3	2	8	1	1	1	6	2	1	2	15	21	29
97	2	3	4	9	1	1	2	8	2	1	2	15	23	32	3	4	1	8	1	2	5	16	5	1	1	21	37	45
98	3	2	2	7	1	1	3	10	2	2	4	24	34	41	3	3	2	8	1	1	2	8	2	3	1	18	26	34
99	4	3	3	10	2	1	1	8	1	3	1	15	23	33	2	1	2	5	4	3	3	20	2	1	1	12	32	37
100	2	3	4	9	1	1	2	8	2	4	1	21	29	38	3	2	1	6	2	3	4	18	1	1	2	12	30	36
101	2	3	4	9	4	2	4	20	2	3	2	21	41	50	2	1	1	4	2	3	4	18	4	2	4	30	48	52
102	1	2	1	4	2	2	3	14	1	1	3	15	29	33	1	3	2	6	1	2	1	8	2	2	3	21	29	35
103	2	1	2	5	3	2	2	14	3	3	2	24	38	43	1	1	3	5	2	1	2	10	3	2	2	21	31	36
104	2	1	3	6	1	2	1	8	4	1	2	21	29	35	1	2	1	4	2	1	3	12	1	2	1	12	24	28
105	2	1	2	5	3	2	2	14	3	3	2	24	38	43	1	1	3	5	2	1	2	10	3	2	2	21	31	36

106	2	1	2	5	1	2	1	8	1	1	2	12	20	25	2	2	1	5	2	1	2	10	1	2	1	12	22	27
107	2	3	4	9	1	1	2	8	2	1	2	15	23	32	3	4	1	8	2	3	4	18	1	1	2	12	30	38
108	2	1	1	4	3	2	2	14	3	3	3	27	41	45	2	2	2	6	2	1	1	8	3	2	2	21	29	35
109	2	2	2	6	1	2	1	8	1	1	2	12	20	26	3	4	4	11	2	2	2	12	1	2	1	12	24	35
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111	3	1	3	7	2	2	2	12	4	1	3	24	36	43	2	3	2	7	3	1	3	14	2	2	2	18	32	39
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113	2	3	4	9	1	1	2	8	2	1	2	15	23	32	3	4	1	8	2	3	4	18	1	1	2	12	30	38
114	5	5	3	13	2	2	2	12	1	3	1	15	27	40	2	1	2	5	4	3	3	20	2	1	1	12	32	37
115	4	4	2	10	3	4	4	22	2	4	1	21	43	53	3	2	1	6	2	3	4	18	1	1	2	12	30	36
116	2	2	4	8	4	3	3	20	2	3	2	21	41	49	4	4	2	10	3	2	2	14	2	1	3	18	32	42
117	2	5	2	9	4	4	2	20	1	1	3	15	35	44	1	3	2	6	1	2	1	8	2	2	3	21	29	35
118	5	2	2	9	1	4	1	12	4	1	2	21	33	42	1	2	1	4	2	1	3	12	1	2	1	12	24	28
119	3	2	3	8	4	1	2	14	4	1	3	24	38	46	2	3	2	7	3	1	3	14	2	2	2	18	32	39
120	2	1	4	7	1	4	1	12	3	1	3	21	33	40	2	2	2	6	2	1	4	14	1	4	1	18	32	38
121	2	2	2	6	1	2	1	8	2	1	1	12	20	26	3	2	2	7	2	1	2	10	1	2	2	15	25	32
122	2	3	4	9	1	1	2	8	4	3	3	30	38	47	2	2	3	7	4	1	1	12	2	1	1	12	24	31
123	3	2	2	7	2	1	3	12	2	3	4	27	39	46	1	3	2	6	2	2	1	10	3	1	2	18	28	34
124	2	2	1	5	1	2	1	8	2	4	4	30	38	43	2	2	2	6	1	3	2	12	3	2	3	24	36	42
125	2	1	3	6	1	2	1	8	2	2	1	15	23	29	1	2	1	4	3	4	3	20	3	2	1	18	38	42
126	3	4	1	8	2	4	1	14	2	1	4	21	35	43	1	3	4	8	1	2	3	12	4	4	2	30	42	50
127	2	1	2	5	3	2	2	14	3	4	1	24	38	43	2	2	1	5	2	4	4	20	3	3	2	24	44	49
128	3	2	2	7	2	5	3	20	2	3	4	27	47	54	1	3	2	6	2	2	1	10	3	1	2	18	28	34
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267	2	1	2	5	3	2	2	14	2	3	2	21	35	40	3	2	2	7	1	2	3	12	2	2	2	18	30	37

268	2	3	4	9	1	1	2	8	2	2	3	21	29	38	4	4	2	10	3	4	1	16	1	2	5	24	40	50
269	3	2	2	7	2	5	3	20	3	4	4	33	53	60	3	3	3	9	2	2	2	12	5	3	1	27	39	48
270	2	2	4	8	3	3	2	16	1	1	2	12	28	36	1	2	2	5	3	3	3	18	2	3	2	21	39	44
271	3	2	3	8	2	3	3	16	2	2	2	18	34	42	1	1	2	4	1	1	2	8	3	3	3	27	35	39
272	4	3	3	10	2	1	1	8	3	2	1	18	26	36	3	1	2	6	1	2	3	12	2	2	2	18	30	36
273	1	2	1	4	2	2	3	14	2	2	1	15	29	33	2	1	4	7	3	3	2	16	1	1	3	15	31	38
274	1	3	2	6	1	1	1	6	2	3	2	21	27	33	3	2	2	7	3	4	1	16	1	2	1	12	28	35
275	2	1	2	5	1	2	1	8	2	3	2	21	29	34	2	2	2	6	1	3	1	10	2	1	5	24	34	40
276	3	2	3	8	2	3	3	16	2	2	3	21	37	45	4	4	3	11	1	3	2	12	2	2	5	27	39	50
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279	4	3	3	10	2	1	1	8	3	4	4	33	41	51	3	3	2	8	1	4	1	12	4	1	1	18	30	38
280	2	5	2	9	3	4	1	16	1	2	1	12	28	37	4	1	3	8	2	1	1	8	3	2	2	21	29	37
281	3	2	3	8	2	2	2	12	1	3	4	24	36	44	1	2	4	7	2	2	2	12	1	2	1	12	24	31
282	5	5	2	12	1	3	1	10	2	2	2	18	28	40	2	1	2	5	1	2	1	8	2	2	3	21	29	34
283	4	4	3	11	1	3	2	12	2	3	2	21	33	44	3	2	3	8	1	3	2	12	1	1	1	9	21	29
284	2	2	2	6	1	2	1	8	2	2	2	18	26	32	1	2	1	4	2	1	2	10	1	2	1	12	22	26
285	3	2	3	8	2	3	3	16	3	2	3	24	40	48	2	3	3	8	3	2	3	16	2	3	3	24	40	48
286	1	2	1	4	2	2	3	14	1	2	1	12	26	30	2	2	3	7	4	3	3	20	2	1	1	12	32	39
287	2	4	4	10	2	1	1	8	2	4	4	30	38	48	2	1	1	4	3	2	2	14	2	1	3	18	32	36
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289	3	2	2	7	3	4	4	22	2	4	1	21	43	50	3	2	1	6	2	3	4	18	1	1	2	12	30	36
290	2	3	4	9	4	3	3	20	2	3	2	21	41	50	4	4	2	10	3	2	2	14	2	1	3	18	32	42
291	5	5	2	12	4	4	2	20	1	1	3	15	35	47	1	3	2	6	1	2	1	8	2	2	3	21	29	35
292	5	5	3	13	1	3	2	12	2	2	2	18	30	43	1	2	3	6	2	2	1	10	1	2	1	12	22	28
293	4	3	2	9	1	4	1	12	4	1	2	21	33	42	1	2	1	4	2	1	3	12	1	2	1	12	24	28
294	2	2	2	6	1	2	1	8	2	1	2	15	23	29	3	4	1	8	3	4	1	16	2	4	1	21	37	45
295	2	1	1	4	3	2	2	14	3	3	2	24	38	42	1	1	3	5	2	1	2	10	3	2	2	21	31	36
296	4	4	3	11	3	2	3	16	1	2	4	21	37	48	4	3	3	10	3	2	3	16	2	3	3	24	40	50
297	1	2	1	4	2	2	3	14	1	3	1	15	29	33	2	1	2	5	4	3	3	20	2	1	1	12	32	37
298	3	4	1	8	2	4	1	14	2	1	3	18	32	40	4	1	2	7	2	4	4	20	2	1	1	12	32	39
299	2	1	2	5	3	2	2	14	2	2	2	18	32	37	1	2	3	6	2	2	1	10	1	2	1	12	22	28
300	2	1	2	5	1	2	1	8	4	1	2	21	29	34	1	2	1	4	2	1	3	12	1	2	1	12	24	28
301	2	2	1	5	1	2	1	8	2	3	2	21	29	34	2	1	1	4	2	3	4	18	4	2	4	30	48	52
302	2	1	4	7	1	4	1	12	2	1	2	15	27	34	1	4	1	6	1	3	2	12	1	1	1	9	21	27
303	3	4	1	8	2	4	1	14	2	1	3	18	32	40	4	1	2	7	2	4	4	20	2	1	1	12	32	39
304	2	3	4	9	1	1	2	8	2	1	2	15	23	32	3	4	1	8	3	4	1	16	2	4	1	21	37	45
305	4	3	3	10	2	1	1	8	2	2	4	24	32	42	3	3	2	8	4	3	3	20	2	1	1	12	32	40
306	2	3	4	9	4	2	4	20	1	1	2	12	32	41	3	4	4	11	2	2	2	12	1	2	1	12	24	35
307	4	4	3	11	3	2	3	16	1	2	4	21	37	48	4	3	3	10	3	2	3	16	2	3	3	24	40	50
308	1	3	2	6	1	1	1	6	2	4	1	21	27	33	3	2	1	6	2	3	4	18	1	1	2	12	30	36
309	2	4	4	10	2	1	1	8	2	3	2	21	29	39	4	4	2	10	3	2	2	14	2	1	3	18	32	42
310	2	1	4	7	1	4	1	12	2	1	2	15	27	34	1	4	1	6	1	3	2	12	1	1	1	9	21	27
311	2	1	2	5	3	2	2	14	2	2	2	18	32	37	1	2	3	6	2	2	1	10	1	2	1	12	22	28
312	4	3	3	10	2	1	1	8	2	2	4	24	32	42	3	3	2	8	2	1	4	14	1	4	1	18	32	40
313	2	3	4	9	1	1	2	8	2	1	2	15	23	32	3	4	1	8	2	3	4	18	1	1	2	12	30	38
314	2	3	4	9	4	2	4	20	1	1	2	12	32	41	3	4	4	11	2	4	2	16	3	3	3	27	43	54
315	3	4	1	8	2	4	1	14	2	1	3	18	32	40	4	1	2	7	4	1	4	18	2	4	4	30	48	55
316	2	1	2	5	3	2	2	14	2	2	2	18	32	37	1	2	3	6	2	2	2	12	3	3	3	27	39	45
317	3	2	3	8	2	3	3	16	4	1	3	24	40	48	2	3	2	7	3	3	2	16	3	3	3	27	43	50
318	3	2	2	7	2	5	3	20	3	3	2	24	44	51	1	1	3	5	2	2	3	14	2	3	3	24	38	43
319	4	3	4	11	3	3	2	16	1	1	2	12	28	39	2	2	1	5	2	1	4	14	1	1	2	12	26	31
320	2	3	2	7	3	4	1	16	1	2	3	18	34	41	2	3	2	7	3	3	2	16	3	3	3	27	43	50
321	3	2	2	7	2	1	3	12	2	3	2	21	33	40	4	4	2	10	3	2	2	14	2	1	3	18	32	42

322	4	4	3	11	3	2	3	16	1	1	2	12	28	39	1	3	1	5	4	4	3	22	3	2	3	24	46	51
323	2	2	1	5	1	2	1	8	2	2	2	18	26	31	1	2	3	6	2	2	1	10	1	2	1	12	22	28
324	2	1	3	6	1	2	1	8	4	1	2	21	29	35	1	2	1	4	2	1	3	12	1	2	1	12	24	28
325	3	1	3	7	2	2	2	12	4	1	3	24	36	43	2	3	2	7	3	1	3	14	2	2	2	18	32	39
326	2	1	2	5	1	2	1	8	1	1	2	12	20	25	2	2	1	5	2	1	2	10	1	2	1	12	22	27
327	4	3	3	10	2	1	1	8	2	2	4	24	32	42	3	3	2	8	4	3	3	20	2	1	1	12	32	40
328	2	1	1	4	3	2	2	14	3	3	3	27	41	45	2	2	2	6	2	1	1	8	3	2	2	21	29	35
329	2	2	2	6	1	2	1	8	1	1	2	12	20	26	3	4	4	11	2	2	2	12	1	2	1	12	24	35
330	3	2	3	8	2	3	3	16	1	2	4	21	37	45	4	3	3	10	3	2	3	16	2	3	3	24	40	50
331	1	2	1	4	2	2	3	14	1	1	3	15	29	33	1	3	2	6	1	2	1	8	2	2	3	21	29	35
332	2	4	4	10	2	1	1	8	2	1	3	18	26	36	4	1	2	7	2	4	4	20	2	1	1	12	32	39
333	2	2	1	5	1	2	1	8	2	2	2	18	26	31	1	2	3	6	2	2	1	10	1	2	1	12	22	28
334	3	1	3	7	2	2	2	12	4	1	3	24	36	43	2	3	2	7	3	1	3	14	2	2	2	18	32	39
335	2	1	4	7	1	4	1	12	2	2	4	24	36	43	3	3	2	8	2	1	4	14	1	4	1	18	32	40
336	3	4	1	8	2	4	1	14	2	1	2	15	29	37	3	4	1	8	3	4	1	16	2	4	1	21	37	45
337	3	2	3	8	2	3	3	16	1	2	4	21	37	45	4	3	3	10	3	2	3	16	2	3	3	24	40	50
338	4	3	3	10	2	1	1	8	1	3	1	15	23	33	2	1	2	5	4	3	3	20	2	1	1	12	32	37
339	2	3	4	9	1	1	2	8	2	4	1	21	29	38	3	2	1	6	2	3	4	18	1	1	2	12	30	36
340	2	3	4	9	4	2	4	20	2	3	2	21	41	50	2	1	1	4	2	3	4	18	4	2	4	30	48	52
341	2	4	4	10	2	1	1	8	2	1	3	18	26	36	4	1	2	7	2	4	4	20	2	1	1	12	32	39
342	2	2	1	5	1	2	1	8	2	2	2	18	26	31	1	2	3	6	2	2	1	10	1	2	1	12	22	28
343	2	1	2	5	1	2	1	8	1	1	2	12	20	25	2	2	1	5	2	1	2	10	1	2	1	12	22	27
344	3	2	3	8	2	3	3	16	1	2	3	18	34	42	2	3	2	7	3	2	3	16	2	3	3	24	40	47
345	3	2	2	7	2	5	3	20	3	3	3	27	47	54	2	2	2	6	2	1	1	8	3	2	2	21	29	35
346	4	4	4	12	3	3	2	16	1	1	2	12	28	40	3	4	4	11	2	2	2	12	1	2	1	12	24	35
347	5	5	2	12	3	4	1	16	1	2	4	21	37	49	4	3	3	10	3	2	3	16	2	3	3	24	40	50
348	3	4	2	9	2	4	1	14	2	1	2	15	29	38	1	4	1	6	1	3	2	12	1	1	1	9	21	27
349	3	5	2	10	1	3	1	10	2	1	3	18	28	38	4	1	2	7	2	4	4	20	2	1	1	12	32	39
350	3	4	3	10	1	3	2	12	2	2	2	18	30	40	1	2	3	6	2	2	1	10	1	2	1	12	22	28
351	5	1	2	8	1	2	1	8	2	1	2	15	23	31	3	4	1	8	3	4	1	16	2	4	1	21	37	45
352	3	2	4	9	3	3	2	16	1	1	2	12	28	37	3	4	5	12	2	1	2	10	1	2	1	12	22	34
353	4	3	2	9	3	4	1	16	1	2	3	18	34	43	3	2	1	6	3	2	3	16	2	3	3	24	40	46
354	2	3	2	7	1	1	3	10	2	2	2	18	28	35	5	2	5	12	4	3	3	20	2	1	1	12	32	44
355	2	1	1	4	3	2	2	14	3	3	2	24	38	42	2	3	2	7	2	1	1	8	3	2	2	21	29	36
356	2	2	2	6	1	2	1	8	2	1	1	12	20	26	3	2	2	7	2	2	2	12	1	2	1	12	24	31
357	4	3	3	10	2	1	1	8	3	2	3	24	32	42	2	3	3	8	4	3	3	20	2	1	1	12	32	40
358	2	3	4	9	1	1	2	8	4	3	3	30	38	47	2	1	1	4	2	3	4	18	1	1	2	12	30	34
359	3	2	2	7	2	1	3	12	2	3	4	27	39	46	1	1	2	4	3	2	2	14	2	1	3	18	32	36
360	2	2	1	5	1	2	1	8	2	4	4	30	38	43	2	1	1	4	2	2	1	10	1	2	1	12	22	26

Keterangan:

B1-3 = Advertising kognitif

C1a-3b = Advertising afektif

D1-3 = Direct marketing kognitif

E1a-3b = Direct marketing afektif

X1 = Kekuatan respons advertising kognitif (P x L), P = panjang/tahapan (awareness, knowledge = 1), L= lebar respon

X2a = Kekuatan respon advertising afektif (P x L), P = panjang/tahapan (liking = 2), L= lebar respon

X2b = Kekuatan respon advertising afektif (P x L), P = panjang/tahapan (conviction = 3), L= lebar respon

X2ab = Total kekuatan respon advertising afektif (X2a + X2b)

X1-2 = Kekuatan respon advertising (X1 + X2ab)

- Y1 = Kekuatan respon *direct marketing* kognitif ($P \times L$), P = panjang/tahapan (*awareness, knowledge* = 1), L= lebar respon
- Y2a = Kekuatan respon *direct marketing* afektif ($P \times L$), P = panjang/tahapan (*liking* = 2), L= lebar respon
- Y2b = Kekuatan respon *direct marketing* afektif ($P \times L$), P = panjang/tahapan (*conviction* = 3), L= lebar respon
- Y2ab = Total kekuatan respon *direct marketing* afektif ($Y2a + Y2b$)
- Y1-2 = Kekuatan respon *direct marketing* ($Y1 + Y2ab$)

Lampiran 5. Crosstabs

usia * kelpk referensi Crosstabulation

Count

		kelpk referensi			Total
		siswa SMA	mahasiswa	masyarakat	
usia	15-18 tahun	104	21	20	145
	18-21 tahun	16	94	12	122
	> 21 tahun	0	5	88	93
Total		120	120	120	360

kelpk referensi * media THAMES dibaca/simak Crosstabulation

Count

		media THAMES dibaca/simak						Total	
		presentasi	surat kabar	pamflet	spanduk	presentasi, spanduk	surat kabar, spanduk		presentasi, surat kabar
kelpk referensi	siswa SMA	13	62	20	9	6	7	3	120
	mahasiswa	10	66	29	6	3	4	2	120
	masyarakat	9	64	25	8	8	4	2	120
Total		32	192	74	23	17	15	7	360

kelpk referensi * direct mrkt yg diakses/trm Crosstabulation

Count

		direct mrkt yg diakses/trm					Total	
		website	direct mail	telemarketing	website, direct mail	website, telemarketing		direct mail, telemarketing
kelpk referensi	siswa SMA	53	39	10	12	4	2	120
	mahasiswa	40	52	14	9	3	2	120
	masyarakat	47	43	18	4	5	3	120
Total		140	134	42	25	12	7	360

Lampiran 6. Descriptives

1. Tabel Frekuensi

usia

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 15-18 tahun	104	86.7	86.7	86.7
18-21 tahun	16	13.3	13.3	100.0
> 21 tahun	0	.0	.0	100.0
Total	120	100.0	100.0	

kelpk referensi

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid siswa SMA	120	33.3	33.3	33.3
mahasiswa	120	33.3	33.3	66.7
masyarakat	120	33.3	33.3	100.0
Total	360	100.0	100.0	

melihat iklan THAMES

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid pernah	360	100.0	100.0	100.0

mendpt informasi THAMES

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid pernah	360	100.0	100.0	100.0

media THAMES dibaca/simak

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid presentasi	32	8.9	8.9	8.9
surat kabar	192	53.3	53.3	62.2
pamflet	74	20.6	20.6	82.8
spanduk	23	6.4	6.4	89.2
presentasi,spanduk	17	4.7	4.7	93.9
surat kabar,spanduk	15	4.2	4.2	98.1
presentasi,surat kabar	7	1.9	1.9	100.0
Total	360	100.0	100.0	

direct mrkt yg diakses/trm

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid website	140	38.9	38.9	38.9
direct mail	134	37.2	37.2	76.1
telemarketing	42	11.7	11.7	87.8
website,direct mail	25	6.9	6.9	94.7
website,telemarketing	12	3.3	3.3	98.1
direct mail,telemarketing	7	1.9	1.9	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	29	8.1	8.1	8.1
2	171	47.5	47.5	55.6
3	91	25.3	25.3	80.8
4	56	15.6	15.6	96.4
5	13	3.6	3.6	100.0
Total	360	100.0	100.0	

wkt studi cepat

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	87	24.2	24.2	24.2
2	103	28.6	28.6	52.8
3	95	26.4	26.4	79.2
4	54	15.0	15.0	94.2
5	21	5.8	5.8	100.0
Total	360	100.0	100.0	

jaringan krjsama PT LN

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	62	17.2	17.2	17.2
2	109	30.3	30.3	47.5
3	109	30.3	30.3	77.8
4	80	22.2	22.2	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	128	35.6	35.6
	2	146	40.6	76.1
	3	62	17.2	93.3
	4	24	6.7	100.0
Total	360	100.0	100.0	

menempuh wkt studi cepat

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	107	29.7	29.7
	2	156	43.3	73.1
	3	48	13.3	86.4
	4	43	11.9	98.3
	5	6	1.7	100.0
Total	360	100.0	100.0	

memiliki jaringan PT LN

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	162	45.0	45.0
	2	95	26.4	71.4
	3	85	23.6	95.0
	4	18	5.0	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	100	27.8	27.8
	2	172	47.8	75.6
	3	48	13.3	88.9
	4	40	11.1	100.0
Total	360	100.0	100.0	

wkt studi cepat

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	124	34.4	34.4	34.4
2	111	30.8	30.8	65.3
3	88	24.4	24.4	89.7
4	34	9.4	9.4	99.2
5	3	.8	.8	100.0
Total	360	100.0	100.0	

jaringan krjsama PT LN

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	53	14.7	14.7	14.7
2	150	41.7	41.7	56.4
3	100	27.8	27.8	84.2
4	56	15.6	15.6	99.7
5	1	.3	.3	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	94	26.1	26.1	26.1
2	116	32.2	32.2	58.3
3	98	27.2	27.2	85.6
4	51	14.2	14.2	99.7
5	1	.3	.3	100.0
Total	360	100.0	100.0	

wkt studi cepat

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	86	23.9	23.9	23.9
2	119	33.1	33.1	56.9
3	92	25.6	25.6	82.5
4	63	17.5	17.5	100.0
Total	360	100.0	100.0	

jaringan krjsama PT LN

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	115	31.9	31.9	31.9
2	148	41.1	41.1	73.1
3	67	18.6	18.6	91.7
4	28	7.8	7.8	99.4
5	2	.6	.6	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	61	16.9	16.9	16.9
2	163	45.3	45.3	62.2
3	87	24.2	24.2	86.4
4	49	13.6	13.6	100.0
Total	360	100.0	100.0	

menempuh wkt studi cepat

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	94	26.1	26.1	26.1
2	111	30.8	30.8	56.9
3	100	27.8	27.8	84.7
4	55	15.3	15.3	100.0
Total	360	100.0	100.0	

memiliki jaringan PT LN

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	91	25.3	25.3	25.3
2	109	30.3	30.3	55.6
3	96	26.7	26.7	82.2
4	63	17.5	17.5	99.7
5	1	.3	.3	100.0
Total	360	100.0	100.0	

mendpt gelar internasional

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	116	32.2	32.2	32.2
	2	155	43.1	43.1	75.3
	3	63	17.5	17.5	92.8
	4	23	6.4	6.4	99.2
	5	3	.8	.8	100.0
Total		360	100.0	100.0	

wkt studi cepat

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	126	35.0	35.0	35.0
	2	145	40.3	40.3	75.3
	3	58	16.1	16.1	91.4
	4	28	7.8	7.8	99.2
	5	3	.8	.8	100.0
Total		360	100.0	100.0	

jaringan krjsama PT LN

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	1	134	37.2	37.2	37.2
	2	108	30.0	30.0	67.2
	3	82	22.8	22.8	90.0
	4	26	7.2	7.2	97.2
	5	10	2.8	2.8	100.0
Total		360	100.0	100.0	

2. Kekuatan Respons dan Intensitas

Descriptive Statistics

	N	Minimum	Maximum	Sum	Mean	Std. Deviation
Kekuatan Respons Advertising Kognitif	360	4,00	13,00	2759,00	7,6639	2,14796
Kekuatan Respons Advertising Afektif	360	18,00	53,00	11465,00	31,8472	6,89851
Kekuatan Respons Advertising	360	24,00	60,00	14224,00	39,5111	7,40397
Kekuatan Respons Direct Marketing Kognitif	360	3,00	12,00	2415,00	6,7083	1,88557
Kekuatan Respons Direct Marketing Afektif	360	18,00	55,00	11635,00	32,3194	7,23699
Kekuatan Respons Direct Marketing	360	24,00	63,00	14050,00	39,0278	7,51039
Intensitas Iklan Advertising Kognitif	360	2,00	225,00	16189,00	44,9694	41,86457
Intensitas Iklan Advertising Afektif	360	2,00	5760,00	95340,00	264,8333	476,71856
Intensitas Iklan Advertising	360	8,00	5808,00	111529,00	309,8028	484,09315
Intensitas Iklan Direct Marketing Kognitif	360	1,00	64,00	4303,00	11,9528	11,60494
Intensitas Iklan Direct Marketing Afektif	360	4,00	5400,00	124128,00	344,8000	617,53400
Intensitas Iklan Direct Marketing	360	6,00	5418,00	128431,00	356,7528	617,20928
Valid N (listwise)	360					

Lampiran 7. Perbedaan Respons pada Kelompok Sasaran pada Advertising dan Direct marketing dengan Anova

Descriptives

		N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
						Lower Bound	Upper Bound		
Respons Advertising	Siswa SMU	120	20.5417	3.5240	.3217	19.9047	21.1787	13.00	29.00
	Mahasiswa	120	19.9583	3.8728	.3535	19.2583	20.6584	13.00	30.00
	Masyarakat	120	20.3250	3.5696	.3259	19.6798	20.9702	13.00	28.00
	Total	360	20.2750	3.6565	.1927	19.8960	20.6540	13.00	30.00
Respon Direct Marketing	Siswa SMU	120	19.6083	3.3838	.3089	18.9967	20.2200	12.00	26.00
	Mahasiswa	120	19.9667	3.2974	.3010	19.3706	20.5627	13.00	29.00
	Masyarakat	120	20.0583	4.0466	.3694	19.3269	20.7898	13.00	38.00
	Total	360	19.8778	3.5868	.1890	19.5060	20.2495	12.00	38.00

ANOVA

		Sum of Squares	df	Mean Square	F	Sig.
Respons Advertising	Between Groups	20.867	2	10.433	.779	.459
	Within Groups	4778.908	357	13.386		
	Total	4799.775	359			
Respon Direct Marketing	Between Groups	13.572	2	6.786	.526	.591
	Within Groups	4605.050	357	12.899		
	Total	4618.622	359			

Post Hoc Tests

Multiple Comparisons

LSD

Dependent Variable	(I) KODE	(J) KODE	Mean Difference (I-J)	Std. Error	Sig.	95% Confidence Interval	
						Lower Bound	Upper Bound
Respons Advertising	Siswa SMU	Mahasiswa	.5833	.4723	.218	-.3456	1.5123
		Masyarakat	.2167	.4723	.647	-.7123	1.1456
	Mahasiswa	Siswa SMU	-.5833	.4723	.218	-1.5123	.3456
		Masyarakat	-.3667	.4723	.438	-1.2956	.5623
	Masyarakat	Siswa SMU	-.2167	.4723	.647	-1.1456	.7123
		Mahasiswa	.3667	.4723	.438	-.5623	1.2956
Respon Direct Marketing	Siswa SMU	Mahasiswa	-.3583	.4637	.440	-1.2702	.5535
		Masyarakat	-.4500	.4637	.332	-1.3619	.4619
	Mahasiswa	Siswa SMU	.3583	.4637	.440	-.5535	1.2702
		Masyarakat	-9.1667E-02	.4637	.843	-1.0035	.8202
	Masyarakat	Siswa SMU	.4500	.4637	.332	-.4619	1.3619
		Mahasiswa	9.167E-02	.4637	.843	-.8202	1.0035

Lampiran 8. Deskripsi dan Korelasi Antara Intensitas dengan Kekuatan Respons

1. Deskripsi

Descriptives

		N	Mean	Std. Deviation	Std. Error	95% Confidence Interval for Mean		Minimum	Maximum
						Lower Bound	Upper Bound		
Kekuatan Respons Advertising Kognitif	Siswa SMU	120	7.8417	2.1537	.1966	7.4524	8.2310	4.00	13.00
	Mahasiswa	120	7.4833	2.0374	.1860	7.1151	7.8516	4.00	12.00
	Masyarakat	120	7.6667	2.2504	.2054	7.2599	8.0734	4.00	13.00
	Total	360	7.6639	2.1480	.1132	7.4413	7.8865	4.00	13.00
Kekuatan Respons Advertising Afektif	Siswa SMU	120	32.0833	6.5293	.5960	30.9031	33.2636	20.00	47.00
	Mahasiswa	120	31.5750	7.4717	.6821	30.2244	32.9256	18.00	49.00
	Masyarakat	120	31.9333	6.6620	.6082	30.7291	33.1375	18.00	53.00
	Total	360	31.8639	6.8843	.3628	31.1503	32.5774	18.00	53.00
Kekuatan Respons Advertising	Siswa SMU	120	39.9250	6.9888	.6380	38.6617	41.1883	25.00	55.00
	Mahasiswa	120	39.0583	8.0818	.7378	37.5975	40.5192	24.00	60.00
	Masyarakat	120	39.6000	7.0976	.6479	38.3170	40.8830	24.00	60.00
	Total	360	39.5278	7.3938	.3897	38.7614	40.2941	24.00	60.00
Kekuatan Respons Direct Marketing Kognitif	Siswa SMU	120	6.6500	1.8318	.1672	6.3189	6.9811	3.00	11.00
	Mahasiswa	120	6.5583	1.7954	.1639	6.2338	6.8829	3.00	11.00
	Masyarakat	120	7.0750	2.6668	.2434	6.5930	7.5570	4.00	26.00
	Total	360	6.7611	2.1422	.1129	6.5391	6.9831	3.00	26.00
Kekuatan Respons Direct Marketing Afektif	Siswa SMU	120	32.0000	6.8783	.6279	30.7567	33.2433	18.00	48.00
	Mahasiswa	120	33.1000	7.4455	.6797	31.7542	34.4458	20.00	55.00
	Masyarakat	120	31.8417	7.3405	.6701	30.5148	33.1685	21.00	53.00
	Total	360	32.3139	7.2272	.3809	31.5648	33.0630	18.00	55.00
Kekuatan Respons Direct Marketing	Siswa SMU	120	38.6500	7.2548	.6623	37.3386	39.9614	24.00	52.00
	Mahasiswa	120	39.6583	7.4298	.6782	38.3153	41.0013	25.00	63.00
	Masyarakat	120	38.9167	7.9447	.7253	37.4806	40.3527	26.00	57.00
	Total	360	39.0750	7.5399	.3974	38.2935	39.8565	24.00	63.00
Intensitas Iklan Advertising Kognitif	Siswa SMU	120	62.2667	184.2829	16.8226	28.9561	95.5772	2.00	2016.00
	Mahasiswa	120	41.6167	39.4579	3.6020	34.4843	48.7490	2.00	144.00
	Masyarakat	120	46.2250	43.8259	4.0007	38.3031	54.1469	4.00	225.00
	Total	360	50.0361	111.7511	5.8898	38.4533	61.6190	2.00	2016.00
Intensitas Iklan Advertising Afektif	Siswa SMU	120	300.0333	655.1244	59.8044	181.6146	418.4520	4.00	6048.00
	Mahasiswa	120	268.9333	423.9529	38.7014	192.3006	345.5660	2.00	2304.00
	Masyarakat	120	271.5333	596.1720	54.4228	163.7707	379.2959	6.00	5760.00
	Total	360	280.1667	565.5587	29.8076	221.5473	338.7860	2.00	6048.00
Intensitas Iklan Advertising	Siswa SMU	120	362.3000	810.8566	74.0207	215.7315	508.8685	8.00	8064.00
	Mahasiswa	120	310.5500	437.8015	39.9656	231.4141	389.6859	8.00	2448.00
	Masyarakat	120	317.7583	598.5864	54.6432	209.5593	425.9573	14.00	5808.00
	Total	360	330.2028	633.0648	33.3654	264.5865	395.8191	8.00	8064.00
Intensitas Iklan Direct Marketing Kognitif	Siswa SMU	120	40.5667	138.9277	12.6823	15.4544	65.6789	2.00	1512.00
	Mahasiswa	120	25.4667	25.0472	2.2865	20.9392	29.9941	2.00	128.00
	Masyarakat	120	36.0000	42.5757	3.8866	28.3041	43.6959	2.00	192.00
	Total	360	34.0111	85.1276	4.4866	25.1878	42.8345	2.00	1512.00
Intensitas Iklan Direct Marketing Afektif	Siswa SMU	120	387.5833	1298.6851	118.55	152.8362	622.3305	4.00	13608.00
	Mahasiswa	120	413.5167	790.8876	72.1978	270.5578	556.4756	6.00	5400.00
	Masyarakat	120	331.1000	540.0200	49.2969	233.4873	428.7127	6.00	3072.00
	Total	360	377.4000	929.6530	48.9970	281.0428	473.7572	4.00	13608.00
Intensitas Iklan Direct Marketing	Siswa SMU	120	428.1500	1426.5597	130.23	170.2886	686.0114	6.00	15120.00
	Mahasiswa	120	438.9833	791.9307	72.2931	295.8359	582.1308	14.00	5472.00
	Masyarakat	120	367.1000	547.4357	49.9738	268.1469	466.0531	14.00	3096.00
	Total	360	411.4111	991.3667	52.2496	308.6573	514.1649	6.00	15120.00

2. Korelasi antara Intensitas Iklan Advertising Kognitif dengan Kekuatan Respon Advertising Kognitif

Correlations

			Kekuatan Iklan Advertising Kognitif	Kekuatan Respon Advertising Kognitif
Spearman's rho	Intensitas Iklan Advertising Kognitif	Correlation Coefficient	1.000	.858**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respon Advertising Kognitif	Correlation Coefficient	.858**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

3. Korelasi antara Intensitas Iklan Advertising Afektif dengan Kekuatan Respon Advertising Afektif

Correlations

			Kekuatan Iklan Advertising Afektif	Kekuatan Respon Advertising Afektif
Spearman's rho	Intensitas Iklan Advertising Afektif	Correlation Coefficient	1.000	.898**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respon Advertising Afektif	Correlation Coefficient	.898**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

4. Korelasi antara Intensitas Iklan Advertising dengan Kekuatan Respon Advertising

Correlations

			Kekuatan Iklan Advertising	Kekuatan Respon Advertising
Spearman's rho	Intensitas Iklan Advertising	Correlation Coefficient	1.000	.839**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respon Advertising	Correlation Coefficient	.839**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

5. Korelasi antara Intensitas Iklan Direct Marketing Kognitif dengan Kekuatan Respon Direct Marketing Kognitif

Correlations

			Kekuatan Iklan Direct Marketing Kognitif	Kekuatan Respons Direct Marketing Kognitif
Spearman's rho	Intensitas Direct Marketing Kognitif	Correlation Coefficient	1.000	.972**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respons Direct Marketing Kognitif	Correlation Coefficient	.972**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

6. Korelasi antara Intensitas Iklan Direct Marketing Afektif dengan Kekuatan Respon Direct Marketing Afektif

Correlations

			Kekuatan Iklan Direct Marketing Afektif	Kekuatan Respons Direct Marketing Afektif
Spearman's rho	Intensitas Iklan Direct Marketing Afektif	Correlation Coefficient	1.000	.884**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respons Direct Marketing Afektif	Correlation Coefficient	.884**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

7. Korelasi antara Kekuatan Iklan Direct Marketing dengan Kekuatan Respon Direct Marketing

Correlations

			Kekuatan Iklan Direct Marketing	Kekuatan Respons Direct Marketing
Spearman's rho	Intensitas Iklan Direct Marketing	Correlation Coefficient	1.000	.874**
		Sig. (2-tailed)	.	.000
		N	360	360
	Kekuatan Respons Direct Marketing	Correlation Coefficient	.874**	1.000
		Sig. (2-tailed)	.000	.
		N	360	360

** . Correlation is significant at the .01 level (2-tailed).

Lampiran 9. Interpretasi Nilai Koefisien Korelasi

No.	Koefisien Korelasi (r)	Interpretasi
1	0,00 - 0,25	<i>No association or low association (weak association)</i>
2	0,26 - 0,50	<i>Moderately low association (moderately weak association)</i>
3	0,51 - 0,75	<i>Moderately high association (moderately strong association)</i>
4	0,76 - 1,00	<i>High association (strong association up to perfect association)</i>

Sumber : Champion, Dean J., 1981, *Basics Statistiks for Sosial Research*, (Second Edition), New York: Macmillan Publishing Co., p,302.

Lampiran 10.

Populasi dan Penentuan Jumlah Sampel dari Populasi Tertentu
dengan Taraf Kesalahan 1,5 dan 10%

N	s			N	S			N	s		
	1%	5%	10%		1%	5%	10%		1%	5%	10%
10	10	10	10	280	197	155	138	2.800	537	310	247
15	15	14	14	290	202	158	140	3.000	543	312	248
20	19	19	19	300	207	161	143	3.500	558	317	251
25	24	23	23	320	216	167	147	4.000	569	320	254
30	29	28	27	340	225	172	151	4.500	578	323	255
35	33	32	31	360	234	177	155	5.000	586	326	257
40	38	36	35	380	242	182	158	6.000	598	329	259
45	42	40	39	400	250	186	162	7.000	606	332	261
50	47	44	42	420	257	191	165	8.000	613	334	263
55	51	48	46	440	265	195	168	9.000	618	335	263
60	55	51	49	460	272	198	171	10.000	622	336	263
65	59	55	53	480	279	202	173	15.000	635	340	266
70	63	58	56	500	285	205	176	20.000	642	342	267
75	67	62	59	550	301	213	182	30.000	649	344	268
80	71	65	62	600	315	221	187	40.000	563	345	269
85	75	68	65	650	329	227	191	50.000	655	346	269
90	79	72	68	700	341	233	195	75.000	658	346	270
95	83	75	71	750	352	238	199	100.000	659	347	270
100	87	78	73	800	363	243	202	150.000	661	347	270
110	94	84	78	850	373	247	205	200.000	661	347	270
120	102	89	83	900	382	251	208	250.000	662	348	270
130	109	95	88	950	391	255	211	300.000	662	348	270
140	116	100	92	1000	399	258	213	350.000	662	348	270
150	122	105	97	1100	414	265	217	400.000	662	348	270
160	129	110	101	1200	427	270	221	450.000	663	348	270
170	135	114	105	1300	440	275	224	500.000	663	348	270
180	142	119	108	1400	450	279	227	550.000	663	348	270
190	148	123	112	1500	460	283	229	600.000	663	348	270
200	154	127	115	1600	469	286	232	650.000	663	348	270
210	160	131	118	1700	477	289	234	700.000	663	348	270
220	165	135	122	1800	485	292	235	750.000	663	348	270
230	171	139	125	1900	492	294	237	800.000	663	348	271
240	176	142	127	2000	498	297	238	850.000	663	348	271
250	182	146	130	2200	510	301	241	900.000	663	348	271
260	187	149	133	2400	520	304	243	950.000	663	348	271
270	192	152	135	2600	529	307	245	1000.000	663	348	271
								∞	664	349	272

Lampiran 11

Perguruan Lokal dan Asing Yang Memasang Iklan
di Koran Jawa Pos

Nama Perguruan Tinggi	Asal Negara Perguruan Tinggi	Institusi yang mengadakan
Glion Hotel School	Swiss	Vista Education Service
HTTI, School of Hotel Management	Switzerland	Sucess Ling International
Universitas Widya Mandala	Surabaya	UWM
Singapore National Academy	Singapura	SNA
Universitas Teknologi Surabaya	Surabaya	UTS
TMC Academy	Canada, Amerika	ELTIM
Pendidikan Komputer Aplikasi Bisnis (PASTI)	Surabaya	PASTI
UBAYA	Surabaya	UBAYA
Northumbria University	Canada	Alfa Link
Nilai International Collage	Malaysia	Best Homestay
Lim Kokwing University	Malaysia	Best Homestay
UNTAG	Surabaya	UNTAG
UNAIR	Surabaya	UNAIR
AMNI (Akademi Maritim Nasional Indonesia)	Surabaya	AMNI
IBMT	Surabaya	IBMT
Politeknik NSC	Surabaya	NSC
Program Studi Ilmu Komunikasi UNS	Solo	UNS
Sepang Institute of Technology Malaysia (SIT)	Malaysia	Alfa Link
Informatics Education Centre	Surabaya	Informatics Education Centre

Sumber : Jawa Pos, Maret - April 2004.

Lampiran 12

Pameran Pendidikan di Surabaya

Nama tempat/ Nama Perguruan Tinggi	Institusi yang mengadakan
Sheraton Hotel	Best Homestay
Shangri-La Hotel	Alfa Link
Australia Education Exhibition	IDP
BLCU (Beijing Language & Culture University)	Great Wall China Education Consultant
Singapore Education	IDP
Australia Education Exhibiton 2004	IDP
Study in Canada	Universal Service
Sheraton Hotel	Edu Port
Aussie Edu Fair	Alfa Link
Campus Expo	Jawa Pos

Jawa Pos, Maret-April 2004

Resp	P1	P2	P3	P4	P5	B1	B2	B3	C1a	C2a	C3a	C1b	C2b	C3b
1	1	1	4	2	1	4	3	3	2	1	1	3	2	3
2	2	1	2	2	2	2	3	4	4	2	4	3	2	2
3	1	1	4	2	3	1	2	1	2	2	3	4	4	3
4	1	1	1	7	1	4	3	3	2	1	1	3	2	3
5	1	1	2	5	1	3	2	3	2	3	3	3	5	2
6	1	1	4	1	4	2	3	4	4	2	4	2	2	2
7	1	1	1	2	1	4	4	3	3	2	3	3	2	3
8	2	1	3	3	1	2	2	1	1	2	1	2	3	4
9	2	1	3	6	2	3	1	3	2	2	2	1	2	1
10	1	1	2	2	4	2	1	2	1	2	1	2	1	3
11	2	1	1	3	1	3	2	3	2	3	3	2	1	2
12	2	1	1	2	2	2	3	4	1	1	2	2	1	3
13	1	1	4	2	2	1	2	1	2	2	3	1	3	2
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