

## LAMPIRAN

**Lampiran 1** Jadwal Kegiatan Penelitian

| Kegiatan  | Januari |   |   |   | Februari |   |   |   | Juli |   |   |   | Agustus |   |   |   | Septemb |   |   |   | Novemb |   |   |   | Desembe |   |   |   | Januari<br>(2024) |   |   |   |
|---|---------|---|---|---|----------|---|---|---|------|---|---|---|---------|---|---|---|---------|---|---|---|--------|---|---|---|---------|---|---|---|-------------------|---|---|---|
|   | 1       | 2 | 3 | 4 | 1        | 2 | 3 | 4 | 1    | 2 | 3 | 4 | 1       | 2 | 3 | 4 | 1       | 2 | 3 | 4 | 1      | 2 | 3 | 4 | 1       | 2 | 3 | 4 | 1                 | 2 | 3 | 4 |
| Pengajuan Outline dan rekomendasi pembimbing          |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Konsultasi awal dan menyusun rencana kegiatan         |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Proses bimbingan untuk menyelesaikan proposal         |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Seminar Proposal Skripsi                              |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Revisi Proposal Skripsi dan persetujuan revisi        |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Pengumpulan dan pengolahan data                       |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Proses bimbingan untuk menyelesaikan Skripsi          |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |
| Ujian Skripsi, revisi Skripsi, dan pengesahan Skripsi |         |   |   |   |          |   |   |   |      |   |   |   |         |   |   |   |         |   |   |   |        |   |   |   |         |   |   |   |                   |   |   |   |

## Lampiran 2 Kuesioner Penelitian

### KUESIONER PENELITIAN

#### **PENGARUH REWARD DAN PUNISHMENT TERHADAP MOTIVASI KERJA KARYAWAN *NON-MANAGER* PT BANK TABUNGAN NEGARA (PERSERO) TBK. KANTOR CABANG TASIKMALAYA**

Dengan Hormat,

Bersama ini, saya Nopa Saskia Sari mahasiswa Fakultas Ekonomi dan Bisnis Universitas Siliwangi memohon bantuan Bapak/Ibu/Saudara/i agar bersedia menjadi responden dalam penelitian yang saya lakukan. Dengan segala kerendahan hati, saya memohon maaf karena kehadiran kuesioner ini akan mengganggu waktu bekerja dan istirahat Bapak/Ibu/Saudara/i.

Saya mengharapkan jawaban dan tanggapan yang Bapak/ Ibu/ Saudara/i berikan nantinya adalah jawaban objektif agar diperoleh hasil maksimal. Informasi Bapak/ Ibu/ Saudara/i berikan merupakan bantuan yang sangat berarti bagi saya dalam menyelesaikan penelitian ini. Adapun judul penelitian ini adalah “**Pengaruh Reward dan Punishment Terhadap Motivasi Kerja Karyawan Tetap Non-Manager PT Bank Tabungan Negara (Persero) Tbk. Kantor Cabang Tasikmalaya**”. Jawaban dari Bapak/Ibu/Saudara/i juga hanya dipergunakan untuk kepentingan akademis, sifatnya rahasia dan tidak dipublikasikan.

Demikian surat pengantar ini saya buat, atas perhatian dan partisipasi Bapak/ Ibu/ Saudara/i, saya ucapkan terimakasih.

**Hormat Saya,**

**Nopa Saskia Sari**

### **Lampiran 3 Lanjutan**

#### **KUESIONER PENELITIAN**

#### **PENGARUH REWARD DAN PUNISHMENT TERHADAP MOTIVASI KERJA KARYAWAN NON-MANAGER PT BANK TABUNGAN NEGARA (PERSERO) TBK. KANTOR CABANG TASIKMALAYA**

Petunjuk pengisian kuesioner:

1. Jawablah pertanyaan ini dengan jujur dan benar;
2. Bacalah terlebih dahulu pertanyaan dengan cermat sebelum anda memulai untuk menjawabnya karena terdapat pernyataan yang berkebalikan/negatif;
3. Mohon diberi tanda checklist (✓) pada kolom jawaban jika Bapak/ Ibu/ Saudara/i anggap pertanyaan tersebut sesuai. Pendapat anda dinyatakan dalam skala 1 s/d 5 yang memiliki makna:

5 = Sangat Setuju (SS)

4 = Setuju (S)

3 = Tidak Ada Pendapat (TAP)

2 = Tidak Setuju (TS)

1 = Sangat Tidak Setuju (STS)

Semakin kecil angka artinya semakin tidak setuju, dan semakin besar angka artinya semakin setuju.

4. Setiap pertanyaan hanya membutuhkan 1 jawaban saja.

| No                     | Pernyataan   | Jawaban Responden |   |     |    |     |
|------------------------|--|-------------------|---|-----|----|-----|
|                        |  | SS                | S | TAP | TS | STS |
| <b>Reward (X1)</b>     |  |                   |   |     |    |     |
| 1.                     | Pemberian gaji sesuai dengan golongan kerja karyawan   |                   |   |     |    |     |
| 2.                     | Gaji yang diberikan perusahaan pada karyawan tidak tepat waktu   |                   |   |     |    |     |
| 3.                     | Adanya pemberian bonus jika mencapai target  |                   |   |     |    |     |
| 4.                     | Perusahaan mengikutsertakan setiap karyawan dalam asuransi kesehatan                                     |                   |   |     |    |     |
| 5.                     | Perusahaan memberikan tunjangan hari tua yang memadai  |                   |   |     |    |     |
| 6.                     | Pemberian tunjangan hari raya sesuai waktu yang telah ditentukan   |                   |   |     |    |     |
| 7.                     | Adanya promosi jabatan yang diberikan kepada karyawan yang berprestasi                                   |                   |   |     |    |     |
| 8.                     | Atasan selalu memberikan pujiann kepada karyawan yang mampu bekerja dengan baik                          |                   |   |     |    |     |
| 9.                     | Atasan memberikan kepercayaan pada karyawan untuk menjalankan tugas nya                                  |                   |   |     |    |     |
| <b>Punishment (X2)</b> |  |                   |   |     |    |     |
| 1.                     | Atasan memberikan teguran pada karyawan yang bekerja kurang baik   |                   |   |     |    |     |
| 2.                     | Surat peringatan diberikan pada karyawan yang melakukan kesalahan secara berulang                        |                   |   |     |    |     |
| 3.                     | Penundaan gaji bagi karyawan yang melanggar disiplin kerja   |                   |   |     |    |     |
| 4.                     | Pemotongan gaji pada karyawan yang melakukan pelanggaran berulang dan tidak berusaha memperbaiki         |                   |   |     |    |     |
| 5.                     | Karyawan yang melakukan kesalahan berat akan mendapat skorsing berupa pembebasan dari jabatan            |                   |   |     |    |     |
| 6.                     | Pemutusan hubungan kerja kepada karyawan yang telah menerima surat peringatan sebanyak 3 kali atau lebih |                   |   |     |    |     |

|    |   |  |  |  |  |  |
|----|---|--|--|--|--|--|
| 1. | Mampu melaksanakan dan menyelesaikan pekerjaan yang ditetapkan perusahaan dengan sunguh-sungguh |  |  |  |  |  |
| 2. | Dapat bekerjasama dengan rekan di tempat kerja saya   |  |  |  |  |  |
| 3. | Memiliki antusiasme dalam bekerja   |  |  |  |  |  |
| 4. | Tidak putus asa dan mampu menghadapi berbagai masalah dalam bekerja                             |  |  |  |  |  |
| 5. | Mampu mematuhi aturan dan tata tertib yang di buat oleh perusahaan                              |  |  |  |  |  |
| 6. | Selalu berpakaian sesuai dengan ketentuan perusahaan  |  |  |  |  |  |
| 7. | Selalu datang bekerja tepat waktu   |  |  |  |  |  |
| 8. | Mampu menyelesaikan pekerjaan dengan tepat waktu/sesuai dengan deadline                         |  |  |  |  |  |
| 9. | Teliti dalam menyelesaikan pekerjaan yang diberikan oleh perusahaan                             |  |  |  |  |  |

## Lampiran 4 Data Ordinal

### 1. Variabel X1

|               |     |     |     |     |     |     |     |     |     |      |
|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| <b>31</b>     | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 36   |
| <b>32</b>     | 4   | 4   | 4   | 4   | 3   | 4   | 4   | 4   | 4   | 35   |
| <b>33</b>     | 4   | 4   | 4   | 2   | 2   | 4   | 5   | 3   | 3   | 31   |
| <b>34</b>     | 5   | 5   | 5   | 5   | 5   | 1   | 5   | 5   | 5   | 41   |
| <b>35</b>     | 3   | 3   | 3   | 2   | 2   | 5   | 5   | 5   | 2   | 30   |
| <b>36</b>     | 4   | 4   | 4   | 3   | 3   | 5   | 5   | 5   | 1   | 34   |
| <b>37</b>     | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 1   | 36   |
| <b>38</b>     | 5   | 5   | 5   | 2   | 2   | 4   | 4   | 5   | 1   | 33   |
| <b>39</b>     | 5   | 5   | 4   | 5   | 4   | 5   | 4   | 4   | 2   | 38   |
| <b>40</b>     | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 38   |
| <b>41</b>     | 5   | 5   | 4   | 4   | 4   | 4   | 4   | 4   | 4   | 38   |
| <b>42</b>     | 4   | 4   | 4   | 3   | 4   | 5   | 4   | 4   | 4   | 36   |
| <b>43</b>     | 5   | 5   | 5   | 5   | 5   | 5   | 4   | 4   | 4   | 42   |
| <b>44</b>     | 5   | 5   | 4   | 5   | 5   | 4   | 4   | 4   | 5   | 41   |
| <b>45</b>     | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 4   | 37   |
| <b>Jumlah</b> | 197 | 193 | 188 | 171 | 172 | 199 | 188 | 189 | 150 | 1647 |

### **Lampiran 5 Data Ordinal (Lanjutan)**

#### **1. Variabel X2**

| <b>Responden</b> | <b>Punishment</b> |             |             |             |             |             | <b>Jumlah</b> |
|------------------|-------------------|-------------|-------------|-------------|-------------|-------------|---------------|
|                  | <b>X2.1</b>       | <b>X2.2</b> | <b>X2.3</b> | <b>X2.4</b> | <b>X2.5</b> | <b>X2.6</b> |               |
| <b>1</b>         | 4                 | 4           | 4           | 5           | 4           | 4           | 25            |
| <b>2</b>         | 3                 | 3           | 4           | 4           | 4           | 4           | 22            |
| <b>3</b>         | 5                 | 5           | 5           | 5           | 5           | 5           | 30            |
| <b>4</b>         | 4                 | 4           | 4           | 5           | 5           | 5           | 27            |
| <b>5</b>         | 4                 | 4           | 5           | 5           | 5           | 5           | 28            |
| <b>6</b>         | 5                 | 5           | 3           | 5           | 5           | 5           | 28            |
| <b>7</b>         | 4                 | 4           | 3           | 4           | 4           | 4           | 23            |
| <b>8</b>         | 4                 | 4           | 3           | 4           | 4           | 4           | 23            |
| <b>9</b>         | 4                 | 5           | 4           | 5           | 5           | 5           | 28            |
| <b>10</b>        | 5                 | 5           | 5           | 5           | 5           | 5           | 30            |
| <b>11</b>        | 4                 | 4           | 4           | 5           | 5           | 5           | 27            |
| <b>12</b>        | 4                 | 4           | 4           | 4           | 4           | 4           | 24            |
| <b>13</b>        | 4                 | 4           | 5           | 4           | 4           | 4           | 25            |
| <b>14</b>        | 4                 | 4           | 2           | 4           | 4           | 4           | 22            |
| <b>15</b>        | 4                 | 4           | 3           | 4           | 4           | 4           | 23            |
| <b>16</b>        | 5                 | 4           | 4           | 4           | 4           | 5           | 26            |
| <b>17</b>        | 4                 | 4           | 4           | 4           | 4           | 5           | 25            |
| <b>18</b>        | 4                 | 4           | 4           | 4           | 2           | 5           | 23            |
| <b>19</b>        | 5                 | 5           | 5           | 5           | 5           | 5           | 30            |
| <b>20</b>        | 3                 | 4           | 5           | 5           | 4           | 4           | 25            |
| <b>21</b>        | 4                 | 4           | 4           | 4           | 4           | 4           | 24            |
| <b>22</b>        | 5                 | 5           | 5           | 5           | 4           | 4           | 28            |
| <b>23</b>        | 4                 | 4           | 3           | 4           | 4           | 4           | 23            |

|               |     |     |     |     |     |     |      |
|---------------|-----|-----|-----|-----|-----|-----|------|
| <b>24</b>     | 4   | 4   | 1   | 4   | 4   | 4   | 21   |
| <b>25</b>     | 5   | 5   | 5   | 5   | 5   | 5   | 30   |
| <b>26</b>     | 4   | 4   | 4   | 5   | 4   | 4   | 25   |
| <b>27</b>     | 4   | 4   | 3   | 5   | 5   | 5   | 26   |
| <b>28</b>     | 5   | 4   | 5   | 5   | 5   | 5   | 29   |
| <b>29</b>     | 5   | 4   | 5   | 5   | 5   | 5   | 29   |
| <b>30</b>     | 4   | 4   | 5   | 5   | 5   | 5   | 28   |
| <b>31</b>     | 4   | 4   | 4   | 4   | 4   | 4   | 24   |
| <b>32</b>     | 4   | 4   | 4   | 4   | 5   | 5   | 26   |
| <b>33</b>     | 4   | 4   | 2   | 4   | 4   | 4   | 22   |
| <b>34</b>     | 4   | 5   | 5   | 5   | 5   | 5   | 29   |
| <b>35</b>     | 3   | 4   | 4   | 5   | 5   | 5   | 26   |
| <b>36</b>     | 4   | 4   | 2   | 4   | 4   | 5   | 23   |
| <b>37</b>     | 4   | 4   | 4   | 4   | 4   | 4   | 24   |
| <b>38</b>     | 5   | 4   | 5   | 4   | 4   | 5   | 27   |
| <b>39</b>     | 5   | 5   | 5   | 4   | 4   | 5   | 28   |
| <b>40</b>     | 4   | 4   | 4   | 5   | 4   | 4   | 25   |
| <b>41</b>     | 5   | 5   | 4   | 5   | 4   | 4   | 27   |
| <b>42</b>     | 4   | 4   | 4   | 4   | 2   | 5   | 23   |
| <b>43</b>     | 5   | 5   | 4   | 5   | 5   | 5   | 29   |
| <b>44</b>     | 5   | 4   | 4   | 4   | 4   | 5   | 26   |
| <b>45</b>     | 4   | 4   | 4   | 4   | 4   | 5   | 25   |
| <b>Jumlah</b> | 191 | 190 | 179 | 202 | 193 | 206 | 1161 |

2. Variabel Y

| <b>Responden</b> | <b>Motivasi Kerja</b> |            |            |            |            |            |            |            |            | <b>Jumlah</b> |
|------------------|-----------------------|------------|------------|------------|------------|------------|------------|------------|------------|---------------|
|                  | <b>Y.1</b>            | <b>Y.2</b> | <b>Y.3</b> | <b>Y.4</b> | <b>Y.5</b> | <b>Y.6</b> | <b>Y.7</b> | <b>Y.8</b> | <b>Y.9</b> |               |
| <b>1</b>         | 5                     | 4          | 5          | 4          | 4          | 5          | 4          | 4          | 2          | 37            |
| <b>2</b>         | 5                     | 4          | 3          | 3          | 3          | 4          | 4          | 4          | 4          | 34            |
| <b>3</b>         | 5                     | 5          | 5          | 5          | 4          | 5          | 4          | 4          | 3          | 40            |
| <b>4</b>         | 4                     | 5          | 4          | 4          | 4          | 5          | 4          | 4          | 2          | 36            |
| <b>5</b>         | 5                     | 4          | 5          | 4          | 4          | 5          | 5          | 5          | 4          | 41            |
| <b>6</b>         | 5                     | 5          | 4          | 3          | 4          | 5          | 5          | 5          | 3          | 39            |
| <b>7</b>         | 4                     | 4          | 4          | 3          | 3          | 4          | 4          | 5          | 5          | 36            |
| <b>8</b>         | 4                     | 5          | 4          | 4          | 4          | 4          | 5          | 4          | 3          | 37            |
| <b>9</b>         | 5                     | 4          | 3          | 4          | 3          | 5          | 5          | 4          | 5          | 38            |
| <b>10</b>        | 5                     | 5          | 5          | 4          | 4          | 5          | 4          | 5          | 3          | 40            |
| <b>11</b>        | 4                     | 4          | 4          | 5          | 3          | 5          | 4          | 5          | 4          | 38            |
| <b>12</b>        | 4                     | 4          | 4          | 4          | 4          | 4          | 5          | 4          | 4          | 37            |
| <b>13</b>        | 5                     | 4          | 3          | 4          | 4          | 4          | 4          | 4          | 5          | 37            |
| <b>14</b>        | 4                     | 4          | 4          | 4          | 4          | 4          | 5          | 4          | 4          | 37            |
| <b>15</b>        | 5                     | 5          | 3          | 3          | 4          | 4          | 4          | 4          | 4          | 36            |
| <b>16</b>        | 5                     | 5          | 4          | 4          | 4          | 4          | 5          | 4          | 4          | 39            |
| <b>17</b>        | 5                     | 5          | 4          | 4          | 3          | 4          | 4          | 5          | 3          | 37            |
| <b>18</b>        | 4                     | 4          | 4          | 4          | 3          | 4          | 4          | 4          | 2          | 33            |
| <b>19</b>        | 5                     | 5          | 5          | 5          | 4          | 5          | 4          | 5          | 2          | 40            |
| <b>20</b>        | 5                     | 4          | 3          | 4          | 3          | 5          | 5          | 4          | 2          | 35            |
| <b>21</b>        | 5                     | 4          | 4          | 4          | 3          | 4          | 5          | 5          | 2          | 36            |
| <b>22</b>        | 5                     | 4          | 5          | 5          | 4          | 5          | 4          | 4          | 4          | 40            |
| <b>23</b>        | 4                     | 4          | 3          | 3          | 3          | 5          | 5          | 4          | 4          | 35            |

|               |     |     |     |     |     |     |     |     |     |      |
|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|
| <b>24</b>     | 4   | 4   | 4   | 5   | 3   | 4   | 4   | 5   | 3   | 36   |
| <b>25</b>     | 5   | 5   | 4   | 4   | 3   | 5   | 5   | 4   | 4   | 39   |
| <b>26</b>     | 4   | 4   | 3   | 4   | 3   | 5   | 5   | 5   | 2   | 35   |
| <b>27</b>     | 4   | 4   | 4   | 4   | 3   | 5   | 4   | 5   | 4   | 37   |
| <b>28</b>     | 5   | 4   | 4   | 4   | 4   | 5   | 5   | 5   | 4   | 40   |
| <b>29</b>     | 4   | 4   | 4   | 4   | 4   | 5   | 5   | 4   | 4   | 38   |
| <b>30</b>     | 5   | 5   | 4   | 3   | 3   | 5   | 5   | 4   | 4   | 38   |
| <b>31</b>     | 5   | 4   | 4   | 3   | 4   | 4   | 5   | 4   | 4   | 37   |
| <b>32</b>     | 4   | 4   | 4   | 4   | 4   | 4   | 5   | 4   | 4   | 37   |
| <b>33</b>     | 4   | 4   | 4   | 4   | 2   | 4   | 5   | 5   | 4   | 36   |
| <b>34</b>     | 4   | 5   | 5   | 5   | 3   | 5   | 4   | 4   | 5   | 40   |
| <b>35</b>     | 5   | 4   | 3   | 3   | 3   | 5   | 5   | 5   | 2   | 35   |
| <b>36</b>     | 5   | 4   | 3   | 4   | 3   | 4   | 4   | 5   | 2   | 34   |
| <b>37</b>     | 4   | 4   | 5   | 5   | 4   | 3   | 4   | 5   | 3   | 37   |
| <b>38</b>     | 4   | 5   | 3   | 3   | 2   | 4   | 5   | 5   | 3   | 34   |
| <b>39</b>     | 5   | 5   | 3   | 4   | 4   | 4   | 5   | 5   | 4   | 39   |
| <b>40</b>     | 5   | 5   | 4   | 4   | 3   | 5   | 4   | 4   | 4   | 38   |
| <b>41</b>     | 5   | 5   | 4   | 4   | 3   | 5   | 4   | 4   | 4   | 38   |
| <b>42</b>     | 5   | 5   | 4   | 4   | 3   | 4   | 4   | 4   | 4   | 37   |
| <b>43</b>     | 5   | 4   | 5   | 5   | 3   | 5   | 5   | 4   | 5   | 41   |
| <b>44</b>     | 5   | 4   | 4   | 4   | 3   | 4   | 5   | 4   | 4   | 37   |
| <b>45</b>     | 5   | 5   | 3   | 3   | 3   | 4   | 5   | 5   | 5   | 38   |
| <b>Jumlah</b> | 208 | 198 | 177 | 178 | 153 | 202 | 204 | 199 | 160 | 1679 |

## Lampiran 6 Hasil Uji Instrumen X1, X2 dan Y 1.

### 1. Hasil Uji Instrumen Variabel X1

| Correlations               |        |        |        |        |        |        |        |        |        |        |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                            | X1.1   | X1.2   | X1.3   | X1.4   | X1.5   | X1.6   | X1.7   | X1.8   | X1.9   | JUMLAH |
| X1.1 Pearson Correlation   | 1      | .859** | .605** | .539** | .465** | .383** | .102   | .454** | -.055  | .705** |
| Sig. (2-tailed)            |        | .000   | .000   | .000   | .001   | .009   | .507   | .002   | .722   | .000   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.2 Pearson Correlation   | .859** | 1      | .650** | .533** | .507** | .308*  | .102   | .440** | -.011  | .721** |
| Sig. (2-tailed)            | .000   |        | .000   | .000   | .000   | .040   | .503   | .003   | .945   | .000   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.3 Pearson Correlation   | .605** | .650** | 1      | .421** | .434** | .062   | .246   | .303*  | -.024  | .595** |
| Sig. (2-tailed)            | .000   | .000   |        | .004   | .003   | .685   | .103   | .043   | .877   | .000   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.4 Pearson Correlation   | .539** | .533** | .421** | 1      | .799** | .188   | .180   | .185   | .265   | .827** |
| Sig. (2-tailed)            | .000   | .000   | .004   |        | .000   | .215   | .236   | .223   | .078   | .000   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.5 Pearson Correlation   | .465** | .507** | .434** | .799** | 1      | .217   | .251   | .249   | .203   | .817** |
| Sig. (2-tailed)            | .001   | .000   | .003   | .000   |        | .152   | .097   | .099   | .181   | .000   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.6 Pearson Correlation   | .383** | .308*  | .062   | .188   | .217   | 1      | -.020  | .150   | .000   | .363*  |
| Sig. (2-tailed)            | .009   | .040   | .685   | .215   | .152   |        | .895   | .325   | 1.000  | .014   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.7 Pearson Correlation   | .102   | .102   | .246   | .180   | .251   | -.020  | 1      | .249   | .138   | .387** |
| Sig. (2-tailed)            | .507   | .503   | .103   | .236   | .097   | .895   |        | .100   | .365   | .009   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.8 Pearson Correlation   | .454** | .440** | .303*  | .185   | .249   | .150   | .249   | 1      | -.149  | .433** |
| Sig. (2-tailed)            | .002   | .003   | .043   | .223   | .099   | .325   | .100   |        | .328   | .003   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X1.9 Pearson Correlation   | -.055  | -.011  | -.024  | .265   | .203   | .000   | .138   | -.149  | 1      | .429** |
| Sig. (2-tailed)            | .722   | .945   | .877   | .078   | .181   | 1.000  | .365   | .328   |        | .003   |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| JUMLAH Pearson Correlation | .705** | .721** | .595** | .827** | .817** | .363*  | .387** | .433** | .429** | 1      |
| Sig. (2-tailed)            | .000   | .000   | .000   | .000   | .000   | .014   | .009   | .003   | .003   |        |
| N                          | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     | 45     |

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

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

### Hasil Uji Validitas

| No | R Tabel      | R Hitung     | Keterangan   |
|----|--------------|--------------|--------------|
| 1  | <b>0,301</b> | <b>0,705</b> | <b>Valid</b> |
| 2  | <b>0,301</b> | <b>0,721</b> | <b>Valid</b> |
| 3  | <b>0,301</b> | <b>0,595</b> | <b>Valid</b> |
| 4  | <b>0,301</b> | <b>0,827</b> | <b>Valid</b> |
| 5  | <b>0,301</b> | <b>0,817</b> | <b>Valid</b> |
| 6  | <b>0,301</b> | <b>0,363</b> | <b>Valid</b> |
| 7  | <b>0,301</b> | <b>0,387</b> | <b>Valid</b> |
| 8  | <b>0,301</b> | <b>0,433</b> | <b>Valid</b> |
| 9  | <b>0,301</b> | <b>0,429</b> | <b>Valid</b> |

Dari hasil uji validitas didapatkan nilai R Hitung > R Tabel dari Variabel X1, sehingga dapat disimpulkan variabel X1 valid.

## Hasil Uji Reliabilitas

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .729             | 9          |

Dari hasil uji reliabilitas didapatkan nilai dari variabel X1 menghasilkan nilai alpha Cronbach sebesar  $0,729 > 0,60$  sehingga dapat disimpulkan variabel X1 reliabel.

### Lampiran 7 Hasil Uji Instrumen X1, X2 dan Y (Lanjutan)

#### 2. Hasil Uji Instrumen Variabel X2

**Correlations**

|        |                     | X2.1   | X2.2   | X2.3   | X2.4   | X2.5   | X2.6   | JUMLAH |
|--------|---------------------|--------|--------|--------|--------|--------|--------|--------|
| X2.1   | Pearson Correlation | 1      | .639** | .299*  | .207   | .219   | .371*  | .629** |
|        | Sig. (2-tailed)     |        | .000   | .046   | .173   | .148   | .012   | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X2.2   | Pearson Correlation | .639** | 1      | .311*  | .487** | .355*  | .311*  | .701** |
|        | Sig. (2-tailed)     | .000   |        | .038   | .001   | .017   | .038   | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X2.3   | Pearson Correlation | .299*  | .311*  | 1      | .442** | .247   | .357*  | .729** |
|        | Sig. (2-tailed)     | .046   | .038   |        | .002   | .102   | .016   | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X2.4   | Pearson Correlation | .207   | .487** | .442** | 1      | .624** | .296*  | .731** |
|        | Sig. (2-tailed)     | .173   | .001   | .002   |        | .000   | .048   | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X2.5   | Pearson Correlation | .219   | .355*  | .247   | .624** | 1      | .359*  | .676** |
|        | Sig. (2-tailed)     | .148   | .017   | .102   | .000   |        | .015   | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| X2.6   | Pearson Correlation | .371*  | .311*  | .357*  | .296*  | .359*  | 1      | .629** |
|        | Sig. (2-tailed)     | .012   | .038   | .016   | .048   | .015   |        | .000   |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |
| JUMLAH | Pearson Correlation | .629** | .701** | .729** | .731** | .676** | .629** | 1      |
|        | Sig. (2-tailed)     | .000   | .000   | .000   | .000   | .000   | .000   |        |
|        | N                   | 45     | 45     | 45     | 45     | 45     | 45     | 45     |

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

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

### **Hasil Uji Validitas**

| No | R Tabel | R Hitung | Keterangan |
|----|---------|----------|------------|
| 1  | 0,301   | 0,629    | Valid      |
| 2  | 0,301   | 0,701    | Valid      |
| 3  | 0,301   | 0,729    | Valid      |
| 4  | 0,301   | 0,731    | Valid      |
| 5  | 0,301   | 0,676    | Valid      |
| 6  | 0,301   | 0,629    | Valid      |

Dari hasil uji validitas didapatkan nilai R Hitung > R Tabel dari Variabel Y, sehingga dapat disimpulkan variabel Y valid.

### **Hasil Uji Reliabilitas**

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .743             | 6          |

Dari hasil uji reliabilitas didapatkan nilai dari variabel Y menghasilkan nilai alpha Cronbach sebesar  $0,743 > 0,60$  sehingga dapat disimpulkan variabel Y reliabel.

### 3. Hasil Uji Instrumen Variabel Y

| Correlations |                     |        |        |        |        |        |       |        |        |        |
|--------------|---------------------|--------|--------|--------|--------|--------|-------|--------|--------|--------|
|              | Y.1                 | Y.2    | Y.3    | Y.4    | Y.5    | Y.6    | Y.7   | Y.8    | Y.9    | JUMLAH |
| Y.1          | Pearson Correlation | 1      | .457** | .021   | -.057  | .265   | .244  | -.055  | .051   | .074   |
|              | Sig. (2-tailed)     |        | .002   | .890   | .709   | .079   | .106  | .719   | .741   | .629   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.2          | Pearson Correlation | .457** | 1      | .251   | .057   | .158   | .116  | -.037  | .247   | .113   |
|              | Sig. (2-tailed)     | .002   |        | .096   | .709   | .299   | .448  | .811   | .102   | .459   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.3          | Pearson Correlation | .021   | .251   | 1      | .749** | .286   | .272  | -.041  | .137   | .093   |
|              | Sig. (2-tailed)     | .890   | .096   |        | .000   | .057   | .071  | .788   | .370   | .545   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.4          | Pearson Correlation | -.057  | .057   | .749** | 1      | .247   | .202  | .082   | .105   | .088   |
|              | Sig. (2-tailed)     | .709   | .709   | .000   |        | .102   | .183  | .593   | .493   | .567   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.5          | Pearson Correlation | .265   | .158   | .286   | .247   | 1      | .057  | .100   | -.106  | .167   |
|              | Sig. (2-tailed)     | .079   | .299   | .057   | .102   |        | .708  | .515   | .489   | .273   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.6          | Pearson Correlation | .244   | .116   | .272   | .202   | .057   | 1     | .109   | .063   | -.122  |
|              | Sig. (2-tailed)     | .106   | .448   | .071   | .183   | .708   |       | .476   | .680   | .426   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.7          | Pearson Correlation | -.055  | -.037  | -.041  | .082   | .100   | .109  | 1      | .380** | .317*  |
|              | Sig. (2-tailed)     | .719   | .811   | .788   | .593   | .515   | .476  |        | .010   | .034   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.8          | Pearson Correlation | .051   | .247   | .137   | .105   | -.106  | .063  | .380** | 1      | .143   |
|              | Sig. (2-tailed)     | .741   | .102   | .370   | .493   | .489   | .680  | .010   |        | .348   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| Y.9          | Pearson Correlation | .074   | .113   | .093   | .088   | .167   | -.122 | .317*  | .143   | 1      |
|              | Sig. (2-tailed)     | .629   | .459   | .545   | .567   | .273   | .426  | .034   | .348   |        |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |
| JUMLAH       | Pearson Correlation | .382** | .468** | .629** | .574** | .509** | .343* | .407** | .386** | .598** |
|              | Sig. (2-tailed)     | .010   | .001   | .000   | .000   | .000   | .021  | .005   | .009   | .000   |
|              | N                   | 45     | 45     | 45     | 45     | 45     | 45    | 45     | 45     | 45     |

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

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

### **Hasil Uji Validitas**

| No | R Tabel | R Hitung | Keterangan |
|----|---------|----------|------------|
| 1  | 0,301   | 0,382    | Valid      |
| 2  | 0,301   | 0,468    | Valid      |
| 3  | 0,301   | 0,629    | Valid      |
| 4  | 0,301   | 0,574    | Valid      |
| 5  | 0,301   | 0,509    | Valid      |
| 6  | 0,301   | 0,343    | Valid      |
| 7  | 0,301   | 0,407    | Valid      |
| 8  | 0,301   | 0,368    | Valid      |
| 9  | 0,301   | 0,598    | Valid      |

Dari hasil uji validitas didapatkan nilai R Hitung > R Tabel dari Variabel Y, sehingga dapat disimpulkan variabel Y valid.

### **Hasil Uji Reliabilitas**

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .566             | 9          |

Dari hasil uji reliabilitas didapatkan nilai dari variabel Y menghasilkan nilai alpha Cronbach sebesar  $0,566 > 0,60$  sehingga dapat disimpulkan variabel Y reliabel.

## Lampiran 8 Path Analysis

### Correlations

**Correlations**

|            |                     | Reward | Punishment |
|------------|---------------------|--------|------------|
| Reward     | Pearson Correlation | 1      | ,513**     |
|            | Sig. (2-tailed)     |        | ,000       |
|            | N                   | 45     | 45         |
| Punishment | Pearson Correlation | ,513** | 1          |
|            | Sig. (2-tailed)     | ,000   |            |
|            | N                   | 45     | 45         |

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

### Regression

**Variables Entered/Removed<sup>a</sup>**

| Model | Variables Entered                  | Variables Removed | Method |
|-------|------------------------------------|-------------------|--------|
| 1     | Punishment,<br>Reward <sup>b</sup> | .                 | Enter  |

a. Dependent Variable: Motivasi Kerja

b. All requested variables entered.

**Model Summary**

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | ,856 <sup>a</sup> | ,733     | ,720              | 1,006                      |

a. Predictors: (Constant), Punishment, Reward

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

| Model |            | Sum of Squares | df | Mean Square | F      | Sig.              |
|-------|------------|----------------|----|-------------|--------|-------------------|
| 1     | Regression | 116,657        | 2  | 58,329      | 57,670 | ,000 <sup>b</sup> |
|       | Residual   | 42,480         | 42 | 1,011       |        |                   |
|       | Total      | 159,138        | 44 |             |        |                   |

a. Dependent Variable: MotivasiKerja

b. Predictors: (Constant), Punishment, Reward

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

| Model        | Unstandardized Coefficients |            | Standardized<br>Coefficients<br>Beta | t     | Sig. |
|--------------|-----------------------------|------------|--------------------------------------|-------|------|
|              | B                           | Std. Error |                                      |       |      |
| 1 (Constant) | 17,099                      | 1,899      |                                      | 9,003 | ,000 |
| Reward       | ,311                        | ,055       | ,522                                 | 5,623 | ,000 |
| Punishment   | ,345                        | ,069       | ,462                                 | 4,973 | ,000 |

a. Dependent Variable: MotivasiKerja

**Lampiran 9 Tabel T Titik Persentase Distribusi t (df = 41 – 80)**

**TABEL NILAI KRITIS DISTRIBUSI T**

| df | One-Tailed Test |          |          |          |          |          |          |
|----|-----------------|----------|----------|----------|----------|----------|----------|
|    | 0,25            | 0,10     | 0,05     | 0,025    | 0,01     | 0,005    | 0,001    |
|    | 0,50            | 0,20     | 0,10     | 0,05     | 0,02     | 0,01     | 0,002    |
| 41 | 0,680521        | 1,302543 | 1,682878 | 2,011241 | 2,420803 | 2,701181 | 3,301273 |
| 42 | 0,680376        | 1,302035 | 1,681952 | 2,018082 | 2,418470 | 2,698066 | 3,295951 |
| 43 | 0,680238        | 1,301552 | 1,681071 | 2,016669 | 2,416250 | 2,695102 | 3,290890 |
| 44 | 0,680107        | 1,301090 | 1,680230 | 2,015368 | 2,414134 | 2,692278 | 3,286072 |
| 45 | 0,679981        | 1,300649 | 1,679427 | 2,014103 | 2,412116 | 2,689585 | 3,281480 |
| 46 | 0,679861        | 1,300228 | 1,678660 | 2,012896 | 2,410188 | 2,687013 | 3,277098 |
| 47 | 0,679746        | 1,299825 | 1,677927 | 2,011741 | 2,408345 | 2,684556 | 3,272912 |
| 48 | 0,679635        | 1,299439 | 1,677224 | 2,010635 | 2,406581 | 2,682204 | 3,268910 |
| 49 | 0,679530        | 1,299069 | 1,676551 | 2,009575 | 2,404892 | 2,679952 | 3,265079 |
| 50 | 0,679428        | 1,298714 | 1,675905 | 2,008559 | 2,403272 | 2,677793 | 3,261409 |
| 51 | 0,679331        | 1,298373 | 1,675285 | 2,007584 | 2,401718 | 2,675722 | 3,257890 |
| 52 | 0,679237        | 1,298045 | 1,674689 | 2,006647 | 2,400225 | 2,673734 | 3,254512 |
| 53 | 0,679147        | 1,297730 | 1,674116 | 2,005746 | 2,398790 | 2,671823 | 3,251268 |
| 54 | 0,679060        | 1,297426 | 1,673565 | 2,004879 | 2,397410 | 2,669985 | 3,248149 |
| 55 | 0,678977        | 1,297134 | 1,673034 | 2,004045 | 2,396081 | 2,668216 | 3,245149 |
| 56 | 0,678896        | 1,296853 | 1,672522 | 2,003241 | 2,394801 | 2,666512 | 3,242261 |
| 57 | 0,678818        | 1,296581 | 1,672029 | 2,002465 | 2,393568 | 2,664870 | 3,239478 |
| 58 | 0,678743        | 1,296319 | 1,671553 | 2,001717 | 2,392377 | 2,663287 | 3,236795 |
| 59 | 0,678671        | 1,296066 | 1,671093 | 2,000995 | 2,391229 | 2,661759 | 3,234207 |
| 60 | 0,678601        | 1,295821 | 1,670649 | 2,000298 | 2,390119 | 2,660283 | 3,231709 |
| 61 | 0,678533        | 1,295585 | 1,670219 | 1,999624 | 2,389047 | 2,658857 | 3,229296 |
| 62 | 0,678467        | 1,295356 | 1,669804 | 1,998972 | 2,388011 | 2,657479 | 3,226964 |
| 63 | 0,678404        | 1,295134 | 1,669402 | 1,998341 | 2,387008 | 2,656145 | 3,224709 |
| 64 | 0,678342        | 1,294920 | 1,669013 | 1,997730 | 2,386037 | 2,654854 | 3,222527 |
| 65 | 0,678283        | 1,294712 | 1,668636 | 1,997138 | 2,385097 | 2,653604 | 3,220414 |
| 66 | 0,678225        | 1,294511 | 1,668271 | 1,996564 | 2,384186 | 2,652394 | 3,218368 |
| 67 | 0,678169        | 1,294315 | 1,667916 | 1,996008 | 2,383302 | 2,651220 | 3,216386 |
| 68 | 0,678115        | 1,294126 | 1,667572 | 1,995469 | 2,382446 | 2,650081 | 3,214463 |
| 69 | 0,678062        | 1,293942 | 1,667239 | 1,994945 | 2,381615 | 2,648977 | 3,212599 |
| 70 | 0,678011        | 1,293763 | 1,666914 | 1,994437 | 2,380807 | 2,647905 | 3,210789 |
| 71 | 0,677961        | 1,293589 | 1,666600 | 1,993943 | 2,380024 | 2,646863 | 3,209032 |
| 72 | 0,677912        | 1,293421 | 1,666294 | 1,993464 | 2,379262 | 2,645852 | 3,207326 |
| 73 | 0,677865        | 1,293256 | 1,665996 | 1,992997 | 2,378522 | 2,644869 | 3,205668 |
| 74 | 0,677820        | 1,293097 | 1,665707 | 1,992543 | 2,377802 | 2,643913 | 3,204056 |
| 75 | 0,677775        | 1,292941 | 1,665425 | 1,992102 | 2,377102 | 2,642983 | 3,202489 |
| 76 | 0,677732        | 1,292790 | 1,665151 | 1,991673 | 2,376420 | 2,642078 | 3,200964 |
| 77 | 0,677689        | 1,292643 | 1,664885 | 1,991254 | 2,375757 | 2,641198 | 3,199480 |
| 78 | 0,677648        | 1,292500 | 1,664625 | 1,990847 | 2,375111 | 2,640340 | 3,198035 |
| 79 | 0,677608        | 1,292360 | 1,664371 | 1,990450 | 2,374482 | 2,639505 | 3,196628 |
| 80 | 0,677569        | 1,292224 | 1,664125 | 1,990063 | 2,373868 | 2,638691 | 3,195258 |

**Lampiran 10 R Tabel untuk (df = 3-50)****DISTRIBUSI NILAI  $r_{tabel}$  SIGNIFIKANSI 5% dan 1%**

| N  | The Level of Significance |       | N    | The Level of Significance |       |
|----|---------------------------|-------|------|---------------------------|-------|
|    | 5%                        | 1%    |      | 5%                        | 1%    |
| 3  | 0.997                     | 0.999 | 38   | 0.320                     | 0.413 |
| 4  | 0.950                     | 0.990 | 39   | 0.316                     | 0.408 |
| 5  | 0.878                     | 0.959 | 40   | 0.312                     | 0.403 |
| 6  | 0.811                     | 0.917 | 41   | 0.308                     | 0.398 |
| 7  | 0.754                     | 0.874 | 42   | 0.304                     | 0.393 |
| 8  | 0.707                     | 0.834 | 43   | 0.301                     | 0.389 |
| 9  | 0.666                     | 0.798 | 44   | 0.297                     | 0.384 |
| 10 | 0.632                     | 0.765 | 45   | 0.294                     | 0.380 |
| 11 | 0.602                     | 0.735 | 46   | 0.291                     | 0.376 |
| 12 | 0.576                     | 0.708 | 47   | 0.288                     | 0.372 |
| 13 | 0.553                     | 0.684 | 48   | 0.284                     | 0.368 |
| 14 | 0.532                     | 0.661 | 49   | 0.281                     | 0.364 |
| 15 | 0.514                     | 0.641 | 50   | 0.279                     | 0.361 |
| 16 | 0.497                     | 0.623 | 55   | 0.266                     | 0.345 |
| 17 | 0.482                     | 0.606 | 60   | 0.254                     | 0.330 |
| 18 | 0.468                     | 0.590 | 65   | 0.244                     | 0.317 |
| 19 | 0.456                     | 0.575 | 70   | 0.235                     | 0.306 |
| 20 | 0.444                     | 0.561 | 75   | 0.227                     | 0.296 |
| 21 | 0.433                     | 0.549 | 80   | 0.220                     | 0.286 |
| 22 | 0.432                     | 0.537 | 85   | 0.213                     | 0.278 |
| 23 | 0.413                     | 0.526 | 90   | 0.207                     | 0.267 |
| 24 | 0.404                     | 0.515 | 95   | 0.202                     | 0.263 |
| 25 | 0.396                     | 0.505 | 100  | 0.195                     | 0.256 |
| 26 | 0.388                     | 0.496 | 125  | 0.176                     | 0.230 |
| 27 | 0.381                     | 0.487 | 150  | 0.159                     | 0.210 |
| 28 | 0.374                     | 0.478 | 175  | 0.148                     | 0.194 |
| 29 | 0.367                     | 0.470 | 200  | 0.138                     | 0.181 |
| 30 | <b>0.361</b>              | 0.463 | 300  | 0.113                     | 0.148 |
| 31 | 0.355                     | 0.456 | 400  | 0.098                     | 0.128 |
| 32 | 0.349                     | 0.449 | 500  | 0.088                     | 0.115 |
| 33 | 0.344                     | 0.442 | 600  | 0.080                     | 0.105 |
| 34 | 0.339                     | 0.436 | 700  | 0.074                     | 0.097 |
| 35 | 0.334                     | 0.430 | 800  | 0.070                     | 0.091 |
| 36 | 0.329                     | 0.424 | 900  | 0.065                     | 0.086 |
| 37 | 0.325                     | 0.418 | 1000 | 0.062                     | 0.081 |

### Lampiran 11 Tabel F Titik Persentase Distribusi F

| Titik Persentase Distribusi F untuk Probabilita = 0,05 |                         |       |       |       |       |       |       |       |       |       |       |       |       |       |       |  |
|--|-------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|
| 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  |  |
| 31   | 4,16                    | 3,30  | 2,91  | 2,68  | 2,52  | 2,41  | 2,32  | 2,25  | 2,20  | 2,15  | 2,11  | 2,08  | 2,05  | 2,03  | 2,00  |  |
| 32   | 4,15                    | 3,29  | 2,90  | 2,67  | 2,51  | 2,40  | 2,31  | 2,24  | 2,19  | 2,14  | 2,10  | 2,07  | 2,04  | 2,01  | 1,99  |  |
| 33   | 4,14                    | 3,28  | 2,89  | 2,66  | 2,50  | 2,39  | 2,30  | 2,23  | 2,18  | 2,13  | 2,09  | 2,06  | 2,03  | 2,00  | 1,98  |  |
| 34   | 4,13                    | 3,28  | 2,88  | 2,65  | 2,49  | 2,38  | 2,29  | 2,23  | 2,17  | 2,12  | 2,08  | 2,05  | 2,02  | 1,99  | 1,97  |  |
| 35   | 4,12                    | 3,27  | 2,87  | 2,64  | 2,49  | 2,37  | 2,29  | 2,22  | 2,16  | 2,11  | 2,07  | 2,04  | 2,01  | 1,99  | 1,96  |  |
| 36   | 4,11                    | 3,26  | 2,87  | 2,63  | 2,48  | 2,36  | 2,28  | 2,21  | 2,15  | 2,11  | 2,07  | 2,03  | 2,00  | 1,98  | 1,95  |  |
| 37   | 4,11                    | 3,25  | 2,86  | 2,63  | 2,47  | 2,36  | 2,27  | 2,20  | 2,14  | 2,10  | 2,06  | 2,02  | 2,00  | 1,97  | 1,95  |  |
| 38   | 4,10                    | 3,24  | 2,85  | 2,62  | 2,46  | 2,35  | 2,26  | 2,19  | 2,14  | 2,09  | 2,05  | 2,02  | 1,99  | 1,96  | 1,94  |  |
| 39   | 4,09                    | 3,24  | 2,85  | 2,61  | 2,46  | 2,34  | 2,26  | 2,19  | 2,13  | 2,08  | 2,04  | 2,01  | 1,98  | 1,95  | 1,93  |  |
| 40   | 4,08                    | 3,23  | 2,84  | 2,61  | 2,45  | 2,34  | 2,25  | 2,18  | 2,12  | 2,08  | 2,04  | 2,00  | 1,97  | 1,95  | 1,92  |  |
| 41   | 4,07                    | 3,23  | 2,83  | 2,60  | 2,44  | 2,33  | 2,24  | 2,17  | 2,12  | 2,07  | 2,03  | 2,00  | 1,97  | 1,94  | 1,92  |  |
| 42   | 4,0                     | 3,22  | 2,83  | 2,59  | 2,44  | 2,32  | 2,24  | 2,17  | 2,11  | 2,06  | 2,03  | 1,99  | 1,96  | 1,94  | 1,91  |  |
| 43   | 4,0                     | 3,21  | 2,82  | 2,59  | 2,43  | 2,32  | 2,23  | 2,16  | 2,11  | 2,06  | 2,02  | 1,99  | 1,96  | 1,93  | 1,91  |  |
| 44   | 4,06                    | 3,21  | 2,82  | 2,58  | 2,43  | 2,31  | 2,23  | 2,16  | 2,10  | 2,05  | 2,01  | 1,98  | 1,95  | 1,92  | 1,90  |  |
| 45   | 4,06                    | 3,20  | 2,81  | 2,58  | 2,42  | 2,31  | 2,22  | 2,15  | 2,10  | 2,05  | 2,01  | 1,97  | 1,94  | 1,92  | 1,89  |  |

**Lampiran 12 Surat Balasan dari PT Bank Tabungan Negaran (Persero) Tbk  
Kantor Cabang Tasikmalaya**

