

## LAMPIRAN

### Lampiran 1 Kuesioner Penelitian

#### “Pengaruh Orientasi Kewirausahaan Dan Karakter Wirausaha Terhadap Keberhasilan Usaha Pada Umk Sentra Kuliner Di Semolowaru Surabaya”

##### A. Kriteria Responden

Dalam pengisian kuesioner ini memiliki karakteristik tersendiri untuk responden sebagai berikut:

1. Responden merupakan pengusaha atau pemilik UMK makanan dan minuman di sentra kuliner Semolowaru Surabaya

##### B. Petunjuk Pengisian

Dalam memudahkan responden untuk mengisi pernyataan ini, maka peneliti memberikan petunjuk pengisian sebagai berikut:

1. Setiap bulir pernyataan wajib dijawab 1 kali.
2. Pengisian bulir pernyataan sesuai dengan pengalaman individu dari responden.
3. Setiap bulir pernyataan menggunakan skor 1-5 dengan penjelasan jawaban sebagai berikut:

| Alternatif Jawaban        | Skor |
|---------------------------|------|
| Sangat Setuju (SS)        | 5    |
| Setuju (S)                | 4    |
| Kurang Setuju (KS)        | 3    |
| Tidak Setuju (TS)         | 2    |
| Sangat Tidak Setuju (STS) | 1    |

##### C. Identitas Responden

Nama : .....

Jenis kelamin :  Laki-laki  Perempuan

Usia :  20-30 tahun

- 31-40 tahun
- 41-50 tahun
- >51 tahun
- Lama Usaha :  1 – 3 tahun
- 3 – 6 tahun
- 6 – 8 tahun
- >10 tahun
- Pendapatan :  >Rp 1.000.000
- Rp 1.000.000 – Rp 5.000.000
- Rp 5.000.000 – Rp 10.000.000
- >Rp 10.000.000
- Jumlah karyawan:  2-5 orang
- 6-9 orang
- >10 orang

#### **D. Daftar Pernyataan**

Peneliti telah menyediakan daftar pernyataan untuk dijawab oleh responden, setiap bulir pernyataan dapat diisi dengan 1 kotak dengan memberikan tanda (✓). Penelitian ini murni bersifat akademis, terima kasih atas perhatian dan kerjasamanya,

| No                                      | PERNYATAAN              |  | SS | S | KS | TS | STS |
|---|-------------------------|--|----|---|----|----|-----|
| <b>Variabel Orientasi Kewirausahaan</b> |                         |  |    |   |    |    |     |
| 1                                       | Kemampuan Berinovasi    | Pemilik UMK selalu memiliki inovasi/ide baru untuk mengembangkan usaha yang dimiliki             |    |   |    |    |     |
| 2                                       | Proaktif                | Pemilik UMK selalu sigap dan mampu mengatasi berbagai macam perubahan yang mempengaruhi usahanya |    |   |    |    |     |
| 3                                       | Berani Mengambil Resiko | Pemilik UMK harus berani mengambil peluang yang ada di dalam usahanya                            |    |   |    |    |     |
| No                                      | PERNYATAAN              |  | SS | S | KS | TS | STS |
| <b>Variabel Karakter Wirausaha</b>      |                         |  |    |   |    |    |     |
| 4                                       | Percaya Diri            | Pemilik UMK harus memiliki kepercayaan diri yang tinggi untuk mengembangkan usahanya             |    |   |    |    |     |
| 5                                       | Berorientasi Pada Tugas | Pemilik UMK harus berorientasi kepada usaha yang dikembangkan                                    |    |   |    |    |     |
| 6                                       | Kepemimpinan            | Pemilik UMK harus mampu memimpin usahanya dan karyawan   |    |   |    |    |     |
| 7                                       | Berani Mengambil Resiko | Pemilik UMK harus berani mengambil resiko yang ada di dalam usahanya                             |    |   |    |    |     |

|                                    |   |   |    |   |    |    |     |
|------------------------------------|---|---|----|---|----|----|-----|
| 8                                  | Keorisinilitas<br>(Kreativitas dan Inovasi) | Pemilik UMK harus mampu menciptakan hal-hal baru tanpa menghilangkan ciri khasnya |    |   |    |    |     |
| No                                 | PERNYATAAN                                  |   | SS | S | KS | TS | STS |
| <b>Variabel Keberhasilan Usaha</b> |   |   |    |   |    |    |     |
| 9                                  | Volume                                      | Usaha UMK berhasil karena mengalami kenaikan volume penjualan naik                |    |   |    |    |     |
| 10                                 | Keuntungan                                  | Usaha UMK berhasil mengalami kenaikan keuntungan semakin bertambah                |    |   |    |    |     |
| 11                                 | Pendapatan                                  | Usaha UMK berhasil mengalami kenaikan pendapatan terus meningkat                  |    |   |    |    |     |
| 12                                 | Pertumbuhan Tenaga Kerja                    | Usaha UMK berhasil karena jumlah tenaga kerjanya semakin meningkat dan bertambah  |    |   |    |    |     |

## Lampiran 2 Karakteristik Responden

| No Resp | Jenis Kelamin | Usia        | Lama Usaha | Pendapatan                   | Jumlah Karyawan |
|---------|---------------|-------------|------------|------------------------------|-----------------|
| 1       | Perempuan     | 41-50 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 2       | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 3       | Laki-Laki     | 20-30 Tahun | 1-3 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 4       | Perempuan     | 41-50 Tahun | 6-9 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 5       | Laki-Laki     | 41-50 Tahun | 6-9 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 6       | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 7       | Laki-Laki     | 20-30 Tahun | 1-3 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 8       | Laki-Laki     | 41-50 Tahun | >10 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 9       | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 10      | Perempuan     | 31-40 Tahun | 6-9 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 11      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 12      | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 13      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 2-5 orang       |
| 14      | Laki-Laki     | >51 Tahun   | >10 Tahun  | >Rp 10.000.000               | >10 orang       |
| 15      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 16      | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 17      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 18      | Laki-Laki     | 41-50 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 19      | Perempuan     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 20      | Laki-Laki     | 20-30 Tahun | 1-3 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 21      | Laki-Laki     | 20-30 Tahun | 1-3 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 22      | Perempuan     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 23      | Laki-Laki     | 31-40 Tahun | 6-9 Tahun  | Rp 5.000.000 – Rp 10.000.000 | 6-9 orang       |
| 24      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | <Rp 1.000.000                | 2-5 orang       |
| 25      | Perempuan     | 41-50 Tahun | 6-9 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 26      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | >Rp 10.000.000               | 6-9 orang       |
| 27      | Laki-Laki     | 41-50 Tahun | >10 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 28      | Perempuan     | 31-40 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 29      | Laki-Laki     | 20-30 Tahun | 3-6 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |
| 30      | Laki-Laki     | 31-40 Tahun | 1-3 Tahun  | Rp 1.000.000 – Rp 5.000.000  | 2-5 orang       |

Lampiran 3 Tabulasi Data

Lampiran: Frekuensi Tanggapan Responden Tentang Orientasi Kewirausahaan

| No Resp         | Orientasi Kewirausahaan (X1) |      |      | Rata-Rata X1 |
|-----------------|------------------------------|------|------|--------------|
|                 | X1.1                         | X1.2 | X1.3 |              |
| 1               | 2                            | 2    | 2    | 2.00         |
| 2               | 4                            | 4    | 3    | 3.67         |
| 3               | 4                            | 4    | 3    | 3.67         |
| 4               | 2                            | 4    | 4    | 3.33         |
| 5               | 5                            | 5    | 5    | 5.00         |
| 6               | 4                            | 4    | 4    | 4.00         |
| 7               | 4                            | 3    | 3    | 3.33         |
| 8               | 4                            | 2    | 2    | 2.67         |
| 9               | 4                            | 5    | 4    | 4.33         |
| 10              | 4                            | 4    | 4    | 4.00         |
| 11              | 2                            | 2    | 5    | 3.00         |
| 12              | 4                            | 4    | 4    | 4.00         |
| 13              | 5                            | 4    | 5    | 4.67         |
| 14              | 3                            | 4    | 4    | 3.67         |
| 15              | 2                            | 5    | 4    | 3.67         |
| 16              | 5                            | 5    | 5    | 5.00         |
| 17              | 4                            | 4    | 4    | 4.00         |
| 18              | 3                            | 3    | 4    | 3.33         |
| 19              | 4                            | 4    | 4    | 4.00         |
| 20              | 4                            | 4    | 4    | 4.00         |
| 21              | 2                            | 2    | 4    | 2.67         |
| 22              | 4                            | 4    | 4    | 4.00         |
| 23              | 3                            | 4    | 4    | 3.67         |
| 24              | 3                            | 5    | 4    | 4.00         |
| 25              | 5                            | 5    | 5    | 5.00         |
| 26              | 2                            | 2    | 4    | 2.67         |
| 27              | 4                            | 5    | 3    | 4.00         |
| 28              | 3                            | 4    | 3    | 3.33         |
| 29              | 4                            | 5    | 3    | 4.00         |
| 30              | 4                            | 4    | 3    | 3.67         |
| Total           |                              |      |      | 112.33       |
| Rata-Rata Score |                              |      |      | 3.74         |

Lampiran: Frekuensi Tanggapan Responden Tentang Karakter Wirausaha

| No Resp         | Karakter Wirausaha (X2) |      |      |      |      | Rata-Rata X2 |
|-----------------|-------------------------|------|------|------|------|--------------|
|                 | X2.1                    | X2.2 | X2.3 | X2.4 | X2.5 |              |
| 1               | 4                       | 4    | 4    | 3    | 3    | 3.6          |
| 2               | 3                       | 2    | 3    | 2    | 4    | 2.8          |
| 3               | 4                       | 4    | 4    | 4    | 2    | 3.6          |
| 4               | 4                       | 4    | 4    | 4    | 4    | 4            |
| 5               | 5                       | 5    | 5    | 5    | 5    | 5            |
| 6               | 4                       | 4    | 4    | 4    | 4    | 4            |
| 7               | 3                       | 3    | 3    | 3    | 4    | 3.2          |
| 8               | 4                       | 4    | 4    | 4    | 4    | 4            |
| 9               | 4                       | 4    | 5    | 4    | 4    | 4.2          |
| 10              | 4                       | 4    | 5    | 4    | 4    | 4.2          |
| 11              | 5                       | 5    | 4    | 4    | 4    | 4.4          |
| 12              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 13              | 4                       | 4    | 5    | 4    | 4    | 4.2          |
| 14              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 15              | 4                       | 4    | 5    | 4    | 4    | 4.2          |
| 16              | 5                       | 5    | 5    | 5    | 5    | 5            |
| 17              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 18              | 2                       | 2    | 3    | 3    | 2    | 2.4          |
| 19              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 20              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 21              | 2                       | 2    | 4    | 5    | 4    | 3.4          |
| 22              | 5                       | 4    | 4    | 4    | 4    | 4.2          |
| 23              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 24              | 4                       | 5    | 4    | 5    | 4    | 4.4          |
| 25              | 5                       | 5    | 5    | 5    | 5    | 5            |
| 26              | 4                       | 4    | 2    | 4    | 4    | 3.6          |
| 27              | 4                       | 4    | 4    | 4    | 3    | 3.8          |
| 28              | 5                       | 4    | 5    | 4    | 5    | 4.6          |
| 29              | 4                       | 4    | 4    | 4    | 4    | 4            |
| 30              | 4                       | 4    | 4    | 4    | 4    | 4            |
| Total           |                         |      |      |      |      | 119.80       |
| Rata-Rata Score |                         |      |      |      |      | 3.99         |

Lampiran: Frekuensi Tanggapan Responden Tentang Keberhasilan Usaha

| No Resp | Keberhasilan Usaha (Y) |     |     |     | Rata-Rata Y |
|---------|------------------------|-----|-----|-----|-------------|
|         | Y.1                    | Y.2 | Y.3 | Y.4 |             |
| 1       | 4                      | 4   | 4   | 3   | 3.75        |
| 2       | 3                      | 3   | 4   | 3   | 3.25        |
| 3       | 4                      | 4   | 4   | 4   | 4.00        |
| 4       | 4                      | 4   | 4   | 4   | 4.00        |
| 5       | 5                      | 5   | 5   | 5   | 5.00        |
| 6       | 4                      | 4   | 4   | 4   | 4.00        |
| 7       | 3                      | 4   | 3   | 4   | 3.50        |
| 8       | 4                      | 4   | 4   | 4   | 4.00        |
| 9       | 5                      | 4   | 5   | 4   | 4.50        |
| 10      | 4                      | 4   | 5   | 4   | 4.25        |
| 11      | 5                      | 4   | 4   | 4   | 4.25        |
| 12      | 4                      | 4   | 4   | 4   | 4.00        |
| 13      | 4                      | 5   | 4   | 5   | 4.50        |
| 14      | 4                      | 4   | 4   | 4   | 4.00        |
| 15      | 4                      | 4   | 4   | 4   | 4.00        |
| 16      | 5                      | 5   | 5   | 5   | 5.00        |
| 17      | 4                      | 4   | 4   | 4   | 4.00        |
| 18      | 4                      | 3   | 4   | 3   | 3.50        |
| 19      | 4                      | 4   | 5   | 4   | 4.25        |
| 20      | 4                      | 5   | 4   | 4   | 4.25        |
| 21      | 2                      | 2   | 4   | 3   | 2.75        |
| 22      | 4                      | 4   | 4   | 4   | 4.00        |
| 23      | 4                      | 4   | 4   | 4   | 4.00        |
| 24      | 4                      | 5   | 4   | 4   | 4.25        |
| 25      | 5                      | 5   | 5   | 5   | 5.00        |
| 26      | 4                      | 2   | 4   | 2   | 3.00        |
| 27      | 4                      | 4   | 3   | 4   | 3.75        |
| 28      | 5                      | 4   | 5   | 5   | 4.75        |
| 29      | 4                      | 4   | 4   | 4   | 4.00        |
| 30      | 5                      | 5   | 5   | 5   | 5.00        |
|         | Total                  |     |     |     | 122.50      |
|         | Rata-Rata Score        |     |     |     | 4.08        |



Lampiran 4 Output Frekuensi Tanggapan Responden

**Statistics**

|   |                    | X1.1   | X1.2    | X1.3   |
|---|--------------------|--------|---------|--------|
| N | Valid              | 30     | 30      | 30     |
|   | Missing            | 0      | 0       | 0      |
|   | Mean               | 3.5667 | 3.8667  | 3.8000 |
|   | Std. Error of Mean | .17736 | .18404  | .14700 |
|   | Median             | 4.0000 | 4.0000  | 4.0000 |
|   | Mode               | 4.00   | 4.00    | 4.00   |
|   | Std. Deviation     | .97143 | 1.00801 | .80516 |
|   | Variance           | .944   | 1.016   | .648   |
|   | Range              | 3.00   | 3.00    | 3.00   |
|   | Minimum            | 2.00   | 2.00    | 2.00   |
|   | Maximum            | 5.00   | 5.00    | 5.00   |
|   | Sum                | 107.00 | 116.00  | 114.00 |

**X1.1**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 6         | 20.0    | 20.0          | 20.0               |
|       | 3     | 5         | 16.7    | 16.7          | 36.7               |
|       | 4     | 15        | 50.0    | 50.0          | 86.7               |
|       | 5     | 4         | 13.3    | 13.3          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

**X1.2**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 5         | 16.7    | 16.7          | 16.7               |
|       | 3     | 2         | 6.7     | 6.7           | 23.3               |
|       | 4     | 15        | 50.0    | 50.0          | 73.3               |
|       | 5     | 8         | 26.7    | 26.7          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

**X1.3**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 2         | 6.7     | 6.7           | 6.7                |
|       | 3     | 7         | 23.3    | 23.3          | 30.0               |
|       | 4     | 16        | 53.3    | 53.3          | 83.3               |
|       | 5     | 5         | 16.7    | 16.7          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

### Statistics

|   |                    | X2.1   | X2.2   | X2.3   | X2.4   | X2.5   |
|---|--------------------|--------|--------|--------|--------|--------|
| N | Valid              | 30     | 30     | 30     | 30     | 30     |
|   | Missing            | 0      | 0      | 0      | 0      | 0      |
|   | Mean               | 4.0000 | 3.9333 | 4.1000 | 4.0000 | 3.9333 |
|   | Std. Error of Mean | .13561 | .14331 | .12999 | .11744 | .12625 |
|   | Median             | 4.0000 | 4.0000 | 4.0000 | 4.0000 | 4.0000 |
|   | Mode               | 4.00   | 4.00   | 4.00   | 4.00   | 4.00   |
|   | Std. Deviation     | .74278 | .78492 | .71197 | .64327 | .69149 |
|   | Variance           | .552   | .616   | .507   | .414   | .478   |
|   | Range              | 3.00   | 3.00   | 3.00   | 3.00   | 3.00   |
|   | Minimum            | 2.00   | 2.00   | 2.00   | 2.00   | 2.00   |
|   | Maximum            | 5.00   | 5.00   | 5.00   | 5.00   | 5.00   |
|   | Sum                | 120.00 | 118.00 | 123.00 | 120.00 | 118.00 |

### X2.1

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 2         | 6.7     | 6.7           | 6.7                |
|       | 3     | 2         | 6.7     | 6.7           | 13.3               |
|       | 4     | 20        | 66.7    | 66.7          | 80.0               |
|       | 5     | 6         | 20.0    | 20.0          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

### X2.2

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 3         | 10.0    | 10.0          | 10.0               |
|       | 3     | 1         | 3.3     | 3.3           | 13.3               |
|       | 4     | 21        | 70.0    | 70.0          | 83.3               |
|       | 5     | 5         | 16.7    | 16.7          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

**X2.3**

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 2 | 1         | 3.3     | 3.3           | 3.3                |
| 3       | 3         | 10.0    | 10.0          | 13.3               |
| 4       | 18        | 60.0    | 60.0          | 73.3               |
| 5       | 8         | 26.7    | 26.7          | 100.0              |
| Total   | 30        | 100.0   | 100.0         |                    |

**X2.4**

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 2 | 1         | 3.3     | 3.3           | 3.3                |
| 3       | 3         | 10.0    | 10.0          | 13.3               |
| 4       | 21        | 70.0    | 70.0          | 83.3               |
| 5       | 5         | 16.7    | 16.7          | 100.0              |
| Total   | 30        | 100.0   | 100.0         |                    |

**X2.5**

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 2 | 2         | 6.7     | 6.7           | 6.7                |
| 3       | 2         | 6.7     | 6.7           | 13.3               |
| 4       | 22        | 73.3    | 73.3          | 86.7               |
| 5       | 4         | 13.3    | 13.3          | 100.0              |
| Total   | 30        | 100.0   | 100.0         |                    |

**Statistics**

|   |                    | Y.1    | Y.2    | Y.3    | Y.4    |
|---|--------------------|--------|--------|--------|--------|
| N | Valid              | 30     | 30     | 30     | 30     |
|   | Missing            | 0      | 0      | 0      | 0      |
|   | Mean               | 4.1000 | 4.0333 | 4.2000 | 4.0000 |
|   | Std. Error of Mean | .12082 | .13965 | .10057 | .12685 |
|   | Median             | 4.0000 | 4.0000 | 4.0000 | 4.0000 |
|   | Mode               | 4.00   | 4.00   | 4.00   | 4.00   |
|   | Std. Deviation     | .66176 | .76489 | .55086 | .69481 |
|   | Variance           | .438   | .585   | .303   | .483   |
|   | Range              | 3.00   | 3.00   | 2.00   | 3.00   |
|   | Minimum            | 2.00   | 2.00   | 3.00   | 2.00   |
|   | Maximum            | 5.00   | 5.00   | 5.00   | 5.00   |
|   | Sum                | 123.00 | 121.00 | 126.00 | 120.00 |

**Y.1**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 1         | 3.3     | 3.3           | 3.3                |
|       | 3     | 2         | 6.7     | 6.7           | 10.0               |
|       | 4     | 20        | 66.7    | 66.7          | 76.7               |
|       | 5     | 7         | 23.3    | 23.3          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

**Y.2**

|       |       | Frequency | Percent | Valid Percent | Cumulative Percent |
|-------|-------|-----------|---------|---------------|--------------------|
| Valid | 2     | 2         | 6.7     | 6.7           | 6.7                |
|       | 3     | 2         | 6.7     | 6.7           | 13.3               |
|       | 4     | 19        | 63.3    | 63.3          | 76.7               |
|       | 5     | 7         | 23.3    | 23.3          | 100.0              |
|       | Total | 30        | 100.0   | 100.0         |                    |

**Y.3**

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 3 | 2         | 6.7     | 6.7           | 6.7                |
| 4       | 20        | 66.7    | 66.7          | 73.3               |
| 5       | 8         | 26.7    | 26.7          | 100.0              |
| Total   | 30        | 100.0   | 100.0         |                    |

**Y.4**

|         | Frequency | Percent | Valid Percent | Cumulative Percent |
|---------|-----------|---------|---------------|--------------------|
| Valid 2 | 1         | 3.3     | 3.3           | 3.3                |
| 3       | 4         | 13.3    | 13.3          | 16.7               |
| 4       | 19        | 63.3    | 63.3          | 80.0               |
| 5       | 6         | 20.0    | 20.0          | 100.0              |
| Total   | 30        | 100.0   | 100.0         |                    |

## Lampiran 5 Uji Validitas dan Reliabilitas

### Uji Validitas

**Correlations**

|                              |                     | X1.1   | X1.2   | X1.3   | Orientasi Kewirausahaan (X1) |
|------------------------------|---------------------|--------|--------|--------|------------------------------|
| X1.1                         | Pearson Correlation | 1      | .538** | .194   | .791**                       |
|                              | Sig. (2-tailed)     |        | .002   | .304   | .000                         |
|                              | N                   | 30     | 30     | 30     | 30                           |
| X1.2                         | Pearson Correlation | .538** | 1      | .306   | .841**                       |
|                              | Sig. (2-tailed)     | .002   |        | .100   | .000                         |
|                              | N                   | 30     | 30     | 30     | 30                           |
| X1.3                         | Pearson Correlation | .194   | .306   | 1      | .616**                       |
|                              | Sig. (2-tailed)     | .304   | .100   |        | .000                         |
|                              | N                   | 30     | 30     | 30     | 30                           |
| Orientasi Kewirausahaan (X1) | Pearson Correlation | .791** | .841** | .616** | 1                            |
|                              | Sig. (2-tailed)     | .000   | .000   | .000   |                              |
|                              | N                   | 30     | 30     | 30     | 30                           |

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

**Correlations**

|                         |                     | X2.1              | X2.2              | X2.3              | X2.4              | X2.5              | Karakter Wirausaha (X2) |
|-------------------------|---------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------------|
| X2.1                    | Pearson Correlation | 1                 | .887**            | .522 <sup>*</sup> | .433 <sup>*</sup> | .537 <sup>*</sup> | .864 <sup>*</sup>       |
|                         | Sig. (2-tailed)     |                   | .000              | .003              | .017              | .002              | .000                    |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |
| X2.2                    | Pearson Correlation | .887**            | 1                 | .506 <sup>*</sup> | .615**            | .436 <sup>*</sup> | .879 <sup>*</sup>       |
|                         | Sig. (2-tailed)     | .000              |                   | .004              | .000              | .016              | .000                    |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |
| X2.3                    | Pearson Correlation | .522**            | .506**            | 1                 | .527**            | .434 <sup>*</sup> | .750 <sup>*</sup>       |
|                         | Sig. (2-tailed)     | .003              | .004              |                   | .003              | .016              | .000                    |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |
| X2.4                    | Pearson Correlation | .433 <sup>*</sup> | .615**            | .527 <sup>*</sup> | 1                 | .465**            | .753 <sup>*</sup>       |
|                         | Sig. (2-tailed)     | .017              | .000              | .003              |                   | .010              | .000                    |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |
| X2.5                    | Pearson Correlation | .537**            | .436 <sup>*</sup> | .434 <sup>*</sup> | .465**            | 1                 | .717 <sup>*</sup>       |
|                         | Sig. (2-tailed)     | .002              | .016              | .016              | .010              |                   | .000                    |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |
| Karakter Wirausaha (X2) | Pearson Correlation | .864**            | .879**            | .750 <sup>*</sup> | .753**            | .717 <sup>*</sup> | 1                       |
|                         | Sig. (2-tailed)     | .000              | .000              | .000              | .000              | .000              |                         |
|                         | N                   | 30                | 30                | 30                | 30                | 30                | 30                      |

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

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

**Correlations**

|                        |                     | Y.1    | Y.2    | Y.3               | Y.4               | Keberhasilan Usaha (Y) |
|------------------------|---------------------|--------|--------|-------------------|-------------------|------------------------|
| Y.1                    | Pearson Correlation | 1      | .606** | .605**            | .600**            | .846 <sup>†</sup>      |
|                        | Sig. (2-tailed)     |        | .000   | .000              | .000              | .000                   |
|                        | N                   | 30     | 30     | 30                | 30                | 30                     |
| Y.2                    | Pearson Correlation | .606** | 1      | .311              | .843**            | .867 <sup>†</sup>      |
|                        | Sig. (2-tailed)     | .000   |        | .094              | .000              | .000                   |
|                        | N                   | 30     | 30     | 30                | 30                | 30                     |
| Y.3                    | Pearson Correlation | .605** | .311   | 1                 | .450 <sup>†</sup> | .677 <sup>†</sup>      |
|                        | Sig. (2-tailed)     | .000   | .094   |                   | .012              | .000                   |
|                        | N                   | 30     | 30     | 30                | 30                | 30                     |
| Y.4                    | Pearson Correlation | .600** | .843** | .450 <sup>†</sup> | 1                 | .895 <sup>†</sup>      |
|                        | Sig. (2-tailed)     | .000   | .000   | .012              |                   | .000                   |
|                        | N                   | 30     | 30     | 30                | 30                | 30                     |
| Keberhasilan Usaha (Y) | Pearson Correlation | .846** | .867** | .677**            | .895**            | 1                      |
|                        | Sig. (2-tailed)     | .000   | .000   | .000              | .000              |                        |
|                        | N                   | 30     | 30     | 30                | 30                | 30                     |

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

<sup>†</sup> Correlation is significant at the 0.05 level (2-tailed).

## Uji Reliabilitas

**Case Processing Summary**

|       |                       | N  | %     |
|-------|-----------------------|----|-------|
| Cases | Valid                 | 30 | 100.0 |
|       | Excluded <sup>a</sup> | 0  | .0    |
|       | Total                 | 30 | 100.0 |

a. Listwise deletion based on all variables in the procedure.

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .623             | 3          |

**Reliability Statistics**

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .854             | 5          |



### Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .843             | 4          |

Lampiran 6 Uji Asumsi Klasik

**One-Sample Kolmogorov-Smirnov Test**

|                                |                | Unstandardized Residual |
|--------------------------------|----------------|-------------------------|
| N                              |                | 30                      |
| Normal Parameters <sup>a</sup> | Mean           | .0000000                |
|                                | Std. Deviation | .30220979               |
| Most Extreme Differences       | Absolute       | .148                    |
|                                | Positive       | .148                    |
|                                | Negative       | -.144                   |
| Kolmogorov-Smirnov Z           |                | .812                    |
| Asymp. Sig. (2-tailed)         |                | .525                    |

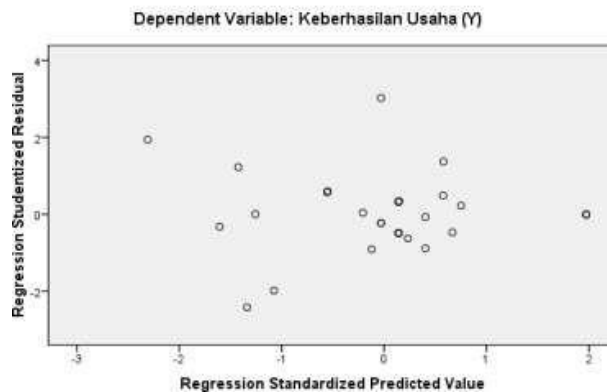
a. Test distribution is Normal.

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

| Model                        | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. | Collinearity Statistics |       |
|------------------------------|-----------------------------|------------|---------------------------|-------|------|-------------------------|-------|
|                              | B                           | Std. Error | Beta                      |       |      | Tolerance               | VIF   |
| 1 (Constant)                 | .742                        | .423       |                           | 1.753 | .091 |                         |       |
| Orientasi Kewirausahaan (X1) | .242                        | .100       | .307                      | 2.415 | .023 | .682                    | 1.465 |
| Karakter Wirausaha (X2)      | .610                        | .124       | .626                      | 4.934 | .000 | .682                    | 1.465 |

a. Dependent Variable: Keberhasilan Usaha (Y)

**Scatterplot**



### Model Summary

| Model | R                 | R Square | Adjusted R Square | Std. Error of the Estimate |
|-------|-------------------|----------|-------------------|----------------------------|
| 1     | .838 <sup>a</sup> | .703     | .681              | .31320                     |

a. Predictors: (Constant),  
Karakter Wirausaha (X2),  
Orientasi Kewirausahaan (X1)

### ANOVA<sup>b</sup>

| Model |            | Sum of Squares | df | Mean Square | F      | Sig.              |
|-------|------------|----------------|----|-------------|--------|-------------------|
| 1     | Regression | 6.268          | 2  | 3.134       | 31.949 | .000 <sup>a</sup> |
|       | Residual   | 2.649          | 27 | .098        |        |                   |
|       | Total      | 8.917          | 29 |             |        |                   |

a. Predictors: (Constant), Karakter Wirausaha (X2), Orientasi Kewirausahaan (X1)

b. Dependent Variable: Keberhasilan Usaha (Y)

### Coefficients<sup>a</sup>

| Model |                              | Unstandardized Coefficients |            | Standardized Coefficients | t     | Sig. |
|-------|------------------------------|-----------------------------|------------|---------------------------|-------|------|
|       |                              | B                           | Std. Error | Beta                      |       |      |
| 1     | (Constant)                   | .742                        | .423       |                           | 1.753 | .091 |
|       | Orientasi Kewirausahaan (X1) | .242                        | .100       | .307                      | 2.415 | .023 |
|       | Karakter Wirausaha (X2)      | .610                        | .124       | .626                      | 4.934 | .000 |

a. Dependent Variable: Keberhasilan Usaha (Y)



**UNIVERSITAS 17 AGUSTUS 1945 (UNTAG) SURABAYA**  
**FAKULTAS ILMU SOSIAL DAN ILMU POLITIK**  
**PROGRAM STUDI ILMU ADMINISTRASI BISNIS**  
**LABORATORIUM OTODAERAH**  
Gedung F Lantai 2 Universitas 17 Agustus 1945 Surabaya  
Jl. Semolowaru No. 45 Surabaya, Telp. (031) 5931800

**SURAT KETERANGAN**

Nomor: 641/K/LOD/V/2023

Yang bertanda tangan di bawah ini penanggung jawab Uji Turnitin dari Fakultas Ilmu Sosial dan Ilmu Politik Universitas 17 Agustus 1945 (UNTAG) Surabaya

Nama : Yusuf Hariyoko, S.AP., M.AP

NPP : 20110170735

Dengan ini menerangkan bahwa:

Nama : Savira Syahfarina

NBI : 1121900037

Berdasarkan hasil uji turnitin untuk Bab 1,4,5 skripsi mahasiswa tersebut telah di bawah 20%.

Surat Keterangan ini di berikan atas permintaan yang bersangkutan untuk "Pendaftaran ujian skripsi".

Demikian surat keterangan ini dibuat untuk dapat dipergunakan sebagaimana mestinya.

Surabaya, 19 Juni 2023

Kepala Lab. Otda,

  
Yusuf Hariyoko, S.AP., M.AP  
SURABAYA



UNIVERSITAS 17 AGUSTUS 1945 (UNTAG) SURABAYA  
FAKULTAS ILMU SOSIAL DAN ILMU POLITIK

Program Studi : ♦ Administrasi Publik ♦ Administrasi Bisnis ♦ Ilmu Komunikasi  
♦ Magister Administrasi Publik ♦ Magister Ilmu Komunikasi ♦ Doktor Ilmu Administrasi  
Gedung F 101 Jl. Semolowaru 45 Surabaya (60118)  
Telp. 031-5991742, 5931800 psw. 159 email : fisp@untag-sby.ac.id

**KARTU BIMBINGAN SKRIPSI**

Nama : Savira Syahfarina

NBI : 1121900037

Program Studi : Administrasi Niaga

Dosen Pembimbing I : Drs. Ute Ch. Nasution, MS

Dosen Pembimbing II : Dra. Awini Mulyati, M.M

Judul Skripsi : Pengaruh Orientasi Kewirausahaan dan Karakter Wirausaha Terhadap Keberhasilan Usaha pada UMK Sentra Kuliner di Semolowaru Surabaya

| No | Tanggal               | Saran/Perbaikan  | Pembimbing     |                |
|----|-----------------------|--|----------------|----------------|
|    |                       |  | Paraf Dospem 1 | Paraf Dospem 2 |
| 1  | 15/2023<br>13         | Bab I ; Perbaiki LIS tentang Pengertian KVV, perbaiki rumusan masalah dan fanpanel | -              |                |
| 2  | 27/2023               | Bab I, Ace   |                |                |
| 3  | 27 maret 23           | GAB I & ACE  | X              |                |
| 4  | 30 Apr 23             | GAB I ACE  | X              |                |
| 5  | 10/2023<br>15 14/5/23 | Bab II, Tambahkan teori / orientasi kew<br>Bab II Ace                              |                | <br>           |
| 6  | 15/2023               | Bab III perbaiki sesuai anguran  |                |                |
| 7  | 16 Mei 23             | bab II . jais, teori   | X              |                |
| 8  | 16/5 2023             | Bab III Ace .  |                |                |
| 9  | 17 Mei 23             | GAB II ACE   | X              |                |
| 10 | 22 Mei 23             | GAB III teori  | X              |                |
| 11 | 24 Mei 23             | bab III Ace  | X              |                |



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Telp. 031-5991742, 5931800 psw. 159 email : fisp@untag-sby.ac.id

| No. | Tanggal            | Saran/Perbaikan                                 | Pembimbing     |                |
|-----|--------------------|---|----------------|----------------|
|     |                    |   | Paraf Dospem 1 | Paraf Dospem 2 |
| 13  | 4/2023<br>165/2016 | Questiner perbaiki sesuai instruksi Austria Ace |                |                |
| 14  | 6/2023<br>16       | Bab IV. Revisi sesuai anjuran                   |                |                |
| 15  | 12/2023<br>16      | Bab IV. Acc.                                    |                |                |
| 16  | 12/2023<br>16      | Bab V Perbaiki sesuai anjuran                   |                |                |
| 17  | 13/2023<br>16      | Bab V. Acc                                      |                |                |
| 18  | 14 Juni 23         | bab IV perob                                    | ✓              |                |
| 19  | 15 Juni 23         | bab IV & V - ACC & perob                        |                |                |
|     |                    |   |                |                |
|     |                    |   |                |                |
|     |                    |   |                |                |

Catatan:

1. Kartu Bimbingan dibawa saat bimbingan
2. Kartu bimbingan diisi oleh Dosen Pembimbing

Bimbingan dinyatakan telah selesai

Tanggal : 15 JUNI 2023

Dosen Pembimbing I,

(.....)

Dosen Pembimbing II,

(.....)



## LEMBAR REVISI UJIAN SKRIPSI

Nama : Savira Syahfarina

NIM : 1121900037

Hari/ Tanggal Ujian : Selasa, 27 Juni 2023

Catatan Perbaikan:

- Daftarak pustaka

= Tshuk Saupae

Surabaya, .....  
Persetujuan Dosen Penguji 2 Telah Revisi/Perbaikan,

Revisi dari Dosen Penguji 2,

(  )

(  )



