

Lampiran 1. Kuesioner

KUESIONER PENELITIAN



Hal : Permohonan Kuesioner
Kepada Yth
Bapak/Ibu.

Dengan Hormat,
Assalamualaikum Warahmatullahi Wabarakatuh
Perkenalkan nama saya Muhammad Zulkifli, sebagai mahasiswa program studi Magister Manajemen Universitas Muhammadiyah Yogyakarta. Saat ini sedang melakukan penelitian tugas akhir untuk menyelesaikan studi pascasarjana. Saya memohon kesediaan Bapak/Ibu untuk mengisi kuesioner penelitian yang diberikan. Informasi yang Bapak/Ibu berikan sangat berarti bagi penelitian yang sedang berlangsung. Hasil penelitian ini diharapkan dapat membantu penulis dalam menyelesaikan tugas akhir penelitian dan memberikan kontribusi untuk kemajuan UKM khususnya di provinsi D.I. Yogyakarta dan Jawa Tengah.
Atas kesediaan Bapak/Ibu memberikan jawaban, saya haturkan banyak terima kasih.

Mengetahui,

Yogyakarta, November 2019

Dosen Pembimbing I

Hormat Saya,

Dr. Nuryakin, S.E, M.M

Muhammad Zulkifli

Dosen Pembimbing II.

Dr. Ika Nurul Qamari, S.E, M.Si

IDENTITAS RESPONDEN

1. Nama :
2. Umur : Tahun
3. Jenis Kelamin : L / P
4. Nama Usaha :
5. Jenis Usaha :
6. Lama Usaha : < 5Tahun 5 – 10 tahun > 10 tahun
7. Alamat Usaha :
8. Jabatan : Pemilik Manajer Staff Strategi
9. No. Hp :

Petunjuk pengisian.

Berilah tanda (x) pada jawaban yang tersedia sesuai dengan pendapat anda dengan ketentuan :

1 = sangat tidak setuju

10 = sangat setuju

Pernyataan

1. Perusahaan kami mencari informasi pasar dengan menggunakan teknologi informasi untuk dapat meningkatkan penjualan produk kami.

1 2 3 4 5 6 7 8 9 10

2. Perusahaan kami menggunakan teknologi baru dalam proses produksi.

1 2 3 4 5 6 7 8 9 10

3. Perusahaan kami berupaya memasarkan produk-produk kami dipasar baru dengan memanfaatkan teknologi informasi.

1 2 3 4 5 6 7 8 9 10

4. Perusahaan kami menggunakan pendekatan khusus dengan teknologi dalam mencapai pasar baru.

1 2 3 4 5 6 7 8 9 10

5. Perusahaanaan kami berinisiatif mencari peluang-peluang pasar baru.

1 2 3 4 5 6 7 8 9 10

6. Perusahaan kami berupaya memenuhi tuntutan permintaan pasar.

1 2 3 4 5 6 7 8 9 10

7. Perusahaan kami mendukung pengolahan ide-ide baru.

1 2 3 4 5 6 7 8 9 10

8. Perusahaan kami memiliki keberanian dalam berperan aktif meluncurkan produk baru dan bertanggung jawab terhadap kesuksesannya.

1 2 3 4 5 6 7 8 9 10

9. Perusahaan kami berupaya menciptakan produk yang memiliki nilai tambah bagi pelanggan kami.

1 2 3 4 5 6 7 8 9 10

10. Perusahaan kami berupaya berbagi pengetahuan akses pasar dalam menciptakan produk-produk yang inovatif dengan relasi.

1 2 3 4 5 6 7 8 9 10

11. Perusahaan kami melakukan terobosan-terobosan kreatif melalui kerja sama dalam memasarkan produk kami.

1 2 3 4 5 6 7 8 9 10

12. Perusahaan kami mendukung penemuan ide-ide baru.

1 2 3 4 5 6 7 8 9 10

13. Pertumbuhan penjualan perusahaan kami mengalami peningkatan dalam tiga tahun terakhir.

1 2 3 4 5 6 7 8 9 10

14. Penjualan produk kami mengalami peningkatan dalam tiga tahun terakhir.

1 2 3 4 5 6 7 8 9 10

15. Nilai-nilai asset dari penjualan kami meningkat dalam tiga tahun terakhir.

1 2 3 4 5 6 7 8 9 10

16. Cakupan pasar perusahaan kami meningkat dalam tiga tahun terakhir.

1 2 3 4 5 6 7 8 9 10

Lampiran 2. Data Responden

| Provinsi | Jumlah | % |
|---------------|------------|-------------|
| Jateng | 209 | 90% |
| DIY | 23 | 10% |
| Jumlah | 232 | 100% |

| Jabatan | Jumlah | % |
|---------------|------------|-------------|
| Pemilik | 145 | 63% |
| Pengelola | 87 | 38% |
| Jumlah | 232 | 100% |

| Industri | Jumlah | % |
|-----------------------------|--------|------|
| Meubel dan Furniture | 209 | 90% |
| Leather Handcraft | 17 | 7% |
| Accesoris | 3 | 1% |
| Agrobisnis | 3 | 1% |
| Jumlah | 232 | 100% |

| Jenis Kelamin | Jumlah | % |
|---------------|--------|------|
| Pria | 176 | 76% |
| Wanita | 56 | 24% |
| Jumlah | 232 | 100% |

| Lama Usaha | Jumlah | % |
|------------------|--------|------|
| <5 th | 48 | 21% |
| 6-10 th | 53 | 23% |
| 11-15 th | 59 | 25% |
| 16-20 th | 41 | 18% |
| 21-25 th | 18 | 8% |
| >25 th | 13 | 6% |
| Jumlah | 232 | 100% |

| Usia | Jumlah | % |
|------------------|--------|------|
| <26 th | 16 | 7% |
| 26-30 | 39 | 17% |
| 31-35 | 43 | 19% |
| 36-40 | 56 | 24% |
| 41-45 | 34 | 15% |
| >45 | 44 | 19% |
| Jumlah | 232 | 100% |

Lampiran 3. Frekuensi Indokator

| Skor | IT 1 | IT 2 | IT 3 | IT 4 |
|------|------|------|------|------|
| 1 | 0 | 0 | 0 | 0 |
| 2 | 0 | 0 | 0 | 0 |
| 3 | 0 | 0 | 0 | 0 |
| 4 | 0 | 0 | 0 | 0 |
| 5 | 3 | 4 | 3 | 2 |
| 6 | 11 | 20 | 22 | 21 |
| 7 | 63 | 69 | 54 | 56 |
| 8 | 109 | 102 | 96 | 104 |
| 9 | 35 | 27 | 49 | 36 |
| 10 | 10 | 9 | 8 | 13 |

| Skor | AC 1 | AC 2 | AC 3 | AC 4 |
|------|------|------|------|------|
| 1 | 0 | 0 | 0 | 0 |
| 2 | 0 | 0 | 0 | 0 |
| 3 | 0 | 0 | 0 | 0 |
| 4 | 0 | 0 | 0 | 0 |
| 5 | 5 | 4 | 7 | 5 |
| 6 | 29 | 14 | 24 | 43 |
| 7 | 77 | 71 | 73 | 78 |
| 8 | 78 | 87 | 80 | 74 |
| 9 | 32 | 45 | 39 | 26 |
| 10 | 10 | 11 | 8 | 6 |

| Skor | IN 1 | IN 2 | IN 3 | IN 4 |
|------|------|------|------|------|
| 1 | 0 | 0 | 0 | 0 |
| 2 | 0 | 0 | 0 | 0 |
| 3 | 0 | 0 | 0 | 0 |
| 4 | 0 | 0 | 0 | 0 |
| 5 | 4 | 2 | 8 | 5 |
| 6 | 31 | 25 | 24 | 30 |
| 7 | 87 | 83 | 82 | 113 |
| 8 | 81 | 85 | 79 | 70 |
| 9 | 23 | 28 | 30 | 6 |
| 10 | 6 | 9 | 8 | 7 |

| Skor | BP 1 | BP 2 | BP 3 | BP 4 |
|------|------|------|------|------|
| 1 | 0 | 0 | 0 | 0 |
| 2 | 0 | 0 | 0 | 0 |
| 3 | 0 | 0 | 0 | 1 |
| 4 | 0 | 1 | 1 | 1 |
| 5 | 17 | 16 | 13 | 10 |
| 6 | 46 | 43 | 38 | 30 |
| 7 | 94 | 100 | 93 | 120 |
| 8 | 58 | 56 | 67 | 53 |
| 9 | 15 | 13 | 18 | 12 |
| 10 | 2 | 3 | 2 | 5 |

Lampiran 4. Hasil Uji Validitas

Regression Weights: (Group number 1 - Default model)

| | | | Estimate | S.E. | C.R. | P | Label |
|----------------------|-----|----------------------|----------|------|--------|------|--------|
| Innovation | <-- | IT_Capability | .242 | .102 | 2.366 | .018 | par_12 |
| Innovation | <-- | Absorptive_Capacity | .341 | .101 | 3.360 | *** | par_13 |
| Business_Performance | <-- | IT_Capability | .085 | .107 | .796 | .426 | par_11 |
| Business_Performance | <-- | Innovation | .472 | .096 | 4.916 | *** | par_14 |
| Business_Performance | <-- | Absorptive_Capacity | .409 | .112 | 3.658 | *** | par_15 |
| AC1 | <-- | Absorptive_Capacity | 1.000 | | | | |
| AC2 | <-- | Absorptive_Capacity | .920 | .079 | 11.635 | *** | par_1 |
| AC3 | <-- | Absorptive_Capacity | .984 | .081 | 12.113 | *** | par_2 |
| BP1 | <-- | Business_Performance | 1.000 | | | | |

| | | | Estimate | S.E. | C.R. | P | Label |
|-----|----------|----------------------|----------|------|--------|-----|--------|
| BP2 | <-- - | Business_Performance | .968 | .067 | 14.350 | *** | par_3 |
| BP3 | <-- - | Business_Performance | .946 | .068 | 13.962 | *** | par_4 |
| BP4 | <-- - | Business_Performance | .595 | .066 | 9.074 | *** | par_5 |
| IN3 | <-- - | Innovation | 1.072 | .090 | 11.902 | *** | par_6 |
| IN4 | <-- - | Innovation | .611 | .078 | 7.804 | *** | par_7 |
| IT2 | <-- - | IT_Capability | .990 | .077 | 12.824 | *** | par_8 |
| IT3 | <-- - | IT_Capability | 1.034 | .078 | 13.207 | *** | par_9 |
| IT4 | <-- - | IT_Capability | .966 | .081 | 11.884 | *** | par_10 |
| IN2 | <-- - | Innovation | 1.118 | .084 | 13.269 | *** | par_17 |
| IT1 | <-- - | IT_Capability | 1.000 | | | | |
| AC4 | <-- - | Absorptive_Capacity | .999 | .084 | 11.825 | *** | par_18 |
| IN1 | <-- - | Innovation | 1.000 | | | | |

Lampiran 5. Hasil Uji Reliabilitas

Amos (Reliabilitas)

Standardized Regression Weights: (Group number 1 - Default model)

| | | Estimate |
|----------------------|--------------------------|----------|
| Innovation | <--- IT_Capability | .256 |
| Innovation | <--- Absorptive_Capacity | .372 |
| Business_Performance | <--- IT_Capability | .076 |
| Business_Performance | <--- Innovation | .398 |
| Business_Performance | <--- Absorptive_Capacity | .376 |

| | | | Estimate |
|-----|------|----------------------|----------|
| AC1 | <--- | Absorptive_Capacity | .808 |
| AC2 | <--- | Absorptive_Capacity | .773 |
| AC3 | <--- | Absorptive_Capacity | .776 |
| BP1 | <--- | Business_Performance | .849 |
| BP2 | <--- | Business_Performance | .847 |
| BP3 | <--- | Business_Performance | .821 |
| BP4 | <--- | Business_Performance | .596 |
| IN3 | <--- | Innovation | .792 |
| IN4 | <--- | Innovation | .548 |
| IT2 | <--- | IT_Capability | .796 |
| IT3 | <--- | IT_Capability | .799 |
| IT4 | <--- | IT_Capability | .752 |
| IN2 | <--- | Innovation | .878 |
| IT1 | <--- | IT_Capability | .841 |
| AC4 | <--- | Absorptive_Capacity | .774 |
| IN1 | <--- | Innovation | .791 |

Lampiran 6. Univariat Outliers

| Observation number | Mahalanobis d-squared |
|--------------------|-----------------------|
| 52 | 52.023 |
| 173 | 46.054 |
| 181 | 45.566 |
| 82 | 43.112 |
| 208 | 42.645 |
| 53 | 41.688 |
| 101 | 40.707 |
| 196 | 40.200 |
| 192 | 37.362 |
| 67 | 37.221 |
| 58 | 36.746 |
| 4 | 32.693 |
| 199 | 32.290 |
| 79 | 31.758 |
| 164 | 30.842 |
| 76 | 30.316 |
| 8 | 30.123 |

| Observation number | Mahalanobis d-squared |
|--------------------|-----------------------|
| 98 | 30.035 |
| 70 | 28.351 |
| 88 | 28.309 |
| 198 | 27.841 |
| 187 | 27.613 |
| 3 | 26.779 |
| 64 | 26.334 |
| 191 | 25.600 |
| 21 | 25.356 |
| 61 | 23.918 |
| 62 | 23.808 |
| 182 | 23.773 |
| 56 | 23.692 |
| 163 | 23.213 |
| 68 | 22.962 |
| 60 | 22.697 |
| 48 | 22.671 |
| 143 | 22.591 |
| 47 | 22.491 |
| 6 | 22.476 |
| 190 | 22.315 |
| 183 | 21.988 |
| 166 | 21.890 |
| 74 | 21.768 |
| 120 | 21.458 |
| 197 | 21.182 |
| 202 | 21.002 |
| 153 | 20.874 |
| 165 | 20.874 |
| 104 | 20.713 |
| 105 | 20.229 |
| 2 | 20.109 |
| 46 | 19.984 |
| 114 | 19.962 |
| 10 | 19.876 |
| 194 | 19.703 |
| 55 | 19.553 |

| Observation number | Mahalanobis d-squared |
|--------------------|-----------------------|
| 126 | 19.511 |
| 32 | 19.487 |
| 96 | 19.333 |
| 134 | 19.235 |
| 150 | 19.215 |
| 116 | 18.910 |
| 174 | 18.870 |
| 110 | 18.864 |
| 9 | 18.792 |
| 37 | 18.594 |
| 23 | 18.556 |
| 141 | 18.320 |
| 161 | 18.268 |
| 169 | 18.208 |
| 103 | 18.191 |
| 95 | 18.178 |
| 28 | 18.025 |
| 11 | 17.931 |
| 72 | 17.844 |
| 221 | 17.752 |
| 80 | 17.746 |
| 175 | 17.636 |
| 87 | 17.538 |
| 108 | 17.415 |
| 209 | 17.402 |
| 12 | 17.361 |
| 136 | 17.314 |
| 122 | 17.158 |
| 144 | 16.936 |
| 168 | 16.928 |
| 195 | 16.907 |
| 211 | 16.686 |
| 118 | 16.613 |
| 231 | 16.546 |
| 20 | 16.509 |
| 152 | 16.423 |
| 201 | 16.366 |

| Observation number | Mahalanobis d-squared |
|--------------------|-----------------------|
| 45 | 16.320 |
| 140 | 16.129 |
| 102 | 16.119 |
| 112 | 16.119 |
| 205 | 16.096 |
| 224 | 16.049 |
| 129 | 15.974 |
| 212 | 15.959 |
| 65 | 15.897 |

Lampiran 7. Uji Normalitas (nilai tidak boleh > 2,58)

Assessment of normality (Group number 1)

| Variable | min | max | skew | c.r. | kurtosis | c.r. |
|--------------|-------|--------|-------|--------|----------|-------|
| IN1 | 5.000 | 10.000 | .149 | .879 | .134 | .394 |
| AC4 | 5.000 | 10.000 | .196 | 1.156 | -.110 | -.323 |
| IT1 | 5.000 | 10.000 | -.222 | -1.309 | .662 | 1.955 |
| IN2 | 5.000 | 10.000 | .236 | 1.392 | .169 | .498 |
| IT4 | 5.000 | 10.000 | -.057 | -.337 | .279 | .824 |
| IT3 | 5.000 | 10.000 | -.283 | -1.671 | -.181 | -.535 |
| IT2 | 5.000 | 10.000 | -.102 | -.602 | .432 | 1.274 |
| IN4 | 5.000 | 10.000 | .340 | 2.007 | 1.207 | 3.561 |
| IN3 | 5.000 | 10.000 | -.026 | -.154 | .241 | .712 |
| BP4 | 5.000 | 10.000 | .265 | 1.566 | 1.004 | 2.964 |
| BP3 | 5.000 | 10.000 | -.047 | -.279 | -.084 | -.248 |
| BP2 | 5.000 | 10.000 | .102 | .602 | .257 | .759 |
| BP1 | 5.000 | 10.000 | .090 | .528 | .032 | .096 |
| AC3 | 5.000 | 10.000 | -.063 | -.372 | -.187 | -.552 |
| AC2 | 5.000 | 10.000 | .101 | .599 | -.097 | -.287 |
| AC1 | 5.000 | 10.000 | .225 | 1.327 | -.181 | -.535 |
| Multivariate | | | | | 5.739 | 1.729 |

Lampiran 8. fit index**CMIN**

| Model | NPAR | CMIN | DF | P | CMIN/DF |
|--------------------|------|----------|-----|------|---------|
| Default model | 38 | 145.061 | 98 | .001 | 1.480 |
| Saturated model | 136 | .000 | 0 | | |
| Independence model | 16 | 1973.426 | 120 | .000 | 16.445 |

RMR, GFI

| Model | RMR | GFI | AGFI | PGFI |
|--------------------|------|-------|------|------|
| Default model | .047 | .921 | .891 | .664 |
| Saturated model | .000 | 1.000 | | |
| Independence model | .365 | .257 | .158 | .227 |

Baseline Comparisons

| Model | NFI Delta1 | RFI rho1 | IFI Delta2 | TLI rho2 | CFI |
|--------------------|---------------|-------------|---------------|-------------|-------|
| Default model | .926 | .910 | .975 | .969 | .975 |
| Saturated model | 1.000 | | 1.000 | | 1.000 |
| Independence model | .000 | .000 | .000 | .000 | .000 |

Parsimony-Adjusted Measures

| Model | PRATIO | PNFI | PCFI |
|--------------------|--------|------|------|
| Default model | .817 | .757 | .796 |
| Saturated model | .000 | .000 | .000 |
| Independence model | 1.000 | .000 | .000 |

NCP

| Model | NCP | LO 90 | HI 90 |
|-------|-----|-------|-------|
| | | | |

| Model | NCP | LO 90 | HI 90 |
|--------------------|----------|----------|----------|
| Default model | 47.061 | 18.750 | 83.355 |
| Saturated model | .000 | .000 | .000 |
| Independence model | 1853.426 | 1713.166 | 2001.064 |

FMIN

| Model | FMIN | F0 | LO 90 | HI 90 |
|--------------------|-------|-------|-------|-------|
| Default model | .697 | .226 | .090 | .401 |
| Saturated model | .000 | .000 | .000 | .000 |
| Independence model | 9.488 | 8.911 | 8.236 | 9.620 |

RMSEA

| Model | RMSEA | LO 90 | HI 90 | PCLOSE |
|--------------------|-------|-------|-------|--------|
| Default model | .048 | .030 | .064 | .561 |
| Independence model | .272 | .262 | .283 | .000 |

AIC

| Model | AIC | BCC | BIC | CAIC |
|--------------------|----------|----------|----------|----------|
| Default model | 221.061 | 227.825 | 348.069 | 386.069 |
| Saturated model | 272.000 | 296.209 | 726.557 | 862.557 |
| Independence model | 2005.426 | 2008.274 | 2058.903 | 2074.903 |

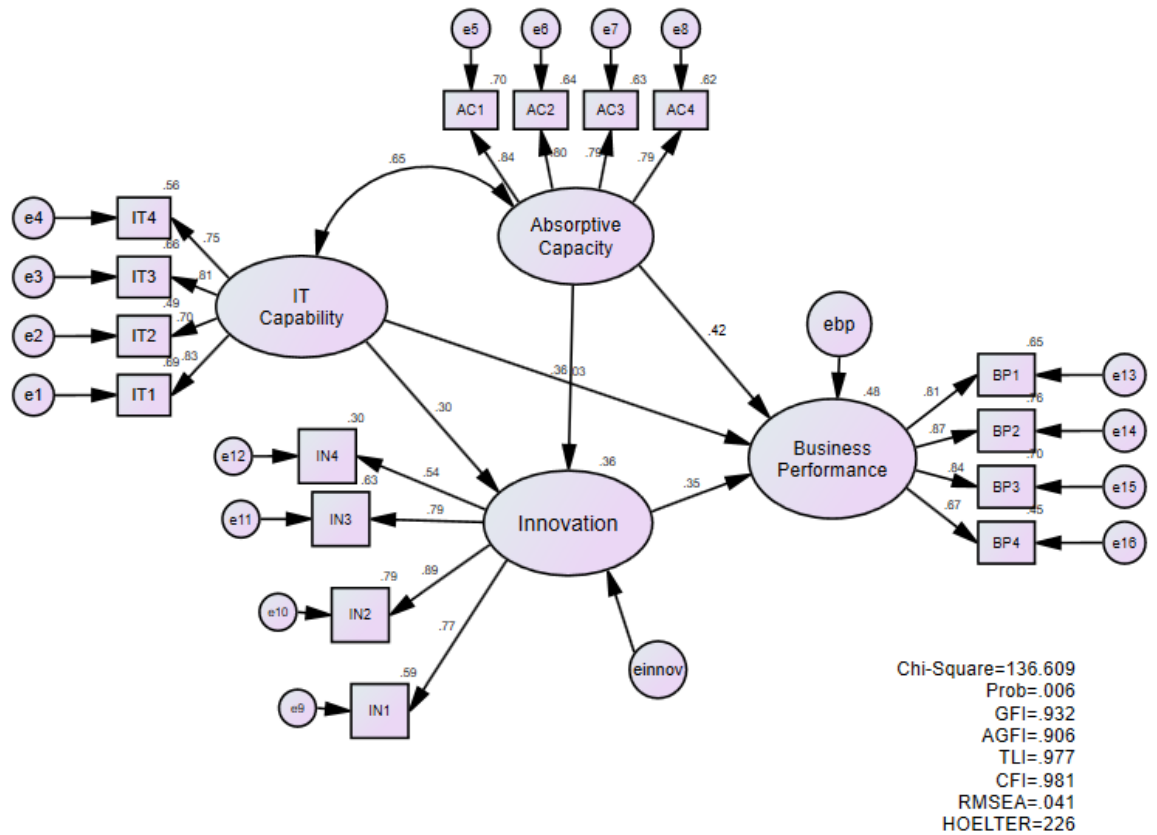
ECVI

| Model | ECVI | LO 90 | HI 90 | MECVI |
|--------------------|-------|-------|--------|-------|
| Default model | 1.063 | .927 | 1.237 | 1.095 |
| Saturated model | 1.308 | 1.308 | 1.308 | 1.424 |
| Independence model | 9.641 | 8.967 | 10.351 | 9.655 |

ECVI

| Model | ECVI | LO 90 | HI 90 | MECVI |
|--------------------|-------|-------|--------|-------|
| Default model | 1.063 | .927 | 1.237 | 1.095 |
| Saturated model | 1.308 | 1.308 | 1.308 | 1.424 |
| Independence model | 9.641 | 8.967 | 10.351 | 9.655 |

Lampiran 9 Full model SEM



Lampiran 10

Hasil Uji Hipotesis

Regression Weights: (Group number 1 - Default model)

| | | | Estimate | S.E. | C.R. | P | Label |
|----------------------|-----|----------------------|----------|------|--------|------|--------|
| Innovation | <-- | IT_Capability | .242 | .102 | 2.366 | .018 | par_12 |
| Innovation | <-- | Absorptive_Capacity | .341 | .101 | 3.360 | ** * | par_13 |
| Business_Performance | <-- | IT_Capability | .085 | .107 | .796 | .426 | par_11 |
| Business_Performance | <-- | Innovation | .472 | .096 | 4.916 | ** * | par_14 |
| Business_Performance | <-- | Absorptive_Capacity | .409 | .112 | 3.658 | ** * | par_15 |
| AC1 | <-- | Absorptive_Capacity | 1.000 | | | | |
| AC2 | <-- | Absorptive_Capacity | .920 | .079 | 11.635 | ** * | par_1 |
| AC3 | <-- | Absorptive_Capacity | .984 | .081 | 12.113 | ** * | par_2 |
| BP1 | <-- | Business_Performance | 1.000 | | | | |
| BP2 | <-- | Business_Performance | .968 | .067 | 14.350 | ** * | par_3 |
| BP3 | <-- | Business_Performance | .946 | .068 | 13.962 | ** * | par_4 |
| BP4 | <-- | Business_Performance | .595 | .066 | 9.074 | ** * | par_5 |
| IN3 | <-- | Innovation | 1.072 | .090 | 11.902 | ** * | par_6 |
| IN4 | <-- | Innovation | .611 | .078 | 7.804 | ** * | par_7 |
| IT2 | <-- | IT_Capability | .990 | .077 | 12.824 | ** * | par_8 |
| IT3 | <-- | IT_Capability | 1.034 | .078 | 13.207 | ** * | par_9 |

| | | | Estimate | S.E. | C.R. | P | Label |
|-----|----------|---------------------|----------|------|--------|---------|--------|
| IT4 | <-- - | IT_Capability | .966 | .081 | 11.884 | ** * | par_10 |
| IN2 | <-- - | Innovation | 1.118 | .084 | 13.269 | ** * | par_17 |
| IT1 | <-- - | IT_Capability | 1.000 | | | | |
| AC4 | <-- - | Absorptive_Capacity | .999 | .084 | 11.825 | ** * | par_18 |
| IN1 | <-- - | Innovation | 1.000 | | | | |