

# LAMPIRAN - LAMPIRAN



## Lampiran 1 : Kuesioner Penelitian

## KUESIONER

## A. Identitas Responden

No	Identitas	
1.	Nama responden	
2.	Jenis kelamin	<input type="radio"/> Laki-laki <input type="radio"/> Perempuan
3.	Posisi di perusahaan	<input type="radio"/> Owner <input type="radio"/> Manajer <input type="radio"/> Owner dan Manajer
4.	Usia Responden	..... Tahun
5.	Jumlah tenaga kerja	..... Orang
6.	Lama beroperasi	..... Tahun

## B. Pernyataan untuk responden

Bapak/ibu dimohon untuk memberikan jawaban pernyataan dibawah ini dengan memberikan tanda silang (x) pada jawaban yang paling sesuai dengan kondisi perusahaan. Adapun kriteria jawaban:

1 = Sangat tidak setuju

2 = Tidak setuju

3 = Cukup setuju

4 = Setuju

5 = Sangat setuju

*Technological Capability (X1)*

No.	Pernyataan	SS	S	KS	TS	STS
1.	Perusahaan selalu menggunakan teknologi dalam kegiatan bisnis.					
Teknologi yang digunakan berupa..... .....						
2.	Perusahaan selalu rutin mengidentifikasi peluang teknologi informasi baru.					
Teknologi informasi yang diidentifikasi berupa .....						
3.	Perusahaan secara cepat merespon perubahan teknologi informasi.					
Perubahan teknologi informasi yang direspon berupa .....						
4.	Perusahaan menguasai teknologi informasi terbaru.					
Teknologi informasi apa saja yang dikuasai .....						

*Customer Relationship Capability (X2)*

No.	Pernyataan	SS	S	KS	TS	STS
1.	Perusahaan selalu menjaga hubungan dengan pelanggan utama.					
Upaya untuk menjaga hubungan pelanggan berupa .....						
2.	Perusahaan selalu dapat mempertahankan loyalitas pelanggan.					
Usaha mempertahankan loyalitas pelanggan berupa ..... .....						
3.	Perusahaan selalu memahami kebutuhan pelanggan.					
Upaya untuk memenuhi kebutuhan pelanggan berupa .....						

.....						
4.	Perusahaan selalu melakukan pengembangan produk.					
Usaha dalam pengembangann produk berupa .....						
.....						

*Absorptive Capability (Y1)*

No.	Pernyataan	SS	S	KS	TS	STS
1.	UMKM secara rutin mencari dan mengidentifikasi informasi industri pakaian jadi.					
Informasi apa saja yang dibutuhkan .....						
.....						
2.	UMKM selalu mengkaji pengetahuan terdahulu.					
Pengetahuan apa yang harus dikaji .....						
.....						
3.	UMKM dapat mengembangkan rutinitas produksi					
Mengembangkan rutinitas berupa .....						
.....						
4.	UMKM mampu menciptakan produk baru.					
Produk apa yang bisa diciptakan oleh UMKM						
.....						

*Business Performance (Y2)*

No.	Pernyataan	SS	S	KS	TS	STS
1.	Selama 3 tahun penjualan perusahaan mengalami pertumbuhan.					
Pertumbuhan penjualan tiap tahun%						

2.	Selama 3 tahun perusahaan mengalami peningkatan pada laba.					
Peningkatan laba perusahaan tiap tahun %						
3.	Selama 3 tahun pangsa pasar perusahaan mengalami pertumbuhan.					
Pertumbuhan pangsa pasar tiap tahun %						
4.	Selama 3 tahun jumlah produk yang dijual oleh perusahaan mengalami pertumbuhan.					
Pertumbuhan produk tiap tahun %						



Lampiran 2 : Tabulasi Data

No	Techn ology Information				Total	Customer Relationship Capability				Total
	x1.1	x1.2	x1.3	x1.4		x2.1	x2.2	x2.3	x2.4	
1	3	3	3	3	12	3	3	3	3	12
2	3	3	3	3	12	3	3	3	3	12
3	3	3	3	3	12	3	3	3	3	12
4	4	3	3	3	13	4	4	3	4	15
5	3	4	3	3	13	3	3	3	3	12
6	4	4	4	4	16	4	3	4	4	15
7	4	4	4	4	16	4	4	3	4	15
8	4	4	4	4	16	4	4	4	4	16
9	4	4	4	4	16	5	4	5	5	19
10	4	4	4	4	16	5	5	5	5	20
11	4	4	4	4	16	4	4	4	4	16
12	3	3	3	3	12	3	2	2	2	9
13	3	3	3	3	12	3	3	3	3	12
14	3	3	3	3	12	2	3	2	2	9
15	3	4	4	4	15	3	3	3	3	12
16	4	4	3	4	15	4	3	4	4	15
17	3	3	4	3	13	3	3	3	3	12
18	4	3	4	4	15	4	4	3	4	15
19	4	4	3	4	15	5	4	5	5	19
20	4	3	4	4	15	5	5	4	5	19
21	4	4	4	4	16	4	5	5	5	19
22	4	4	4	4	16	4	4	4	4	16
23	5	5	4	5	19	5	4	4	4	17
24	5	5	5	5	20	5	5	5	5	20
25	5	5	5	5	20	4	4	5	4	17
26	5	5	5	5	20	5	5	5	5	20
27	5	5	5	5	20	4	4	5	4	17
28	5	5	5	5	20	5	4	5	5	19
29	4	4	5	4	17	5	5	5	5	20
30	4	4	4	4	16	5	5	5	5	20
31	3	3	3	3	12	5	5	5	5	20
32	3	3	3	3	12	3	2	3	3	11
33	3	3	3	3	12	3	3	3	3	12
34	3	3	3	3	12	2	2	3	2	9
35	3	3	3	3	12	3	3	3	3	12
36	3	3	3	3	12	3	3	3	3	12
37	3	3	3	3	12	3	3	3	3	12
38	4	4	4	4	16	3	3	3	3	12
39	4	4	4	4	16	3	3	3	3	12
40	4	4	4	4	16	2	2	2	2	8
41	4	4	4	4	16	3	3	3	3	12
42	4	4	4	4	16	3	3	3	3	12
43	4	4	4	4	16	3	3	3	3	12
44	4	4	4	4	16	5	5	5	5	20
45	5	4	5	5	19	5	5	5	5	20
46	5	4	5	5	19	4	4	5	4	17
47	4	5	5	5	19	5	5	4	5	19

48	5	5	5	5	20	5	4	5	5	19
49	5	5	5	5	20	5	5	5	5	20
50	5	5	5	5	20	4	4	5	4	17
51	5	4	5	5	19	5	5	5	5	20
52	5	5	5	5	20	5	5	5	5	20
53	3	3	3	3	12	3	3	3	3	12
54	3	3	3	3	12	3	3	3	3	12
55	3	3	3	3	12	3	3	3	3	12
56	3	4	3	3	13	3	3	3	3	12
57	4	4	3	4	15	3	3	3	3	12
58	4	4	4	4	16	3	3	3	3	12
59	4	3	4	4	15	3	3	3	3	12
60	3	4	3	3	13	3	3	3	3	12
61	3	4	3	3	13	3	3	3	3	12
62	3	4	3	3	13	3	3	3	3	12
63	4	4	4	4	16	3	3	3	3	12
64	4	4	4	4	16	5	4	4	4	17
65	4	4	4	4	16	4	4	4	4	16
66	4	4	5	4	17	4	4	4	4	16
67	3	3	3	3	12	2	2	3	2	9
68	3	3	3	3	12	3	3	3	3	12
69	3	3	3	3	12	3	3	3	3	12
70	3	3	2	3	11	3	2	3	3	11
71	2	3	2	2	9	3	2	2	2	9
72	2	3	2	2	9	3	3	2	3	11
73	3	3	3	3	12	4	4	4	4	16
74	3	4	4	4	15	4	4	4	4	16
75	3	4	4	4	15	4	4	4	4	16
76	3	3	3	3	12	3	3	2	3	11
77	3	3	3	3	12	3	3	3	3	12
78	3	3	3	3	12	2	3	3	3	11
79	3	3	3	3	12	3	3	3	3	12
80	3	3	3	3	12	3	3	3	3	12
81	4	4	4	4	16	4	4	4	4	16
82	4	3	4	4	15	4	4	4	4	16
83	3	4	4	4	15	4	4	4	4	16
84	5	5	5	5	20	5	5	5	5	20
85	5	5	5	5	20	5	5	5	5	20
86	4	4	4	4	16	3	4	4	4	15
87	4	4	3	4	15	4	4	3	4	15
88	4	4	3	4	15	4	3	3	3	13
89	4	4	4	4	16	4	4	4	4	16
90	4	4	4	4	16	4	4	4	4	16
91	4	4	4	4	16	4	4	4	4	16
92	4	4	4	4	16	5	4	5	5	19
93	4	4	4	4	16	5	4	4	4	17
94	5	5	5	5	20	5	5	5	5	20
95	5	5	5	5	20	5	5	5	5	20
96	5	5	5	5	20	5	5	5	5	20

No	Absorptive Capability				Total	Business Performance				Total
	y1.1	y1.2	y1.3	y1.4		y2.1	y2.2	y2.3	y2.4	
1	3	3	3	3	12	3	3	2	3	11
2	3	2	2	2	9	2	3	3	3	11
3	3	2	3	3	11	2	3	3	3	11
4	3	3	3	3	12	3	3	4	3	13
5	3	3	3	3	12	3	3	4	3	13
6	3	3	3	3	12	3	3	4	3	13
7	4	3	4	4	15	3	4	3	3	13
8	3	3	3	3	12	4	3	3	3	13
9	4	4	4	4	16	4	4	4	4	16
10	4	4	4	4	16	4	4	4	4	16
11	4	4	4	4	16	4	4	4	4	16
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13	3	3	3	3	12	3	3	3	3	12
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15	4	4	4	4	16	4	4	3	4	15
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17	3	3	4	3	13	4	3	4	4	15
18	4	4	3	4	15	4	3	4	4	15
19	4	3	4	4	15	5	4	5	5	19
20	4	4	3	4	15	4	5	5	5	19
21	4	4	4	4	16	4	4	4	4	16
22	4	4	4	4	16	4	4	4	4	16
23	4	4	4	4	16	4	4	4	4	16
24	5	5	5	5	20	4	4	4	4	16
25	5	5	5	5	20	4	4	4	4	16
26	5	5	4	5	19	4	4	4	4	16
27	4	5	4	4	17	4	4	4	4	16
28	4	4	4	4	16	4	5	5	5	19
29	4	4	4	4	16	4	5	5	5	19
30	4	4	4	4	16	5	4	5	5	19
31	4	4	4	4	16	5	5	4	5	19
32	3	3	3	3	12	4	3	3	3	13
33	3	3	2	3	11	4	3	3	3	13
34	3	2	3	3	11	3	3	4	3	13
35	2	3	3	3	11	3	3	4	3	13
36	3	3	3	3	12	4	3	3	3	13
37	2	3	3	3	11	3	3	4	3	13
38	2	3	2	2	9	3	3	4	3	13
39	4	4	4	4	16	4	4	4	4	16
40	4	4	4	4	16	4	4	4	4	16
41	4	4	4	4	16	4	4	4	4	16
42	3	2	3	3	11	4	4	4	4	16
43	3	2	2	2	9	4	4	4	4	16
44	4	5	5	5	19	4	5	5	5	19
45	5	5	4	5	19	5	5	4	5	19
46	3	3	3	2	11	3	4	3	2	12
47	2	4	3	2	11	3	3	3	3	12
48	4	5	5	5	19	5	4	4	4	17
49	4	5	4	4	17	4	4	5	4	17
50	4	5	4	4	17	5	4	4	4	17
51	5	5	5	5	20	5	5	5	5	20



52	5	5	5	5	20	5	5	5	5	20
53	3	2	3	3	11	2	3	3	3	11
54	2	2	3	2	9	2	3	3	3	11
55	2	3	3	3	11	3	3	2	3	11
56	3	4	4	4	15	3	4	3	3	13
57	3	3	4	3	13	2	4	4	3	13
58	4	3	4	4	15	3	4	4	4	15
59	4	4	3	4	15	3	4	4	4	15
60	4	4	3	4	15	4	4	3	4	15
61	3	3	3	3	12	4	3	3	3	13
62	3	4	3	3	13	4	3	3	3	13
63	3	4	4	4	15	4	4	4	4	16
64	4	4	4	4	16	4	4	4	4	16
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66	4	4	4	4	16	4	4	4	4	16
67	4	4	4	5	17	3	3	3	3	12
68	4	5	3	5	17	3	3	3	3	12
69	5	4	4	4	17	3	3	3	3	12
70	3	3	3	3	12	3	3	3	3	12
71	3	3	2	3	11	3	3	2	3	11
72	3	3	2	3	11	3	2	3	3	11
73	5	5	5	5	20	3	4	4	4	15
74	5	5	5	5	20	3	4	4	4	15
75	5	5	5	5	20	4	4	3	4	15
76	3	3	2	3	11	2	3	3	3	11
77	3	3	2	3	11	2	3	3	3	11
78	2	3	3	3	11	3	3	2	3	11
79	3	3	2	3	11	3	3	2	3	11
80	3	3	3	3	12	3	3	2	3	11
81	4	4	3	4	15	4	4	3	4	15
82	4	4	4	4	16	4	3	4	4	15
83	4	4	4	4	16	3	4	4	4	15
84	5	5	5	5	20	5	5	5	5	20
85	5	5	5	5	20	5	5	5	5	20
86	4	4	3	4	15	3	3	4	3	13
87	3	4	4	4	15	3	3	4	3	13
88	3	4	3	3	13	4	3	3	3	13
89	4	4	3	4	15	3	4	4	4	15
90	4	4	4	4	16	4	4	4	3	15
91	3	3	4	3	13	4	4	3	4	15
92	4	4	5	4	17	4	4	5	4	17
93	5	4	4	4	17	4	4	5	4	17
94	5	5	5	5	20	5	5	5	5	20
95	5	5	5	5	20	5	5	5	5	20
96	5	5	5	5	20	5	5	5	5	20

## Lampiran 3 : Uji Validitas

**Correlations**

		Technology information
x1.1	Pearson Correlation	.957**
	Sig. (2-tailed)	.000
	N	96
x1.2	Pearson Correlation	.909**
	Sig. (2-tailed)	.000
	N	96
x1.3	Pearson Correlation	.946**
	Sig. (2-tailed)	.000
	N	96
x1.4	Pearson Correlation	.985**
	Sig. (2-tailed)	.000
	N	96
Technology information	Pearson Correlation	1
	N	96

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

**Correlations**

		Customer Relationship Capability
x2.1	Pearson Correlation	.959**
	Sig. (2-tailed)	.000
	N	96
x2.2	Pearson Correlation	.955**
	Sig. (2-tailed)	.000
	N	96
x2.3	Pearson Correlation	.944**
	Sig. (2-tailed)	.000
	N	96
x2.4	Pearson Correlation	.987**
	Sig. (2-tailed)	.000
	N	96
Customer Relationship Capability	Pearson Correlation	1
	N	96

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

## Correlations

		Absorptive Capability
y1.1	Pearson Correlation	.922**
	Sig. (2-tailed)	.000
	N	96
y1.2	Pearson Correlation	.918**
	Sig. (2-tailed)	.000
	N	96
y1.3	Pearson Correlation	.890**
	Sig. (2-tailed)	.000
	N	96
y1.4	Pearson Correlation	.962**
	Sig. (2-tailed)	.000
	N	96
Absorptive Capability	Pearson Correlation	1
	N	96

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

## Correlations

		Business Performance
y2.1	Pearson Correlation	.846**
	Sig. (2-tailed)	.000
	N	96
y2.2	Pearson Correlation	.899**
	Sig. (2-tailed)	.000
	N	96
y2.3	Pearson Correlation	.853**
	Sig. (2-tailed)	.000
	N	96
y2.4	Pearson Correlation	.948**
	Sig. (2-tailed)	.000
	N	96
Business Performance	Pearson Correlation	1
	N	96

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

## Lampiran 4 : Uji Reliabilitas

**Case Processing Summary**

		N	%
Cases	Valid	96	100.0
	Excluded <sup>a</sup>	0	.0
	Total	96	100.0

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

**Reliability Statistics**

Cronbach's Alpha	N of Items
.963	4

**Item Statistics**

	Mean	Std. Deviation	N
x1.1	3.77	.774	96
x1.2	3.81	.701	96
x1.3	3.77	.814	96
x1.4	3.81	.772	96

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x1.1	11.40	4.747	.922	.947
x1.2	11.35	5.242	.849	.968
x1.3	11.40	4.642	.899	.955
x1.4	11.35	4.631	.972	.932

**Case Processing Summary**

		N	%
Cases	Valid	96	100.0
	Excluded <sup>a</sup>	0	.0
	Total	96	100.0

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

**Reliability Statistics**

Cronbach's Alpha	N of Items
.973	4

**Item Statistics**

	Mean	Std. Deviation	N
x2.1	3.76	.915	96
x2.2	3.65	.882	96
x2.3	3.71	.939	96
x2.4	3.73	.912	96

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
x2.1	11.08	6.982	.927	.965
x2.2	11.20	7.171	.921	.967
x2.3	11.14	6.960	.900	.973
x2.4	11.11	6.818	.977	.951

**Case Processing Summary**

		N	%
Cases	Valid	96	100.0
	Excluded <sup>a</sup>	0	.0
	Total	96	100.0

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

**Reliability Statistics**

Cronbach's Alpha	N of Items
.942	4

**Item Statistics**

	Mean	Std. Deviation	N
y1.1	3.66	.844	96
y1.2	3.73	.876	96
y1.3	3.61	.863	96
y1.4	3.72	.842	96

**Item-Total Statistics**

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
y1.1	11.06	5.786	.861	.924
y1.2	10.99	5.674	.851	.927
y1.3	11.10	5.884	.804	.942
y1.4	11.00	5.579	.931	.902

### Case Processing Summary

		N	%
Cases	Valid	96	100.0
	Excluded <sup>a</sup>	0	.0
	Total	96	100.0

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

### Reliability Statistics

Cronbach's Alpha	N of Items
.906	4

### Item Statistics

	Mean	Std. Deviation	N
y2.1	3.65	.808	96
y2.2	3.71	.710	96
y2.3	3.72	.817	96
y2.4	3.71	.739	96

### Item-Total Statistics

	Scale Mean if Item Deleted	Scale Variance if Item Deleted	Corrected Item-Total Correlation	Cronbach's Alpha if Item Deleted
y2.1	11.14	4.329	.718	.905
y2.2	11.07	4.426	.825	.868
y2.3	11.06	4.270	.728	.902
y2.4	11.07	4.131	.905	.838

## Lampiran 5 : Uji Multikolinieritas

## Model 1

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3.636	1.232		2.950	.004		
	Technology information	.351	.123	.323	2.853	.005	.419	2.386
	Customer Relationship Capability	.388	.102	.431	3.809	.000	.419	2.386

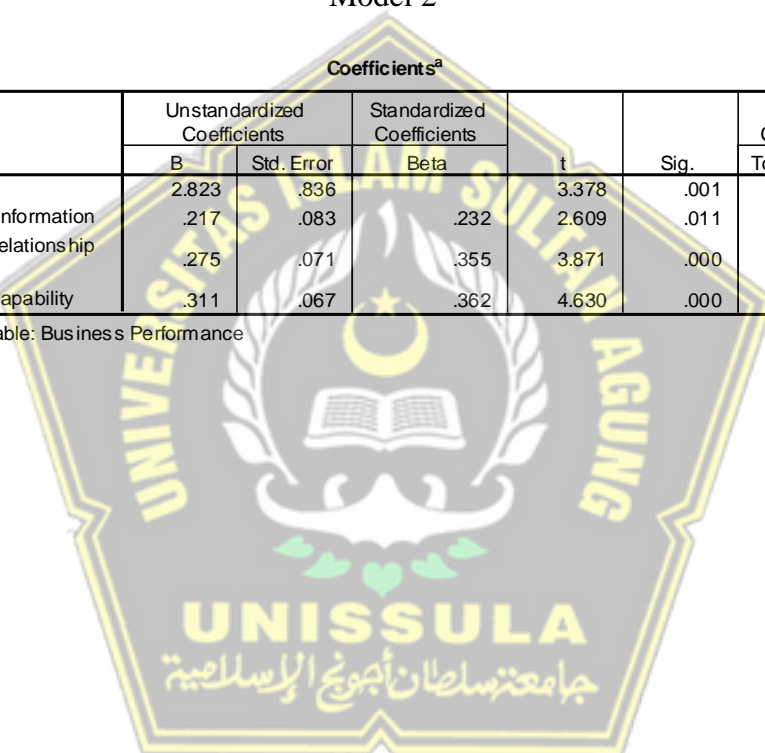
a. Dependent Variable: Absorptive Capability

## Model 2

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	2.823	.836		3.378	.001		
	Technology information	.217	.083	.232	2.609	.011	.385	2.595
	Customer Relationship Capability	.275	.071	.355	3.871	.000	.363	2.758
	Absorptive Capability	.311	.067	.362	4.630	.000	.498	2.006

a. Dependent Variable: Business Performance



## Lampiran 6 : Uji Heteroskedastisitas

## Model 1

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	1.324	.828		1.599	.113
	Technology information	.114	.083	.218	1.379	.171
	Customer Relationship Capability	-.096	.069	-.222	-1.400	.165

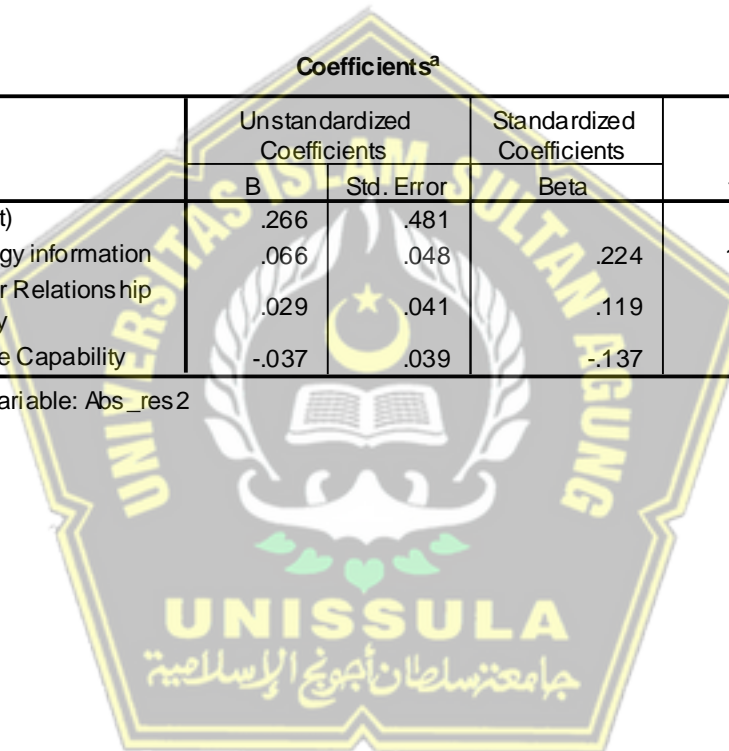
a. Dependent Variable: Abs\_res1

## Model 2

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	.266	.481		.553	.582
	Technology information	.066	.048	.224	1.379	.171
	Customer Relationship Capability	.029	.041	.119	.710	.480
	Absorptive Capability	-.037	.039	-.137	-.960	.340

a. Dependent Variable: Abs\_res2





## Lampiran 7 : Uji Normalitas

## Model 1

## One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		96
Normal Parameters <sup>a,b</sup>	Mean	.0000000
	Std. Deviation	2.23195995
Most Extreme Differences	Absolute	.115
	Positive	.083
	Negative	-.115
Kolmogorov-Smirnov Z		1.125
Asymp. Sig. (2-tailed)		.159

a. Test distribution is Normal.

b. Calculated from data.

## Model 2

## One-Sample Kolmogorov-Smirnov Test

		Unstandardized Residual
N		96
Normal Parameters <sup>a,b</sup>	Mean	.0000000
	Std. Deviation	1.43984153
Most Extreme Differences	Absolute	.059
	Positive	.059
	Negative	-.036
Kolmogorov-Smirnov Z		.579
Asymp. Sig. (2-tailed)		.890

a. Test distribution is Normal.

b. Calculated from data.

## Lampiran 8 : Uji Hipotesis dan Regresi

## Model 1

Model Summary<sup>a</sup>

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.708 <sup>a</sup>	.502	.491	2.256

a. Predictors: (Constant), Customer Relationship Capability, Technology information

b. Dependent Variable: Absorptive Capability

ANOVA<sup>b</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	476.150	2	238.075	46.784	.000 <sup>a</sup>
	Residual	473.256	93	5.089		
	Total	949.406	95			

a. Predictors: (Constant), Customer Relationship Capability, Technology information

b. Dependent Variable: Absorptive Capability

Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	3.636	1.232		2.950	.004		
	Technology information	.351	.123	.323	2.853	.005	.419	2.386
	Customer Relationship Capability	.388	.102	.431	3.809	.000	.419	2.386

a. Dependent Variable: Absorptive Capability

## Model 2

Model Summary<sup>b</sup>

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.848 <sup>a</sup>	.720	.710	1.463

a. Predictors: (Constant), Absorptive Capability, Technology information, Customer Relationship Capability

b. Dependent Variable: Business Performance

ANOVA<sup>b</sup>

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	505.458	3	168.486	78.704	.000 <sup>a</sup>
	Residual	196.949	92	2.141		
	Total	702.406	95			

a. Predictors: (Constant), Absorptive Capability, Technology information, Customer Relationship Capability

b. Dependent Variable: Business Performance

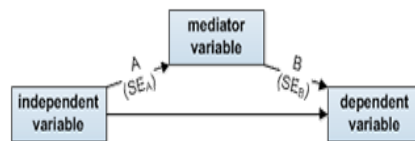
Coefficients<sup>a</sup>

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.	Collinearity Statistics	
		B	Std. Error	Beta			Tolerance	VIF
1	(Constant)	2.823	.836		3.378	.001		
	Technology information	.217	.083	.232	2.609	.011	.385	2.595
	Customer Relationship Capability	.275	.071	.355	3.871	.000	.363	2.758
	Absorptive Capability	.311	.067	.362	4.630	.000	.498	2.006

a. Dependent Variable: Business Performance



## Lampiran 9 : Uji Sobel



A: 0.323 ?

B: 0.362 ?

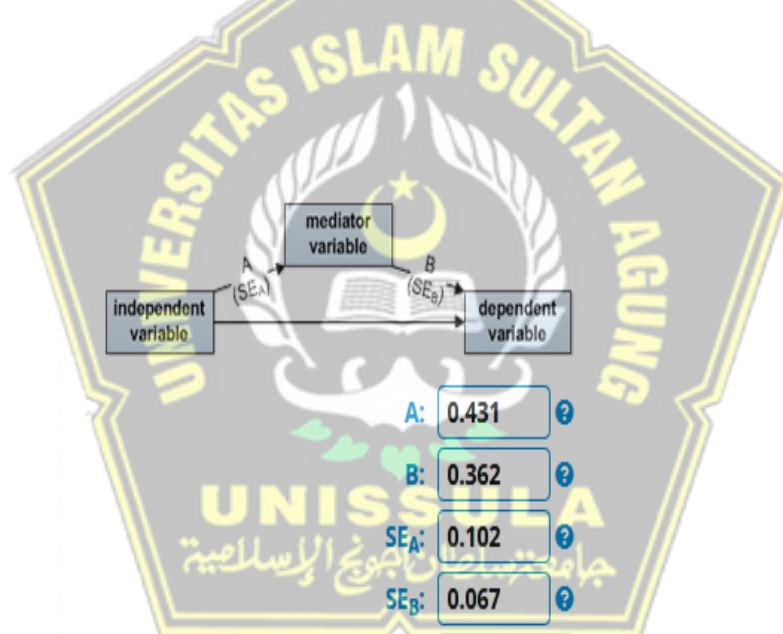
SE<sub>A</sub>: 0.123 ?SE<sub>B</sub>: 0.067 ?

Calculate!

Sobel test statistic: 2.36182934

One-tailed probability: 0.00909251

Two-tailed probability: 0.01818501



A: 0.431 ?

B: 0.362 ?

SE<sub>A</sub>: 0.102 ?SE<sub>B</sub>: 0.067 ?

Calculate!

Sobel test statistic: 3.32847139

One-tailed probability: 0.00043662

Two-tailed probability: 0.00087324