



SURAT KETERANGAN

No. 001 / HRD-QHS / VIII / 2004

Management Quality Hotel Solo dengan ini menerangkan bahwa :

Nama : YAYAK FERRY WIJAYANTO
NIM : 10803413
Program Studi : Administrasi Bisnis
Fakultas : Ilmu Sosial dan Ilmu Politik
Universitas : Universitas Sahid Surakarta

Yang bersangkutan telah melaksanakan penelitian di Quality Hotel Solo dari tanggal 25 Mei 2004 - 23 Juli 2004 dengan judul penelitian "***Pengaruh Penetapan Tarif Kamar dan Biaya Promosi Terhadap Volume Penjualan Kamar di Hotel Quality Solo***".

Demikian surat keterangan ini kami buat untuk dipergunakan seperlunya.

Surakarta, 2 Agustus 2004

Quality Hotel Solo

Maryono, S.Pd
HRD Manager



LAMPIRAN 1

	x1	x2	y
1	225550.0	3512000	155279650
2	225550.0	3928000	173671150
3	225550.0	3463000	180607200
4	235300.0	3408000	188091200
5	235300.0	3344000	189228000
6	235300.0	3248000	175010750
7	245700.0	3382000	230780350
8	245700.0	3109000	167869800
9	245700.0	3072000	181182500
10	255450.0	3347000	156185100
11	255450.0	3460000	196879100
12	255450.0	3989000	246379700
13	258700.0	2863000	181035150
14	258700.0	2988000	198558150
15	258700.0	3736000	214376900
16	268450.0	2974000	206137250
17	268450.0	2940000	203756100
18	268450.0	3022000	186912200
19	278850.0	4097000	241571450
20	278850.0	3457000	190251000
21	278850.0	3158000	210674200
22	288600.0	3746000	214801350
23	288600.0	3868000	231774600
24	288600.0	4122000	265752900
25	291850.0	2974000	246321400
26	291850.0	2881000	253617650
27	291850.0	4067000	287180400
28	301600.0	3940000	263296800
29	301600.0	2912000	246138750
30	301600.0	3419000	262090400
31	312000.0	4181000	331402500
32	312000.0	3268000	247728000
33	312000.0	3539000	269880000
34	321750.0	4049000	286520000
35	321450.0	3352000	272200500
36	321750.0	4201000	402480000

LAMPIRAN 2

Regression

Variables Entered/Removed^a

Model	Variables Entered	Variables Removed	Method
1	Biaya Promosi, Tarif Kamar		Enter

a. All requested variables entered.

b. Dependent Variable: Volume Penjualan

Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.880 ^a	.774	.760	25397486.8

a. Predictors: (Constant), Biaya Promosi, Tarif Kamar

ANOVA^b

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	7.27E+16	2	3.636E+16	56.377	.000 ^a
	Residual	2.13E+16	33	6.450E+14		
	Total	9.40E+16	35			

a. Predictors: (Constant), Biaya Promosi, Tarif Kamar

b. Dependent Variable: Volume Penjualan

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-2.6E+08	4.7E+07		-5.601	.000
	Tarif Kamar	1262.986	149.916	.724	8.425	.000
	Biaya Promosi	41.946	10.467	.344	4.007	.000

a. Dependent Variable: Volume Penjualan