

## Lampiran 1 Kuesioner Penelitian

### KUESIONER

No. Kuesioner :

E-mail :

Hp :

Responden Yth,

Nama saya, **Putri Nurdianty Nurdin**, mahasiswa semester terakhir Program Studi Magister Manajemen Fakultas Ekonomi Universitas Indonesia yang sedang melakukan penelitian untuk tesis mengenai "Analisis Perilaku Masa Lalu, Sikap terhadap Pembelian Produk Tiruan, serta Karakteristik Individu terhadap Intensi Pembelian Produk *Luxury Handbag* Original dan Tiruan : Studi pada Konsumen Muda" sebagai salah satu prasyarat kelulusan. Demi tercapainya hasil yang diinginkan, saya mengharapkan kesediaan dan bantuan Anda untuk ikut berpartisipasi dengan mengisi kuesioner ini dengan lengkap dan benar. Semua informasi yang saya peroleh sebagai hasil kuesioner ini bersifat rahasia dan hanya dipergunakan untuk kepentingan akademis. Tidak ada jawaban yang benar ataupun salah dalam penelitian ini. Atas kesediannya saya ucapkan terima kasih.

**Putri Nurdianty Nurdin – 0811154922/021-93705172**

#### I. Perilaku Pembelian Produk Original dan Tiruan di Masa Lalu

1. Apakah Anda pernah membeli produk *luxury handbag* original (Louis Vuitton, Gucci, Chanel, dsb) ?
  - a. Ya
  - b. Tidak
 Jika "Ya", Apa mereknya ? .....
2. Apakah Anda pernah membeli produk *luxury handbag* tiruan?
  - a. Ya
  - b. Tidak
 Jika "Ya", Apa mereknya ? .....

#### II. Intensi Pembelian Produk *Luxury Handbag* Original

Mohon memberikan penilaian yang sesuai dengan cara memberikan tanda silang (X) pada kotak yang tersedia.

No.	Pernyataan	Sangat Tidak Mungkin	Tidak Mungkin	Ragu-Ragu	Mungkin	Sangat Mungkin
1.	Dalam jangka waktu 6 bulan ke depan, saya akan membeli produk <i>luxury handbag</i> original.					

#### III. Intensi Pembelian Produk *Luxury Handbag* Tiruan

No.	Pernyataan	Sangat Tidak Mungkin	Tidak Mungkin	Ragu-Ragu	Mungkin	Sangat Mungkin
2.	Dalam jangka waktu 6 bulan ke depan, saya akan membeli produk <i>luxury handbag</i> tiruan.					

**IV. Sikap Positif terhadap Pembelian Produk *Luxury Handbag* Tiruan berdasarkan Manfaat Ekonomis**

No.	Pernyataan	Sangat Tidak Setuju	Tidak Setuju	Ragu-Ragu	Setuju	Sangat Setuju
3.	Saya membeli produk <i>luxury handbag</i> tiruan jika saya merasa produk original terlalu mahal.					
4.	Saya membeli produk <i>luxury handbag</i> tiruan jika saya tidak mampu untuk membeli produk original.					
5.	Saya tidak ragu membeli produk <i>luxury handbag</i> tiruan saat saya berkesempatan untuk membeli produk tiruan tersebut.					
6.	Untuk merek tertentu, saya akan membeli produk <i>luxury handbag</i> tiruan, bukannya produk original.					
7.	Saya membangga-banggakan produk <i>luxury handbag</i> tiruan yang saya miliki seakan produk tersebut adalah produk original.					
8.	Saya membeli produk <i>luxury handbag</i> tiruan apabila sulit untuk membedakan antara produk tiruan dan produk original.					

**V. Sikap Positif terhadap Pembelian Produk *Luxury Handbag* Tiruan berdasarkan Manfaat Hedonis**

No.	Pernyataan	Sangat Tidak Setuju	Tidak Setuju	Ragu-Ragu	Setuju	Sangat Setuju
9.	Saya suka produk <i>luxury handbag</i> tiruan karena produk tersebut mampu menunjukkan kemampuan meniru serta kelihaihan untuk memalsukan.					
10.	Saya membeli produk <i>luxury handbag</i> tiruan karena para pemalsu adalah pebisnis kecil yang sedang bersaing dengan sebuah bisnis besar.					
11.	Membeli sebuah produk <i>luxury handbag</i> tiruan menunjukkan bahwa saya merupakan seorang pembelanja yang bijaksana.					
12.	Saya membeli produk <i>luxury handbag</i> tiruan karena saya bisa bergaya tanpa harus mengeluarkan biaya mahal untuk membeli produk original.					

No.	Pernyataan	Sangat Tidak Setuju	Tidak Setuju	Ragu-Ragu	Setuju	Sangat Setuju
13.	Saya akan tetap membeli produk <i>luxury handbag</i> tiruan bahkan ketika saya mampu untuk membeli produk original.					

#### VI. Materialisme

No.	Pernyataan	Sangat Tidak Setuju	Tidak Setuju	Ragu-Ragu	Setuju	Sangat Setuju
14.	Saya mengagumi orang lain yang mempunyai rumah, mobil, dan pakaian yang mahal.					
15.	Sebagian dari pencapaian yang paling penting di dalam hidup adalah kepemilikan materi (barang-barang).					
16.	Saya tidak terlalu menekankan terhadap banyaknya objek materi (barang-barang) yang dimiliki seseorang sebagai suatu simbol kesuksesan.					
17.	Barang-barang yang saya miliki menggambarkan seberapa baik saya menjalankan hidup.					
18.	Saya suka memiliki sesuatu yang dapat mengesankan orang lain.					
19.	Saya tidak terlalu memperhatikan objek materi (barang-barang) yang dimiliki oleh orang lain.					
20.	Saya hanya membeli barang-barang yang saya perlukan.					
21.	Saya mencoba membuat hidup saya sederhana, sepanjang saya memiliki barang-barang yang saya inginkan.					
22.	Barang-barang yang saya miliki tidak semuanya merupakan barang yang penting.					
23.	Saya menikmati membelanjakan uang untuk barang-barang yang tidak berguna.					
24.	Membeli barang memberikan saya banyak kesenangan.					
25.	Saya sangat menyukai kemewahan di dalam hidup.					
26.	Saya tidak begitu menekankan pada hal-hal materi dibandingkan banyak pihak yang saya kenal.					

No.	Pernyataan	Sangat Tidak Setuju	Tidak Setuju	Ragu-Ragu	Setuju	Sangat Setuju
27.	Saya mempunyai semua barang yang saya butuhkan untuk menikmati hidup.					
28.	Hidup saya akan menjadi lebih baik apabila saya memiliki barang-barang tertentu yang tidak saya miliki.					
29.	Saya tidak akan menjadi lebih bahagia jika saya mempunyai barang-barang yang lebih bagus.					
30.	Saya akan menjadi lebih bahagia apabila saya mampu untuk membeli lebih banyak barang.					
31.	Terkadang saya merasa sedikit terganggu jika saya tidak mampu untuk membeli barang-barang yang saya inginkan.					

#### VII. Persepsi atas Kelas Sosial

32. Berapa biaya yang Anda keluarkan untuk keperluan transportasi (bensin, kendaraan umum, dsb) di dalam 1 bulan?
- a. < Rp. 200.000  
b. Rp. 200.001 – Rp. 500.000  
c. Rp. 500.001 – Rp. 800.000  
d. Rp. 800.000 – Rp. 1.000.000  
e. > Rp. 1.000.001
33. Berapa biaya yang Anda keluarkan untuk keperluan komunikasi melalui telfon selular di dalam 1 bulan?
- a. < Rp. 100.000  
b. Rp. 100.001 – Rp. 300.000  
c. Rp. 300.001 – Rp. 500.000  
d. Rp. 500.001 – Rp. 700.000  
e. > Rp. 700.001
34. Berapa biaya yang Anda keluarkan untuk keperluan di akhir minggu (makan, jalan-jalan, nonton bioskop, dsb) di dalam 1 bulan?
- a. < Rp. 100.000  
b. Rp. 100.001 – Rp. 200.000  
c. Rp. 200.001 – Rp. 300.000  
d. Rp. 300.001 – Rp. 400.000  
e. > Rp. 400.001

#### VIII. Pandangan Diri

Bagian ini mengukur pandangan diri apa yang ingin Anda tunjukkan berdasarkan kedua kata sifat yang paling sesuai dengan diri Anda. Mohon memberikan tanda silang (X) pada kotak yang paling mencerminkan diri Anda diantara kedua kata sifat yang berlawanan di bawah ini. Semakin ke kanan menunjukkan kecenderungan Anda terhadap kata sifat yang berada di sebelah kanan, sebaliknya, semakin ke kiri menunjukkan kecenderungan Anda terhadap kata sifat yang berada di sebelah kiri.

**Saya adalah orang yang ..**

35.	Tidak Rendah Hati						Rendah Hati
36.	Tidak Cerdas						Cerdas
37.	Tidak Dewasa						Dewasa
38.	Tidak Berkelas						Berkelas
39.	Tidak Rapi						Rapi
40.	Tidak Seksi						Seksi
41.	Tidak Feminim						Feminim
42.	Tidak Klasik						Klasik
43.	Tidak Bersemangat						Bersemangat
44.	Tidak Tegas						Tegas
45.	Tidak Menawan						Menawan
46.	Tidak Sederhana						Sederhana
47.	Tidak Modis						Modis
48.	Tidak Nyaman						Nyaman
49.	Tidak Individualistis						Individualistis
50.	Tidak Aktif						Aktif
51.	Tidak Manis						Manis
52.	Tidak <i>Sporty</i>						<i>Sporty</i>
53.	Tidak Tua						Tua

**IX. Profil Responden**

54. Apakah jenis kelamin Anda?  
 a. Pria  
 b. Wanita
55. Berapa usia Anda saat ini?  
 a. 15-19 tahun  
 b. 20-24 tahun  
 c. 25-29 tahun  
 d. 30-34 tahun
56. Daerah tempat tinggal Anda saat ini?  
 a. Jakarta Selatan  
 b. Jakarta Timur  
 c. Jakarta Utara  
 d. Jakarta Barat  
 e. Jakarta Pusat  
 f. Lainnya, sebutkan .....
57. Apakah pekerjaan Anda saat ini?  
 a. Mahasiswa/i  
 b. Pegawai Swasta  
 c. Pegawai Negeri  
 d. Pegawai BUMN  
 e. Dosen  
 f. Ibu Rumah Tangga  
 g. Lainnya, sebutkan.....
58. Biasanya jika saya ingin membeli produk *luxury handbag* original, maka saya akan pergi ke :  
 a. Plaza Indonesia  
 b. Grand Indonesia  
 c. Senayan City  
 d. Plaza Senayan  
 e. Pacific Place  
 f. Pondok Indah Mall  
 g. Online Shop  
 h. Lainnya, sebutkan.....
59. Biasanya jika saya ingin membeli produk *luxury handbag* tiruan, maka saya akan pergi ke:  
 a. Mangga Dua  
 b. ITC  
 c. Tanah Abang  
 d. Tajur, Bogor  
 e. Online Shop  
 f. Lainnya, sebutkan.....

-----TERIMA KASIH-----

## Lampiran 2 Output Model Struktural

DATE: 5/17/2010

TIME: 14:17

L I S R E L 8.80

BY

Karl G. Jöreskog & Dag Sörbom  
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The following lines were read from file C:\Documents and Settings\Reza Umar.REZA\My Documents\Struktural3.LS8:

Raw Data from File laten.psf  
Latent Variables pcount pori pastcoun pastori eben heben matrsm socstat simage  
Relationships  
intcount=1\*pcount  
pstcount=1\*pastcoun  
ecoben=1\*ecben  
hedben=1\*heben  
mtrsm=1\*matrsm  
intori=1\*pori  
pstori=1\*pastori  
sstat=1\*socstat  
image=1\*simage  
pcount=pastcount eben heben matrsm pori  
pori=pastori eben matrsm socstat simage pcount

Set Error Variance of intcount to 0.01  
Set Error Variance of pstcount to 0.01  
Set Error Variance of ecoben to 0.01  
Set Error Variance of hedben to 0.01  
Set Error Variance of mtrsm to 0.01  
Set Error Variance of intori to 0.01  
Set Error Variance of pstori to 0.01  
Set Error Variance of sstat to 0.01  
Set Error Variance of image to 0.01  
Set Error Covariance between pstcount and pstori to free  
Path Diagram  
End of Problem  
Sample Size = 158

Covariance Matrix

	intori	intcount	pstori	pstcount	ecoben	hedben
intori	0.51					
intcount	-0.17	0.74				
pstori	0.24	0.05	0.26			
pstcount	0.16	0.14	0.05	0.31		
ecoben	-0.07	0.40	-0.14	0.21	0.95	
hedben	0.02	0.28	-0.08	0.15	0.48	0.48
mtrsm	0.16	-0.05	0.04	-0.03	-0.12	-0.05
sstat	0.00	0.02	-0.16	0.07	0.37	0.23
image	0.09	0.06	0.05	-0.01	0.05	0.02

Covariance Matrix

	mtrsm	sstat	image
mtrsm	0.72		
sstat	-0.18	0.68	
image	0.03	-0.04	0.34

Number of Iterations = 17

LISREL Estimates (Maximum Likelihood)

Measurement Equations

intori = 1.00\*pori, Errorvar.= 0.0100, R<sup>2</sup> = 0.98

intcount = 1.00\*pcount, Errorvar.= 0.0100, R<sup>2</sup> = 0.99

pstori = 1.00\*pastori, Errorvar.= 0.0100, R<sup>2</sup> = 0.96

pstcount = 1.00\*pastcoun, Errorvar.= 0.0100, R<sup>2</sup> = 0.97

ecoben = 1.00\*ecben, Errorvar.= 0.0100, R<sup>2</sup> = 0.99

hedben = 1.00\*heben, Errorvar.= 0.0100, R<sup>2</sup> = 0.98

mtrsm = 1.00\*matrsm, Errorvar.= 0.0100, R<sup>2</sup> = 0.99

sstat = 1.00\*socstat, Errorvar.= 0.0100, R<sup>2</sup> = 0.99

image = 1.00\*simage, Errorvar.= 0.0100, R<sup>2</sup> = 0.97

Error Covariance for pstcount and pstori = -0.06  
(0.0098)  
-6.63

### Structural Equations

pcount = 0.37\*pori - 0.042\*pastcoun + 0.33\*ecben + 0.24\*heben - 0.086\*matrsm, Errorvar.= 0.70, R<sup>2</sup> = 0.027

(0.20)	(0.21)	(0.12)	(0.15)	(0.093)	(0.14)
1.90	-0.20	2.85	1.56	-0.93	4.86

pori = - 0.52\*pcount + 1.34\*pastori + 0.47\*heben + 0.21\*matrsm + 0.24\*socstat + 0.15\*simage, Errorvar.= 0.036 ,

=	(0.033)	(0.050)	(0.040)	(0.026)	(0.032)	(0.039)
(0.0079)						
	-15.72	26.66	11.70	8.17	7.49	3.88
4.53						

R<sup>2</sup> = 0.93

### Reduced Form Equations

pcount = - 0.035\*pastcoun + 0.42\*pastori + 0.28\*ecben + 0.35\*heben - 0.0056\*matrsm + 0.074\*socstat + 0.047\*simage

(0.035)	(0.17)	(0.18)	(0.090)	(0.13)	(0.069)
	(0.024)				
	-0.21	2.27	3.11	2.59	-0.081
2.15	1.93				

, Errorvar.= 0.50, R<sup>2</sup> = 0.31

pori = 0.018\*pastcoun + 1.12\*pastori - 0.15\*ecben + 0.29\*heben + 0.22\*matrsm + 0.20\*socstat + 0.13\*simage

=	(0.091)	(0.10)	(0.049)	(0.073)	(0.041)	(0.031)
(0.034)						
	0.20	10.69	-2.98	3.92	5.24	6.46
3.73						

, Errorvar.= 0.16, R<sup>2</sup> = 0.68

### Covariance Matrix of Independent Variables

	pastcoun	pastori	ecben	heben	matrsm	socstat
pastcoun	0.29 (0.03) 8.61					
pastori	0.11 (0.02) 5.03	0.25 (0.03) 8.51				
ecben	0.18 (0.04) 4.29	-0.13 (0.04) -3.25	0.94 (0.11) 8.77			
heben	0.15 (0.03) 4.51	-0.08 (0.03) -2.71	0.48 (0.07) 7.31	0.47 (0.05) 8.68		
matrsm	-0.03 (0.04) -0.76	0.04 (0.03) 1.06	-0.11 (0.07) -1.72	-0.05 (0.05) -1.00	0.71 (0.08) 8.74	



socstat	0.07 (0.04) 1.84	-0.16 (0.04) -4.53	0.37 (0.07) 5.26	0.23 (0.05) 4.71	-0.18 (0.06) -3.20	0.67 (0.08) 8.73
simage	-0.01 (0.03) -0.50	0.05 (0.02) 2.00	0.05 (0.05) 1.03	0.02 (0.03) 0.71	0.03 (0.04) 0.72	-0.04 (0.04) -0.96

Covariance Matrix of Independent Variables

simage	0.33 (0.04) 8.60
--------	------------------------

Covariance Matrix of Latent Variables

	pcount	pori	pastcoun	pastori	ecben	heben
pcount	0.72					
pori	-0.17	0.50				
pastcoun	0.14	0.15	0.29			
pastori	0.02	0.26	0.11	0.25		
ecben	0.40	-0.09	0.18	-0.13	0.94	
heben	0.28	0.02	0.15	-0.08	0.48	0.47
matrsm	-0.05	0.16	-0.03	0.04	-0.11	-0.05
socstat	0.16	-0.08	0.07	-0.16	0.37	0.23
simage	0.05	0.09	-0.01	0.05	0.05	0.02

Covariance Matrix of Latent Variables

	matrsm	socstat	simage
matrsm	0.71		
socstat	-0.18	0.67	
simage	0.03	-0.04	0.33

Goodness of Fit Statistics

Degrees of Freedom = 3

Minimum Fit Function Chi-Square = 18.58 (P = 0.00033)

Normal Theory Weighted Least Squares Chi-Square = 17.65 (P = 0.00052)

Estimated Non-centrality Parameter (NCP) = 14.65

90 Percent Confidence Interval for NCP = (4.97 ; 31.81)

Minimum Fit Function Value = 0.12

Population Discrepancy Function Value (F0) = 0.093

90 Percent Confidence Interval for F0 = (0.032 ; 0.20)

Root Mean Square Error of Approximation (RMSEA) = 0.18

90 Percent Confidence Interval for RMSEA = (0.10 ; 0.26)

P-Value for Test of Close Fit (RMSEA < 0.05) = 0.0038

Expected Cross-Validation Index (ECVI) = 0.65  
 90 Percent Confidence Interval for ECVI = (0.59 ; 0.76)  
 ECVI for Saturated Model = 0.57  
 ECVI for Independence Model = 3.18

Chi-Square for Independence Model with 36 Degrees of Freedom = 481.10  
 Independence AIC = 499.10  
 Model AIC = 101.65  
 Saturated AIC = 90.00  
 Independence CAIC = 535.67  
 Model CAIC = 272.28  
 Saturated CAIC = 272.82

Normed Fit Index (NFI) = 0.96  
 Non-Normed Fit Index (NNFI) = 0.58  
 Parsimony Normed Fit Index (PNFI) = 0.080  
 Comparative Fit Index (CFI) = 0.96  
 Incremental Fit Index (IFI) = 0.97  
 Relative Fit Index (RFI) = 0.54

Critical N (CN) = 96.86

Root Mean Square Residual (RMR) = 0.026  
 Standardized RMR = 0.040  
 Goodness of Fit Index (GFI) = 0.98  
 Adjusted Goodness of Fit Index (AGFI) = 0.63  
 Parsimony Goodness of Fit Index (PGFI) = 0.065

The Modification Indices Suggest to Add the

Path to	from	Decrease in Chi-Square	New Estimate
pstcount	pastori	13.7	45.94
pstcount	socstat	13.4	-8.54
ecoben	pastori	13.7	-5.81
ecoben	socstat	13.4	1.08
hedben	pastori	13.7	-8.11
hedben	socstat	13.4	1.51
mtrsm	pastori	13.7	22.40
mtrsm	socstat	13.4	-4.16
pcount	pastori	13.7	1.94
pcount	socstat	13.4	-0.36

The Modification Indices Suggest to Add an Error Covariance

Between	and	Decrease in Chi-Square	New Estimate
ecoben	ecoben	9.6	-1.33
mtrsm	intori	16.8	2.07
mtrsm	mtrsm	14.6	-6.34
sstat	intcount	15.7	-0.18
sstat	pstcount	13.3	-4.08
sstat	hedben	8.1	0.13

Time used: 0.062 Seconds

### Lampiran 3 Output ECOBEN

DATE: 6/ 6/2010

TIME: 9:54

L I S R E L 8.80

BY

Karl G. Jöreskog & Dag Sörbom

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Raw data from File LUX.psf

Latent Variables: pstori pstcount ecoben hedben mtrsm sstat image intori intcount

Relationships

!C1 = 1\*pstori

!C2 = 1\*pstcount

C5 = 1\*ecoben

C6-C8 = ecoben

C10 = ecoben

!C11= 1\*hedben

!C12- C15 = hedben

!C26 = 1\*mtrsm

!C27 = mtrsm

!C30 = 1\*mtrsm

!C32-C33 = mtrsm

!C34 = 1\*sstat

!C35 = 1\*image

!C36 = image

!C43 = image

!C45 = image

!C47 = 1\*image

!C48 = image

!C50 =1\*image

!C51 =1\* image

!C3 = 1\*intori

!C4 = 1\*intcount

!Set Error Variance of C1 to 0.01  
 !Set Error Variance of C2 to 0.01  
 !Set Error Variance of sstat to 0.01  
 !Set Error Variance of C45 to 0.05  
 !Set Error Variance of C50 to 0.05  
 !Set Error Variance of C36 to 0.05  
 !Set Error Variance of C26 to 0.05  
 !Set Error Variance of C27 to 0.05  
 !Set Error Variance of intori to 0.05  
 !Set Error Variance of intcount to 0.05

!PSFFile LUX.psf

Options: SC  
 Path Diagram  
 End of Problem

Sample Size = 158

Covariance Matrix

	C5	C6	C7	C8	C10
C5	1.18				
C6	0.84	1.11			
C7	0.67	0.67	0.95		
C8	0.49	0.52	0.44	0.87	
C10	0.44	0.49	0.41	0.40	1.18

Number of Iterations = 4

LISREL Estimates (Maximum Likelihood)

Measurement Equations

$$C5 = 1.00 * ecoben, \text{Errorvar.} = 0.37, R^2 = 0.69$$

(0.061)  
6.06

$$C6 = 1.02 * ecoben, \text{Errorvar.} = 0.26, R^2 = 0.76$$

(0.085)      (0.054)  
11.97          4.88

$$C7 = 0.82 * ecoben, \text{Errorvar.} = 0.40, R^2 = 0.57$$

(0.079)      (0.056)  
10.31          7.21

$$C8 = 0.64 * ecoben, \text{Errorvar.} = 0.54, R^2 = 0.38$$

(0.080)      (0.067)  
7.95          8.14

C10 = 0.60\*ecoben, Errorvar.= 0.89 , R<sup>2</sup> = 0.24  
(0.096) (0.11)  
6.18 8.48

#### Variances of Independent Variables

ecoben  
-----  
0.81  
(0.13)  
6.05

#### Goodness of Fit Statistics

Degrees of Freedom = 5

Minimum Fit Function Chi-Square = 4.49 (P = 0.48)

Normal Theory Weighted Least Squares Chi-Square = 4.62 (P = 0.46)

Estimated Non-centrality Parameter (NCP) = 0.0

90 Percent Confidence Interval for NCP = (0.0 ; 8.92)

Minimum Fit Function Value = 0.029

Population Discrepancy Function Value (F0) = 0.0

90 Percent Confidence Interval for F0 = (0.0 ; 0.057)

Root Mean Square Error of Approximation (RMSEA) = 0.0

90 Percent Confidence Interval for RMSEA = (0.0 ; 0.11)

P-Value for Test of Close Fit (RMSEA < 0.05) = 0.66

Expected Cross-Validation Index (ECVI) = 0.16

90 Percent Confidence Interval for ECVI = (0.16 ; 0.22)

ECVI for Saturated Model = 0.19

ECVI for Independence Model = 2.81

Chi-Square for Independence Model with 10 Degrees of Freedom = 430.96

Independence AIC = 440.96

Model AIC = 24.62

Saturated AIC = 30.00

Independence CAIC = 461.27

Model CAIC = 65.25

Saturated CAIC = 90.94

Normed Fit Index (NFI) = 0.99

Non-Normed Fit Index (NNFI) = 1.00

Parsimony Normed Fit Index (PNFI) = 0.49

Comparative Fit Index (CFI) = 1.00

Incremental Fit Index (IFI) = 1.00

Relative Fit Index (RFI) = 0.98

Critical N (CN) = 528.6

Root Mean Square Residual (RMR) = 0.027

Standardized RMR = 0.026

Goodness of Fit Index (GFI) = 0.99

Adjusted Goodness of Fit Index (AGFI) = 0.97

Parsimony Goodness of Fit Index (PGFI) = 0.33

Standardized Solution

LAMBDA-X

	ecoben
	-----
C5	0.90
C6	0.92
C7	0.74
C8	0.57
C10	0.54

PHI

ecoben
-----
1.00

Completely Standardized Solution

LAMBDA-X

	ecoben
	-----
C5	0.83
C6	0.87
C7	0.76
C8	0.61
C10	0.49

PHI

ecoben
-----
1.00

THETA-DELTA

C5	C6	C7	C8	C10
-----	-----	-----	-----	-----
0.31	0.24	0.43	0.62	0.76

Time used: 0.047 Seconds

## Lampiran 4 Output MTRSM

DATE: 6/ 6/2010  
TIME: 9:57

L I S R E L 8.80

BY

Karl G. Jöreskog & Dag Sörbom

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The following lines were read from file C:\Documents and Settings\Reza Umar.REZA\My Documents\LISREL\_UTI\LUX2.spl:

Raw data from File LUX.psf

Latent Variables: pstori pstcount ecoben hedben mtrsm sstat image intori intcount

Relationships

!C1 = 1\*pstori  
!C2 = 1\*pstcount  
!C5 = 1\*ecoben  
!C6-C8 = ecoben  
!C10 = ecoben  
!C11= 1\*hedben  
!C12- C15 = hedben  
C26 = 1\*mtrsm  
C27 = mtrsm  
C30 = 1\*mtrsm  
C32-C33 = mtrsm  
!C34 = 1\*sstat  
!C35 = 1\*image  
!C36 = image  
!C43 = image  
!C45 = image  
!C47 = 1\*image  
!C48 = image  
!C50 =1\*image  
!C51 =1\* image  
!C3 = 1\*intori  
!C4 = 1\*intcount

!Set Error Variance of C1 to 0.01

!Set Error Variance of C2 to 0.01  
 !Set Error Variance of sstat to 0.01  
 !Set Error Variance of C45 to 0.05  
 !Set Error Variance of C50 to 0.05  
 !Set Error Variance of C36 to 0.05  
 Set Error Variance of C26 to 0.05  
 Set Error Variance of C27 to 0.05  
 !Set Error Variance of intori to 0.05  
 !Set Error Variance of intcount to 0.05

!PSFfile LUX.psf

Options: SC  
 Path Diagram  
 End of Problem

Sample Size = 158

Covariance Matrix

	C26	C27	C30	C32	C33
C26	1.09				
C27	0.50	1.13			
C30	0.39	0.39	1.05		
C32	0.47	0.61	0.65	1.11	
C33	0.41	0.54	0.41	0.65	1.18

Number of Iterations = 12

LISREL Estimates (Maximum Likelihood)

Measurement Equations

C26 = 1.00\*mtrsm, Errorvar.= 0.050, R<sup>2</sup> = 0.93

C27 = 1.09\*mtrsm, Errorvar.= 0.050, R<sup>2</sup> = 0.94  
 (0.032)  
 34.40

C30 = 1.00\*mtrsm, Errorvar.= 0.97, R<sup>2</sup> = 0.42  
 (0.11)  
 8.67

C32 = 0.76\*mtrsm, Errorvar.= 0.71, R<sup>2</sup> = 0.36  
 (0.083) (0.082)  
 9.06 8.71

C33 = 0.66\*mtrsm, Errorvar.= 0.88, R<sup>2</sup> = 0.26  
 (0.092) (0.10)  
 7.21 8.76

Variances of Independent Variables



mtrsm  
-----  
0.70  
(0.08)  
8.30

#### Goodness of Fit Statistics

Degrees of Freedom = 8  
Minimum Fit Function Chi-Square = 1452.92 (P = 0.0)  
Normal Theory Weighted Least Squares Chi-Square = 9874.16 (P = 0.0)  
Estimated Non-centrality Parameter (NCP) = 9866.16  
90 Percent Confidence Interval for NCP = (9542.63 ; 10196.67)

Minimum Fit Function Value = 9.25  
Population Discrepancy Function Value (F0) = 62.84  
90 Percent Confidence Interval for F0 = (60.78 ; 64.95)  
Root Mean Square Error of Approximation (RMSEA) = 2.80  
90 Percent Confidence Interval for RMSEA = (2.76 ; 2.85)  
P-Value for Test of Close Fit (RMSEA < 0.05) = 0.00

Expected Cross-Validation Index (ECVI) = 62.98  
90 Percent Confidence Interval for ECVI = (60.92 ; 65.09)  
ECVI for Saturated Model = 0.19  
ECVI for Independence Model = 2.18

Chi-Square for Independence Model with 10 Degrees of Freedom = 333.04  
Independence AIC = 343.04  
Model AIC = 9888.16  
Saturated AIC = 30.00  
Independence CAIC = 363.35  
Model CAIC = 9916.59  
Saturated CAIC = 90.94

Normed Fit Index (NFI) = -3.36  
Non-Normed Fit Index (NNFI) = -4.59  
Parsimony Normed Fit Index (PNFI) = -2.69  
Comparative Fit Index (CFI) = 0.0  
Incremental Fit Index (IFI) = -3.45  
Relative Fit Index (RFI) = -4.45

Critical N (CN) = 3.17

Root Mean Square Residual (RMR) = 0.26  
Standardized RMR = 0.23  
Goodness of Fit Index (GFI) = 0.18  
Adjusted Goodness of Fit Index (AGFI) = -0.54  
Parsimony Goodness of Fit Index (PGFI) = 0.095

The Modification Indices Suggest to Add the  
Path to from    Decrease in Chi-Square    New Estimate

C26	mtrsm	24.2	1.48
C30	mtrsm	24.2	0.52

The Modification Indices Suggest to Add an Error Covariance

Between	and	Decrease in Chi-Square	New Estimate
C26	C26	9291.6	1.01
C27	C26	9578.8	-0.55
C27	C27	8457.8	1.12
C32	C26	37.7	-0.12
C32	C27	11.8	0.08
C32	C30	30.8	0.38
C33	C26	26.0	-0.11
C33	C27	9.9	0.08
C33	C32	23.9	0.31

Standardized Solution

LAMBDA-X

	mtrsm
C26	0.83
C27	0.91
C30	0.83
C32	0.63
C33	0.55

PHI

mtrsm
1.00

Completely Standardized Solution

LAMBDA-X

	mtrsm
C26	0.97
C27	0.97
C30	0.65
C32	0.60
C33	0.51

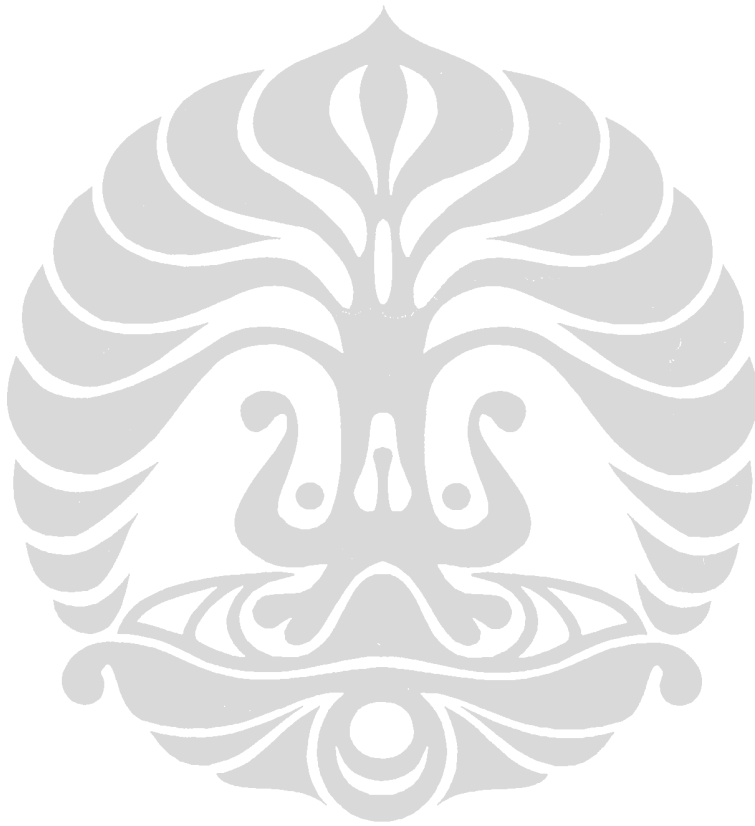
PHI

mtrsm  
-----  
1.00

THETA-DELTA

C26	C27	C30	C32	C33
0.07	0.06	0.58	0.64	0.74

Time used: 0.031 Seconds



## Lampiran 5 Output IMAGE

DATE: 6/ 6/2010  
TIME: 9:59

L I S R E L 8.80

BY

Karl G. Jöreskog & Dag Sörbom

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The following lines were read from file C:\Documents and Settings\Reza Umar.REZA\My Documents\LISREL\_UTILLUX2.spl:

Raw data from File LUX.psf  
Latent Variables: pstori pstcount ecoben hedben mtrsm sstat image intori intcount

Relationships  
!C1 = 1\*pstori  
!C2 = 1\*pstcount  
!C5 = 1\*ecoben  
!C6-C8 = ecoben  
!C10 = ecoben  
!C11 = 1\*hedben  
!C12- C15 = hedben  
!C26 = 1\*mtrsm  
!C27 = mtrsm  
!C30 = 1\*mtrsm  
!C32-C33 = mtrsm  
!C34 = 1\*sstat  
C35 = 1\*image  
C36 = image  
C43 = image  
C45 = image  
C47 = 1\*image  
C48 = image  
C50 = 1\*image  
C51 = 1\* image  
!C3 = 1\*intori  
!C4 = 1\*intcount

!Set Error Variance of C1 to 0.01  
 !Set Error Variance of C2 to 0.01  
 !Set Error Variance of sstat to 0.01  
 Set Error Variance of C45 to 0.05  
 Set Error Variance of C50 to 0.05  
 Set Error Variance of C36 to 0.05  
 !Set Error Variance of C26 to 0.05  
 !Set Error Variance of C27 to 0.05  
 !Set Error Variance of intori to 0.05  
 !Set Error Variance of intcount to 0.05

!PSFfile LUX.psf

Options: SC  
 Path Diagram  
 End of Problem

Sample Size = 158

Covariance Matrix

	C35	C36	C43	C45	C47	C48
C35	0.77					
C36	0.29	0.59				
C43	0.21	0.26	0.62			
C45	0.23	0.30	0.30	0.94		
C47	0.23	0.24	0.24	0.62	1.00	
C48	0.30	0.23	0.30	0.30	0.32	0.62
C50	0.20	0.26	0.38	0.27	0.28	0.38
C51	0.19	0.21	0.23	0.70	0.55	0.24

Covariance Matrix

	C50	C51
C50	0.73	
C51	0.20	1.12

Number of Iterations = 10

LISREL Estimates (Maximum Likelihood)

Measurement Equations

$$C35 = 1.00 * image, \text{Errorvar.} = 0.68, R^2 = 0.33$$

(0.078)  
8.71

C36 = 0.91\*image, Errorvar.= 0.050, R<sup>2</sup> = 0.85  
(0.041)  
22.41

C43 = 0.82\*image, Errorvar.= 0.39 , R<sup>2</sup> = 0.36  
(0.091) (0.045)  
8.99 8.68

C45 = 1.41\*image, Errorvar.= 0.050, R<sup>2</sup> = 0.93  
(0.051)  
27.72

C47 = 1.00\*image, Errorvar.= 0.62 , R<sup>2</sup> = 0.35  
(0.071)  
8.69

C48 = 0.80\*image, Errorvar.= 0.41 , R<sup>2</sup> = 0.35  
(0.093) (0.047)  
8.69 8.69

C50 = 1.00\*image, Errorvar.= 0.050, R<sup>2</sup> = 0.87

C51 = 1.00\*image, Errorvar.= 0.74 , R<sup>2</sup> = 0.31  
(0.085)  
8.72

#### Variations of Independent Variables

image  
-----  
0.33  
(0.04)  
7.92

#### Goodness of Fit Statistics

Degrees of Freedom = 26

Minimum Fit Function Chi-Square = 2004.28 (P = 0.0)

Normal Theory Weighted Least Squares Chi-Square = 11977.18 (P = 0.0)

Estimated Non-centrality Parameter (NCP) = 11951.18

90 Percent Confidence Interval for NCP = (11594.55 ; 12314.69)

Minimum Fit Function Value = 12.77

Population Discrepancy Function Value (F0) = 76.12

90 Percent Confidence Interval for F0 = (73.85 ; 78.44)

Root Mean Square Error of Approximation (RMSEA) = 1.71

90 Percent Confidence Interval for RMSEA = (1.69 ; 1.74)

P-Value for Test of Close Fit (RMSEA < 0.05) = 0.00

Expected Cross-Validation Index (ECVI) = 76.42

90 Percent Confidence Interval for ECVI = (74.14 ; 78.73)

ECVI for Saturated Model = 0.46  
 ECVI for Independence Model = 4.67

Chi-Square for Independence Model with 28 Degrees of Freedom = 716.67

Independence AIC = 732.67  
 Model AIC = 11997.18  
 Saturated AIC = 72.00  
 Independence CAIC = 765.17  
 Model CAIC = 12037.80  
 Saturated CAIC = 218.25

Normed Fit Index (NFI) = -1.80  
 Non-Normed Fit Index (NNFI) = -2.09  
 Parsimony Normed Fit Index (PNFI) = -1.67  
 Comparative Fit Index (CFI) = 0.0  
 Incremental Fit Index (IFI) = -1.86  
 Relative Fit Index (RFI) = -2.01

Critical N (CN) = 4.58

Root Mean Square Residual (RMR) = 0.14  
 Standardized RMR = 0.26  
 Goodness of Fit Index (GFI) = 0.21  
 Adjusted Goodness of Fit Index (AGFI) = -0.09  
 Parsimony Goodness of Fit Index (PGFI) = 0.15

The Modification Indices Suggest to Add the

Path	to from	Decrease in Chi-Square	New Estimate
C35	image	11.1	0.60

The Modification Indices Suggest to Add an Error Covariance

Between	and	Decrease in Chi-Square	New Estimate
C36	C35	51.3	0.12
C36	C36	3235.5	0.45
C45	C35	45.8	-0.14
C45	C36	1948.2	-0.25
C45	C43	104.9	-0.16
C45	C45	5925.7	0.87
C47	C36	53.1	-0.11
C47	C45	127.2	0.22
C48	C35	9.9	0.13
C48	C45	86.4	-0.15
C50	C36	215.2	-0.07
C50	C43	116.7	0.14
C50	C45	5270.4	-0.40
C50	C47	47.3	-0.11
C50	C48	114.4	0.14
C50	C50	6042.3	0.62
C51	C36	69.5	-0.14
C51	C45	294.2	0.36
C51	C47	10.0	0.17
C51	C50	146.1	-0.21

Standardized Solution

LAMBDA-X

	image
C35	0.58
C36	0.53
C43	0.47
C45	0.82
C47	0.58
C48	0.47
C50	0.58
C51	0.58

PHI

image
1.00

Completely Standardized Solution

LAMBDA-X  
image

C35	0.58
C36	0.92
C43	0.60
C45	0.96
C47	0.59
C48	0.59
C50	0.93
C51	0.56

PHI

image
1.00

THETA-DELTA

C35	C36	C43	C45	C47	C48
0.67	0.15	0.64	0.07	0.65	0.65

THETA-DELTA

C50	C51
0.13	0.69

Time used: 0.047 Seconds



**Lampiran 6**  
**Output Pretest**

- *Attitudes toward Buying Counterfeits by Economic Benefits*

**Component Matrix<sup>a</sup>**

	Component
	1
X3	-.041
X4	.836
X5	.821
X6	.856
X7	.882
X8	.796

Extraction Method:

Principal  
Component  
Analysis.

a. 1 components  
extracted.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.786	6

- *Attitudes toward Buying Counterfeits by Hedonic Benefits*

**Component  
Matrix<sup>a</sup>**

	Component
	1
X9	.672
X10	.719
X11	.782
X12	.526
X13	.856

Extraction Method:  
Principal Component  
Analysis.  
a. 1 components  
extracted.

**Reliability Statistics**

Cronbach's Alpha	N of Items
.750	5

- *The Impact of Materialism*

**Component Matrixa**

	Component
	1
X14	.137
X15	.011
X16	.681
X17	.841
X18	-.327
X19	.698
X20	.803
X21	-.405
X22	-.480
X23	-.288
X24	.367
X25	.634
X26	.708
X27	.702
X28	.073
X29	-.115
X30	.262
X31	-.279

Extraction Method:

Principal

Component

Analysis.

a. 1 components  
extracted.

**Reliability Statistics**

Cronbach's	
Alpha	N of Items
.587	18

- *Self-Image*

**Component Matrix<sup>a</sup>**

	Component
	1
X35	.402
X36	.109
X37	.401
X38	.600
X39	.185
X40	.605
X41	.566
X42	.667
X43	.456
X44	-.249
X45	.638
X46	.173
X47	.850
X48	-.002
X49	.898
X50	.645
X51	.248
X52	.543
X53	.748

Extraction Method:

Principal  
Component  
Analysis.

a. 1 components  
extracted.

**Reliability  
Statistics**

Cronbach's Alpha	N of Items
.789	19