



Lampiran 1: KUESIONER/ANGKET PENELITIAN

Kepada

Yth. Bapak/Ibu/Saudara/i Karyawan PT. Bank Pembangunan Daerah Sulawesi Tenggara

Cab. Punggaluku

Di – Tempat

Assalamualaikum Wr. Wb.

Saya adalah mahasiswa Strata Satu (S1) Program Studi Perbankan Syariah Fakultas Ekonomi dan Bisnis Islam Institut Agama Islam Negeri Kendari yang saat ini sedang melakukan penelitian dengan judul “Pengaruh Gaji, Bonus dan Insentif Terhadap Kinerja Karyawan (Studi Kasus PT. Bank Pembangunan Daerah Sulawesi Tenggara Cabang Punggaluku)”. Adapun penelitian ini merupakan syarat untuk kelulusan jenjang pendidikan Strata Satu (S1).

Berkaitan dengan hal tersebut, saya memohon bantuan kepada Bapak/Ibu/Saudara/i untuk bersedia mengisi kuesioner sesuai dengan pernyataan-pernyataan yang tertera berikut ini. Bantuan Bapak/ibu/saudara/i sangat berarti demi terselesaikannya penelitian ini.

Jawaban dan identitas responden akan terjamin kerahasiannya. Atas bantuan dan kesediaan Bapak/Ibu/Saudara/i dalam mengisi kuesioner ini, dengan kerendahan hati saya ucapkan terimakasih.

Peneliti



Winda Eka Saputri

DAFTAR PERTANYAAN DAN PERNYATAAN**Bagian 1****DATA RESPONDEN**

Mohon diisi semua pernyataan dibawah ini dengan memberi tanda (√) pada jawaban yang paling sesuai

Data Responden

Nama :

Usia :

Jenis Kelamin :

Tanggapan Responden

Tunjukkan tingkat kesetujuan Bapak/Ibu/Saudara/i Responden terhadap pernyataan berikut dengan memberi tanda (x) yang sesuai pada masing-masing pernyataan, dengan menggunakan skala yang diberikan dibawah ini.

KETERANGAN SKALA:**STS : Sangat Tidak Setuju****S : Setuju****TS : Tidak Setuju****SS : Sangat Setuju****N : Netral**

Lmpiran 2 : Item Pertanyaan

1. Gaji (X1)

| No | Pernyataan | STS 1 | TS 2 | N 3 | S 4 | SS 5 |
|-----------------------------------|---|----------|---------|--------|--------|---------|
| Indikator Kebutuhan | | | | | | |
| 1 | Gaji yang saya terima dapat memenuhi kehidupan sehari-hari | 1 | 2 | 3 | 4 | 5 |
| 2 | Menurut saya gaji dapat meningkatkan semangat kerja | 1 | 2 | 3 | 4 | 5 |
| Indikator Kinerja | | | | | | |
| 1 | Saya merasa perusahaan sudah memberikan gaji karyawan sesuai dengan standar yang berlaku | 1 | 2 | 3 | 4 | 5 |
| 2 | Gaji yang saya terima sudah memenuhi undang-undang No.13 Tahun 2003 tentang Ketenagakerjaan | 1 | 2 | 3 | 4 | 5 |
| Indikator Lama Kerja | | | | | | |
| 1 | Penigkatan gaji pokok dinilai dari lamanya karyawan bekerja | 1 | 2 | 3 | 4 | 5 |
| 2 | Dengan kerja yang semangat menurut saya gaji saya akan meningkat | 1 | 2 | 3 | 4 | 5 |
| Indikator Evaluasi Jabatan | | | | | | |
| 1 | Gaji yang saya terima sesuai dengan jabatan sekarang | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya menerima kenaikan gaji berdasarkan prestasi kerja dan tanggung jawab saya terhadap pekerjaan | 1 | 2 | 3 | 4 | 5 |
| Indikator Motivasi | | | | | | |
| 1 | Saya merasa bahwa motivasi dan semangat kerja terpacu dengan gaji yang saya terima | 1 | 2 | 3 | 4 | 5 |
| 2 | Gaji yang saya terima membuat saya termotivasi untuk lebih giat bekerja | 1 | 2 | 3 | 4 | 5 |

2. Bonus (X2)

| No | Pernyataan | STS 1 | TS 2 | N 3 | S 4 | SS 5 |
|---|--|----------|---------|--------|--------|---------|
| Indikator Prestasi Kerja | | | | | | |
| 1 | Prestasi kerja saya dihargai dengan bonus tahunan | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya mendapatkan bonus setiap saya mendapatkan pekerjaan tambahan | 1 | 2 | 3 | 4 | 5 |
| Indikator Keadilan & Kelayakan | | | | | | |
| 1 | Bonus yang diterima dengan adil oleh para karyawan | 1 | 2 | 3 | 4 | 5 |
| 2 | Bonus yang diterima sesuai dengan keinginan karyawan | 1 | 2 | 3 | 4 | 5 |
| Indikator Kebutuhan | | | | | | |
| 1 | Bonus yang saya terima sesuai dengan yang diharapkan | 1 | 2 | 3 | 4 | 5 |
| 2 | Dengan adanya pemberian bonus saya menjadi lebih bersemangat bekerja | 1 | 2 | 3 | 4 | 5 |
| Indikator Kinerja | | | | | | |
| 1 | Setiap pekerjaan saya melebihi target perusahaan tetap memberikan bonus atau tunjangan | 1 | 2 | 3 | 4 | 5 |
| 2 | Perusahaan tidak memberikan bonus setiap bulan | 1 | 2 | 3 | 4 | 5 |
| Indikator Kemandirian | | | | | | |
| 1 | Dengan adanya pemberian bonus yang sesuai saya mampu mengambil inisiatif dalam bekerja | 1 | 2 | 3 | 4 | 5 |
| 2 | Dengan begitu saya lebih semangat bekerja dan bisa bekerja secara mandiri dan bekerja sama dengan semua karyawan | 1 | 2 | 3 | 4 | 5 |

3. Insentif (X3)

| No | Pernyataan | STS 1 | TS 2 | N 3 | S 4 | SS 5 |
|---|---|----------|---------|--------|--------|---------|
| Indikator Kinerja | | | | | | |
| 1 | Pemberian insentif kepada saya sudah sesuai dengan peraturan perusahaan yang berlaku | 1 | 2 | 3 | 4 | 5 |
| 2 | Insentif yang saya terima sudah sesuai dengan target pekerjaan | 1 | 2 | 3 | 4 | 5 |
| Indikator Kebutuhan | | | | | | |
| 1 | Insentif yang saya terima membantu dan mendukung kebutuhan ekonomi keluarga | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya merasa dengan adanya insentif dapat meningkatkan semangat bekerja | 1 | 2 | 3 | 4 | 5 |
| Indikator Keadilan & Kelayakan | | | | | | |
| 1 | Insentif yang diberikan perusahaan sudah cukup layak | 1 | 2 | 3 | 4 | 5 |
| 2 | Menurut saya pemberian komisi yang diberikan manajemen perusahaan sudah cukup adil | 1 | 2 | 3 | 4 | 5 |
| Indikator Lama Kerja | | | | | | |
| 1 | Lama kerja karyawan mempengaruhi insentif yang diberikan | 1 | 2 | 3 | 4 | 5 |
| 2 | Biasanya perubahan insentif diberikan sesuai dengan lama bekerja | 1 | 2 | 3 | 4 | 5 |
| Indikator Fasilitas | | | | | | |
| 1 | Saya merasa fasilitas yang diberikan perusahaan sangat membantu dalam meningkatkan kinerja saya | 1 | 2 | 3 | 4 | 5 |
| 2 | Perusahaan menyediakan fasilitas jaminan kesehatan untuk seluruh karyawan | 1 | 2 | 3 | 4 | 5 |

4. Kinerja Karyawan (Y)

| No | Pernyataan | STS 1 | TS 2 | N 3 | S 4 | SS 5 |
|----------------------------------|--|----------|---------|--------|--------|---------|
| Indikator Ketepatan Waktu | | | | | | |
| 1 | Saya merasa dapat menyelesaikan tugas sesuai permintaan pimpinan | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya selalu mengerjakan tugas sesuai target | 1 | 2 | 3 | 4 | 5 |
| Indikator Prosedur Kerja | | | | | | |
| 1 | Karyawan mengerjakan tugas sesuai dengan prosedur yang telah diberikan | 1 | 2 | 3 | 4 | 5 |
| 2 | Memiliki kemampuan untuk bekerja dengan cektan, cepat dan tepat | 1 | 2 | 3 | 4 | 5 |
| Indikator Solidaritas | | | | | | |
| 1 | Ketersediaan untuk membantu rekan kerja yang sibuk dan sikap senang bekerja dalam tim | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya dan rekan kerja saya selalu saling membantu jika ada pekerjaan yang belum terselesaikan | 1 | 2 | 3 | 4 | 5 |
| Indikator Komitmen Kerja | | | | | | |
| 1 | Komitmen kerja saya mempengaruhi hasil kerja | 1 | 2 | 3 | 4 | 5 |
| 2 | Saya memegang erat komitmen kerja saya terhadap perusahaan | 1 | 2 | 3 | 4 | 5 |
| Indikator Kehadiran | | | | | | |
| 1 | Karyawan selalu datang lebih tepat waktu | 1 | 2 | 3 | 4 | 5 |
| 2 | Karyawan masuk dan pulang kerja sesuai dengan peraturan perusahaan | 1 | 2 | 3 | 4 | 5 |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|-----------|
| 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 5 | 4 | 46 |
| 5 | 4 | 5 | 5 | 5 | 4 | 4 | 4 | 4 | 4 | 44 |
| 4 | 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 32 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 5 | 5 | 5 | 4 | 5 | 4 | 5 | 4 | 5 | 4 | 46 |
| 3 | 4 | 4 | 4 | 5 | 4 | 5 | 3 | 4 | 3 | 39 |

| X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | Bonus |
|------|------|------|------|------|------|------|------|------|-------|-----------|
| 4 | 5 | 4 | 4 | 4 | 4 | 4 | 5 | 4 | 4 | 42 |
| 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 5 | 4 | 42 |
| 4 | 4 | 4 | 4 | 5 | 4 | 5 | 5 | 4 | 4 | 43 |
| 4 | 4 | 3 | 4 | 3 | 4 | 4 | 4 | 3 | 5 | 38 |
| 2 | 3 | 3 | 3 | 4 | 4 | 3 | 5 | 4 | 4 | 35 |
| 4 | 5 | 3 | 2 | 3 | 4 | 2 | 5 | 4 | 2 | 34 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 3 | 25 |
| 4 | 3 | 2 | 4 | 5 | 4 | 3 | 5 | 2 | 3 | 35 |
| 4 | 5 | 4 | 3 | 5 | 4 | 5 | 5 | 5 | 5 | 45 |
| 4 | 4 | 5 | 5 | 5 | 5 | 4 | 4 | 5 | 4 | 45 |
| 4 | 4 | 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 47 |
| 3 | 4 | 3 | 5 | 3 | 3 | 3 | 4 | 5 | 4 | 37 |
| 1 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 1 | 42 |
| 3 | 3 | 4 | 5 | 4 | 4 | 4 | 3 | 4 | 4 | 38 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 5 | 5 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 42 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 3 | 3 | 2 | 5 | 5 | 3 | 4 | 2 | 5 | 3 | 35 |
| 4 | 4 | 4 | 3 | 3 | 5 | 4 | 5 | 5 | 4 | 41 |
| 4 | 4 | 3 | 3 | 3 | 3 | 3 | 5 | 3 | 3 | 34 |
| 4 | 4 | 4 | 4 | 3 | 4 | 4 | 4 | 4 | 3 | 38 |
| 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 4 | 41 |
| 4 | 5 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 3 | 41 |
| 4 | 3 | 3 | 4 | 4 | 4 | 3 | 3 | 3 | 4 | 35 |
| 3 | 4 | 3 | 4 | 4 | 3 | 5 | 5 | 5 | 2 | 38 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 3 | 5 | 3 | 3 | 5 | 3 | 3 | 5 | 5 | 3 | 38 |
| 5 | 5 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 4 | 47 |
| 4 | 4 | 3 | 4 | 4 | 4 | 3 | 5 | 4 | 4 | 39 |
| 5 | 5 | 4 | 5 | 5 | 5 | 4 | 3 | 5 | 4 | 45 |
| 5 | 5 | 5 | 4 | 4 | 5 | 5 | 5 | 5 | 5 | 48 |

| | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|----|
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 4 | 4 | 3 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 38 |
| 5 | 4 | 4 | 5 | 5 | 4 | 5 | 4 | 5 | 5 | 46 |
| 4 | 4 | 4 | 4 | 3 | 5 | 4 | 5 | 5 | 4 | 42 |
| 4 | 4 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 46 |
| 5 | 5 | 5 | 4 | 5 | 5 | 5 | 4 | 5 | 5 | 48 |
| 4 | 5 | 5 | 5 | 5 | 5 | 4 | 4 | 3 | 5 | 45 |
| 3 | 3 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 31 |
| 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 40 |
| 4 | 3 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 4 | 38 |
| 3 | 2 | 4 | 3 | 3 | 4 | 2 | 4 | 3 | 2 | 30 |
| 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 30 |
| 5 | 5 | 5 | 5 | 4 | 5 | 5 | 5 | 5 | 4 | 48 |
| 4 | 5 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 42 |
| 3 | 3 | 3 | 3 | 3 | 4 | 3 | 3 | 3 | 4 | 32 |
| 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 5 | 50 |
| 4 | 4 | 4 | 4 | 5 | 4 | 4 | 4 | 3 | 4 | 40 |
| 5 | 4 | 3 | 4 | 4 | 5 | 4 | 4 | 4 | 4 | 41 |



Lampiran 4 : Hasil Analisis Data

Gambar Uji Validitas

Variabel Gaji

Correlations

| | | X1.1 | X1.2 | X1.3 | X1.4 | X1.5 | X1.6 | X1.7 | X1.8 | X1.9 | X1.10 | Gaji |
|-------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| X1.1 | Pearson Correlation | 1 | .757** | .739** | .485** | .458** | .531** | .385** | .621** | .474** | .405** | .772** |
| | Sig. (2-tailed) | | .000 | .000 | .001 | .002 | .000 | .009 | .000 | .001 | .006 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.2 | Pearson Correlation | .757** | 1 | .729** | .488** | .597** | .438** | .461** | .551** | .545** | .387** | .785** |
| | Sig. (2-tailed) | .000 | | .000 | .001 | .000 | .003 | .001 | .000 | .000 | .009 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.3 | Pearson Correlation | .739** | .729** | 1 | .362* | .535** | .368* | .362* | .426** | .406** | .336* | .693** |
| | Sig. (2-tailed) | .000 | .000 | | .015 | .000 | .013 | .015 | .004 | .006 | .024 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.4 | Pearson Correlation | .485** | .488** | .362* | 1 | .508** | .351* | .375** | .672** | .735** | .336* | .695** |
| | Sig. (2-tailed) | .001 | .001 | .015 | | .000 | .018 | .011 | .000 | .000 | .024 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.5 | Pearson Correlation | .458** | .597** | .535** | .508** | 1 | .431** | .406** | .453** | .690** | .533** | .757** |
| | Sig. (2-tailed) | .002 | .000 | .000 | .000 | | .003 | .006 | .002 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.6 | Pearson Correlation | .531** | .438** | .368* | .351* | .431** | 1 | .717** | .454** | .397** | .692** | .749** |
| | Sig. (2-tailed) | .000 | .003 | .013 | .018 | .003 | | .000 | .002 | .007 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.7 | Pearson Correlation | .385** | .461** | .362* | .375** | .406** | .717** | 1 | .386** | .453** | .674** | .728** |
| | Sig. (2-tailed) | .009 | .001 | .015 | .011 | .006 | .000 | | .009 | .002 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.8 | Pearson Correlation | .621** | .551** | .420** | .672** | .453** | .454** | .388** | 1 | .589** | .447** | .736** |
| | Sig. (2-tailed) | .000 | .000 | .004 | .000 | .002 | .002 | .009 | | .000 | .002 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.9 | Pearson Correlation | .474** | .545** | .406** | .735** | .690** | .397** | .453** | .589** | 1 | .452** | .785** |
| | Sig. (2-tailed) | .001 | .000 | .006 | .000 | .000 | .007 | .002 | .000 | | .002 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X1.10 | Pearson Correlation | .405** | .387** | .336* | .336* | .533** | .692** | .674** | .447** | .452** | 1 | .737** |
| | Sig. (2-tailed) | .006 | .009 | .024 | .024 | .000 | .000 | .000 | .002 | .002 | | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Gaji | Pearson Correlation | .772** | .785** | .693** | .695** | .757** | .749** | .728** | .736** | .765** | .737** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |

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

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

Variabel Bonus

Correlations

| | | X2.1 | X2.2 | X2.3 | X2.4 | X2.5 | X2.6 | X2.7 | X2.8 | X2.9 | X2.10 | Bonus |
|-------|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| X2.1 | Pearson Correlation | 1 | .460** | .448** | .283 | .201 | .446** | .260 | .210 | .160 | .632** | .597** |
| | Sig. (2-tailed) | | .001 | .002 | .059 | .185 | .002 | .084 | .166 | .294 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.2 | Pearson Correlation | .460** | 1 | .580** | .351* | .440** | .651** | .423** | .606** | .574** | .351* | .774** |
| | Sig. (2-tailed) | .001 | | .000 | .018 | .002 | .000 | .004 | .000 | .000 | .018 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.3 | Pearson Correlation | .448** | .580** | 1 | .559** | .459** | .753** | .681** | .414** | .574** | .464** | .843** |
| | Sig. (2-tailed) | .002 | .000 | | .000 | .001 | .000 | .000 | .005 | .000 | .001 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.4 | Pearson Correlation | .283 | .351* | .559** | 1 | .604** | .543** | .541** | .065 | .520** | .347* | .679** |
| | Sig. (2-tailed) | .059 | .018 | .000 | | .000 | .000 | .000 | .670 | .000 | .019 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.5 | Pearson Correlation | .201 | .440** | .459** | .604** | 1 | .515** | .521** | .303 | .492** | .259 | .674** |
| | Sig. (2-tailed) | .185 | .002 | .001 | .000 | | .000 | .000 | .043 | .001 | .086 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.6 | Pearson Correlation | .446** | .651** | .753** | .543** | .515** | 1 | .474** | .539** | .466** | .553** | .846** |
| | Sig. (2-tailed) | .002 | .000 | .000 | .000 | .000 | | .001 | .000 | .001 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.7 | Pearson Correlation | .260 | .423** | .681** | .541** | .521** | .474** | 1 | .276 | .558** | .348* | .713** |
| | Sig. (2-tailed) | .084 | .004 | .000 | .000 | .000 | .001 | | .067 | .000 | .019 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.8 | Pearson Correlation | .210 | .606** | .414** | .065 | .303 | .539** | .276 | 1 | .306* | .255 | .566** |
| | Sig. (2-tailed) | .166 | .000 | .005 | .670 | .043 | .000 | .067 | | .041 | .090 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.9 | Pearson Correlation | .160 | .574** | .574** | .520** | .492** | .466** | .558** | .306* | 1 | .247 | .687** |
| | Sig. (2-tailed) | .294 | .000 | .000 | .000 | .001 | .001 | .000 | .041 | | .101 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X2.10 | Pearson Correlation | .632** | .351* | .464** | .347* | .259 | .553** | .348* | .255 | .247 | 1 | .649** |
| | Sig. (2-tailed) | .000 | .018 | .001 | .019 | .086 | .000 | .019 | .090 | .101 | | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Bonus | Pearson Correlation | .597** | .774** | .843** | .679** | .674** | .846** | .713** | .566** | .687** | .649** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |

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

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

Variabel Insentif

Correlations

| | | Correlations | | | | | | | | | | |
|----------|---------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|----------|
| | | X3.1 | X3.2 | X3.3 | X3.4 | X3.5 | X3.6 | X3.7 | X3.8 | X3.9 | X3.10 | Insentif |
| X3.1 | Pearson Correlation | 1 | .233 | .735** | .454** | .427** | .513* | .455** | .352* | .546** | .277 | .691** |
| | Sig. (2-tailed) | | .124 | .000 | .002 | .003 | .000 | .002 | .018 | .000 | .066 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.2 | Pearson Correlation | .233 | 1 | .419** | .621** | .599** | .563** | .486** | .601** | .564** | .450** | .719** |
| | Sig. (2-tailed) | .124 | | .004 | .000 | .000 | .000 | .001 | .000 | .000 | .002 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.3 | Pearson Correlation | .735** | .419** | 1 | .454** | .377** | .369** | .470** | .380** | .393** | .194 | .659** |
| | Sig. (2-tailed) | .000 | .004 | | .002 | .011 | .013 | .001 | .010 | .008 | .201 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.4 | Pearson Correlation | .454** | .621** | .454** | 1 | .709** | .453** | .511** | .457** | .482** | .335* | .716** |
| | Sig. (2-tailed) | .002 | .000 | .002 | | .000 | .002 | .000 | .002 | .001 | .025 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.5 | Pearson Correlation | .427** | .599** | .377** | .709** | 1 | .693** | .666** | .704** | .702** | .498** | .835** |
| | Sig. (2-tailed) | .003 | .000 | .011 | .000 | | .000 | .000 | .000 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.6 | Pearson Correlation | .513* | .563** | .369** | .453** | .693** | 1 | .627** | .686** | .719** | .540** | .818** |
| | Sig. (2-tailed) | .000 | .000 | .013 | .002 | .000 | | .000 | .000 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.7 | Pearson Correlation | .455** | .486** | .470** | .511** | .666** | .627** | 1 | .803** | .667** | .615** | .803** |
| | Sig. (2-tailed) | .002 | .001 | .001 | .000 | .000 | .000 | | .000 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.8 | Pearson Correlation | .352* | .601** | .380** | .457** | .704** | .686** | .603** | 1 | .634** | .611** | .793** |
| | Sig. (2-tailed) | .018 | .000 | .010 | .002 | .000 | .000 | .000 | | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.9 | Pearson Correlation | .546** | .564** | .393** | .482** | .702** | .719** | .667** | .634** | 1 | .612** | .836** |
| | Sig. (2-tailed) | .000 | .000 | .008 | .001 | .000 | .000 | .000 | .000 | | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| X3.10 | Pearson Correlation | .277 | .450** | .194 | .335* | .498** | .540** | .615** | .611** | .612** | 1 | .666** |
| | Sig. (2-tailed) | .066 | .002 | .201 | .025 | .000 | .000 | .000 | .000 | .000 | | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Insentif | Pearson Correlation | .691** | .719** | .659** | .716** | .835** | .818** | .803** | .793** | .836** | .666** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |

** . Correlation is significant at the 0.01 level (2-tailed).
* . Correlation is significant at the 0.05 level (2-tailed).

Variabel Kinerja Karyawan

Log
Reliability
Title
Notes
Scale: ALL VARIABLES
Case Processing S
Reliability Statistics

Log
Correlations
Title
Notes
Correlations

Log
Reliability
Title
Notes
Scale: ALL VARIABLES
Case Processing S
Reliability Statistics

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Correlations

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Reliability
Title
Notes
Scale: ALL VARIABLES
Case Processing S
Reliability Statistics

Correlations

| | | Correlations | | | | | | | | | | Kinerja Karyawan |
|------------------|---------------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------------------|
| | | Y1.1 | Y1.2 | Y1.3 | Y1.4 | Y1.5 | Y1.6 | Y1.7 | Y1.8 | Y1.9 | Y1.10 | |
| Y1.1 | Pearson Correlation | 1 | .540** | .351* | .510** | .528** | .407** | .555** | .418** | .595** | .586** | .736** |
| | Sig. (2-tailed) | | .000 | .018 | .000 | .000 | .006 | .000 | .004 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.2 | Pearson Correlation | .540** | 1 | .448** | .520** | .575** | .645** | .578** | .435** | .468** | .596** | .765** |
| | Sig. (2-tailed) | .000 | | .002 | .000 | .000 | .000 | .000 | .003 | .001 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.3 | Pearson Correlation | .351* | .448** | 1 | .551** | .539** | .536** | .514** | .519** | .351* | .572** | .703** |
| | Sig. (2-tailed) | .018 | .002 | | .000 | .000 | .000 | .000 | .000 | .018 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.4 | Pearson Correlation | .510** | .520** | .551** | 1 | .587** | .584** | .835** | .585** | .469** | .536** | .806** |
| | Sig. (2-tailed) | .000 | .000 | .000 | | .000 | .000 | .000 | .000 | .001 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.5 | Pearson Correlation | .628** | .575** | .539** | .587** | 1 | .480** | .516** | .400** | .374** | .604** | .737** |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | | .001 | .000 | .006 | .011 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.6 | Pearson Correlation | .407** | .645** | .535** | .584** | .480** | 1 | .538** | .587** | .499** | .450** | .739** |
| | Sig. (2-tailed) | .006 | .000 | .000 | .000 | .001 | | .000 | .000 | .000 | .002 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.7 | Pearson Correlation | .555** | .578** | .514** | .835** | .516** | .538** | 1 | .466** | .519** | .562** | .801** |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .000 | | .001 | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.8 | Pearson Correlation | .418** | .435** | .519** | .585** | .400** | .587** | .466** | 1 | .803** | .602** | .739** |
| | Sig. (2-tailed) | .004 | .003 | .000 | .000 | .006 | .000 | .001 | | .000 | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.9 | Pearson Correlation | .596** | .468** | .351* | .499** | .374** | .499** | .519** | .803** | 1 | .586** | .732** |
| | Sig. (2-tailed) | .000 | .001 | .018 | .001 | .011 | .000 | .000 | .000 | | .000 | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Y1.10 | Pearson Correlation | .586** | .596** | .572** | .536** | .604** | .450** | .582** | .602** | .586** | 1 | .815** |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .002 | .000 | .000 | .000 | | .000 |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |
| Kinerja Karyawan | Pearson Correlation | .736** | .765** | .703** | .806** | .737** | .739** | .801** | .739** | .732** | .815** | 1 |
| | Sig. (2-tailed) | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | .000 | |
| | N | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 | 45 |

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

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

Gambar Uji Reabilitas

Variabel Gaji

RELIABILITY
 /VARIABLES=X11 X12 X13 X14 X15 X16 X17 X18 X19 X10
 /SCALE('ALL VARIABLES') ALL
 /MODEL=ALPHA.

Reliability

Scale: ALL VARIABLES

Case Processing Summary

| | | N | % |
|-------|-----------------------|----|-------|
| Cases | Valid | 45 | 100.0 |
| | Excluded ^a | 0 | .0 |
| Total | | 45 | 100.0 |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .907 | 10 |

Variabel Bonus

RELIABILITY
 /VARIABLES=X21 X22 X23 X24 X25 X26 X27 X28 X29 X210
 /SCALE('ALL VARIABLES') ALL
 /MODEL=ALPHA.

Reliability

Scale: ALL VARIABLES

Case Processing Summary

| | | N | % |
|-------|-----------------------|----|-------|
| Cases | Valid | 45 | 100.0 |
| | Excluded ^a | 0 | .0 |
| Total | | 45 | 100.0 |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| .885 | 10 |

Variabel Insentif

RELIABILITY
 /VARIABLES=X31 X32 X33 X34 X35 X36 X37 X38 X39 X310
 /SCALE('ALL VARIABLES') ALL
 /MODEL=ALPHA.

Reliability

Scale: ALL VARIABLES

Case Processing Summary

| Cases | Valid | N | |
|--------------|-----------------------|--------------|----|
| | | Valid | % |
| | 45 | 100.0 | |
| | Excluded ^a | 0 | .0 |
| Total | 45 | 100.0 | |

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

Reliability Statistics

| Cronbach's Alpha | N of Items |
|------------------|------------|
| | |

Variabel Kinerja Karyawan

RELIABILITY
 /VARIABLES=Y11 Y12 Y13 Y14 Y15 Y16 Y17 Y18 Y19 Y110
 /SCALE('ALL VARIABLES') ALL
 /MODEL=ALPHA.

Reliability

Scale: ALL VARIABLES

Case Processing Summary

| Cases | Valid | N | |
|--------------|-----------------------|--------------|----|
| | | Valid | % |
| | 45 | 100.0 | |
| | Excluded ^a | 0 | .0 |
| Total | 45 | 100.0 | |

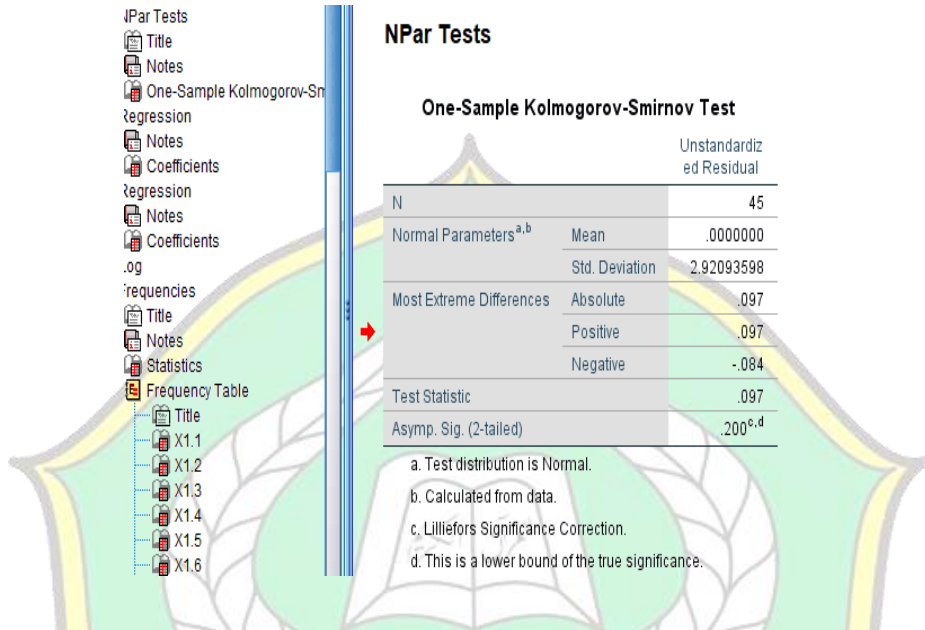
a. Listwise deletion based on all variables in the procedure.

Reliability Statistics

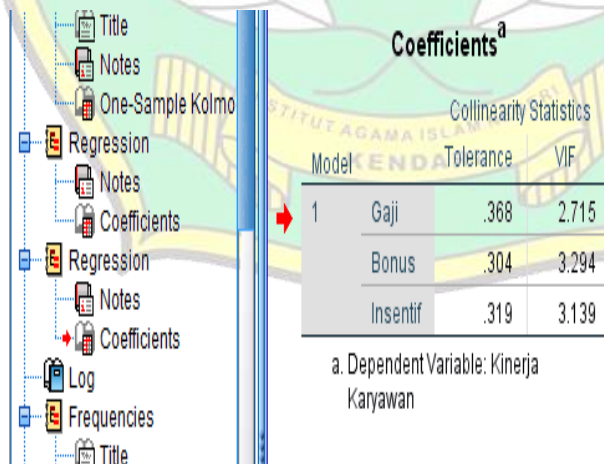
| Cronbach's Alpha | N of Items |
|------------------|------------|
| | |

Gambar Uji Asumsi Klasik

Uji Normalitas



Uji Multikolinieritas



Uji Heteroskedasitas

SPSS Output Tree:

- NPar Tests
 - Title
 - Notes
 - One-Sample Kolmo
- Regression
 - Notes
 - Coefficients
- Regression
 - Notes
 - Coefficients
- Log
- Frequencies
 - Title

| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 4.968 | 2.134 | | 2.328 | .025 |
| | Gaji | .015 | .080 | .046 | .182 | .857 |
| | Bonus | -.063 | .089 | -.196 | -.710 | .482 |
| | Insentif | -.021 | .082 | -.068 | -.253 | .801 |

a. Dependent Variable: absres

Uji Koefisien Determinasi

SPSS Output Tree:

- Output
 - Log
 - Regression
 - Title
 - Notes
 - Variables Entered/Removed
 - Model Summary
 - ANOVA
 - Coefficients
 - Residuals Statistics

| Model | R | R Square | Adjusted R Square | Std. Error of the Estimate | Durbin-Watson |
|-------|-------------------|----------|-------------------|----------------------------|---------------|
| 1 | .858 ^a | .735 | .716 | 3.02591 | 1.998 |

a. Predictors: (Constant), Insentif, Gaji, Bonus

b. Dependent Variable: Kinerja Karyawan

Analisis Regresi Linear Berganda

SPSS Output Tree:

- Output
 - Log
 - Regression
 - Title
 - Notes
 - Variables Entered/Removed
 - Model Summary
 - ANOVA
 - Coefficients
 - Residuals Statistics
 - Charts
 - Title
 - *zresid Histogram
 - *zresid Normal

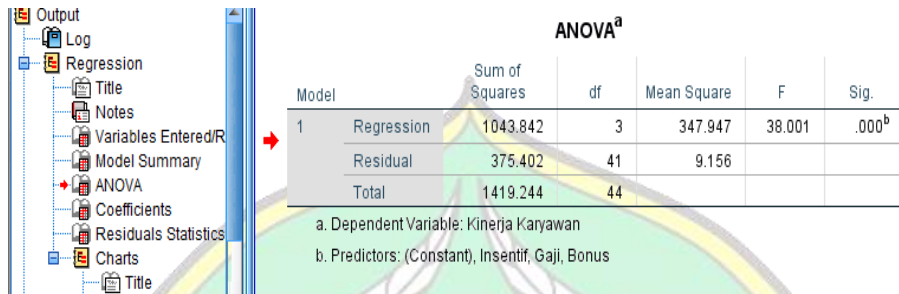
| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 6.437 | 3.337 | | 1.929 | .061 |
| | Gaji | .266 | .126 | .280 | 2.116 | .040 |
| | Bonus | .293 | .140 | .305 | 2.093 | .043 |
| | Insentif | .314 | .129 | .347 | 2.438 | .019 |

a. Dependent Variable: Kinerja Karyawan

Gambar Uji Hipotesis

Uji F dan Uji T

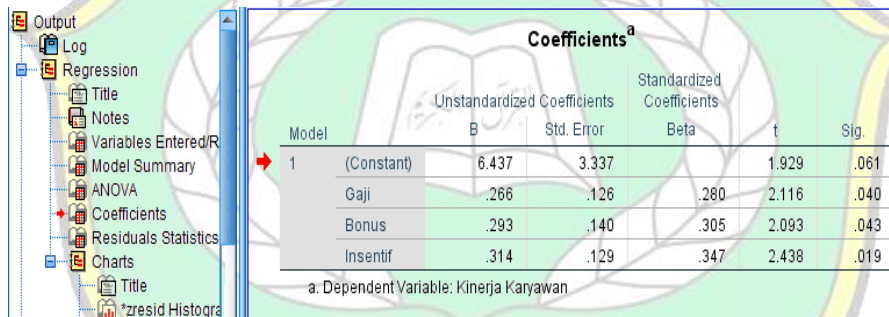
Uji F



| Model | | Sum of Squares | df | Mean Square | F | Sig. |
|-------|------------|----------------|----|-------------|--------|-------------------|
| 1 | Regression | 1043.842 | 3 | 347.947 | 38.001 | .000 ^b |
| | Residual | 375.402 | 41 | 9.156 | | |
| | Total | 1419.244 | 44 | | | |

a. Dependent Variable: Kinerja Karyawan
b. Predictors: (Constant), Insentif, Gaji, Bonus

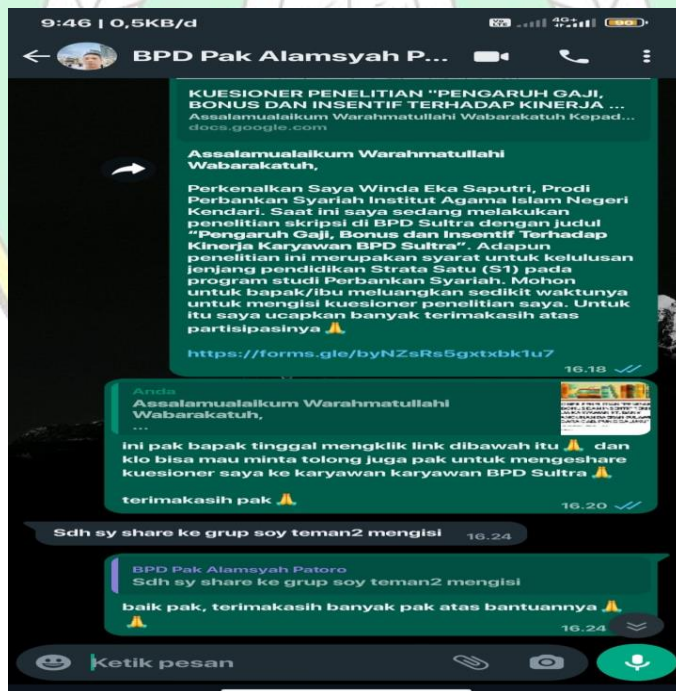
Uji T

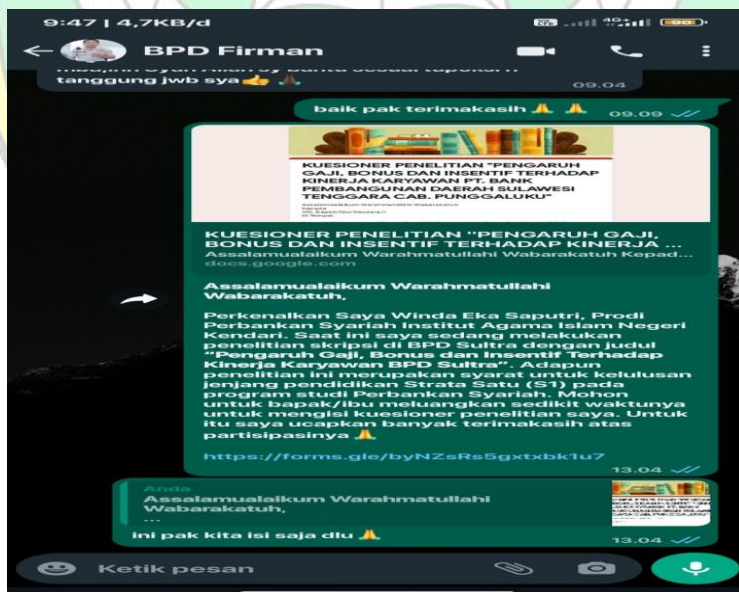
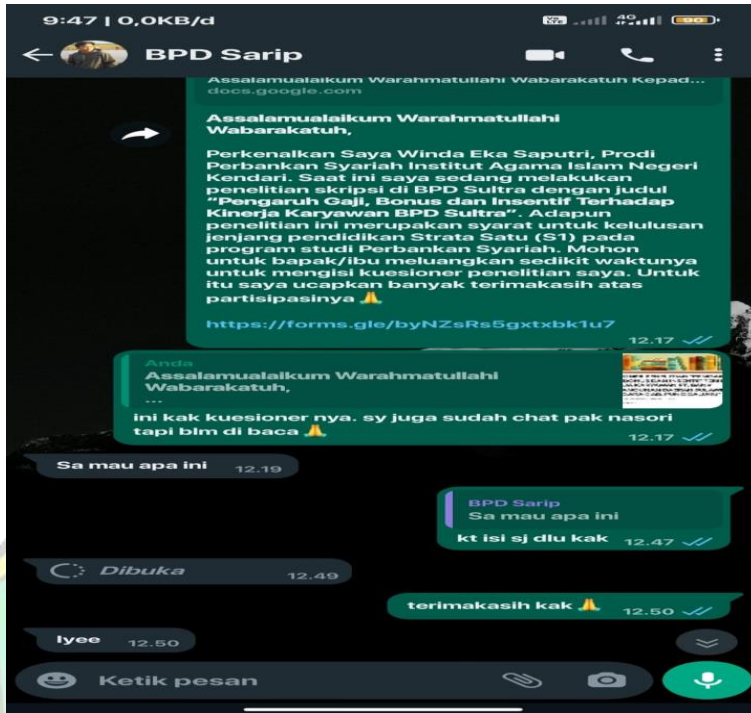


| Model | | Unstandardized Coefficients | | Standardized Coefficients | t | Sig. |
|-------|------------|-----------------------------|------------|---------------------------|-------|------|
| | | B | Std. Error | Beta | | |
| 1 | (Constant) | 6.437 | 3.337 | | 1.929 | .061 |
| | Gaji | .266 | .126 | .280 | 2.116 | .040 |
| | Bonus | .293 | .140 | .305 | 2.093 | .043 |
| | Insentif | .314 | .129 | .347 | 2.438 | .019 |

a. Dependent Variable: Kinerja Karyawan

LAMPIRAN DOKUMENTASI





SURAT IZIN PENELITIAN



PEMERINTAH PROVINSI SULAWESI TENGGARA
BADAN RISET DAN INOVASI DAERAH
 Alamat : Jl. Mayjerid S. Parman No. 03 Kendari 93121
 Website : <https://brida.sultra prov.go.id> Email : bridaprov.sultra@gmail.com

Kendari, 14 November 2023

Nomor : 070/4683/×1/2023
 Lampiran :
 Perihal : Izin Penelitian

Yth. Direktur PT. Bank Sultra Cabang Punggaluku
 di –
Tempat

Berdasarkan Surat Dekan FEBI IAIN Kendari Nomor : 740/In.23/FE.1/TL.00/10/2023 tanggal, 09 November 2023 perihal tersebut, dengan ini menerangkan bahwa Mahasiswa atas nama :

Nama : WINDA EKA SAPUTRI
 NIM : 2020050102022
 Prog. Studi : Perbankan Syariah
 Pekerjaan : Mahasiswa
 Lokasi Penelitian : PT. Bank Sultra cabang Punggaluku

bermaksud untuk melakukan Penelitian/Pengambilan Data pada wilayah sesuai Lokasi penelitiannya, dalam rangka penyusunan Skripsi, dengan judul, "Pengaruh Gaji, Bonus dan Insentif Terhadap Kinerja Karyawan (Studi Kasus PT. Bank Pembangunan Daerah Sulawesi Tenggara Cabang Punggaluku)".
 Yang akan dilaksanakan dari tanggal : 14 November 2023 sampai selesai.

Sehubungan dengan hal tersebut, pada prinsipnya menyetujui pelaksanaan penelitian dimaksud dengan ketentuan sebagai berikut:

1. Senantiasa menjaga keamanan dan ketertiban serta mentaati perundang-undangan yang berlaku.
2. Badan Riset dan Inovasi Daerah Provinsi Sulawesi Tenggara hanya menerbitkan izin penelitian sekali untuk setiap penelitian
3. Menyerahkan 1 (satu) rangkap copy hasil penelitian kepada Gubernur Sulawesi Tenggara
 Cq. Kepala Badan Riset dan Inovasi Daerah Provinsi Sulawesi Tenggara.
4. Surat izin akan dibatalkan dan dinyatakan tidak berlaku apabila di salah gunakan.

Demikian surat Izin Penelitian ini diberikan untuk digunakan sebagaimana mestinya.

KEPALA BADAN RISET DAN INOVASI DAERAH



Dra/Hj. ISMA, M.Si
 Pembina Utama Madya, Gol. IV/d
 Nip. 196603061996032016

Tembusan:

1. Gubernur Sulawesi Tenggara (sebagai laporan) di Kendari;
2. Dekan FEBI IAIN Kendari di Kendari;
3. Ketua Prodi Perbankan Syariah FEBI IAIN Kendari di Kendari;
4. Yang Berangkutan.;

BIODATA PENULIS**1. Identitas Diri**

- a. Nama : Winda Eka Saputri
- b. NIM : 2020050102022
- c. Tempat, Tanggal Lahir : Kendari, 19 November 2001
- d. Agama : Islam
- e. Jenis Kelamin : Perempuan
- f. Anak ke : 1 (satu)
- g. Alamat Asal : Desa Lambodi Jaya, Kec. Lalembuu,
Kab. Konawe Selatan, Prov. Sulawesi
Tenggara
- h. Hobi : Menulis
- i. Email : windaekasaputri019@gmail.com

2. Data Keluarga

a. Nama Orang Tua

1. Ayah : Mariman

2. Ibu : Reni Widyawati

b. Saudara Kandung

: Rahmat Wahyu Aji

Welia Adeeva Myesha

3. Riwayat Pendidikan

a. TK : TKN Tunas Harapan

b. SD/MI : SDN 1 Lalembuu

c. SMP/MTS : SMPN 46 Konawe Selatan

d. SMK/SMA/MAN : SMKN 4 Konawe Selatan

