

## DAFTAR TABEL

Tabel I. 1 Ekspor Alas Kaki menurut Negara Tujuan Utama, 2012-2017 .....	2
Tabel I. 2 Rata-Rata Pengeluaran per Kapita Sebulan Menurut Kelompok Barang (rupiah), 2013-2018.....	3
Tabel I. 3 Daftar Produsen Alas Kaki di Jawa Barat .....	5
Tabel I. 4 Daftar Harga Produk.....	7
Tabel III. 1 Identifikasi Kebutuhan Data .....	31
Tabel IV. 1 Daftar Pertanyaan Model bisnis Saat Ini Home Industry Linda Shoes.....	38
Tabel IV. 2 Perbandingan Harga.....	41
Tabel IV. 3 SDM Bagian Produksi .....	43
Tabel IV. 4 Mesin Produksi .....	44
Tabel IV. 5 Biaya Produksi.....	47
Tabel IV. 6 Gaji Pekerja Home Industry Linda Shoes.....	47
Tabel IV. 7 Biaya Maintanance Cost .....	47
Tabel IV. 8 Biaya Investasi Awal .....	48
Tabel IV. 9 Customer Segmen Saat Ini Home Industry Linda Shoes.....	49
Tabel IV. 10 Value Proposition Saat Ini Home Industry Linda Shoes .....	49
Tabel IV. 11 Channels Saat Ini Home Industry Linda Shoes .....	50
Tabel IV. 12 Customer Relationships Saat Ini Home Industry Linda Shoes .....	50
Tabel IV. 13 Revenue Saat Ini Home Industry Linda Shoes .....	51
Tabel IV. 14 Key Activities Saat Ini Home Industry Linda Shoes .....	51
Tabel IV. 15 Key Resources Saat Ini Home Industry Linda Shoes .....	52
Tabel IV. 16 Key Partnerships Saat Ini Home Industry Linda Shoes.....	53
Tabel IV. 17 Cost Structure Saat Ini Home Industry Linda Shoes .....	53
Tabel IV. 18 Model Bisnis Kanvas Eksisting Home Industry Linda Shoes .....	54
Tabel IV. 19 Market Forces .....	68
Tabel IV. 20 Market Forces .....	69
Tabel IV. 21 Industry Forces .....	69
Tabel IV. 22 Key Trends.....	70
Tabel IV. 23 Macro Economic Froces .....	70

Tabel IV. 24 Konfirmasi SWOT I.....	73
Tabel IV. 25 Konfirmasi SWOT II .....	74
Tabel IV. 26 Konfirmasi SWOT III.....	74
Tabel IV. 27 Konfirmasi SWOT IV.....	75
Tabel IV. 28 Analisis SWOT Home Industry Linda Shoes .....	76
Tabel IV. 29 Analisis SWOT Home Industry Linda Shoes .....	77
Tabel IV. 30 Analisis SWOT Home Industry Linda Shoes .....	78
<i>Tabel IV. 31 Analisis SWOT Home Industry Linda Shoes .....</i>	<i>79</i>
<i>Tabel IV. 32 Analisis SWOT Home Industry Linda Shoes .....</i>	<i>80</i>
Tabel IV. 33 Perhitungan SWOT Variabel Proposisi Nilai .....	81
Tabel IV. 34 Perhitungan SWOT Variabel Proposisi Nilai .....	82
Tabel IV. 35 Perhitungan SWOT Variabel Biaya dan Pendapatan.....	82
Tabel IV. 36 Perhitungan SWOT Variabel Biaya dan Pendapatan.....	83
Tabel IV. 37 Perhitungan SWOT Variabel Hubungan Pelanggan.....	84
Tabel IV. 38 Perhitungan SWOT Variabel Infrastruktur .....	85
Tabel IV. 38 Perhitungan SWOT Variabel Infrastruktur .....	86
Tabel V. 1 Indikator SWOT dan Skor pada Variabel Value Propositions.....	88
Tabel V. 2 Strategi Usulan Variabel Value Propositions.....	89
Tabel V. 2 Strategi Usulan Variabel Value Propositions.....	90
Tabel V. 3 Indikator SWOT dan Skor pada Variabel Hubungan Pelanggan .....	91
Tabel V. 4 Strategi Usulan Variabel Hubungan Pelanggan .....	92
Tabel V. 4 Strategi Usulan Variabel Hubungan Pelanggan .....	93
Tabel V. 5 Indikator SWOT dan Skor pada Variabel Biaya dan Pendapatan.....	95
Tabel V. 6 Strategi Usulan Variabel Biaya dan Pendapatan.....	96
Tabel V. 7 Indikator SWOT dan Skor pada Variabel Infrastruktur .....	98
Tabel V. 8 Strategi Usulan Variabel Infrastruktur .....	99
Tabel V. 8 Strategi Usulan Variabel Infrastruktur .....	100
Tabel V. 9 Pain Relievers Segmen Pelanggan Individu.....	103
Tabel V. 10 Gain Creators Segmen Pelanggan Individu .....	103
Tabel V. 11 Pain Relievers Segmen Pelanggan Bisnis .....	105
Tabel V. 12 Gain Creators Segmen Pelanggan Bisnis .....	105

Tabel V. 13 Blok Customer Segments Usulan Home Industry Linda Shoes.....	110
Tabel V. 14 Blok Value Propositions Usulan Home Industry Linda Shoes .....	111
Tabel V. 15 Blok Channels Usulan Home Industry Linda Shoes .....	112
Tabel V. 16 Blok Customer Relationships Usulan Home Industry Linda Shoes .....	112
Tabel V. 16 Blok Customer Relationships Usulan Home Industry Linda Shoes .....	113
Tabel V. 17 Blok Revenue Streams Usulan Home Industry Linda Shoes .....	113
Tabel V. 18 Blok Key Activities Usulan Home Industry Linda Shoes.....	114
Tabel V. 19 Blok Key Resources Usulan Home Industry Linda Shoes.....	115
Tabel V. 20 Blok Key Partnerships Usulan Home Industry Linda Shoes .....	116
Tabel V. 21 Blok Cost Structures Usulan Home Industry Linda Shoes .....	116
Tabel V. 22 Perancangan Model Bisnis Kanvas Usulan Home Industry Linda Shoes .....	117