

The SAS System**The REG Procedure**

Number of Observations Read	100
Number of Observations Used	100

Descriptive Statistics						
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label
Intercept	100.00000	1.00000	100.00000	0	0	Intercept
X1	351.50000	3.51500	1408.21000	1.74432	1.32073	X1 - Delivery speed
X2	236.40000	2.36400	700.38000	1.42960	1.19566	X2 - Price level
X3	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility
X4	524.80000	5.24800	2880.88000	1.28010	1.13141	X4 - Manufacturers image
X5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service
X6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce image
X7	697.10000	6.97100	5108.27000	2.51299	1.58524	X7 - Product quality
X9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level

Correlation									
Variable	Label	X1	X2	X3	X4	X5	X6	X7	X9
X1	X1 - Delivery speed	1.0000	-0.3492	0.5093	0.0504	0.6119	0.0771	-0.4826	0.6765
X2	X2 - Price level	-0.3492	1.0000	-0.4872	0.2722	0.5130	0.1862	0.4697	0.0819
X3	X3 - Price flexibility	0.5093	-0.4872	1.0000	-0.1161	0.0666	-0.0343	-0.4481	0.5590
X4	X4 - Manufacturers image	0.0504	0.2722	-0.1161	1.0000	0.2987	0.7882	0.2000	0.2242
X5	X5 - Service	0.6119	0.5130	0.0666	0.2987	1.0000	0.2408	-0.0552	0.7007
X6	X6 - Salesforce image	0.0771	0.1862	-0.0343	0.7882	0.2408	1.0000	0.1773	0.2561
X7	X7 - Product quality	-0.4826	0.4697	-0.4481	0.2000	-0.0552	0.1773	1.0000	-0.1925
X9	X9 - Usage level	0.6765	0.0819	0.5590	0.2242	0.7007	0.2561	-0.1925	1.0000

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Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	7	6198.67682	885.52526	45.25	<.0001
Error	92	1800.32318	19.56873		
Corrected Total	99	7999.00000			

Root MSE	4.42366	R-Square	0.7749
Dependent Mean	46.10000	Adj R-Sq	0.7578
Coeff Var	9.59578		

Parameter Estimates									
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation
Intercept	Intercept	1	-10.18687	4.97678	-2.05	0.0435	0	.	0
X1	X1 - Delivery speed	1	-0.05758	2.01266	-0.03	0.9772	-0.00846	0.02797	35.74681
X2	X2 - Price level	1	-0.69691	2.09017	-0.33	0.7396	-0.09270	0.03165	31.59738
X3	X3 - Price flexibility	1	3.36822	0.41123	8.19	<.0001	0.51954	0.60801	1.64472
X4	X4 - Manufacturers image	1	-0.04220	0.66681	-0.06	0.9497	-0.00531	0.34729	2.87947
X5	X5 - Service	1	8.36914	3.91815	2.14	0.0353	0.69947	0.02281	43.83423
X6	X6 - Salesforce image	1	1.28067	0.94717	1.35	0.1797	0.10983	0.37079	2.69694
X7	X7 - Product quality	1	0.56693	0.35543	1.60	0.1141	0.09998	0.62262	1.60610

The SAS System

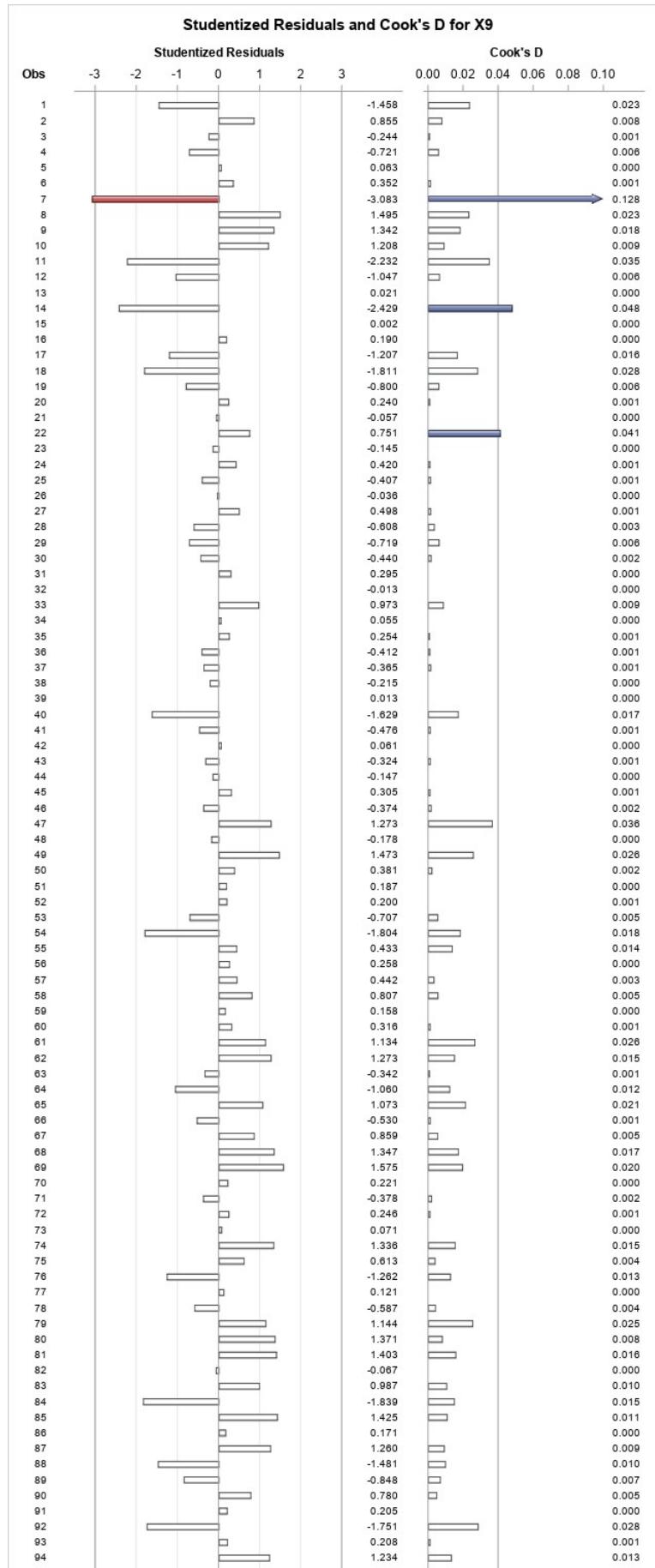
The REG Procedure

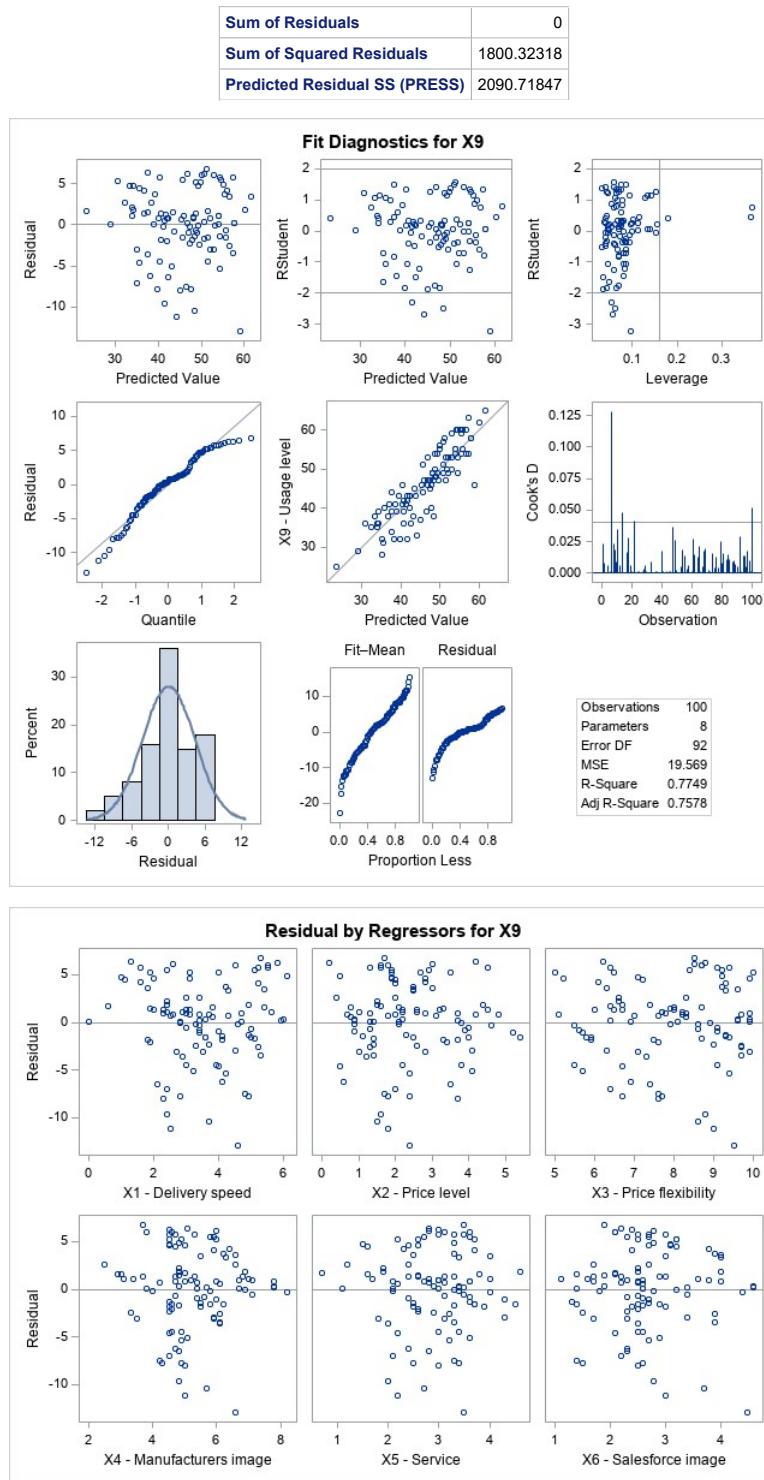
Model: MODEL1

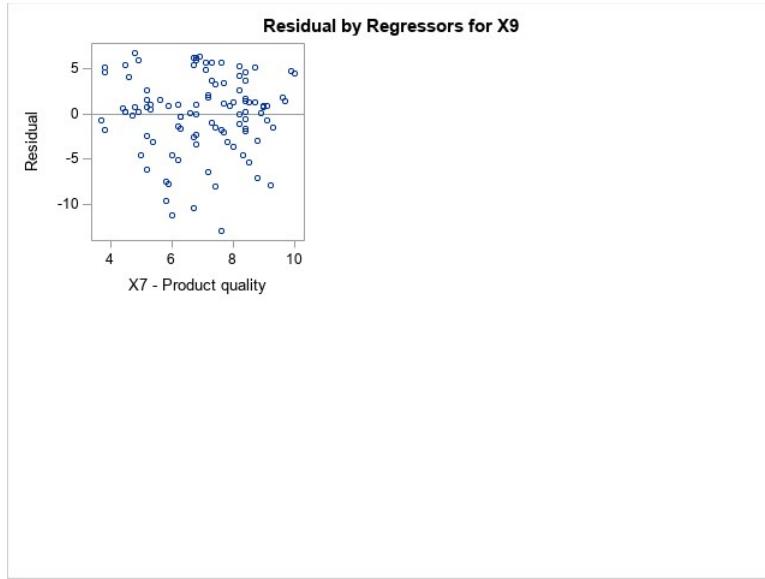
Dependent Variable: X9 X9 - Usage level

Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Output Statistics												DFBETAS						
				Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS						Intercept	X1	X2	X3	X4	X5
1	32	38.1808	1.2592	-6.1808	4.241	-1.458	0.023	-1.4666	0.0810	0.9851	-0.4355	-0.3274	0.1401	0.2063	0.3001	0.0291	-0.1559	-0.00				
2	43	39.3678	1.2322	3.6322	4.249	0.855	0.008	0.8537	0.0776	1.1100	0.2476	0.0549	-0.1102	-0.0981	-0.0632	-0.0406	0.0927	0.13				
3	48	49.0331	1.3005	-1.0331	4.228	-0.244	0.001	-0.2431	0.0864	1.1884	-0.0748	-0.0001	-0.0109	-0.0162	0.0216	-0.0112	0.0056	0.01				
4	32	35.0582	1.2648	-3.0582	4.239	-0.721	0.006	-0.7196	0.0817	1.1358	-0.2147	-0.0209	0.0033	0.0296	0.0488	-0.1337	0.0044	0.11				
5	58	57.7435	1.6552	0.2565	4.102	0.063	0.000	0.0622	0.1400	1.2686	0.0251	-0.0041	0.0059	0.0039	0.0004	0.0061	-0.0053	0.00				
6	45	43.5026	1.2181	1.4974	4.253	0.352	0.001	0.3504	0.0758	1.1682	0.1004	-0.0397	-0.0152	-0.0074	0.0435	0.0174	0.0107	-0.04				
7	46	58.9589	1.3793	-12.9589	4.203	-3.083	0.128	-3.2382	0.0972	0.5052	-1.0626	0.5007	-0.0439	-0.0360	-0.3637	0.3362	0.0204	-0.73				
8	44	37.6419	1.2218	6.3581	4.252	1.495	0.023	1.5057	0.0763	0.9704	0.4327	0.1861	-0.1212	-0.0293	-0.0413	0.0365	0.0765	-0.08				
9	63	57.2870	1.2066	5.7130	4.256	1.342	0.018	1.3483	0.0744	1.0065	0.3823	-0.1422	0.0522	-0.0014	0.0650	-0.1818	-0.0054	0.15				
10	54	48.7801	0.9552	5.2199	4.319	1.208	0.009	1.2116	0.0466	1.0072	0.2679	-0.0424	0.0755	0.0508	-0.1058	-0.0093	-0.0428	0.03				
11	32	41.6100	1.0164	-9.6100	4.305	-2.232	0.035	-2.2826	0.0528	0.7380	-0.5389	-0.1569	0.1603	0.0917	-0.1665	0.1441	-0.0795	-0.20				
12	47	51.5267	0.9304	-4.5267	4.325	-1.047	0.006	-1.0473	0.0442	1.0375	-0.2253	0.1200	-0.0174	-0.0090	-0.1126	0.0657	0.0076	-0.01				
13	39	38.9084	0.9698	0.0916	4.316	0.021	0.000	0.0211	0.0481	1.1464	0.0047	0.0017	-0.0015	-0.0016	0.0001	0.0002	0.0013	-0.00				
14	38	48.4145	1.0908	-10.4145	4.287	-2.429	0.048	-2.4975	0.0608	0.6837	-0.6355	-0.0589	0.3120	0.3315	-0.0151	0.2668	-0.2999	-0.43				
15	54	53.9915	1.4025	0.008524	4.195	0.002	0.000	0.002021	0.1005	1.2133	0.0007	-0.0004	0.0000	0.0000	0.0003	0.0005	-0.0000	0.00				
16	49	48.1920	1.2084	0.8080	4.255	0.190	0.000	0.1889	0.0746	1.1757	0.0536	-0.0009	-0.0047	0.0026	0.0281	0.0198	0.0001	-0.02				
17	38	43.1130	1.2733	-5.1130	4.236	-1.207	0.016	-1.2100	0.0828	1.0473	-0.3637	-0.2025	-0.0509	-0.0810	0.1891	0.1188	0.0435	-0.11				
18	40	47.7514	1.1195	-7.7514	4.280	-1.811	0.028	-1.8343	0.0640	0.8721	-0.4798	-0.1510	0.0931	0.1522	0.1732	-0.0638	-0.1489	0.25				
19	54	57.4145	1.1669	-3.4145	4.267	-0.800	0.006	-0.7986	0.0696	1.1092	-0.2184	0.0945	-0.0417	-0.0192	-0.0570	0.0469	0.0286	-0.11				
20	55	53.9915	1.4025	1.0085	4.195	0.240	0.001	0.2392	0.1005	1.2073	0.0799	-0.0441	0.0056	0.0003	0.0332	0.0625	-0.0048	0.00				
21	41	41.2459	0.8856	-0.2459	4.334	-0.057	0.000	-0.0564	0.0401	1.1366	-0.0115	-0.0038	0.0039	0.0046	-0.0007	0.0012	-0.0034	0.00				
22	35	32.3575	2.6816	2.6425	3.518	0.751	0.041	0.7493	0.3675	1.6426	0.5711	0.0989	0.4704	0.4561	-0.0095	-0.1094	-0.4887	0.06				
23	55	55.6125	1.3575	-0.6125	4.210	-0.145	0.000	-0.1447	0.0942	1.2026	-0.0467	0.0345	-0.0049	-0.0115	-0.0319	-0.0219	0.0073	0.01				
24	36	34.1791	0.8852	1.8209	4.334	0.420	0.001	0.4182	0.0400	1.1196	0.0854	0.0555	-0.0122	-0.0184	-0.0437	-0.0112	0.0067	0.01				
25	49	50.7470	1.0798	-1.7470	4.290	-0.407	0.001	-0.4054	0.0596	1.1439	-0.1020	-0.0519	0.0213	0.0243	0.0227	0.0219	-0.0256	-0.02				
26	49	49.1545	0.9382	-0.1545	4.323	-0.036	0.000	-0.0355	0.0450	1.1426	-0.0077	-0.0032	0.0011	0.0013	0.0025	-0.0018	-0.0014	0.00				
27	36	33.8422	0.9069	2.1578	4.330	0.498	0.001	0.4963	0.0420	1.1149	0.1040	0.0693	-0.0145	-0.0226	-0.0566	-0.0137	0.0084	0.01				
28	54	56.5964	1.1556	-2.5964	4.270	-0.608	0.003	-0.6059	0.0682	1.1342	-0.1640	0.0662	-0.0291	-0.0125	-0.0424	0.0340	0.0209	-0.08				
29	49	52.0408	1.3031	-3.0408	4.227	-0.719	0.006	-0.7174	0.0868	1.1423	-0.2211	0.0144	-0.0073	-0.0460	-0.1339	0.0632	0.0184	0.00				
30	46	47.8828	1.1051	-1.8828	4.283	-0.440	0.002	-0.4376	0.0624	1.1446	-0.1129	-0.0166	-0.0065	0.0033	0.0672	0.0297	-0.0090	0.00				
31	43	41.7178	0.8599	1.2822	4.339	0.295	0.000	0.2940	0.0378	1.1256	0.0583	0.0264	-0.0070	-0.0088	-0.0383	-0.0231	0.0097	0.02				
32	53	53.0548	1.2586	-0.0548	4.241	-0.013	0.000	-0.0129	0.0809	1.1875	-0.0038	0.0026	-0.0003	-0.0009	-0.0025	-0.0020	0.0005	0.00				
33	60	55.8427	1.1481	4.1573	4.272	0.973	0.009	0.9729	0.0674	1.0772	0.2614	-0.0174	-0.0537	-0.0532	0.0425	0.1334	0.0647	-0.12				
34	47	46.7634	0.9451	0.2366	4.322	0.055	0.000	0.0545	0.0456	1.1433	0.0119	0.0006	0.0024	0.0023	-0.0045	-0.0046	-0.0016	0.00				
35	35	33.9211	1.2199	1.0789	4.252	0.254	0.001	0.2524	0.0761	1.1746	0.0724	0.0393	-0.0241	-0.0251	-0.0093	0.0009	0.0196	-0.02				
36	39	40.7666	0.8768	-1.7866	4.336	-0.412	0.001	-0.4102	0.0393	1.1193	-0.0829	-0.0142	0.0049	-0.0124	-0.0220	0.0284	0.0053	-0.01				
37	44	45.5491	1.2332	-1.5491	4.248	-0.365	0.001	-0.3629	0.0777	1.1697	-0.1054	0.0152	-0.0406	-0.0336	0.0379	-0.0278	0.0300	0.03				
38	46	46.9328	0.8914	-0.9328	4.333	-0.215	0.000	-0.2142	0.0406	1.1330	-0.0441	0.0153	-0.0025	0.0038	-0.0126	-0.0136	0.0023	0.01				
39	29	28.9440	1.4881	0.0560	4.166	0.013	0.000	0.0134	0.1132	1.2306	0.0048	0.0008	-0.0021	-0.0017	0.0004	0.0006	0.0013	-0.00				
40	28	35.0295	0.9757	-7.0295	4.315	-1.629	0.017	-1.6442	0.0487	0.9077	-0.3718	-0.1064	-0.0319	0.0091	0.1527	0.0488	0.0324	0.02				
41	40	42.0654	0.8766	-2.0654	4.336	-0.476	0.001	-0.4743	0.0393	1.1138	-0.0959	-0.0083	0.0032	-0.0171	-0.0303	0.0343	0.0079	-0.02				
42	58	57.7493	1.6197	0.2507	4.116	0.061	0.000	0.0606	0.1341	1.2599	0.0238	-0.0033	0.0028	0.0009	0.0004	0.0055	-0.0022	0.00				
43	53	54.3714	1.2668	-1.3714	4.238	-0.324	0.001	-0.3220	0.0820	1.1781	-0.0962	0.0255	-0.0044	-0.0030	-0.0295	-0.0372	-0.0021	0.07				
44	48	48.6313	1.0715	-0.6313	4.292	-0.147	0.000	-0.1463	0.0587	1.1572	-0.0365	-0.0189	-0.0046	-0.0034	0.0085	0.0051	0.0036	-0.00				
45	38	36.7053	1.2305	1.2947	4.249	0.305	0.001	0.3032	0.0774	1.1734	0.0878	0.0358	-0.0513	-0.0510	-0.0223	-0.0318	0.0506	-0.00				
46	54	55.5805	1.2935	-1.5805	4.230	-0.374	0.002	-0.3719	0.0855	1.1790	-0.1137	0.0400	-0.0247	-0.0241	-0.0409	-0.0444	0.0169	0.00				
47	55	49.8151	1.7																			

51	41	40.2034	1.2055	0.7966	4.256	0.187	0.000	0.1862	0.0743	1.1753	0.0527	0.0106	0.0116	0.0078	-0.0062	0.0350	-0.0144	-0.02
52	53	52.1596	1.3672	0.8404	4.207	0.200	0.001	0.1987	0.0955	1.2025	0.0646	-0.0321	0.0182	0.0292	0.0347	-0.0055	-0.0195	-0.00
53	50	52.9981	1.2498	-2.9981	4.243	-0.707	0.005	-0.7046	0.0798	1.1355	-0.2075	0.0224	-0.0256	-0.0116	0.0795	0.0570	-0.0039	-0.05
54	32	39.8080	0.9148	-7.8080	4.328	-1.804	0.018	-1.8268	0.0428	0.8547	-0.3861	-0.0047	-0.0733	-0.0303	0.1110	0.0779	0.0614	-0.03
55	39	37.4728	2.6745	1.5272	3.524	0.433	0.014	0.4315	0.3655	1.6922	0.3275	0.0204	0.2816	0.2747	0.0164	-0.0694	-0.2888	0.06
56	47	45.8835	0.8971	1.1165	4.332	0.258	0.000	0.2564	0.0411	1.1316	0.0531	-0.0122	-0.0122	-0.0107	0.0052	0.0256	0.0088	0.00
57	62	60.1615	1.5062	1.8385	4.159	0.442	0.003	0.4401	0.1159	1.2137	0.1594	-0.0883	0.0506	0.0439	0.0035	-0.0084	-0.0319	0.03
58	65	61.5467	1.1120	3.4533	4.282	0.807	0.005	0.8050	0.0632	1.1007	0.2091	-0.1346	-0.0134	-0.0277	0.0851	-0.0283	0.0390	0.01
59	46	45.3222	1.0272	0.6778	4.303	0.158	0.000	0.1567	0.0539	1.1511	0.0374	0.0231	-0.0079	-0.0087	-0.0162	0.0072	0.0084	-0.00
60	50	48.6600	1.2577	1.3400	4.241	0.316	0.001	0.3144	0.0808	1.1771	0.0932	-0.0360	0.0236	0.0406	0.0476	-0.0055	-0.0274	-0.01
61	54	49.3502	1.6630	4.6498	4.099	1.134	0.026	1.1361	0.1413	1.1355	0.4609	0.1246	-0.1714	-0.0997	0.1475	-0.2028	0.1269	0.23
62	60	54.5639	1.1584	5.4361	4.269	1.273	0.015	1.2777	0.0686	1.0164	0.3467	-0.0005	-0.0773	-0.0776	0.0425	0.1793	0.0898	-0.18
63	47	48.4788	0.9232	-1.4788	4.326	-0.342	0.001	-0.3402	0.0436	1.1295	-0.0726	0.0360	-0.0215	-0.0129	-0.0293	-0.0232	0.0213	0.01
64	36	40.4970	1.2508	-4.4970	4.243	-1.060	0.012	-1.0605	0.0800	1.0752	-0.3126	-0.2223	0.0154	-0.0069	0.1939	0.0863	-0.0197	-0.06
65	40	35.5669	1.5827	4.4331	4.131	1.073	0.021	1.0741	0.1280	1.1316	0.4115	0.0262	-0.1704	-0.1691	0.0132	-0.1964	0.1422	0.20
66	45	47.3089	0.7826	-2.3089	4.354	-0.530	0.001	-0.5282	0.0313	1.0994	-0.0949	0.0007	0.0472	0.0513	-0.0286	0.0229	-0.0467	-0.00
67	59	55.3064	1.0304	3.6936	4.302	0.859	0.005	0.8573	0.0543	1.0821	0.2054	-0.1034	0.0422	0.0469	0.0889	-0.0462	-0.0415	0.12
68	46	40.2522	1.1691	5.7478	4.266	1.347	0.017	1.3533	0.0698	1.0004	0.3708	0.0963	0.0313	0.1159	0.0002	0.0197	-0.0672	-0.02
69	58	51.2435	1.0769	6.7565	4.291	1.575	0.020	1.5877	0.0593	0.9323	0.3985	0.1692	-0.0241	-0.0519	-0.0938	-0.1743	0.0668	0.02
70	49	48.0510	1.0933	0.9490	4.286	0.221	0.000	0.2203	0.0611	1.1574	0.0562	-0.0300	-0.0045	0.0032	0.0338	0.0089	0.0018	-0.01
71	50	51.5907	1.3547	-1.5907	4.211	-0.378	0.002	-0.3760	0.0938	1.1894	-0.1209	0.0131	-0.0209	-0.0297	0.0256	-0.0150	0.0115	0.01
72	55	53.9764	1.4802	1.0236	4.169	0.246	0.001	0.2443	0.1120	1.2225	0.0867	0.0304	-0.0248	-0.0301	-0.0218	-0.0458	0.0358	0.00
73	51	50.6972	1.1659	0.3028	4.267	0.071	0.000	0.0706	0.0695	1.1723	0.0193	-0.0021	-0.0012	0.0018	0.0118	0.0059	-0.0004	-0.00
74	60	54.2832	1.1206	5.7168	4.279	1.336	0.015	1.3417	0.0642	0.9971	0.3514	-0.0559	-0.0866	-0.1424	0.0131	-0.1678	0.1290	0.10
75	41	38.3909	1.2144	2.6091	4.254	0.613	0.004	0.6113	0.0754	1.1423	0.1745	-0.0093	0.0470	0.0279	-0.0489	0.1296	-0.0480	-0.08
76	49	54.4112	1.0813	-5.4112	4.289	-1.262	0.013	-1.2656	0.0598	1.0095	-0.3190	0.2170	-0.0971	-0.0873	-0.1787	0.0582	0.0813	-0.02
77	42	41.4822	1.1625	0.5178	4.268	0.121	0.000	0.1207	0.0691	1.1708	0.0329	0.0048	0.0082	0.0058	-0.0027	0.0222	-0.0098	-0.01
78	47	49.4832	1.2971	-2.4832	4.229	-0.587	0.004	-0.5850	0.0860	1.1587	-0.1794	-0.0089	0.0003	-0.0304	-0.0968	0.0479	0.0106	0.01
79	39	34.2923	1.6195	4.7077	4.117	1.144	0.025	1.1455	0.1340	1.1239	0.4507	0.0544	-0.1915	-0.1906	-0.0000	-0.2251	0.1598	0.21
80	56	50.0372	0.8027	5.9628	4.350	1.371	0.008	1.3773	0.0329	0.9568	0.2542	-0.0147	-0.0872	-0.1194	0.0159	-0.0102	0.1114	-0.07
81	59	52.9814	1.0829	6.0186	4.289	1.403	0.016	1.4108	0.0599	0.9764	0.3562	0.1071	0.0506	0.0263	-0.0566	-0.1720	-0.0102	0.00
82	47	47.2739	1.7281	-0.2739	4.072	-0.067	0.000	-0.0669	0.1526	1.2874	-0.0284	-0.0047	-0.0044	-0.0063	0.0105	-0.0079	0.0045	-0.00
83	41	36.8101	1.2439	4.1899	4.245	0.987	0.010	0.9868	0.0791	1.0883	0.2891	0.0981	-0.1380	-0.1265	-0.0939	-0.0409	0.1147	0.13
84	37	44.9940	0.8145	-7.9940	4.348	-1.839	0.015	-1.8631	0.0339	0.8373	-0.3490	-0.0106	0.0493	-0.0326	-0.1099	0.0470	-0.0175	-0.00
85	53	46.8240	0.8899	6.1760	4.333	1.425	0.011	1.4334	0.0405	0.9513	0.2944	-0.0754	-0.0175	0.0394	0.1626	0.1364	-0.0195	-0.08
86	43	42.2625	0.9414	0.7375	4.322	0.171	0.000	0.1697	0.0453	1.1402	0.0370	0.0024	-0.0087	-0.0081	-0.0021	-0.0174	0.0093	0.00
87	51	45.5509	0.9266	5.4491	4.326	1.260	0.009	1.2638	0.0439	0.9931	0.2707	-0.0328	-0.0809	-0.0289	0.1295	0.1156	0.0449	-0.07
88	36	42.4364	0.8207	-6.4364	4.347	-1.481	0.010	-1.4905	0.0344	0.9319	-0.2814	-0.0595	0.0550	-0.0086	-0.0573	0.0286	-0.0250	0.02
89	34	37.6159	1.1764	-3.6159	4.264	-0.848	0.007	-0.8466	0.0707	1.1030	-0.2335	0.0051	-0.0052	0.0245	0.0394	-0.1511	0.0115	0.12
90	60	56.6549	1.0753	3.3451	4.291	0.780	0.005	0.7779	0.0591	1.1000	0.1949	-0.0993	0.0063	0.0094	0.0831	-0.0495	-0.0037	0.11
91	49	48.1143	0.9692	0.8857	4.316	0.205	0.000	0.2041	0.0480	1.1422	0.0458	-0.0125	-0.0177	-0.0159	0.0059	0.0145	0.0155	0.00
92	39	46.4726	1.1620	-7.4726	4.268	-1.751	0.028	-1.7709	0.0690	0.8939	-0.4821	-0.1771	0.0995	0.1579	0.1862	-0.0672	-0.1508	0.26
93	43	42.1529	1.7401	0.8471	4.067	0.208	0.001	0.2072	0.1547	1.2863	0.0887	0.0276	0.0193	0.0240	-0.0414	0.0288	-0.0206	0.00
94	36	30.7190	1.1245	5.2810	4.278	1.234	0.013	1.2379	0.0646	1.0208	0.3254	0.2104	0.0318	0.0168	-0.2408	-0.0425	-0.0388	0.02
95	31	35.5477	1.2871	-4.5477	4.232	-1.075	0.013	-1.0754	0.0847	1.0777	-0.3271	-0.2564	0.0125	0.0625	0.2341	-0.0000	-0.0209	0.01
96	25	23.3192	1.8704	1.6808	4.009	0.419	0.005	0.4174	0.1788	1.3088	0.1947	0.0225	0.1125	0.1138	-0.0079	0.0605	-0.1342	-0.04
97	60	55.1278	1.3474	4.8722	4.213	1.156	0.017	1.1585	0.0928	1.0700	0.3705	-0.0621	-0.0107	-0.0974	-0.0392	-0.0978	0.0638	0.06
98	38	33.3564	1.0872	4.6436	4.288	1.083	0.009	1.0840	0.0604	1.0482	0.2748	0.1732	-0.0647	-0.0762	-0.1985	-0.0752	0.0622	0.06
99	42	40.6175	1.1401	1.3825	4.274	0.323	0.001	0.3219	0.0664	1.1584	0.0859	-0.0107	0.0128	0.0035	-0.0223	0.0634	-0.0125	-0.04
100	33	44.1734	1.0609	-11.1734	4.295	-2.602	0.052	-2.6884	0.0575	0.6283	-0.6641	-0.1179	0.2869	0.1969	-0.2502	0.2053	-0.1969	-0.25







The SAS System

Obs	X1	X2	X3	X4	X5	X6	X7	X8	X9
1	4.1	0.6	6.9	4.7	2.4	2.3	5.2	0	32
2	1.8	3.0	6.3	6.6	2.5	4.0	8.4	1	43
3	3.4	5.2	5.7	6.0	4.3	2.7	8.2	1	48
4	2.7	1.0	7.1	5.9	1.8	2.3	7.8	1	32
5	6.0	0.9	9.6	7.8	3.4	4.6	4.5	0	58
6	1.9	3.3	7.9	4.8	2.6	1.9	9.7	1	45
7	4.6	2.4	9.5	6.6	3.5	4.5	7.6	0	46
8	1.3	4.2	6.2	5.1	2.8	2.2	6.9	1	44
9	5.5	1.6	9.4	4.7	3.5	3.0	7.6	0	63
10	4.0	3.5	6.5	6.0	3.7	3.2	8.7	1	54
11	2.4	1.6	8.8	4.8	2.0	2.8	5.8	0	32
12	3.9	2.2	9.1	4.6	3.0	2.5	8.3	0	47
13	2.8	1.4	8.1	3.8	2.1	1.4	6.6	1	39
14	3.7	1.5	8.6	5.7	2.7	3.7	6.7	0	38
15	4.7	1.3	9.9	6.7	3.0	2.6	6.8	0	54
16	3.4	2.0	9.7	4.7	2.7	1.7	4.8	0	49
17	3.2	4.1	5.7	5.1	3.6	2.9	6.2	0	38
18	4.9	1.8	7.7	4.3	3.4	1.5	5.9	0	40
19	5.3	1.4	9.7	6.1	3.3	3.9	6.8	0	54
20	4.7	1.3	9.9	6.7	3.0	2.6	6.8	0	55
21	3.3	0.9	8.6	4.0	2.1	1.8	6.3	0	41
22	3.4	0.4	8.3	2.5	1.2	1.7	5.2	0	35
23	3.0	4.0	9.1	7.1	3.5	3.4	8.4	0	55
24	2.4	1.5	6.7	4.8	1.9	2.5	7.2	1	36
25	5.1	1.4	8.7	4.8	3.3	2.6	3.8	0	49
26	4.6	2.1	7.9	5.8	3.4	2.8	4.7	0	49
27	2.4	1.5	6.6	4.8	1.9	2.5	7.2	1	36
28	5.2	1.3	9.7	6.1	3.2	3.9	6.7	0	54
29	3.5	2.8	9.9	3.5	3.1	1.7	5.4	0	49
30	4.1	3.7	5.9	5.5	3.9	3.0	8.4	1	46
31	3.0	3.2	6.0	5.3	3.1	3.0	8.0	1	43
32	2.8	3.8	8.9	6.9	3.3	3.2	8.2	0	53
33	5.2	2.0	9.3	5.9	3.7	2.4	4.6	0	60
34	3.4	3.7	6.4	5.7	3.5	3.4	8.4	1	47
35	2.4	1.0	7.7	3.4	1.7	1.1	6.2	1	35
36	1.8	3.3	7.5	4.5	2.5	2.4	7.6	1	39
37	3.6	4.0	5.8	5.8	3.7	2.5	9.3	1	44
38	4.0	0.9	9.1	5.4	2.4	2.6	7.3	0	46
39	0.0	2.1	6.9	5.4	1.1	2.6	8.9	1	29
40	2.4	2.0	6.4	4.5	2.1	2.2	8.8	1	28
41	1.9	3.4	7.6	4.6	2.6	2.5	7.7	1	40
42	5.9	0.9	9.6	7.8	3.4	4.6	4.5	0	58
43	4.9	2.3	9.3	4.5	3.6	1.3	6.2	0	53
44	5.0	1.3	8.6	4.7	3.1	2.5	3.7	0	48
45	2.0	2.6	6.5	3.7	2.4	1.7	8.5	1	38
46	5.0	2.5	9.4	4.6	3.7	1.4	6.3	0	54
47	3.1	1.9	10.0	4.5	2.6	3.2	3.8	0	55
48	3.4	3.9	5.6	5.6	3.6	2.3	9.1	1	43
49	5.8	0.2	8.8	4.5	3.0	2.4	6.7	0	57
50	5.4	2.1	8.0	3.0	3.8	1.4	5.2	0	53
51	3.7	0.7	8.2	6.0	2.1	2.5	5.2	0	41
52	2.6	4.8	8.2	5.0	3.6	2.5	9.0	1	53
53	4.5	4.1	6.3	5.9	4.3	3.4	8.8	1	50
54	2.8	2.4	6.7	4.9	2.5	2.6	9.2	1	32
55	3.8	0.8	8.7	2.9	1.6	2.1	5.6	0	39

56	2.9	2.6	7.7	7.0	2.8	3.6	7.7	0	47
57	4.9	4.4	7.4	6.9	4.6	4.0	9.6	1	62
58	5.4	2.5	9.6	5.5	4.0	3.0	7.7	0	65
59	4.3	1.8	7.6	5.4	3.1	2.5	4.4	0	46
60	2.3	4.5	8.0	4.7	3.3	2.2	8.7	1	50
61	3.1	1.9	9.9	4.5	2.6	3.1	3.8	0	54
62	5.1	1.9	9.2	5.8	3.6	2.3	4.5	0	60
63	4.1	1.1	9.3	5.5	2.5	2.7	7.4	0	47
64	3.0	3.8	5.5	4.9	3.4	2.6	6.0	0	36
65	1.1	2.0	7.2	4.7	1.6	3.2	10.0	1	40
66	3.7	1.4	9.0	4.5	2.6	2.3	6.8	0	45
67	4.2	2.5	9.2	6.2	3.3	3.9	7.3	0	59
68	1.6	4.5	6.4	5.3	3.0	2.5	7.1	1	46
69	5.3	1.7	8.5	3.7	3.5	1.9	4.8	0	58
70	2.3	3.7	8.3	5.2	3.0	2.3	9.1	1	49
71	3.6	5.4	5.9	6.2	4.5	2.9	8.4	1	50
72	5.6	2.2	8.2	3.1	4.0	1.6	5.3	0	55
73	3.6	2.2	9.9	4.8	2.9	1.9	4.9	0	51
74	5.2	1.3	9.1	4.5	3.3	2.7	7.3	0	60
75	3.0	2.0	6.6	6.6	2.4	2.7	8.2	1	41
76	4.2	2.4	9.4	4.9	3.2	2.7	8.5	0	49
77	3.8	0.8	8.3	6.1	2.2	2.6	5.3	0	42
78	3.3	2.6	9.7	3.3	2.9	1.5	5.2	0	47
79	1.0	1.9	7.1	4.5	1.5	3.1	9.9	1	39
80	4.5	1.6	8.7	4.6	3.1	2.1	6.8	0	56
81	5.5	1.8	8.7	3.8	3.6	2.1	4.9	0	59
82	3.4	4.6	5.5	8.2	4.0	4.4	6.3	0	47
83	1.6	2.8	6.1	6.4	2.3	3.8	8.2	1	41
84	2.3	3.7	7.6	5.0	3.0	2.5	7.4	0	37
85	2.6	3.0	8.5	6.0	2.8	2.8	6.8	1	53
86	2.5	3.1	7.0	4.2	2.8	2.2	9.0	1	43
87	2.4	2.9	8.4	5.9	2.7	2.7	6.7	1	51
88	2.1	3.5	7.4	4.8	2.8	2.3	7.2	0	36
89	2.9	1.2	7.3	6.1	2.0	2.5	8.0	1	34
90	4.3	2.5	9.3	6.3	3.4	4.0	7.4	0	60
91	3.0	2.8	7.8	7.1	3.0	3.8	7.9	0	49
92	4.8	1.7	7.6	4.2	3.3	1.4	5.8	0	39
93	3.1	4.2	5.1	7.8	3.6	4.0	5.9	0	43
94	1.9	2.7	5.0	4.9	2.2	2.5	8.2	1	36
95	4.0	0.5	6.7	4.5	2.2	2.1	5.0	0	31
96	0.6	1.6	6.4	5.0	0.7	2.1	8.4	1	25
97	6.1	0.5	9.2	4.8	3.3	2.8	7.1	0	60
98	2.0	2.8	5.2	5.0	2.4	2.7	8.4	1	38
99	3.1	2.2	6.7	6.8	2.6	2.9	8.4	1	42
100	2.5	1.8	9.0	5.0	2.2	3.0	6.0	0	33

The SAS System**The CORR Procedure**

9 Variables:	X1 X2 X3 X4 X5 X6 X7 X8 X9
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Simple Statistics							
Variable	N	Mean	Std Dev	Sum	Minimum	Maximum	Label
X1	100	3.51500	1.32073	351.50000	0	6.10000	X1 - Delivery speed
X2	100	2.36400	1.19566	236.40000	0.20000	5.40000	X2 - Price level
X3	100	7.89400	1.38650	789.40000	5.00000	10.00000	X3 - Price flexibility
X4	100	5.24800	1.13141	524.80000	2.50000	8.20000	X4 - Manufacturers image
X5	100	2.91600	0.75126	291.60000	0.70000	4.60000	X5 - Service
X6	100	2.66500	0.77085	266.50000	1.10000	4.60000	X6 - Salesforce image
X7	100	6.97100	1.58524	697.10000	3.70000	10.00000	X7 - Product quality
X8	100	0.40000	0.49237	40.00000	0	1.00000	X8 - Firm size
X9	100	46.10000	8.98877	4610	25.00000	65.00000	X9 - Usage level

Pearson Correlation Coefficients, N = 100 Prob > r under H0: Rho=0									
	X1	X2	X3	X4	X5	X6	X7	X8	X9
X1 X1 - Delivery speed	1.00000	-0.34923 0.0004	0.50930 <.0001	0.05041 0.6184	0.61190 <.0001	0.07712 0.4457	-0.48263 <.0001	-0.63065 <.0001	0.67647 <.0001
X2 X2 - Price level	-0.34923 0.0004	1.00000	-0.48721 <.0001	0.27219 0.0062	0.51298 <.0001	0.18624 0.0636	0.46975 <.0001	0.42792 <.0001	0.08192 0.4178
X3 X3 - Price flexibility	0.50930 <.0001	-0.48721 <.0001	1.00000	-0.11610 0.2500	0.06662 0.5102	-0.03432 0.7347	-0.44811 <.0001	-0.64601 <.0001	0.55904 <.0001
X4 X4 - Manufacturers image	0.05041 0.6184	0.27219 0.0062	-0.11610 0.2500	1.00000	0.29868 0.0025	0.78822 <.0001	0.19998 0.0461	0.03772 0.7095	0.22419 0.0249
X5 X5 - Service	0.61190 <.0001	0.51298 <.0001	0.06662 0.5102	0.29868 0.0025	1.00000	0.24081 0.0158	-0.05516 0.5857	-0.21956 0.0282	0.70070 <.0001
X6 X6 - Salesforce image	0.07712 0.4457	0.18624 0.0636	-0.03432 0.7347	0.78822 <.0001	0.24081 0.0158	1.00000	0.17729 0.0776	-0.04258 0.6740	0.25606 0.0101
X7 X7 - Product quality	-0.48263 <.0001	0.46975 <.0001	-0.44811 <.0001	0.19998 0.0461	-0.05516 0.5857	0.17729 0.0776	1.00000	0.68408 <.0001	-0.19247 0.0551
X8 X8 - Firm size	-0.63065 <.0001	0.42792 <.0001	-0.64601 <.0001	0.03772 0.7095	-0.21956 0.0282	-0.04258 0.6740	0.68408 <.0001	1.00000	-0.36517 0.0002
X9 X9 - Usage level	0.67647 <.0001	0.08192 0.4178	0.55904 <.0001	0.22419 0.0249	0.70070 <.0001	0.25606 0.0101	-0.19247 0.0551	-0.36517 0.0002	1.00000

The SAS System**The REG Procedure**

Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	3927.30899	3927.30899	94.52	<.0001
Error	98	4071.69101	41.54787		
Corrected Total	99	7999.00000			

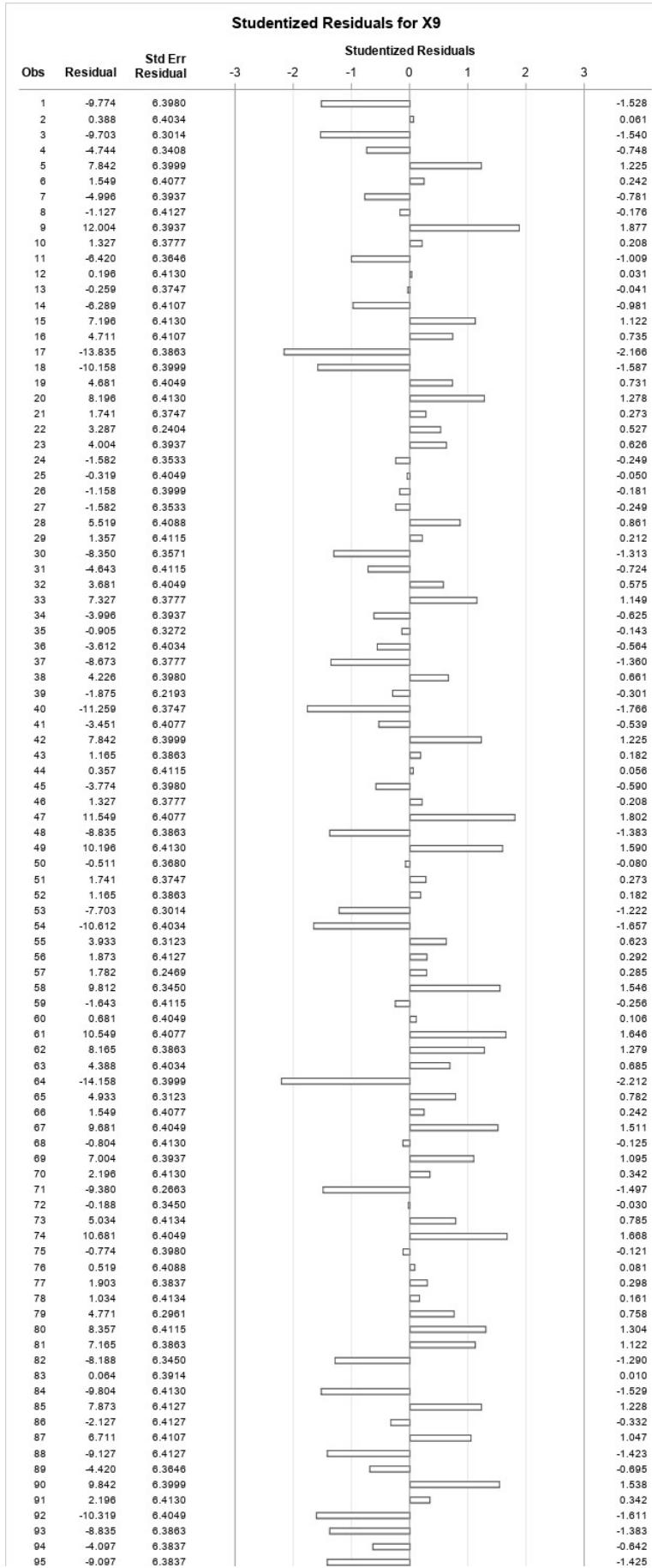
Root MSE	6.44576	R-Square	0.4910
Dependent Mean	46.10000	Adj R-Sq	0.4858
Coeff Var	13.98213		

Parameter Estimates									
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation
Intercept	Intercept	1	21.65283	2.59582	8.34	<.0001	0	.	0
X5	X5 - Service	1	8.38380	0.86232	9.72	<.0001	0.70070	1.00000	1.00000

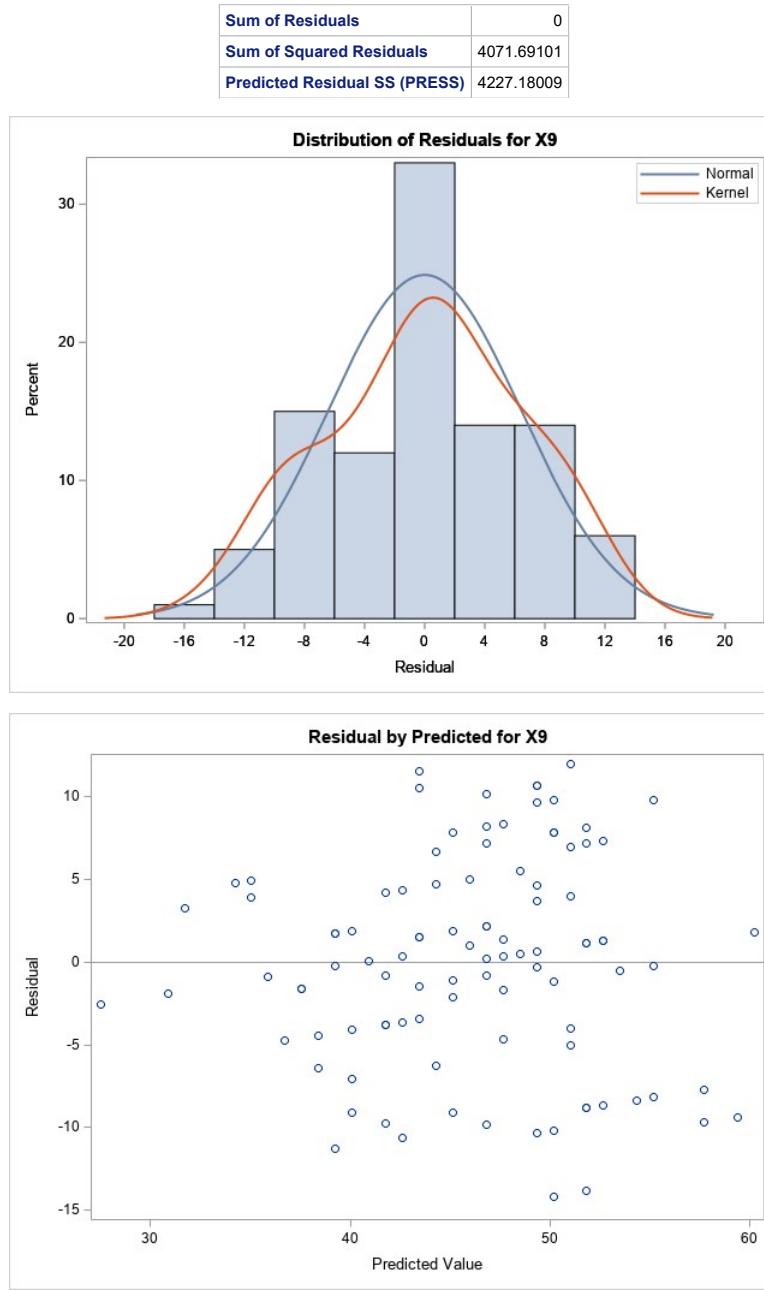
The SAS System**The REG Procedure****Model: MODEL1****Dependent Variable: X9 X9 - Usage level**

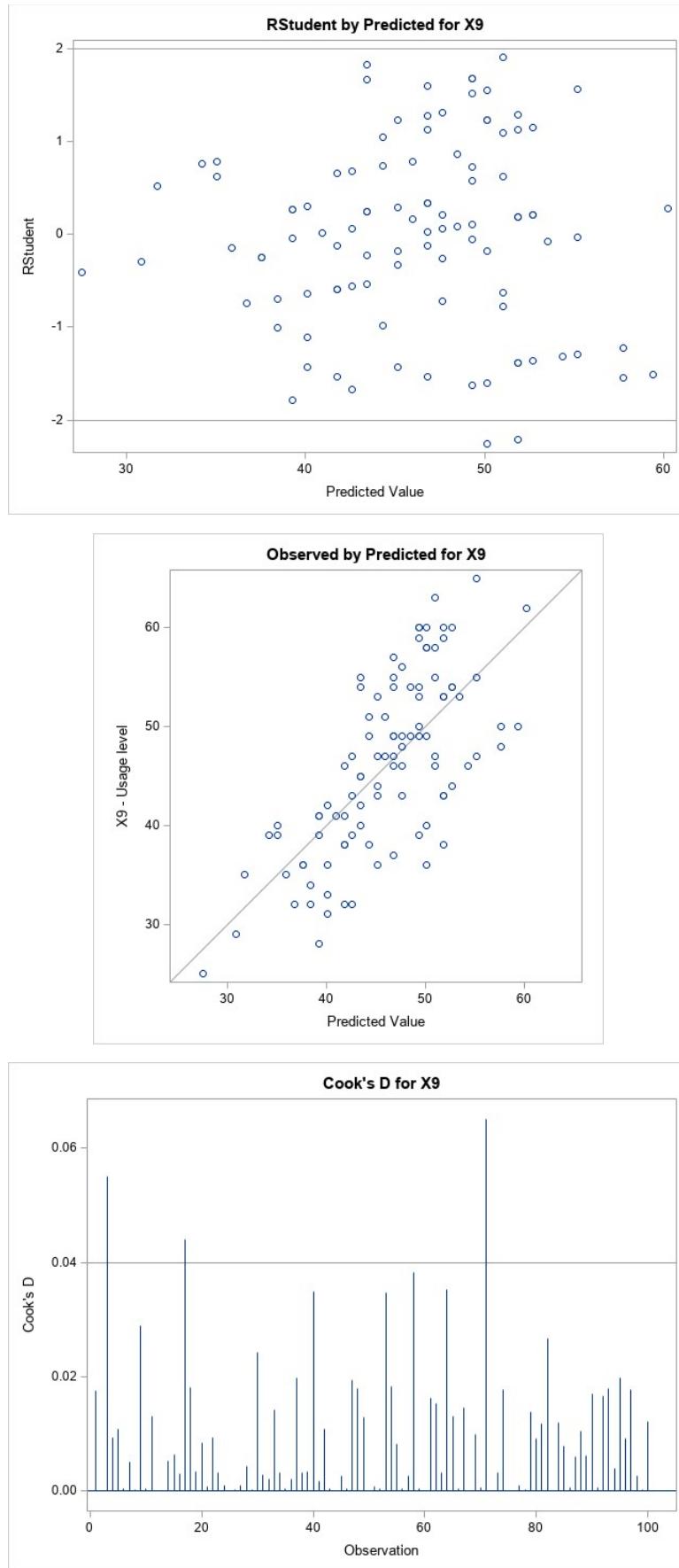
Obs	Dependent Variable	Predicted Value	Std Error Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Output Statistics				DFBETAS	
									Hat Diag H	Cov Ratio	DFFITS	Intercept	X5	
1	32	41.7740	0.7832	-9.7740	6.398	-1.528	0.017	-1.5383	0.0148	0.9873	-0.1883	-0.1421	0.1070	
2	43	42.6123	0.7377	0.3877	6.403	0.061	0.000	0.0602	0.0131	1.0342	0.0069	0.0048	-0.0034	
3	48	57.7032	1.3564	-9.7032	6.301	-1.540	0.055	-1.5508	0.0443	1.0170	-0.3338	0.2451	-0.2937	
4	32	36.7437	1.1583	-4.7437	6.341	-0.748	0.009	-0.7464	0.0323	1.0428	-0.1363	-0.1286	0.1133	
5	58	50.1578	0.7679	7.8422	6.400	1.225	0.011	1.2286	0.0142	1.0039	0.1474	-0.0469	0.0801	
6	45	43.4507	0.6998	1.5493	6.408	0.242	0.000	0.2406	0.0118	1.0317	0.0263	0.0159	-0.0102	
7	46	50.9981	0.8180	-4.9961	6.394	-0.781	0.005	-0.7799	0.0161	1.0245	-0.0998	0.0400	-0.0614	
8	44	45.1275	0.6523	-1.1275	6.413	-0.176	0.000	-0.1749	0.0102	1.0306	-0.0178	-0.0070	0.0027	
9	63	50.9961	0.8180	12.0039	6.394	1.877	0.029	1.9024	0.0161	0.9641	0.2434	-0.0975	0.1498	
10	54	52.6729	0.9341	1.3271	6.378	0.208	0.000	0.2071	0.0210	1.0417	0.0303	-0.0161	0.0219	
11	32	38.4204	1.0195	-6.4204	6.365	-1.009	0.013	-1.0089	0.0250	1.0253	-0.1616	-0.1467	0.1252	
12	47	46.8042	0.6486	0.1958	6.413	0.031	0.000	0.0304	0.0101	1.0311	0.0031	0.0004	0.0003	
13	39	39.2588	0.9543	-0.2588	6.375	-0.041	0.000	-0.0404	0.0219	1.0436	-0.0060	-0.0053	0.0045	
14	38	44.2891	0.6709	-6.2891	6.411	-0.981	0.005	-0.9808	0.0108	1.0117	-0.1027	-0.0521	0.0285	
15	54	46.8042	0.6486	7.1958	6.413	1.122	0.006	1.1236	0.0101	1.0048	0.1136	0.0157	0.0127	
16	49	44.2891	0.6709	4.7109	6.411	0.735	0.003	0.7331	0.0108	1.0206	0.0767	0.0389	-0.0213	
17	38	51.8345	0.8737	-13.8345	6.386	-2.166	0.044	-2.2087	0.0184	0.9426	-0.3022	0.1422	-0.2040	
18	40	50.1578	0.7679	-10.1578	6.400	-1.587	0.018	-1.5998	0.0142	0.9829	-0.1920	0.0611	-0.1043	
19	54	49.3194	0.7247	4.6806	6.405	0.731	0.003	0.7290	0.0126	1.0226	0.0825	-0.0183	0.0377	
20	55	46.8042	0.6486	8.1958	6.413	1.278	0.008	1.2822	0.0101	0.9971	0.1297	0.0180	0.0145	
21	41	39.2588	0.9543	1.7412	6.375	0.273	0.001	0.2718	0.0219	1.0420	0.0407	0.0359	-0.0300	
22	35	31.7134	1.6140	3.2866	6.240	0.527	0.009	0.5247	0.0627	1.0829	0.1357	0.1340	-0.1244	
23	55	50.9961	0.8180	4.0039	6.394	0.626	0.003	0.6243	0.0161	1.0291	0.0799	-0.0320	0.0492	
24	36	37.5821	1.0877	-1.5821	6.353	-0.249	0.001	-0.2478	0.0285	1.0493	-0.0424	-0.0393	0.0342	
25	49	49.3194	0.7247	-0.3194	6.405	-0.050	0.000	-0.0496	0.0126	1.0337	-0.0056	0.0012	-0.0026	
26	49	50.1578	0.7679	-1.1578	6.400	-0.181	0.000	-0.1800	0.0142	1.0347	-0.0216	0.0069	-0.0117	
27	36	37.5821	1.0877	-1.5821	6.353	-0.249	0.001	-0.2478	0.0285	1.0493	-0.0424	-0.0393	0.0342	
28	54	48.4810	0.6895	5.5190	6.409	0.861	0.004	0.8600	0.0114	1.0170	0.0925	-0.0104	0.0329	
29	49	47.6426	0.6638	1.3574	6.411	0.212	0.000	0.2107	0.0106	1.0307	0.0218	0.0002	0.0052	
30	46	54.3497	1.0656	-8.3497	6.357	-1.313	0.024	-1.3184	0.0273	1.0128	-0.2210	0.1373	-0.1760	
31	43	47.6426	0.6638	-4.6426	6.411	-0.724	0.003	-0.7223	0.0106	1.0207	-0.0748	-0.0007	-0.0179	
32	53	49.3194	0.7247	3.6806	6.405	0.575	0.002	0.5727	0.0126	1.0268	0.0648	-0.0144	0.0296	
33	60	52.6729	0.9341	7.3271	6.378	1.149	0.014	1.1508	0.0210	1.0147	0.1685	-0.0893	0.1220	
34	47	50.9961	0.8180	-3.9961	6.394	-0.625	0.003	-0.6231	0.0161	1.0292	-0.0797	0.0319	-0.0491	
35	35	35.9053	1.2309	-0.9053	6.327	-0.143	0.000	-0.1424	0.0365	1.0589	-0.0277	-0.0265	0.0236	
36	39	42.6123	0.7377	-3.6123	6.403	-0.564	0.002	-0.5622	0.0131	1.0276	-0.0648	-0.0446	0.0315	
37	44	52.6729	0.9341	-8.6729	6.378	-1.360	0.020	-1.3659	0.0210	1.0036	-0.2000	0.1060	-0.1448	
38	46	41.7740	0.7832	4.2260	6.398	0.661	0.003	0.6586	0.0148	1.0268	0.0806	0.0608	-0.0458	
39	29	30.8750	1.6934	-1.8750	6.219	-0.301	0.003	-0.3001	0.0690	1.0944	-0.0817	-0.0809	0.0756	
40	28	39.2588	0.9543	-11.2588	6.375	-1.766	0.035	-1.7858	0.0219	0.9782	-0.2673	-0.2358	0.1971	
41	40	43.4507	0.6998	-3.4507	6.408	-0.539	0.002	-0.5366	0.0118	1.0268	-0.0586	-0.0355	0.0228	
42	58	50.1578	0.7679	7.8422	6.400	1.225	0.011	1.2286	0.0142	1.0039	0.1474	-0.0469	0.0801	
43	53	51.8345	0.8737	1.1655	6.386	0.182	0.000	0.1816	0.0184	1.0391	0.0248	-0.0117	0.0168	
44	48	47.6426	0.6638	0.3574	6.411	0.056	0.000	0.0555	0.0106	1.0316	0.0057	0.0001	0.0014	
45	38	41.7740	0.7832	-3.7740	6.398	-0.590	0.003	-0.5879	0.0148	1.0287	-0.0720	-0.0543	0.0409	
46	54	52.6729	0.9341	1.3271	6.378	0.208	0.000	0.2071	0.0210	1.0417	0.0303	-0.0161	0.0219	
47	55	43.4507	0.6998	11.5493	6.408	1.802	0.019	1.8237	0.0118	0.9656	0.1992	0.1207	-0.0776	
48	43	51.8345	0.8737	-8.8345	6.386	-1.383	0.018	-1.3899	0.0184	0.9996	-0.1902	0.0895	-0.1284	
49	57	46.8042	0.6486	10.1958	6.413	1.590	0.013	1.6025	0.0101	0.9787	0.1621	0.0225	0.0181	
50	53	53.5113	0.9983	-0.5113	6.368	-0.080	0.000	-0.0799	0.0240	1.0457	-0.0125	0.0073	-0.0096	

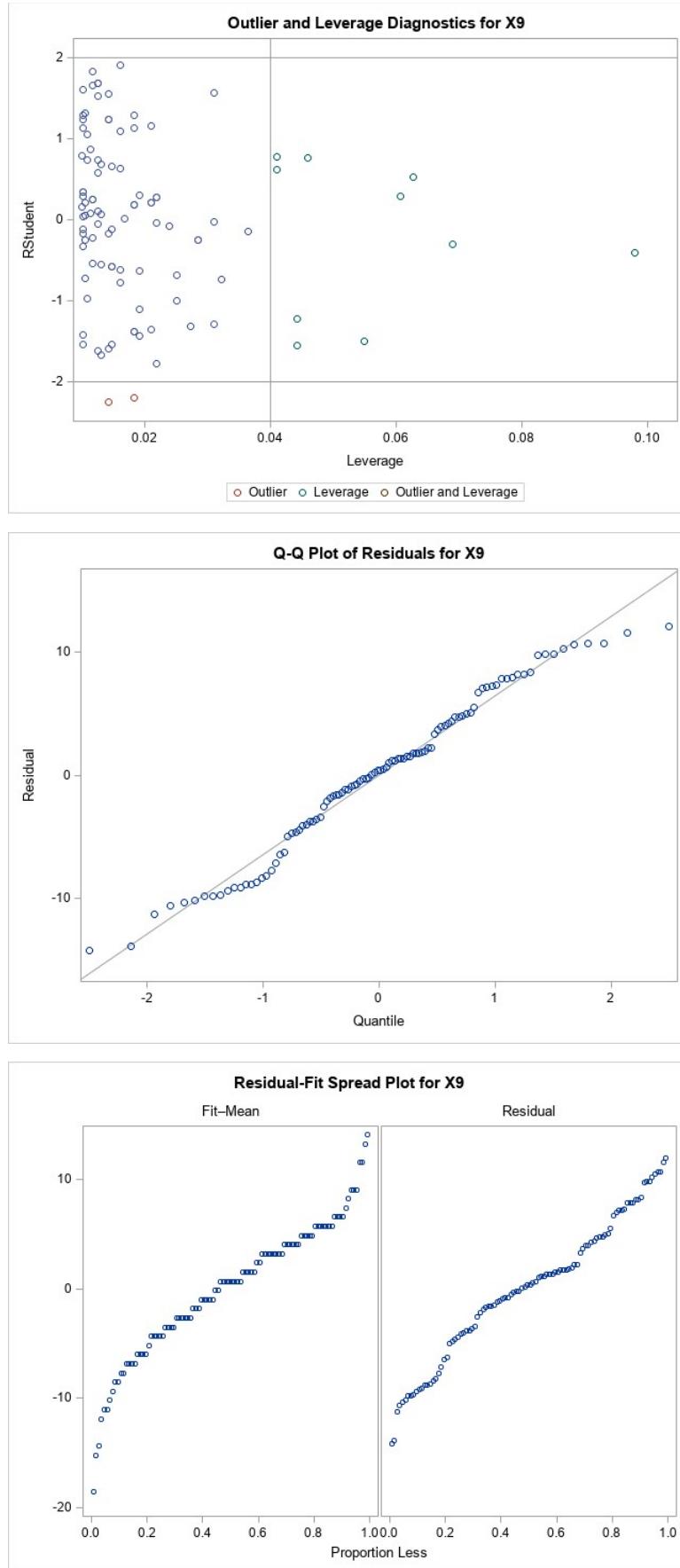
51	41	39.2588	0.9543	1.7412	6.375	0.273	0.001	0.2718	0.0219	1.0420	0.0407	0.0359	-0.0300
52	53	51.8345	0.8737	1.1655	6.386	0.182	0.000	0.1816	0.0184	1.0391	0.0248	-0.0117	0.0168
53	50	57.7032	1.3564	-7.7032	6.301	-1.222	0.035	-1.2256	0.0443	1.0357	-0.2638	0.1937	-0.2321
54	32	42.6123	0.7377	-10.6123	6.403	-1.657	0.018	-1.6724	0.0131	0.9771	-0.1927	-0.1326	0.0937
55	39	35.0669	1.3051	3.9331	6.312	0.623	0.008	0.6211	0.0410	1.0559	0.1284	0.1239	-0.1117
56	47	45.1275	0.6523	1.8725	6.413	0.292	0.000	0.2906	0.0102	1.0295	0.0296	0.0116	-0.0045
57	62	60.2183	1.5888	1.7817	6.247	0.285	0.003	0.2839	0.0608	1.0849	0.0722	-0.0566	0.0660
58	65	55.1880	1.1354	9.8120	6.345	1.546	0.038	1.5576	0.0310	1.0026	0.2787	-0.1830	0.2295
59	46	47.6426	0.6638	-1.6426	6.411	-0.256	0.000	-0.2550	0.0106	1.0303	-0.0264	-0.0003	-0.0063
60	50	49.3194	0.7247	0.6806	6.405	0.106	0.000	0.1057	0.0126	1.0336	0.0120	-0.0027	0.0055
61	54	43.4507	0.6998	10.5493	6.408	1.646	0.016	1.6611	0.0118	0.9766	0.1814	0.1099	-0.0706
62	60	51.8345	0.8737	8.1655	6.386	1.279	0.015	1.2828	0.0184	1.0054	0.1755	-0.0826	0.1185
63	47	42.6123	0.7377	4.3877	6.403	0.685	0.003	0.6833	0.0131	1.0244	0.0787	0.0542	-0.0383
64	36	50.1578	0.7679	-14.1578	6.400	-2.212	0.035	-2.2580	0.0142	0.9346	-0.2709	0.0862	-0.1473
65	40	35.0669	1.3051	4.9331	6.312	0.782	0.013	0.7799	0.0410	1.0511	0.1613	0.1556	-0.1402
66	45	43.4507	0.6998	1.5493	6.408	0.242	0.000	0.2406	0.0118	1.0317	0.0263	0.0159	-0.0102
67	59	49.3194	0.7247	9.6806	6.405	1.511	0.015	1.5215	0.0126	0.9862	0.1721	-0.0382	0.0787
68	46	46.8042	0.6486	-0.8042	6.413	-0.125	0.000	-0.1248	0.0101	1.0308	-0.0126	-0.0017	-0.0014
69	58	50.9961	0.8180	7.0039	6.394	1.095	0.010	1.0966	0.0161	1.0122	0.1403	-0.0562	0.0864
70	49	46.8042	0.6486	2.1958	6.413	0.342	0.001	0.3408	0.0101	1.0287	0.0345	0.0048	0.0038
71	50	59.3799	1.5104	-9.3799	6.266	-1.497	0.065	-1.5066	0.0549	1.0312	-0.3631	0.2796	-0.3284
72	55	55.1880	1.1354	-0.1880	6.345	-0.030	0.000	-0.0295	0.0310	1.0534	-0.0053	0.0035	-0.0043
73	51	45.9659	0.6447	5.0341	6.413	0.785	0.003	0.7834	0.0100	1.0181	0.0788	0.0212	-0.0017
74	60	49.3194	0.7247	10.6806	6.405	1.668	0.018	1.6831	0.0126	0.9760	0.1904	-0.0422	0.0870
75	41	41.7740	0.7832	-0.7740	6.398	-0.121	0.000	-0.1204	0.0148	1.0357	-0.0147	-0.0111	0.0084
76	49	48.4810	0.6895	0.5190	6.409	0.081	0.000	0.0806	0.0114	1.0324	0.0087	-0.0010	0.0031
77	42	40.0972	0.8926	1.9028	6.384	0.298	0.001	0.2967	0.0192	1.0388	0.0415	0.0352	-0.0287
78	47	45.9659	0.6447	1.0341	6.413	0.161	0.000	0.1604	0.0100	1.0305	0.0161	0.0043	-0.0003
79	39	34.2285	1.3807	4.7715	6.296	0.758	0.014	0.7562	0.0459	1.0573	0.1658	0.1613	-0.1467
80	56	47.6426	0.6638	8.3574	6.411	1.304	0.009	1.3082	0.0106	0.9962	0.1354	0.0013	0.0324
81	59	51.8345	0.8737	7.1655	6.386	1.122	0.012	1.1235	0.0184	1.0133	0.1537	-0.0724	0.1038
82	47	55.1880	1.1354	-8.1880	6.345	-1.290	0.027	-1.2949	0.0310	1.0179	-0.2317	0.1521	-0.1908
83	41	40.9356	0.8352	0.0644	6.391	0.010	0.000	0.0100	0.0168	1.0382	0.0013	0.0011	-0.0008
84	37	46.8042	0.6486	-9.8042	6.413	-1.529	0.012	-1.5394	0.0101	0.9826	-0.1557	-0.0216	-0.0174
85	53	45.1275	0.6523	7.8725	6.413	1.228	0.008	1.2309	0.0102	0.9998	0.1252	0.0493	-0.0192
86	43	45.1275	0.6523	-2.1275	6.413	-0.332	0.001	-0.3303	0.0102	1.0290	-0.0336	-0.0132	0.0052
87	51	44.2891	0.6709	6.7109	6.411	1.047	0.006	1.0473	0.0108	1.0090	0.1096	0.0556	-0.0304
88	36	45.1275	0.6523	-9.1275	6.413	-1.423	0.010	-1.4309	0.0102	0.9891	-0.1456	-0.0573	0.0223
89	34	38.4204	1.0195	-4.4204	6.365	-0.695	0.006	-0.6927	0.0250	1.0366	-0.1110	-0.1007	0.0860
90	60	50.1578	0.7679	9.8422	6.400	1.538	0.017	1.5488	0.0142	0.9860	0.1858	-0.0591	0.1010
91	49	46.8042	0.6486	2.1958	6.413	0.342	0.001	0.3408	0.0101	1.0287	0.0345	0.0048	0.0038
92	39	49.3194	0.7247	-10.3194	6.405	-1.611	0.017	-1.6246	0.0126	0.9797	-0.1838	0.0408	-0.0840
93	43	51.8345	0.8737	-8.8345	6.386	-1.383	0.018	-1.3899	0.0184	0.9996	-0.1902	0.0895	-0.1284
94	36	40.0972	0.8926	-4.0972	6.384	-0.642	0.004	-0.6399	0.0192	1.0319	-0.0895	-0.0760	0.0619
95	31	40.0972	0.8926	-9.0972	6.384	-1.425	0.020	-1.4327	0.0192	0.9980	-0.2003	-0.1702	0.1386
96	25	27.5215	2.0167	-2.5215	6.122	-0.412	0.009	-0.4101	0.0979	1.1276	-0.1351	-0.1347	0.1280
97	60	49.3194	0.7247	10.6806	6.405	1.668	0.018	1.6831	0.0126	0.9760	0.1904	-0.0422	0.0870
98	38	41.7740	0.7832	-3.7740	6.398	-0.590	0.003	-0.5879	0.0148	1.0287	-0.0720	-0.0543	0.0409
99	42	43.4507	0.6998	-1.4507	6.408	-0.226	0.000	-0.2253	0.0118	1.0318	-0.0246	-0.0149	0.0096
100	33	40.0972	0.8926	-7.0972	6.384	-1.112	0.012	-1.1131	0.0192	1.0146	-0.1556	-0.1322	0.1077

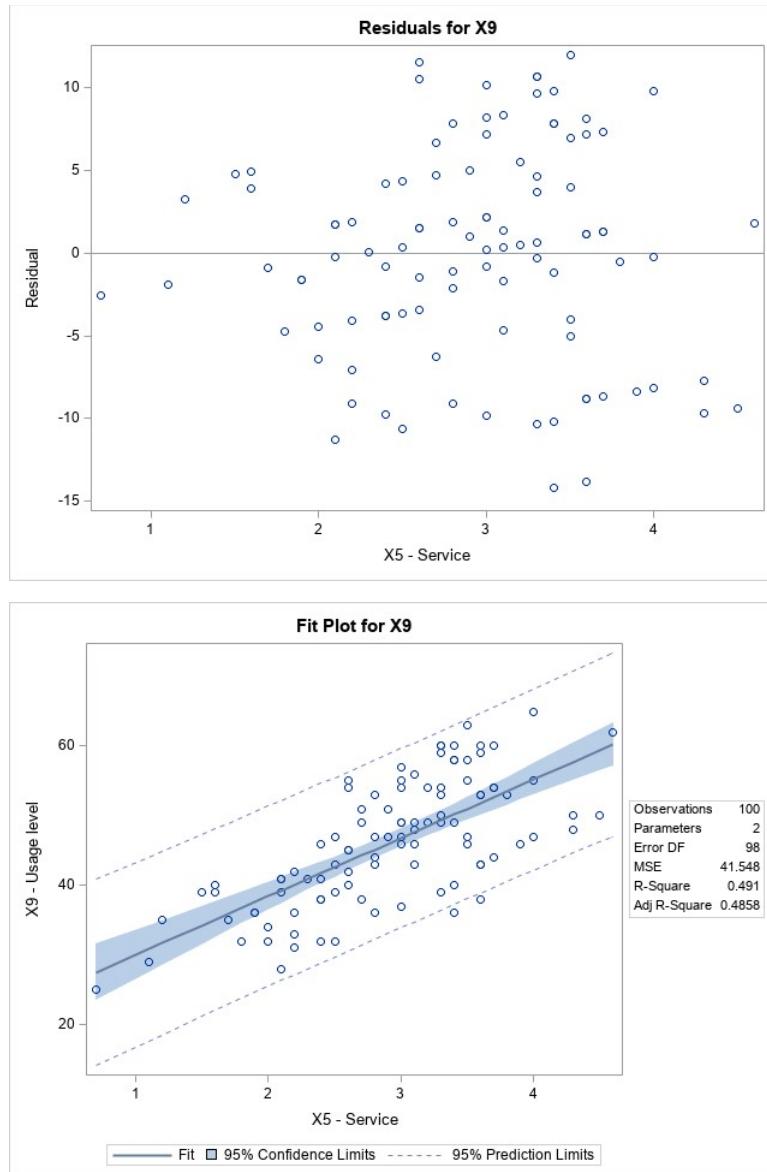


Cook's D for X9									
Obs	Residual	Std Err Residual	Studentized Residual	Std Err Mean Predict	Cook's D				
					0.00	0.02	0.04	0.06	0.08
1	-9.774	6.3980	-1.5277	0.7832					0.017
2	0.388	6.4034	0.0605	0.7377					0.000
3	-9.703	6.3014	-1.5398	1.3564					0.055
4	-4.744	6.3408	-0.7481	1.1583					0.009
5	7.842	6.3999	1.2254	0.7679					0.011
6	1.549	6.4077	0.2418	0.6998					0.000
7	-4.996	6.3937	-0.7814	0.8180					0.005
8	-1.127	6.4127	-0.1758	0.6523					0.000
9	12.004	6.3937	1.8775	0.8180					0.029
10	1.327	6.3777	0.2081	0.9341					0.000
11	-6.420	6.3646	-1.0088	1.0195					0.013
12	0.196	6.4130	0.0305	0.6486					0.000
13	-0.259	6.3747	-0.0406	0.9543					0.000
14	-6.289	6.4107	-0.9810	0.6709					0.005
15	7.196	6.4130	1.1221	0.6486					0.006
16	4.711	6.4107	0.7348	0.6709					0.003
17	-13.835	6.3863	-2.1663	0.8737					0.044
18	-10.158	6.3999	-1.5872	0.7679					0.018
19	4.681	6.4049	0.7308	0.7247					0.003
20	8.196	6.4130	1.2780	0.6486					0.008
21	1.741	6.3747	0.2731	0.9543					0.001
22	3.287	6.2404	0.5267	1.6140					0.009
23	4.004	6.3937	0.6262	0.8180					0.003
24	-1.582	6.3533	-0.2490	1.0877					0.001
25	-0.319	6.4049	-0.0499	0.7247					0.000
26	-1.158	6.3999	-0.1809	0.7679					0.000
27	-1.582	6.3533	-0.2490	1.0877					0.001
28	5.519	6.4088	0.8612	0.6895					0.004
29	1.357	6.4115	0.2117	0.6638					0.000
30	-8.350	6.3571	-1.3134	1.0566					0.024
31	-4.643	6.4115	-0.7241	0.6638					0.003
32	3.681	6.4049	0.5747	0.7247					0.002
33	7.327	6.3777	1.1489	0.9341					0.014
34	-3.996	6.3937	-0.6250	0.8180					0.003
35	-0.905	6.3272	-0.1431	1.2309					0.000
36	-3.612	6.4034	-0.5641	0.7377					0.002
37	-8.673	6.3777	-1.3599	0.9341					0.020
38	4.226	6.3980	0.6605	0.7832					0.003
39	-1.875	6.2193	-0.3015	1.6934					0.003
40	-11.259	6.3747	-1.7662	0.9543					0.035
41	-3.451	6.4077	-0.5385	0.6998					0.002
42	7.842	6.3999	1.2254	0.7679					0.011
43	1.165	6.3863	0.1825	0.8737					0.000
44	0.357	6.4115	0.0557	0.6638					0.000
45	-3.774	6.3980	-0.5899	0.7832					0.003
46	1.327	6.3777	0.2081	0.9341					0.000
47	11.549	6.4077	1.8024	0.6998					0.019
48	-8.835	6.3863	-1.3834	0.8737					0.018
49	10.196	6.4130	1.5898	0.6486					0.013
50	-0.511	6.3680	-0.0803	0.9983					0.000
51	1.741	6.3747	0.2731	0.9543					0.001
52	1.165	6.3863	0.1825	0.8737					0.000
53	-7.703	6.3014	-1.2224	1.3564					0.035
54	-10.612	6.4034	-1.6573	0.7377					0.018
55	3.933	6.3123	0.6231	1.3051					0.008
56	1.873	6.4127	0.2920	0.6523					0.000
57	1.782	6.2469	0.2852	1.5888					0.003
58	0.812	6.3450	1.5464	1.1354					0.038
59	-1.643	6.4115	-0.2562	0.6638					0.000
60	0.881	6.4049	0.1063	0.7247					0.000
61	10.549	6.4077	1.6484	0.6998					0.016
62	8.165	6.3863	1.2786	0.8737					0.015
63	4.388	6.4034	0.6852	0.7377					0.003
64	-14.158	6.3999	-2.2122	0.7679					0.035
65	4.933	6.3123	0.7815	1.3051					0.013
66	1.549	6.4077	0.2418	0.6998					0.000
67	9.981	6.4049	1.5114	0.7247					0.015
68	-0.804	6.4130	-0.1254	0.6486					0.000
69	7.004	6.3937	1.0954	0.8180					0.010
70	2.196	6.4130	0.3424	0.6486					0.001
71	-9.380	6.2663	-1.4969	1.5104					0.085
72	-0.188	6.3450	-0.0296	1.1354					0.000
73	5.034	6.4134	0.7849	0.6447					0.003
74	10.881	6.4049	1.6876	0.7247					0.018
75	-0.774	6.3980	-0.1210	0.7832					0.000
76	0.519	6.4088	0.0810	0.6895					0.000
77	1.903	6.3837	0.2981	0.8926					0.001
78	1.034	6.4134	0.1612	0.6447					0.000
79	4.771	6.2981	0.7578	1.3807					0.014
80	8.357	6.4115	1.3035	0.6638					0.009
81	7.165	6.3863	1.1220	0.8737					0.012
82	-8.188	6.3450	-1.2905	1.1354					0.027
83	0.064	6.3914	0.0101	0.8352					0.000
84	-9.804	6.4130	-1.5288	0.6486					0.012
85	7.873	6.4127	1.2277	0.6523					0.008
86	-2.127	6.4127	-0.3318	0.6523					0.001
87	6.711	6.4107	1.0468	0.6709					0.006
88	-9.127	6.4127	-1.4233	0.6523					0.010
89	-4.420	6.3646	-0.6945	1.0195					0.006
90	9.842	6.3999	1.5379	0.7679					0.017
91	2.196	6.4130	0.3424	0.6486					0.001
92	-10.319	6.4049	-1.6112	0.7247					0.017
93	-8.835	6.3863	-1.3834	0.8737					0.018
94	-4.097	6.3837	-0.6418	0.8926					0.004
95	-9.097	6.3837	-1.4251	0.8926					0.020

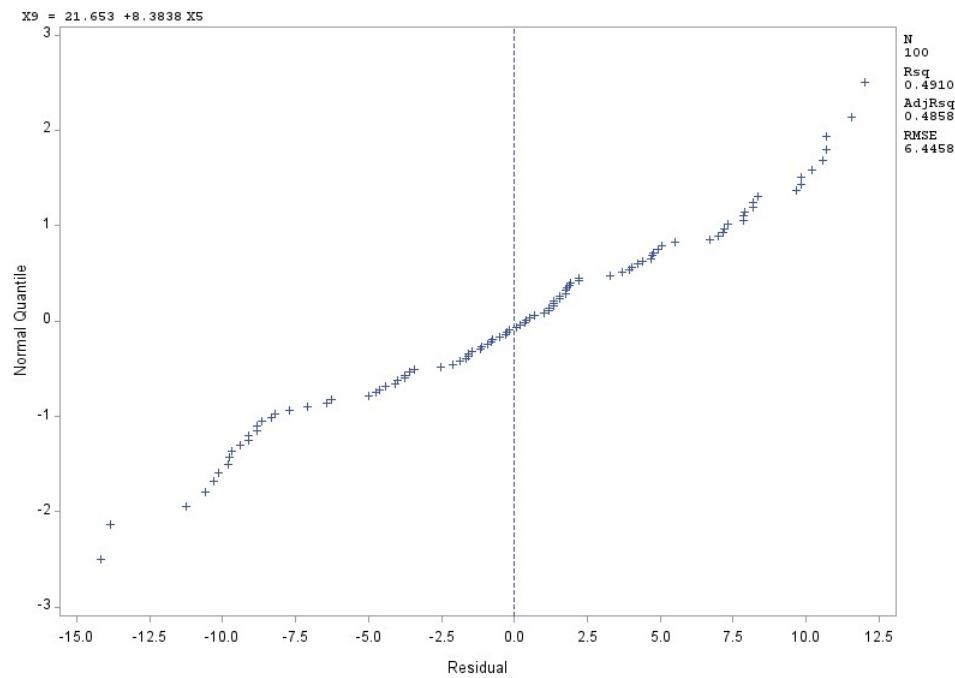




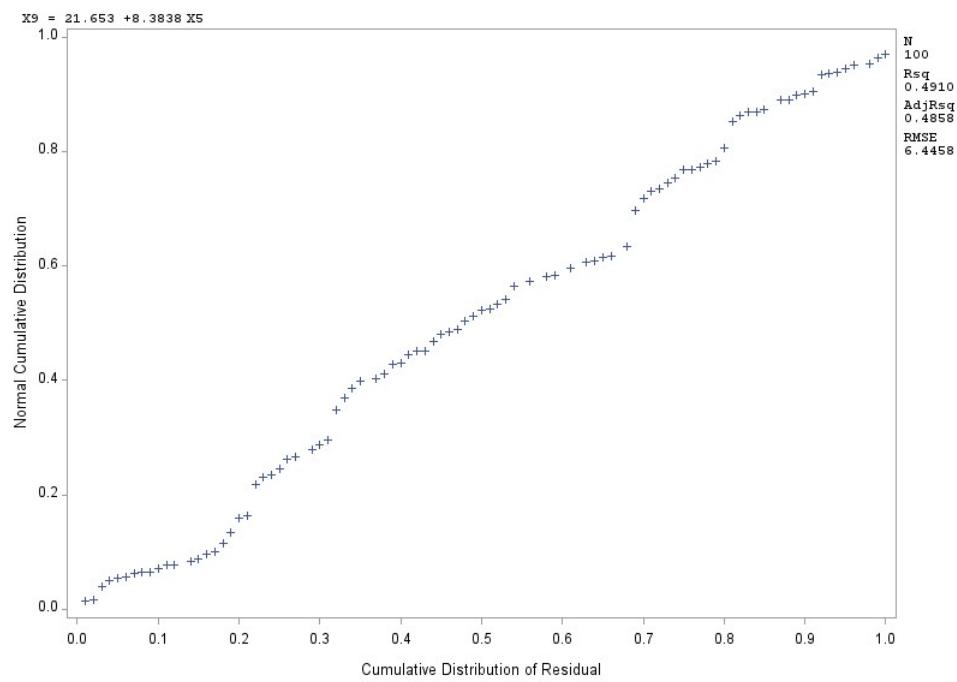




The REG Procedure



The REG Procedure



The SAS System						
The REG Procedure						
		Number of Observations Read		100		
		Number of Observations Used		100		
Descriptive Statistics						
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label
Intercept	100.00000	1.00000	100.00000	0	0	Intercept
X1	351.50000	3.51500	1408.21000	1.74432	1.32073	X1 - Delivery speed
X2	236.40000	2.36400	700.38000	1.42960	1.19566	X2 - Price level
X3	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility
X4	524.80000	5.24800	2880.88000	1.28010	1.13141	X4 - Manufacturers image
X5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service
X6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce image
X7	697.10000	6.97100	5108.27000	2.51299	1.58524	X7 - Product quality
X9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level

Correlation									
Variable	Label	X1	X2	X3	X4	X5	X6	X7	X9
X1	X1 - Delivery speed	1.0000	-0.3492	0.5093	0.0504	0.6119	0.0771	-0.4826	0.6765
X2	X2 - Price level	-0.3492	1.0000	-0.4872	0.2722	0.5130	0.1862	0.4697	0.0819
X3	X3 - Price flexibility	0.5093	-0.4872	1.0000	-0.1161	0.0666	-0.0343	-0.4481	0.5590
X4	X4 - Manufacturers image	0.0504	0.2722	-0.1161	1.0000	0.2987	0.7882	0.2000	0.2242
X5	X5 - Service	0.6119	0.5130	0.0666	0.2987	1.0000	0.2408	-0.0552	0.7007
X6	X6 - Salesforce image	0.0771	0.1862	-0.0343	0.7882	0.2408	1.0000	0.1773	0.2561
X7	X7 - Product quality	-0.4826	0.4697	-0.4481	0.2000	-0.0552	0.1773	1.0000	-0.1925
X9	X9 - Usage level	0.6765	0.0819	0.5590	0.2242	0.7007	0.2561	-0.1925	1.0000

The SAS System

The REG Procedure

Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Stepwise Selection: Step 1

Variable X5 Entered: R-Square = 0.4910 and C(p) = 112.0713

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	3927.30899	3927.30899	94.52	<.0001
Error	98	4071.69101	41.54787		
Corrected Total	99	7999.00000			

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	21.65283	2.59582	2890.86407	69.58	<.0001
X5	8.38380	0.86232	3927.30899	94.52	<.0001

Bounds on condition number: 1, 1

Stepwise Selection: Step 2

Variable X3 Entered: R-Square = 0.7547 and C(p) = 6.2869

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	2	6036.51276	3018.25638	149.18	<.0001
Error	97	1962.48724	20.23183		
Corrected Total	99	7999.00000			

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	-3.48908	3.05689	26.35706	1.30	0.2565
X3	3.33647	0.32677	2109.20377	104.25	<.0001
X5	7.97359	0.60308	3536.62910	174.81	<.0001

Bounds on condition number: 1.0045, 4.0178

Stepwise Selection: Step 3

Variable X6 Entered: R-Square = 0.7683 and C(p) = 2.7072

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	3	6145.70004	2048.56668	106.11	<.0001
Error	96	1853.29996	19.30521		
Corrected Total	99	7999.00000			

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	-6.52008	3.24668	77.85759	4.03	0.0474

X3	3.37600	0.31963	2153.63750	111.56	<.0001
X5	7.62143	0.60744	3039.10768	157.42	<.0001
X6	1.40558	0.59103	109.18728	5.66	0.0194

Bounds on condition number: 1.0679, 9.4186

All variables left in the model are significant at the 0.1500 level.

No other variable met the 0.0500 significance level for entry into the model.

Summary of Stepwise Selection										
Step	Variable Entered	Variable Removed	Label	Number Vars In	Partial R-Square	Model R-Square	C(p)	F Value	Pr > F	
1	X5		X5 - Service	1	0.4910	0.4910	112.071	94.52	<.0001	
2	X3		X3 - Price flexibility	2	0.2637	0.7547	6.2869	104.25	<.0001	
3	X6		X6 - Salesforce image	3	0.0137	0.7683	2.7072	5.66	0.0194	

The SAS System**The REG Procedure**

Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	3	6145.70004	2048.56668	106.11	<.0001
Error	96	1853.29996	19.30521		
Corrected Total	99	7999.00000			

Root MSE	4.39377	R-Square	0.7683
Dependent Mean	46.10000	Adj R-Sq	0.7611
Coeff Var	9.53095		

Parameter Estimates									
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation
Intercept	Intercept	1	-6.52008	3.24668	-2.01	0.0474	0	.	0
X3	X3 - Price flexibility	1	3.37600	0.31963	10.56	<.0001	0.52074	0.99287	1.00718
X5	X5 - Service	1	7.62143	0.60744	12.55	<.0001	0.63698	0.93640	1.06792
X6	X6 - Salesforce image	1	1.40558	0.59103	2.38	0.0194	0.12054	0.93946	1.06444

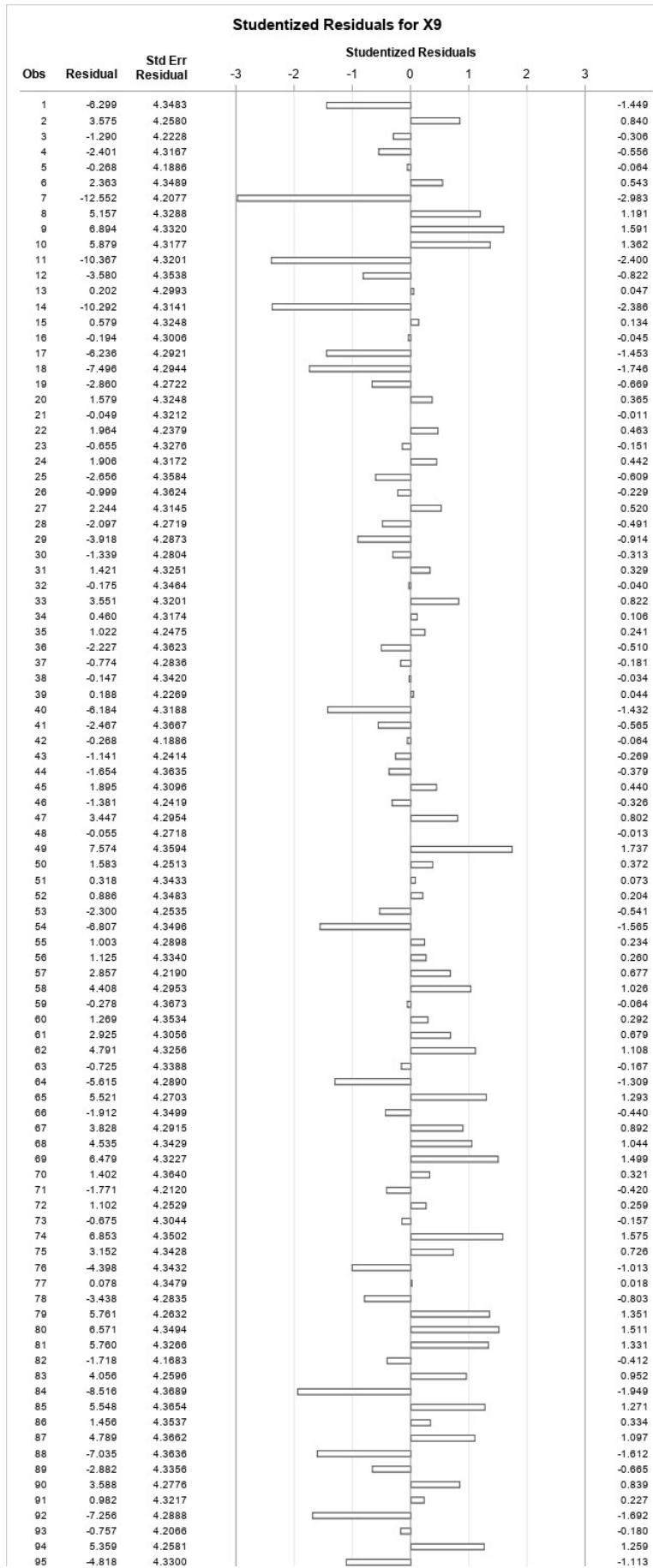
The SAS System**The REG Procedure**

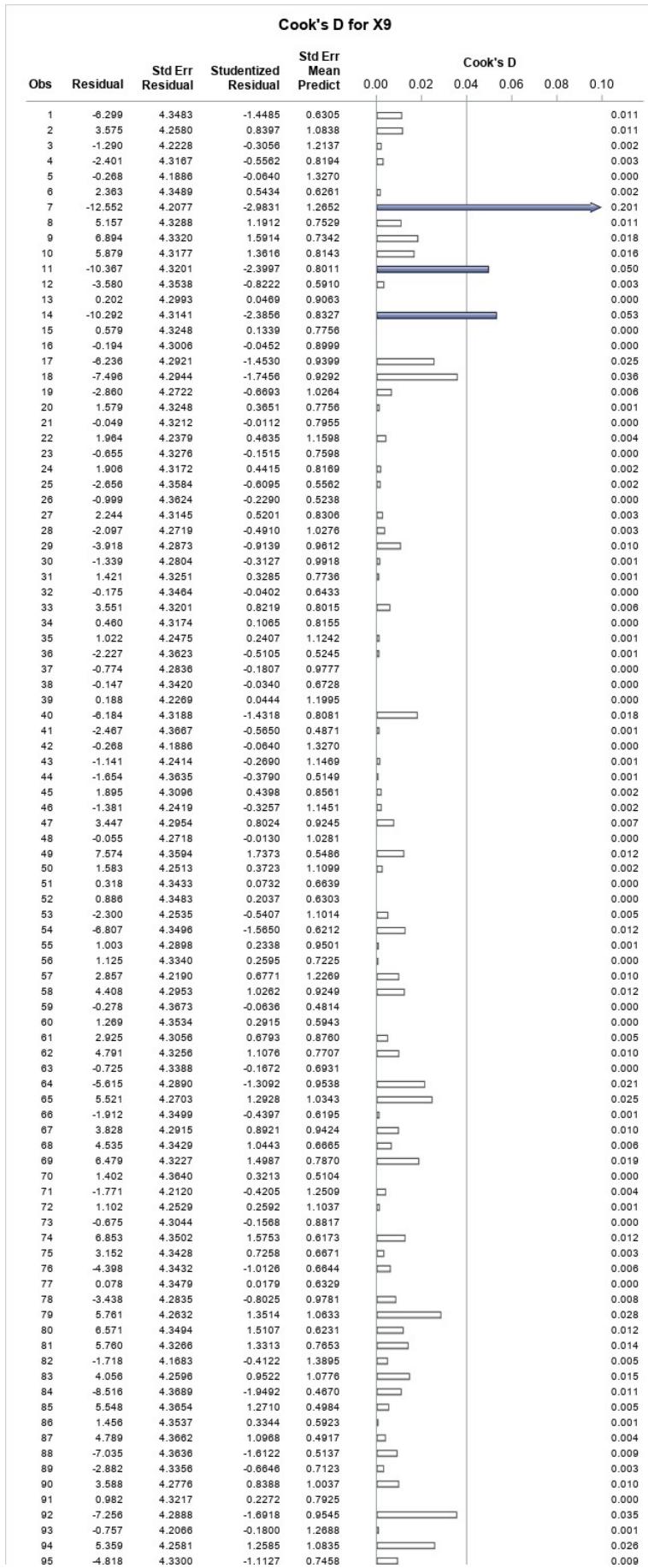
Model: MODEL1

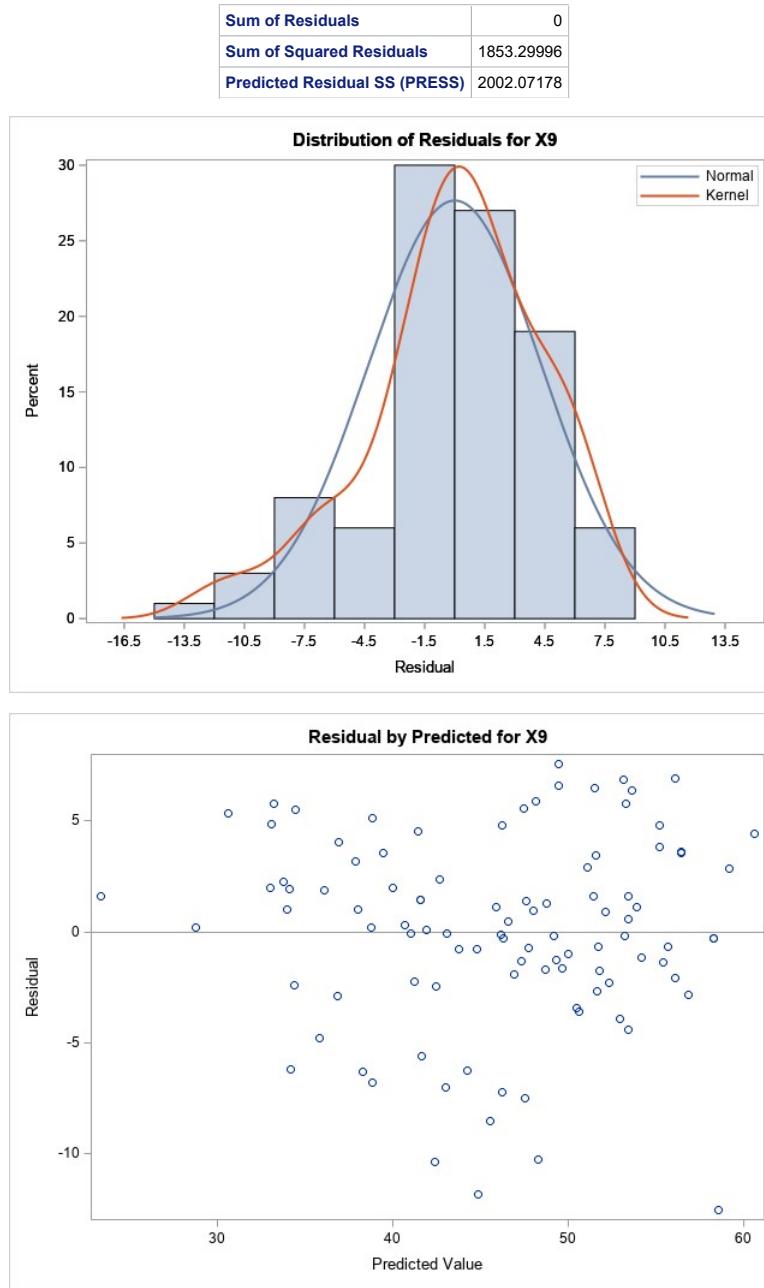
Dependent Variable: X9 X9 - Usage level

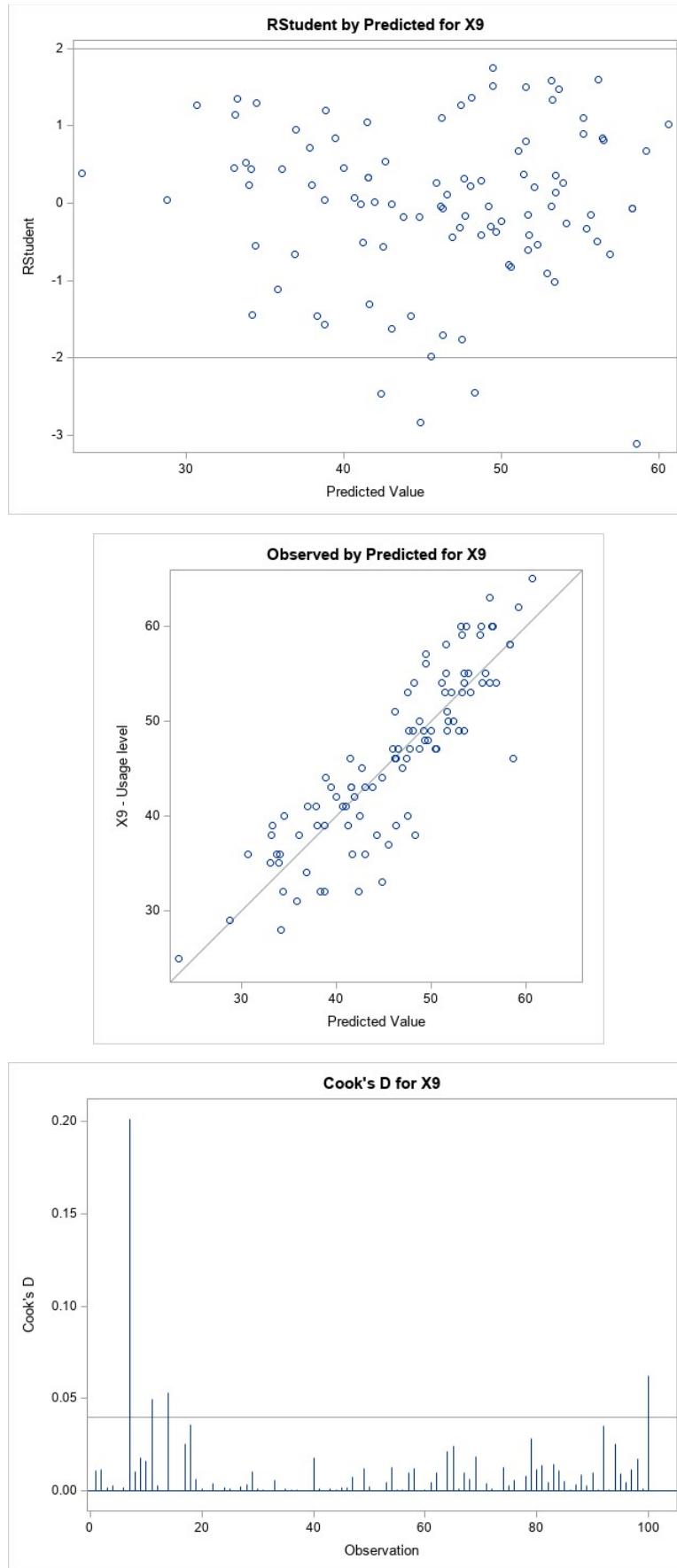
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Output Statistics								DFBETAS			
				Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS	Intercept	X3	X5	X6
1	32	38.2986	0.6305	-6.2986	4.348	-1.449	0.011	-1.4570	0.0206	0.9746	-0.2113	-0.1678	0.1021	0.0792	0.0522
2	43	39.4246	1.0838	3.5754	4.258	0.840	0.011	0.8384	0.0608	1.0781	0.2134	0.0453	-0.0884	-0.0799	0.1623
3	48	49.2903	1.2137	-1.2903	4.223	-0.306	0.002	-0.3041	0.0763	1.1245	-0.0874	-0.0199	0.0551	-0.0641	0.0159
4	32	34.4009	0.8194	-2.4009	4.317	-0.556	0.003	-0.5542	0.0348	1.0665	-0.1052	-0.0752	0.0273	0.0778	0.0082
5	58	58.2680	1.3270	-0.2680	4.189	-0.064	0.000	-0.0637	0.0912	1.1472	-0.0202	0.0139	-0.0088	0.0004	-0.0167
6	45	42.6366	0.6261	2.3634	4.349	0.543	0.002	0.5414	0.0203	1.0513	0.0779	0.0381	-0.0008	-0.0102	-0.0505
7	46	58.5520	1.2652	-12.5520	4.208	-2.983	0.201	-3.1155	0.0829	0.7705	-0.9368	0.6566	-0.4016	-0.0376	-0.7588
8	44	38.8434	0.7529	5.1566	4.329	1.191	0.011	1.1939	0.0294	1.0122	0.2077	0.1668	-0.1518	0.0106	-0.0788
9	63	56.1060	0.7342	6.8940	4.332	1.591	0.018	1.6044	0.0279	0.9639	0.2719	-0.1906	0.1720	0.0997	0.0506
10	54	48.1210	0.8143	5.8790	4.318	1.362	0.016	1.3678	0.0343	0.9988	0.2580	0.0314	-0.1476	0.1373	0.0561
11	32	42.3672	0.8011	-10.3672	4.320	-2.400	0.050	-2.4622	0.0332	0.8422	-0.4566	-0.0070	-0.1919	0.3409	-0.1314
12	47	50.5797	0.5910	-3.5797	4.354	-0.822	0.003	-0.8208	0.0181	1.0324	-0.1114	0.0404	-0.0710	-0.0085	0.0170
13	39	38.7983	0.9063	0.2017	4.299	0.047	0.000	0.0467	0.0425	1.0890	0.0098	0.0053	0.0007	-0.0035	-0.0068
14	38	48.2920	0.8327	-10.2920	4.314	-2.386	0.053	-2.4468	0.0359	0.8471	-0.4723	0.1724	-0.1518	0.1689	-0.3717
15	54	53.4211	0.7756	0.5789	4.325	0.134	0.000	0.1332	0.0312	1.0755	0.0239	-0.0133	0.0196	0.0003	-0.0005
16	49	49.1944	0.8999	-0.1944	4.301	-0.045	0.000	-0.0450	0.0419	1.0883	-0.0094	0.0011	-0.0058	0.0004	0.0053
17	38	44.2364	0.9399	-6.2364	4.292	-1.453	0.025	-1.4616	0.0458	0.9998	-0.3201	-0.1313	0.2473	-0.1484	-0.0004
18	40	47.4963	0.9292	-7.4963	4.294	-1.746	0.036	-1.7647	0.0447	0.9595	-0.3818	-0.1105	0.0495	-0.1918	0.3137
19	54	56.8596	1.0264	-2.8596	4.272	-0.669	0.006	-0.6674	0.0546	1.0825	-0.1603	0.1174	-0.0933	-0.0017	-0.1098
20	55	53.4211	0.7756	1.5789	4.325	0.365	0.001	0.3634	0.0312	1.0704	0.0652	-0.0363	0.0534	0.0009	-0.0015
21	41	41.0485	0.7955	-0.0485	4.321	-0.011	0.000	-0.0112	0.0328	1.0781	-0.0021	-0.0007	-0.0006	0.0010	0.0010
22	35	33.0359	1.1598	1.9641	4.238	0.463	0.004	0.4616	0.0697	1.1109	0.1263	0.0618	0.0197	-0.0995	-0.0337
23	55	55.6555	0.7598	-0.6555	4.328	-0.151	0.000	-0.1507	0.0299	1.0739	-0.0265	0.0186	-0.0133	-0.0076	-0.0128
24	36	34.0938	0.8169	1.9062	4.317	0.442	0.002	0.4397	0.0346	1.0714	0.0832	0.0626	-0.0345	-0.0574	0.0034
25	49	51.6563	0.5562	-2.6563	4.358	-0.609	0.002	-0.6075	0.0160	1.0435	-0.0775	0.0289	-0.0331	-0.0310	0.0114
26	49	49.9988	0.5238	-0.9988	4.362	-0.229	0.000	-0.2278	0.0142	1.0555	-0.0274	0.0042	0.0009	-0.0143	-0.0004
27	36	33.7562	0.8306	2.2438	4.315	0.520	0.003	0.5181	0.0357	1.0693	0.0997	0.0767	-0.0446	-0.0674	0.0038
28	54	56.0974	1.0276	-2.0974	4.272	-0.491	0.003	-0.4890	0.0547	1.0921	-0.1176	0.0835	-0.0689	0.0057	-0.0822
29	49	52.9182	0.9612	-3.9182	4.287	-0.914	0.010	-0.9131	0.0479	1.0576	-0.2047	0.0522	-0.1284	-0.0429	0.1202
30	46	47.3386	0.9918	-1.3386	4.280	-0.313	0.001	-0.3113	0.0510	1.0943	-0.0721	-0.0179	0.0490	-0.0435	-0.0014
31	43	41.5791	0.7736	1.4209	4.325	0.329	0.001	0.3270	0.0310	1.0713	0.0585	0.0303	-0.0456	0.0083	0.0105
32	53	53.1749	0.6433	-0.1749	4.346	-0.040	0.000	-0.0400	0.0214	1.0655	-0.0059	0.0036	-0.0029	-0.0012	-0.0025
33	60	56.4494	0.8015	3.5506	4.320	0.822	0.006	0.8205	0.0333	1.0486	0.1522	-0.0751	0.0768	0.0911	-0.0474
34	47	46.5403	0.8155	0.4597	4.317	0.106	0.000	0.1059	0.0345	1.0795	0.0200	0.0030	-0.0118	0.0070	0.0079
35	35	33.9777	1.1242	1.0223	4.248	0.241	0.001	0.2395	0.0655	1.1131	0.0634	0.0418	-0.0030	-0.0287	-0.0422
36	39	41.2269	0.5245	-2.2269	4.362	-0.510	0.001	-0.5085	0.0143	1.0464	-0.0611	-0.0361	0.0134	0.0239	0.0118
37	44	44.7739	0.9777	-0.7739	4.284	-0.181	0.000	-0.1798	0.0495	1.0956	-0.0410	-0.0181	0.0298	-0.0232	0.0104
38	46	46.1474	0.6728	-0.1474	4.342	-0.034	0.000	-0.0338	0.0234	1.0678	-0.0052	0.0008	-0.0032	0.0026	-0.0005
39	29	28.8124	1.1995	0.1876	4.227	0.044	0.000	0.0442	0.0745	1.1267	0.0125	0.0075	-0.0025	-0.0112	0.0022
40	28	34.1836	0.8081	-6.1836	4.319	-1.432	0.018	-1.4398	0.0338	0.9900	-0.2694	-0.2375	0.1512	0.1306	0.0596
41	40	42.4672	0.4871	-2.4672	4.367	-0.565	0.001	-0.5630	0.0123	1.0418	-0.0628	-0.0309	0.0109	0.0207	0.0072
42	58	58.2680	1.3270	-0.2680	4.189	-0.064	0.000	-0.0637	0.0912	1.1472	-0.0202	0.0139	-0.0088	0.0004	-0.0167
43	53	54.1411	1.1469	-1.1411	4.241	-0.269	0.001	-0.2677	0.0681	1.1156	-0.0724	0.0075	-0.0237	-0.0365	0.0558
44	48	49.6539	0.5149	-1.6539	4.363	-0.379	0.001	-0.3773	0.0137	1.0510	-0.0445	0.0099	-0.0183	-0.0102	0.0098
45	38	36.1048	0.8561	1.8952	4.310	0.440	0.002	0.4379	0.0380	1.0752	0.0870	0.0749	-0.0458	-0.0142	-0.0525
46	54	55.3814	1.1451	-1.3814	4.242	-0.326	0.002	-0.3241	0.0679	1.1138	-0.0875	0.0144	-0.0310	-0.0475	0.0641
47	55	51.5535	0.9245	3.4465	4.295	0.802	0.007	0.8009	0.0443	1.0621	0.1724	-0.0943	0.1313	-0.0598	0.0742
48	43	43.0555	1.0281	-0.0555	4.272	-0.013	0.000	-0.0129	0.0548	1.1032	-0.0031	-0.0017	0.0023	-0.0016	0.0011
49	57	49.4264	0.5486	7.5736	4.359	1.737	0.012	1.7561	0.0156	0.9322	0.2210	-0.0475	0.1118	0.0269	-0.0620
50	53	51.4171	1.1099	1.5829	4.251	0.372	0.002	0.3706	0.0638	1.1074	0.0968	0.0113	-0.0040	0.0625	-0.0764

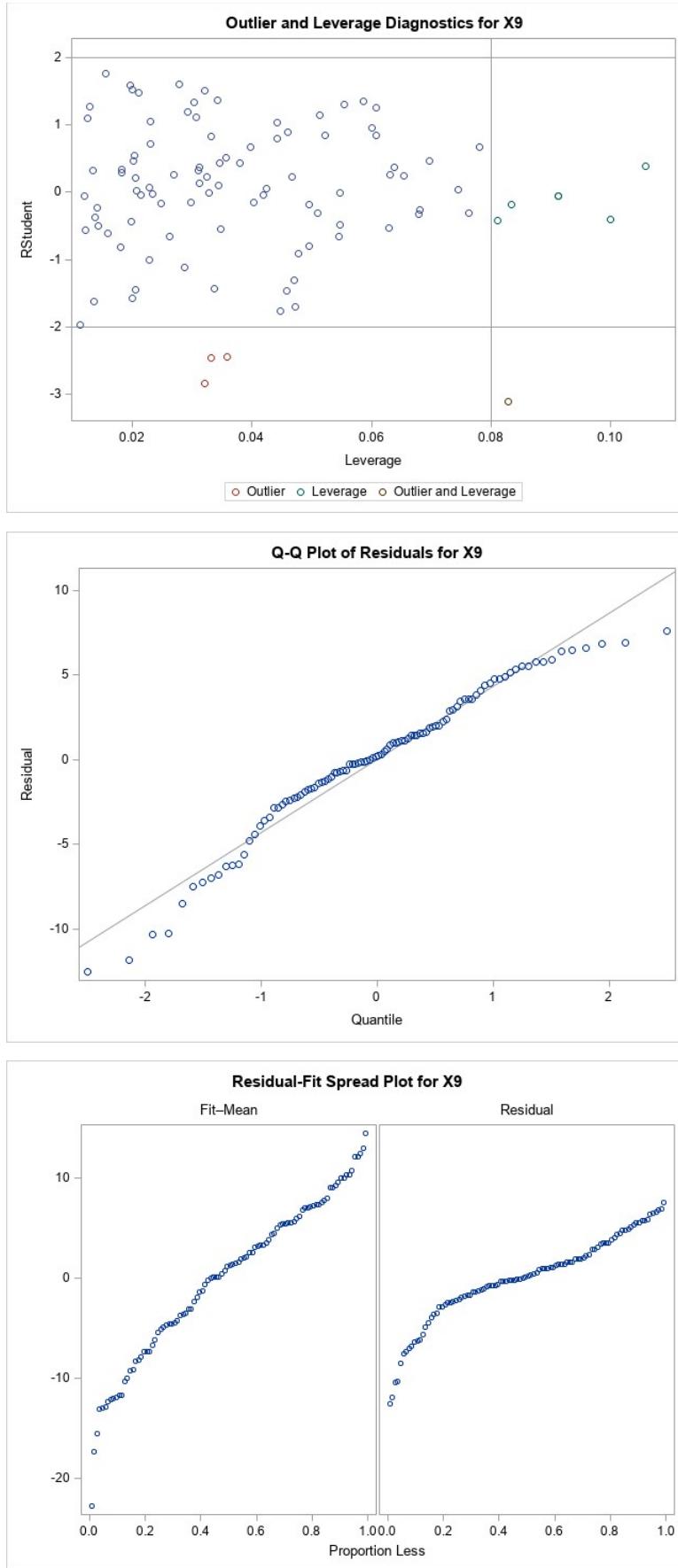
51	41	40.6820	0.6639	0.3180	4.343	0.073	0.000	0.0728	0.0228	1.0669	0.0111	0.0034	0.0022	-0.0080	0.0005
52	53	52.1142	0.6303	0.8858	4.348	0.204	0.000	0.2027	0.0206	1.0628	0.0294	-0.0060	0.0028	0.0201	-0.0090
53	50	52.2998	1.1014	-2.2998	4.253	-0.541	0.005	-0.5387	0.0628	1.0992	-0.1395	0.0041	0.0699	-0.0980	-0.0257
54	32	38.8072	0.6212	-6.8072	4.350	-1.565	0.012	-1.5771	0.0200	0.9595	-0.2252	-0.1659	0.1320	0.0775	-0.0012
55	39	37.9971	0.9501	1.0029	4.290	0.234	0.001	0.2326	0.0468	1.0914	0.0515	0.0156	0.0164	-0.0400	-0.0068
56	47	45.8752	0.7225	1.1248	4.334	0.260	0.000	0.2583	0.0270	1.0687	0.0431	-0.0050	-0.0017	-0.0119	0.0338
57	62	59.1432	1.2269	2.8568	4.219	0.677	0.010	0.6752	0.0780	1.1095	0.1964	-0.0810	-0.0313	0.1349	0.0851
58	65	60.5919	0.9249	4.4081	4.295	1.026	0.012	1.0265	0.0443	1.0440	0.2210	-0.1612	0.1206	0.1358	0.0157
59	46	46.2779	0.4814	-0.2779	4.367	-0.064	0.000	-0.0633	0.0120	1.0553	-0.0070	-0.0019	0.0016	-0.0021	0.0019
60	50	48.7309	0.5943	1.2691	4.353	0.292	0.000	0.2901	0.0183	1.0585	0.0396	0.0037	0.0001	0.0198	-0.0220
61	54	51.0753	0.8760	2.9247	4.306	0.679	0.005	0.6774	0.0397	1.0652	0.1378	-0.0721	0.1053	-0.0478	0.0531
62	60	55.2091	0.7707	4.7909	4.326	1.108	0.010	1.1089	0.0308	1.0219	0.1976	-0.0835	0.0959	0.1117	-0.0757
63	47	47.7253	0.6931	-0.7253	4.339	-0.167	0.000	-0.1663	0.0249	1.0681	-0.0266	0.0076	-0.0180	0.0112	-0.0041
64	36	41.6153	0.9538	-5.6153	4.289	-1.309	0.021	-1.3142	0.0471	1.0183	-0.2923	-0.1680	0.2420	-0.1111	0.0459
65	40	34.4792	1.0343	5.5208	4.270	1.293	0.025	1.2974	0.0554	1.0291	0.3143	0.1208	-0.0437	-0.2611	0.1518
66	45	46.9124	0.6195	-1.9124	4.350	-0.440	0.001	-0.4378	0.0199	1.0554	-0.0623	0.0054	-0.0359	0.0168	0.0152
67	59	55.1716	0.9424	3.8284	4.292	0.892	0.010	0.8911	0.0460	1.0573	0.1957	-0.1308	0.0908	0.0048	0.1443
68	46	41.4645	0.6665	4.5355	4.343	1.044	0.006	1.0448	0.0230	1.0197	0.1604	0.1064	-0.1171	0.0269	-0.0324
69	58	51.5215	0.7870	6.4785	4.323	1.499	0.019	1.5086	0.0321	0.9800	0.2747	-0.0142	0.0498	0.1571	-0.1845
70	49	47.5978	0.5104	1.4022	4.364	0.321	0.000	0.3198	0.0135	1.0525	0.0374	0.0020	0.0084	0.0069	-0.0162
71	50	51.7709	1.2509	-1.7709	4.212	-0.420	0.004	-0.4186	0.0810	1.1264	-0.1243	-0.0135	0.0700	-0.0972	0.0128
72	55	53.8977	1.1037	1.1023	4.253	0.259	0.001	0.2579	0.0631	1.1099	0.0669	-0.0006	0.0009	0.0488	-0.0476
73	51	51.6750	0.8817	-0.6750	4.304	-0.157	0.000	-0.1560	0.0403	1.0854	-0.0320	0.0090	-0.0224	-0.0018	0.0151
74	60	53.1473	0.6173	6.8527	4.350	1.575	0.012	1.5877	0.0197	0.9580	0.2253	-0.1195	0.1345	0.0724	-0.0059
75	41	37.8480	0.6671	3.1520	4.343	0.726	0.003	0.7240	0.0231	1.0441	0.1112	0.0802	-0.0647	-0.0478	0.0126
76	49	53.3979	0.6644	-4.3979	4.343	-1.013	0.006	-1.0127	0.0229	1.0223	-0.1549	0.0881	-0.1094	-0.0304	-0.0009
77	42	41.9223	0.6329	0.0777	4.348	0.018	0.000	0.0178	0.0207	1.0649	0.0026	0.0006	0.0007	-0.0018	0.0003
78	47	50.4376	0.9781	-3.4376	4.284	-0.803	0.008	-0.8010	0.0496	1.0680	-0.1829	0.0197	-0.1014	-0.0212	0.1227
79	39	33.2389	1.0633	5.7611	4.263	1.351	0.028	1.3573	0.0586	1.0257	0.3385	0.1488	-0.0554	-0.2876	0.1444
80	56	49.4292	0.6231	6.5708	4.349	1.511	0.012	1.5210	0.0201	0.9665	0.2179	-0.0162	0.0810	0.0606	-0.1216
81	59	53.2400	0.7653	5.7600	4.327	1.331	0.014	1.3368	0.0303	0.9982	0.2365	-0.0488	0.0643	0.1474	-0.1303
82	47	48.7182	1.3895	-1.7182	4.168	-0.412	0.005	-0.4104	0.1000	1.1505	-0.1368	0.0003	0.0751	-0.0460	-0.0812
83	41	36.9440	1.0776	4.0560	4.260	0.952	0.015	0.9517	0.0601	1.0682	0.2408	0.0826	-0.1139	-0.1103	0.1636
84	37	45.5157	0.4670	-8.5157	4.369	-1.949	0.011	-1.9786	0.0113	0.8974	-0.2115	-0.0681	0.0466	-0.0372	0.0520
85	53	47.4515	0.4984	5.5485	4.365	1.271	0.005	1.2751	0.0129	0.9870	0.1456	-0.0272	0.0594	-0.0306	0.0313
86	43	41.5442	0.5923	1.4558	4.354	0.334	0.001	0.3328	0.0182	1.0571	0.0453	0.0314	-0.0225	0.0014	-0.0208
87	51	46.2112	0.4917	4.7888	4.366	1.097	0.004	1.0980	0.0125	1.0041	0.1237	-0.0059	0.0435	-0.0374	0.0154
88	36	43.0351	0.5137	-7.0351	4.364	-1.612	0.009	-1.6260	0.0137	0.9473	-0.1914	-0.1081	0.0610	0.0021	0.0770
89	34	36.8815	0.7123	-2.8815	4.336	-0.665	0.003	-0.6627	0.0263	1.0513	-0.1089	-0.0682	0.0232	0.0792	-0.0043
90	60	56.4119	1.0037	3.5881	4.278	0.839	0.010	0.8375	0.0522	1.0683	0.1965	-0.1370	0.0916	0.0131	0.1450
91	49	48.0182	0.7925	0.9818	4.322	0.227	0.000	0.2261	0.0325	1.0755	0.0415	-0.0104	0.0000	-0.0058	0.0344
92	39	46.2560	0.9545	-7.2560	4.289	-1.692	0.035	-1.7087	0.0472	0.9696	-0.3803	-0.1349	0.0601	-0.1684	0.3225
93	43	43.7570	1.2688	-0.7570	4.207	-0.180	0.001	-0.1790	0.0834	1.1361	-0.0540	-0.0118	0.0376	-0.0124	-0.0273
94	36	30.6410	1.0835	5.3590	4.258	1.259	0.026	1.2624	0.0608	1.0388	0.3212	0.2848	-0.2658	-0.1007	-0.0117
95	31	35.8180	0.7458	-4.8180	4.330	-1.113	0.009	-1.1141	0.0288	1.0194	-0.1919	-0.1648	0.0940	0.0834	0.0637
96	25	23.3730	1.4292	1.6270	4.155	0.392	0.005	0.3899	0.1058	1.1587	0.1341	0.0983	-0.0367	-0.1152	-0.0029
97	60	53.6254	0.6383	6.3746	4.347	1.466	0.012	1.4753	0.0211	0.9730	0.2166	-0.1272	0.1370	0.0616	0.0151
98	38	33.1216	0.9964	4.8784	4.279	1.140	0.018	1.1418	0.0514	1.0410	0.2659	0.2191	-0.2230	-0.0672	0.0140
99	42	39.9910	0.6253	2.0090	4.349	0.462	0.001	0.4600	0.0203	1.0549	0.0661	0.0387	-0.0380	-0.0208	0.0175
100	33	44.8478	0.7870	-11.8478	4.323	-2.741	0.062	-2.8399	0.0321	0.7777	-0.5170	0.0836	-0.2611	0.3354	-0.2118

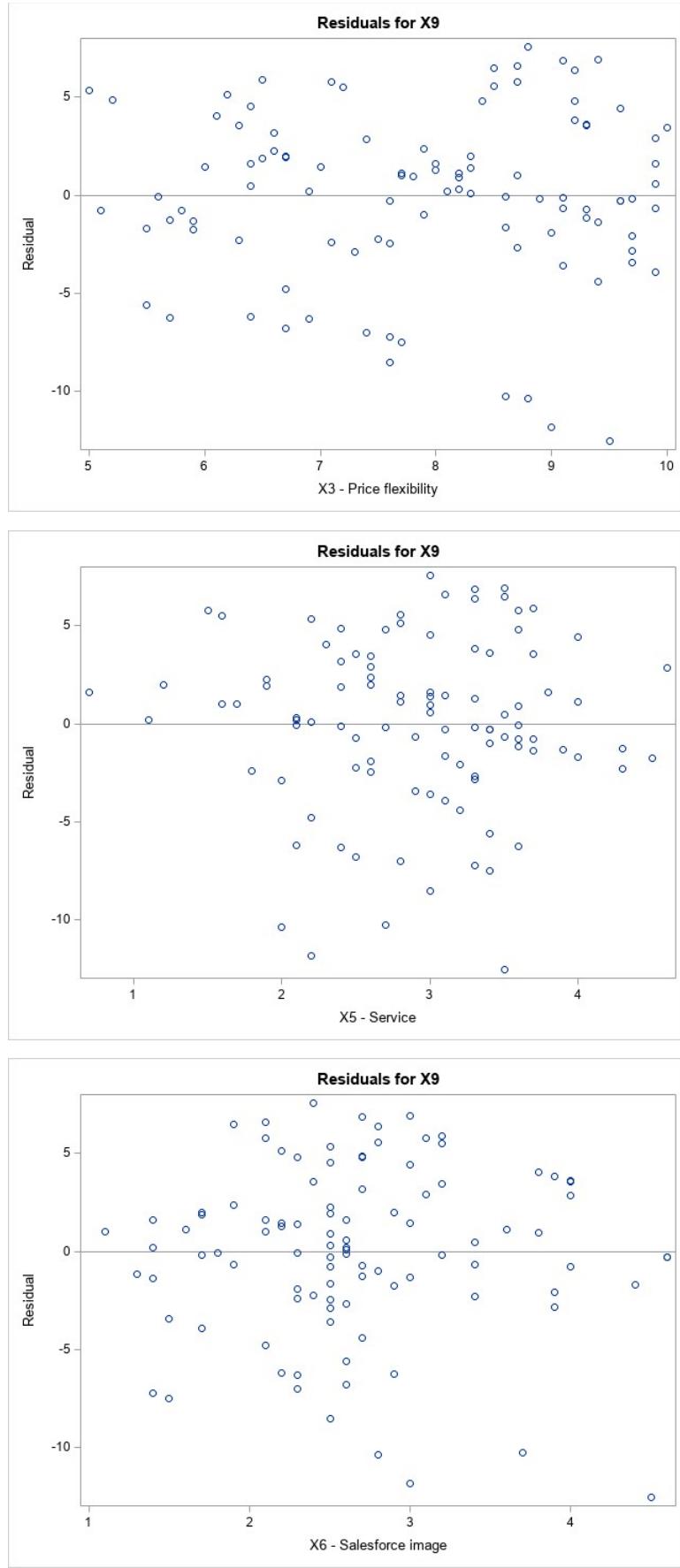




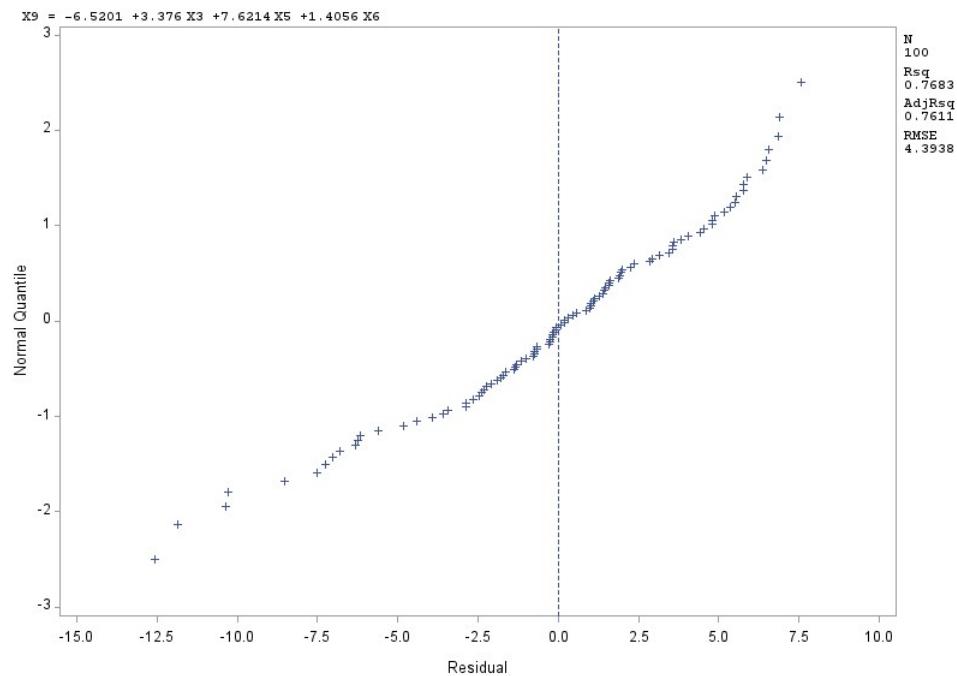




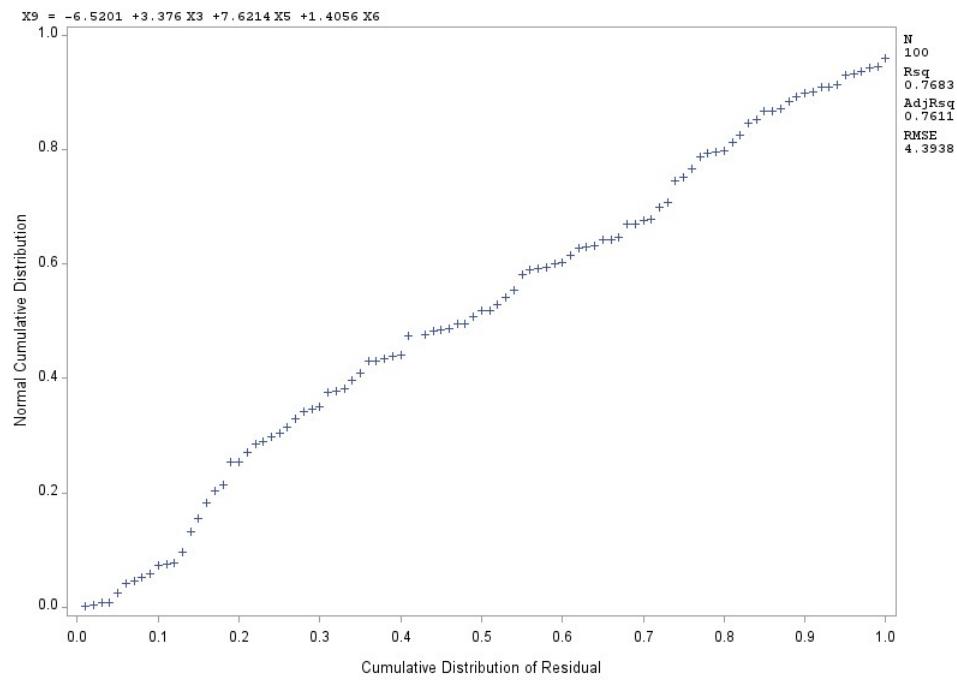




The REG Procedure



The REG Procedure



The SAS System						
The REG Procedure						
		Number of Observations Read		100		
		Number of Observations Used		100		
Descriptive Statistics						
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label
Intercept	100.00000	1.00000	100.00000	0	0	Intercept
X1	351.50000	3.51500	1408.21000	1.74432	1.32073	X1 - Delivery speed
X2	236.40000	2.36400	700.38000	1.42960	1.19566	X2 - Price level
X3	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility
X4	524.80000	5.24800	2880.88000	1.28010	1.13141	X4 - Manufacturers image
X5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service
X6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce image
X7	697.10000	6.97100	5108.27000	2.51299	1.58524	X7 - Product quality
X9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level

Correlation									
Variable	Label	X1	X2	X3	X4	X5	X6	X7	X9
X1	X1 - Delivery speed	1.0000	-0.3492	0.5093	0.0504	0.6119	0.0771	-0.4826	0.6765
X2	X2 - Price level	-0.3492	1.0000	-0.4872	0.2722	0.5130	0.1862	0.4697	0.0819
X3	X3 - Price flexibility	0.5093	-0.4872	1.0000	-0.1161	0.0666	-0.0343	-0.4481	0.5590
X4	X4 - Manufacturers image	0.0504	0.2722	-0.1161	1.0000	0.2987	0.7882	0.2000	0.2242
X5	X5 - Service	0.6119	0.5130	0.0666	0.2987	1.0000	0.2408	-0.0552	0.7007
X6	X6 - Salesforce image	0.0771	0.1862	-0.0343	0.7882	0.2408	1.0000	0.1773	0.2561
X7	X7 - Product quality	-0.4826	0.4697	-0.4481	0.2000	-0.0552	0.1773	1.0000	-0.1925
X9	X9 - Usage level	0.6765	0.0819	0.5590	0.2242	0.7007	0.2561	-0.1925	1.0000

The SAS System**The REG Procedure**

Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	7	6198.67682	885.52526	45.25	<.0001
Error	92	1800.32318	19.56873		
Corrected Total	99	7999.00000			

Root MSE	4.42366	R-Square	0.7749
Dependent Mean	46.10000	Adj R-Sq	0.7578
Coeff Var	9.59578		

Parameter Estimates									
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation
Intercept	Intercept	1	-10.18687	4.97678	-2.05	0.0435	0	.	0
X1	X1 - Delivery speed	1	-0.05758	2.01266	-0.03	0.9772	-0.00846	0.02797	35.74681
X2	X2 - Price level	1	-0.69691	2.09017	-0.33	0.7396	-0.09270	0.03165	31.59738
X3	X3 - Price flexibility	1	3.36822	0.41123	8.19	<.0001	0.51954	0.60801	1.64472
X4	X4 - Manufacturers image	1	-0.04220	0.66681	-0.06	0.9497	-0.00531	0.34729	2.87947
X5	X5 - Service	1	8.36914	3.91815	2.14	0.0353	0.69947	0.02281	43.83423
X6	X6 - Salesforce image	1	1.28067	0.94717	1.35	0.1797	0.10983	0.37079	2.69694
X7	X7 - Product quality	1	0.56693	0.35543	1.60	0.1141	0.09998	0.62262	1.60610

The SAS System

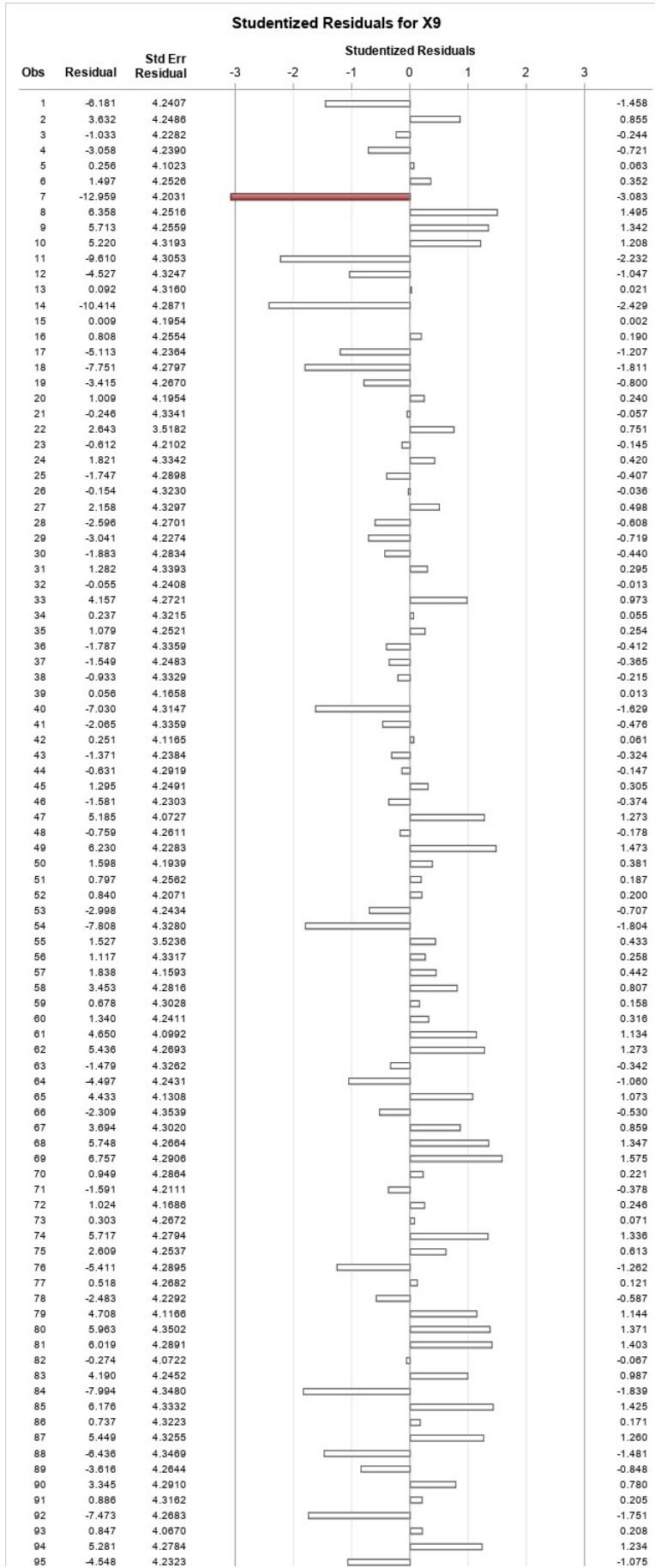
The REG Procedure

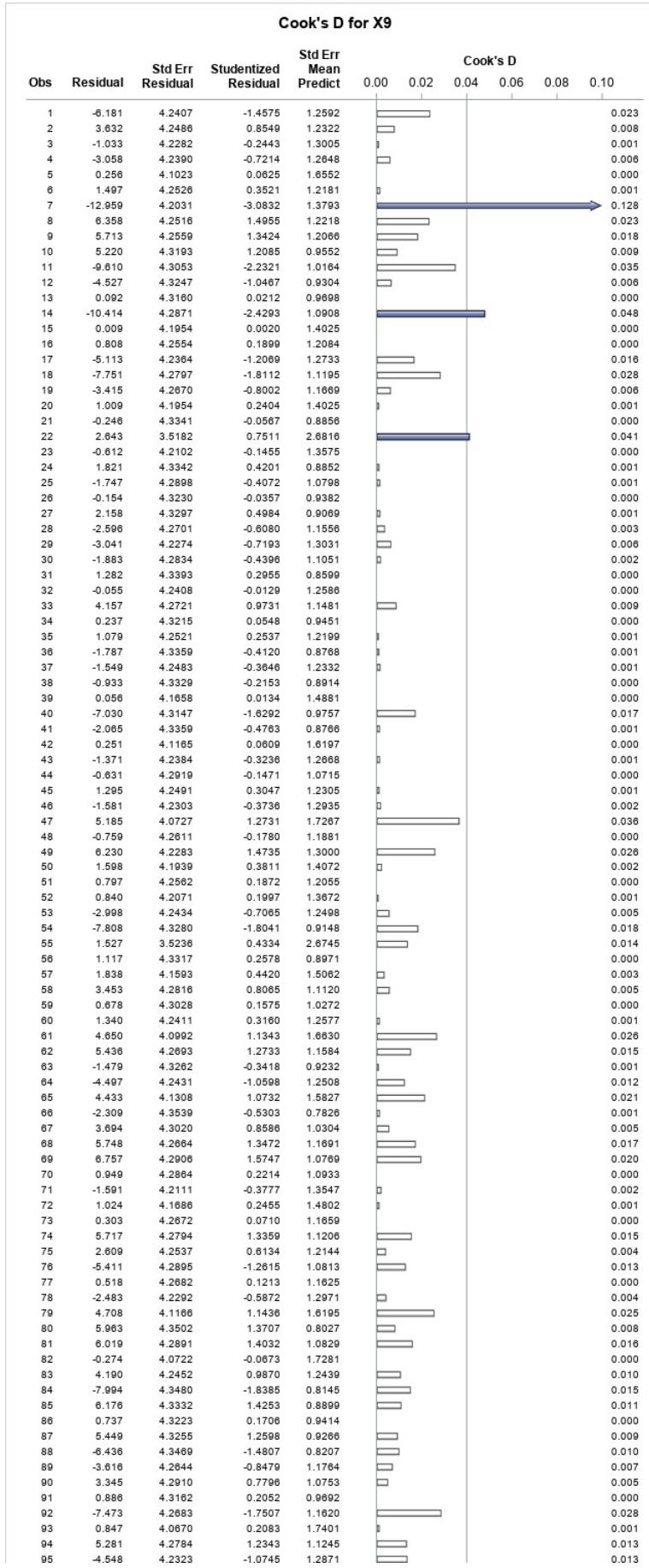
Model: MODEL1

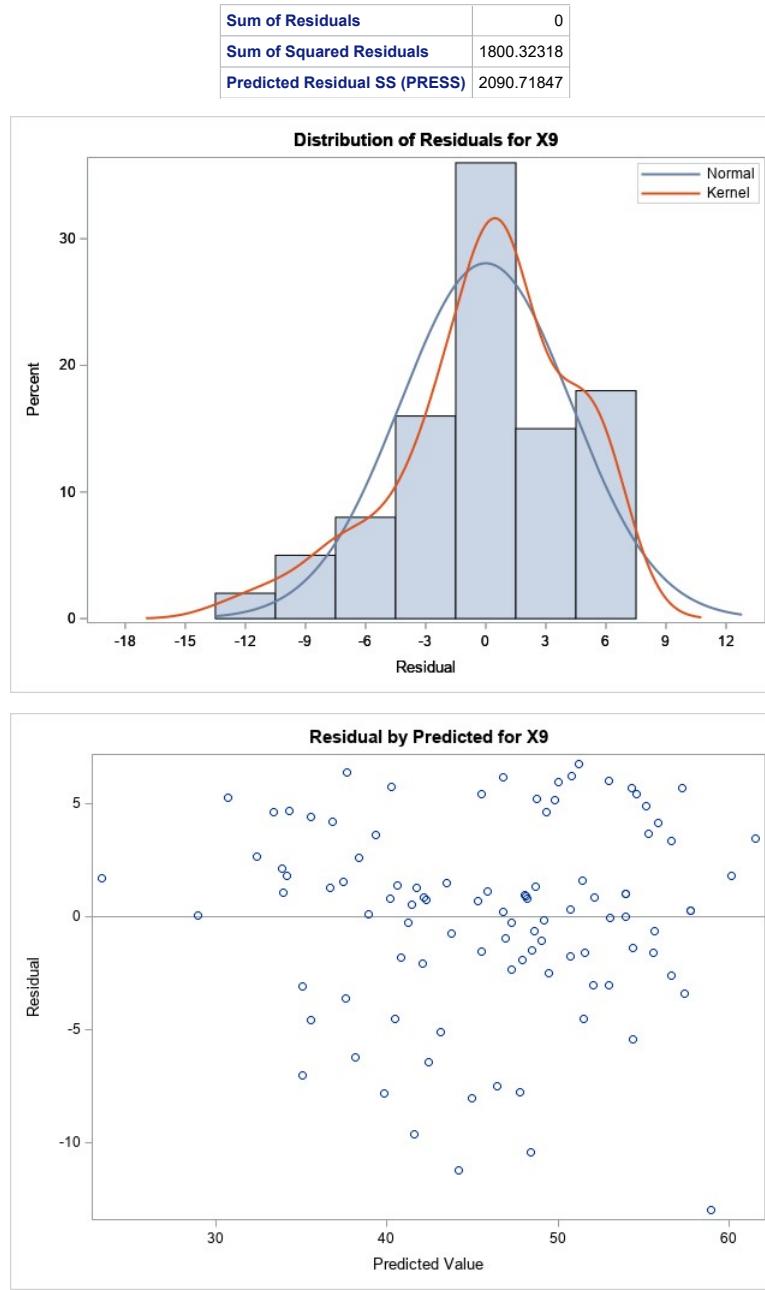
Dependent Variable: X9 X9 - Usage level

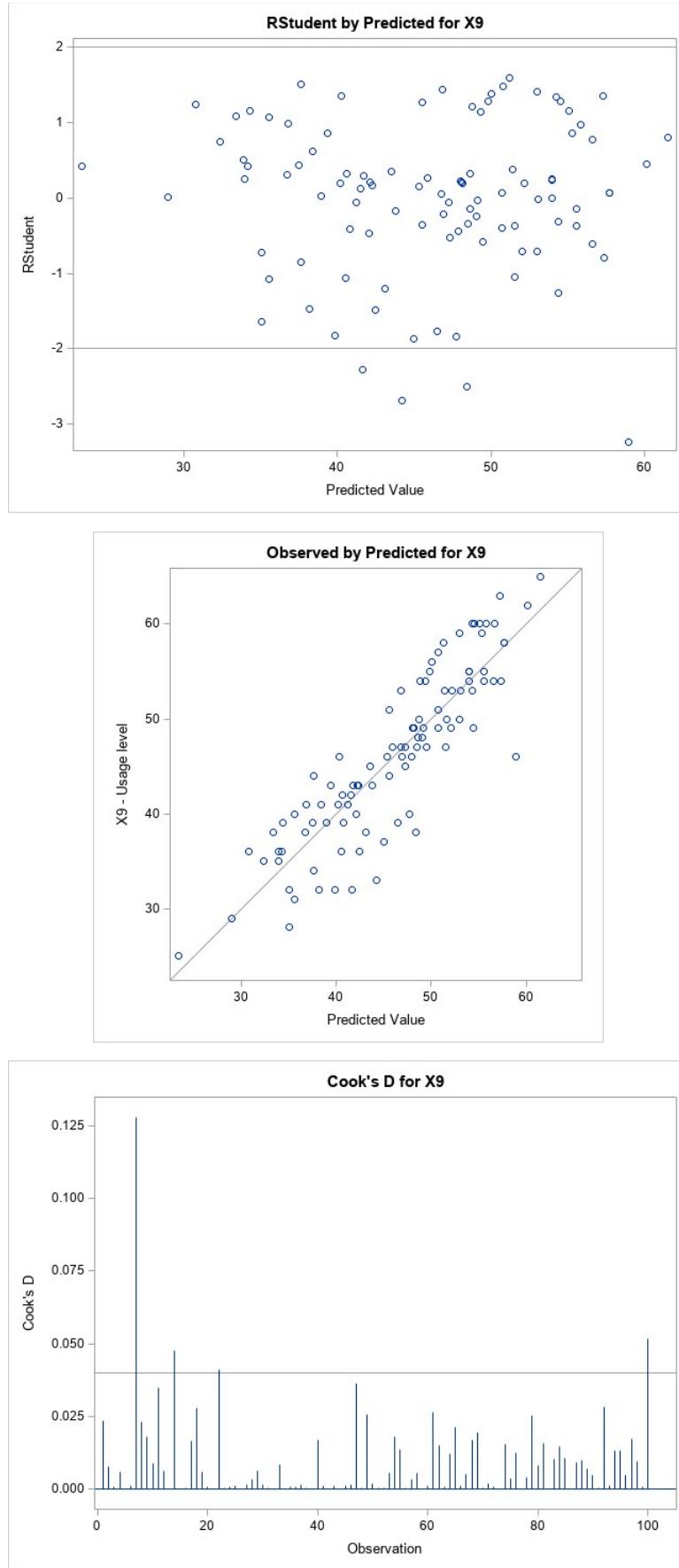
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Output Statistics												DFBETAS						
				Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS						Intercept	X1	X2	X3	X4	X5
1	32	38.1808	1.2592	-6.1808	4.241	-1.458	0.023	-1.4666	0.0810	0.9851	-0.4355	-0.3274	0.1401	0.2063	0.3001	0.0291	-0.1559	-0.00				
2	43	39.3678	1.2322	3.6322	4.249	0.855	0.008	0.8537	0.0776	1.1100	0.2476	0.0549	-0.1102	-0.0981	-0.0632	-0.0406	0.0927	0.13				
3	48	49.0331	1.3005	-1.0331	4.228	-0.244	0.001	-0.2431	0.0864	1.1884	-0.0748	-0.0001	-0.0109	-0.0162	0.0216	-0.0112	0.0056	0.01				
4	32	35.0582	1.2648	-3.0582	4.239	-0.721	0.006	-0.7196	0.0817	1.1358	-0.2147	-0.0209	0.0033	0.0296	0.0488	-0.1337	0.0044	0.11				
5	58	57.7435	1.6552	0.2565	4.102	0.063	0.000	0.0622	0.1400	1.2686	0.0251	-0.0041	0.0059	0.0039	0.0004	0.0061	-0.0053	0.00				
6	45	43.5026	1.2181	1.4974	4.253	0.352	0.001	0.3504	0.0758	1.1682	0.1004	-0.0397	-0.0152	-0.0074	0.0435	0.0174	0.0107	-0.04				
7	46	58.9589	1.3793	-12.9589	4.203	-3.083	0.128	-3.2382	0.0972	0.5052	-1.0626	0.5007	-0.0439	-0.0360	-0.3637	0.3362	0.0204	-0.73				
8	44	37.6419	1.2218	6.3581	4.252	1.495	0.023	1.5057	0.0763	0.9704	0.4327	0.1861	-0.1212	-0.0293	-0.0413	0.0365	0.0765	-0.08				
9	63	57.2870	1.2066	5.7130	4.256	1.342	0.018	1.3483	0.0744	1.0065	0.3823	-0.1422	0.0522	-0.0014	0.0650	-0.1818	-0.0054	0.15				
10	54	48.7801	0.9552	5.2199	4.319	1.208	0.009	1.2116	0.0466	1.0072	0.2679	-0.0424	0.0755	0.0508	-0.1058	-0.0093	-0.0428	0.03				
11	32	41.6100	1.0164	-9.6100	4.305	-2.232	0.035	-2.2826	0.0528	0.7380	-0.5389	-0.1569	0.1603	0.0917	-0.1665	0.1441	-0.0795	-0.20				
12	47	51.5267	0.9304	-4.5267	4.325	-1.047	0.006	-1.0473	0.0442	1.0375	-0.2253	0.1200	-0.0174	-0.0090	-0.1126	0.0657	0.0076	-0.01				
13	39	38.9084	0.9698	0.0916	4.316	0.021	0.000	0.0211	0.0481	1.1464	0.0047	0.0017	-0.0015	-0.0016	0.0001	0.0002	0.0013	-0.00				
14	38	48.4145	1.0908	-10.4145	4.287	-2.429	0.048	-2.4975	0.0608	0.6837	-0.6355	-0.0589	0.3120	0.3315	-0.0151	0.2668	-0.2999	-0.43				
15	54	53.9915	1.4025	0.008524	4.195	0.002	0.000	0.002021	0.1005	1.2133	0.0007	-0.0004	0.0000	0.0000	0.0003	0.0005	-0.0000	0.00				
16	49	48.1920	1.2084	0.8080	4.255	0.190	0.000	0.1889	0.0746	1.1757	0.0536	-0.0009	-0.0047	0.0026	0.0281	0.0198	0.0001	-0.02				
17	38	43.1130	1.2733	-5.1130	4.236	-1.207	0.016	-1.2100	0.0828	1.0473	-0.3637	-0.2025	-0.0509	-0.0810	0.1891	0.1188	0.0435	-0.11				
18	40	47.7514	1.1195	-7.7514	4.280	-1.811	0.028	-1.8343	0.0640	0.8721	-0.4798	-0.1510	0.0931	0.1522	0.1732	-0.0638	-0.1489	0.25				
19	54	57.4145	1.1669	-3.4145	4.267	-0.800	0.006	-0.7986	0.0696	1.1092	-0.2184	0.0945	-0.0417	-0.0192	-0.0570	0.0469	0.0286	-0.11				
20	55	53.9915	1.4025	1.0085	4.195	0.240	0.001	0.2392	0.1005	1.2073	0.0799	-0.0441	0.0056	0.0003	0.0332	0.0625	-0.0048	0.00				
21	41	41.2459	0.8856	-0.2459	4.334	-0.057	0.000	-0.0564	0.0401	1.1366	-0.0115	-0.0038	0.0039	0.0046	-0.0007	0.0012	-0.0034	0.00				
22	35	32.3575	2.6816	2.6425	3.518	0.751	0.041	0.7493	0.3675	1.6426	0.5711	0.0989	0.4704	0.4561	-0.0095	-0.1094	-0.4887	0.06				
23	55	55.6125	1.3575	-0.6125	4.210	-0.145	0.000	-0.1447	0.0942	1.2026	-0.0467	0.0345	-0.0049	-0.0115	-0.0319	-0.0219	0.0073	0.01				
24	36	34.1791	0.8852	1.8209	4.334	0.420	0.001	0.4182	0.0400	1.1196	0.0854	0.0555	-0.0122	-0.0184	-0.0437	-0.0112	0.0067	0.01				
25	49	50.7470	1.0798	-1.7470	4.290	-0.407	0.001	-0.4054	0.0596	1.1439	-0.1020	-0.0519	0.0213	0.0243	0.0227	0.0219	-0.0256	-0.02				
26	49	49.1545	0.9382	-0.1545	4.323	-0.036	0.000	-0.0355	0.0450	1.1426	-0.0077	-0.0032	0.0011	0.0013	0.0025	-0.0018	-0.0014	0.00				
27	36	33.8422	0.9069	2.1578	4.330	0.498	0.001	0.4963	0.0420	1.1149	0.1040	0.0693	-0.0145	-0.0226	-0.0566	-0.0137	0.0084	0.01				
28	54	56.5964	1.1556	-2.5964	4.270	-0.608	0.003	-0.6059	0.0682	1.1342	-0.1640	0.0662	-0.0291	-0.0125	-0.0424	0.0340	0.0209	-0.08				
29	49	52.0408	1.3031	-3.0408	4.227	-0.719	0.006	-0.7174	0.0868	1.1423	-0.2211	0.0144	-0.0073	-0.0460	-0.1339	0.0632	0.0184	0.00				
30	46	47.8828	1.1051	-1.8828	4.283	-0.440	0.002	-0.4376	0.0624	1.1446	-0.1129	-0.0166	-0.0065	0.0033	0.0672	0.0297	-0.0090	0.00				
31	43	41.7178	0.8599	1.2822	4.339	0.295	0.000	0.2940	0.0378	1.1256	0.0583	0.0264	-0.0070	-0.0088	-0.0383	-0.0231	0.0097	0.02				
32	53	53.0548	1.2586	-0.0548	4.241	-0.013	0.000	-0.0129	0.0809	1.1875	-0.0038	0.0026	-0.0003	-0.0009	-0.0025	-0.0020	0.0005	0.00				
33	60	55.8427	1.1481	4.1573	4.272	0.973	0.009	0.9729	0.0674	1.0772	0.2614	-0.0174	-0.0537	-0.0532	0.0425	0.1334	0.0647	-0.12				
34	47	46.7634	0.9451	0.2366	4.322	0.055	0.000	0.0545	0.0456	1.1433	0.0119	0.0006	0.0024	0.0023	-0.0045	-0.0046	-0.0016	0.00				
35	35	33.9211	1.2199	1.0789	4.252	0.254	0.001	0.2524	0.0761	1.1746	0.0724	0.0393	-0.0241	-0.0251	-0.0093	0.0009	0.0196	-0.02				
36	39	40.7666	0.8768	-1.7866	4.336	-0.412	0.001	-0.4102	0.0393	1.1193	-0.0829	-0.0142	0.0049	-0.0124	-0.0220	0.0284	0.0053	-0.01				
37	44	45.5491	1.2332	-1.5491	4.248	-0.365	0.001	-0.3629	0.0777	1.1697	-0.1054	0.0152	-0.0406	-0.0336	0.0379	-0.0278	0.0300	0.03				
38	46	46.9328	0.8914	-0.9328	4.333	-0.215	0.000	-0.2142	0.0406	1.1330	-0.0441	0.0153	-0.0025	0.0038	-0.0126	-0.0136	0.0023	0.01				
39	29	28.9440	1.4881	0.0560	4.166	0.013	0.000	0.0134	0.1132	1.2306	0.0048	0.0008	-0.0021	-0.0017	0.0004	0.0006	0.0013	-0.00				
40	28	35.0295	0.9757	-7.0295	4.315	-1.629	0.017	-1.6442	0.0487	0.9077	-0.3718	-0.1064	-0.0319	0.0091	0.1527	0.0488	0.0324	0.02				
41	40	42.0654	0.8766	-2.0654	4.336	-0.476	0.001	-0.4743	0.0393	1.1138	-0.0959	-0.0083	0.0032	-0.0171	-0.0303	0.0343	0.0079	-0.02				
42	58	57.7493	1.6197	0.2507	4.116	0.061	0.000	0.0606	0.1341	1.2599	0.0238	-0.0033	0.0028	0.0009	0.0004	0.0055	-0.0022	0.00				
43	53	54.3714	1.2668	-1.3714	4.238	-0.324	0.001	-0.3220	0.0820	1.1781	-0.0962	0.0255	-0.0044	-0.0030	-0.0295	-0.0372	-0.0021	0.07				
44	48	48.6313	1.0715	-0.6313	4.292	-0.147	0.000	-0.1463	0.0587	1.1572	-0.0365	-0.0189	-0.0046	-0.0034	0.0085	0.0051	0.0036	-0.00				
45	38	36.7053	1.2305	1.2947	4.249	0.305	0.001	0.3032	0.0774	1.1734	0.0878	0.0358	-0.0513	-0.0510	-0.0223	-0.0318	0.0506	-0.00				
46	54	55.5805	1.2935	-1.5805	4.230	-0.374	0.002	-0.3719	0.0855	1.1790	-0.1137	0.0400	-0.0247	-0.0241	-0.0409	-0.0444	0.0169	0.00				
47	55	49.8151	1.																			

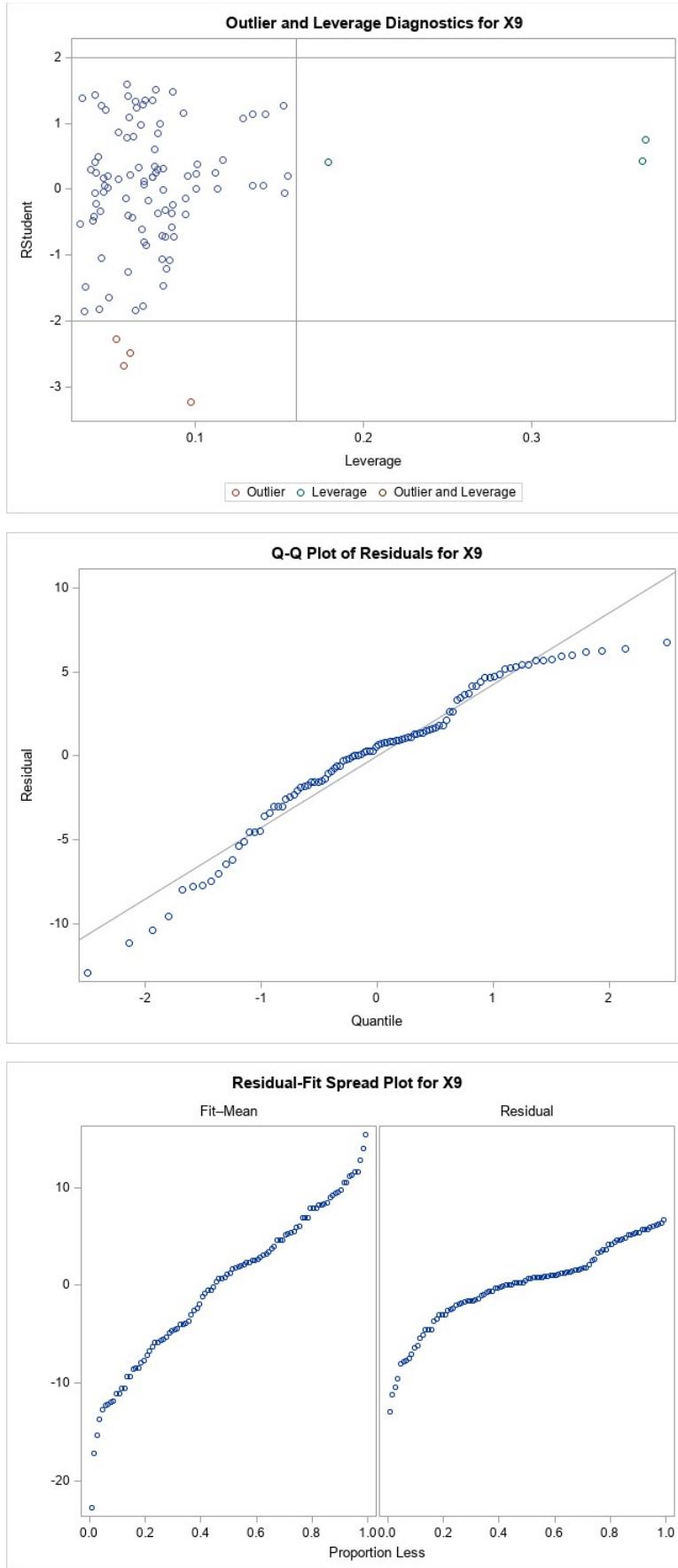
51	41	40.2034	1.2055	0.7966	4.256	0.187	0.000	0.1862	0.0743	1.1753	0.0527	0.0106	0.0116	0.0078	-0.0062	0.0350	-0.0144	-0.02
52	53	52.1596	1.3672	0.8404	4.207	0.200	0.001	0.1987	0.0955	1.2025	0.0646	-0.0321	0.0182	0.0292	0.0347	-0.0055	-0.0195	-0.0C
53	50	52.9981	1.2498	-2.9981	4.243	-0.707	0.005	-0.7046	0.0798	1.1355	-0.2075	0.0224	-0.0256	-0.0116	0.0795	0.0570	-0.0039	-0.0E
54	32	39.8080	0.9148	-7.8080	4.328	-1.804	0.018	-1.8268	0.0428	0.8547	-0.3861	-0.0047	-0.0733	-0.0303	0.1110	0.0779	0.0614	-0.03
55	39	37.4728	2.6745	1.5272	3.524	0.433	0.014	0.4315	0.3655	1.6922	0.3275	0.0204	0.2816	0.2747	0.0164	-0.0694	-0.2888	0.0E
56	47	45.8835	0.8971	1.1165	4.332	0.258	0.000	0.2564	0.0411	1.1316	0.0531	-0.0122	-0.0122	-0.0107	0.0052	0.0256	0.0088	0.0C
57	62	60.1615	1.5062	1.8385	4.159	0.442	0.003	0.4401	0.1159	1.2137	0.1594	-0.0883	0.0506	0.0439	0.0035	-0.0084	-0.0319	0.03
58	65	61.5467	1.1120	3.4533	4.282	0.807	0.005	0.8050	0.0632	1.1007	0.2091	-0.1346	-0.0134	-0.0277	0.0851	-0.0283	0.0390	0.01
59	46	45.3222	1.0272	0.6778	4.303	0.158	0.000	0.1567	0.0539	1.1511	0.0374	0.0231	-0.0079	-0.0087	-0.0162	0.0072	0.0084	-0.0C
60	50	48.6600	1.2577	1.3400	4.241	0.316	0.001	0.3144	0.0808	1.1771	0.0932	-0.0360	0.0236	0.0406	0.0476	-0.0055	-0.0274	-0.01
61	54	49.3502	1.6630	4.6498	4.099	1.134	0.026	1.1361	0.1413	1.1355	0.4609	0.1246	-0.1714	-0.0997	0.1475	-0.2028	0.1269	0.23
62	60	54.5639	1.1584	5.4361	4.269	1.273	0.015	1.2777	0.0686	1.0164	0.3467	-0.0005	-0.0773	-0.0776	0.0425	0.1793	0.0898	-0.18
63	47	48.4788	0.9232	-1.4788	4.326	-0.342	0.001	-0.3402	0.0436	1.1295	-0.0726	0.0360	-0.0215	-0.0129	-0.0293	-0.0232	0.0213	0.01
64	36	40.4970	1.2508	-4.4970	4.243	-1.060	0.012	-1.0605	0.0800	1.0752	-0.3126	-0.2223	0.0154	-0.0069	0.1939	0.0863	-0.0197	-0.0E
65	40	35.5669	1.5827	4.4331	4.131	1.073	0.021	1.0741	0.1280	1.1316	0.4115	0.0262	-0.1704	-0.1691	0.0132	-0.1964	0.1422	0.20
66	45	47.3089	0.7826	-2.3089	4.354	-0.530	0.001	-0.5282	0.0313	1.0994	-0.0949	0.0007	0.0472	0.0513	-0.0286	0.0229	-0.0467	-0.0C
67	59	55.3064	1.0304	3.6936	4.302	0.859	0.005	0.8573	0.0543	1.0821	0.2054	-0.1034	0.0422	0.0469	0.0889	-0.0462	-0.0415	0.12
68	46	40.2522	1.1691	5.7478	4.266	1.347	0.017	1.3533	0.0698	1.0004	0.3708	0.0963	0.0313	0.1159	0.0002	0.0197	-0.0672	-0.02
69	58	51.2435	1.0769	6.7565	4.291	1.575	0.020	1.5877	0.0593	0.9323	0.3985	0.1692	-0.0241	-0.0519	-0.0938	-0.1743	0.0668	0.02
70	49	48.0510	1.0933	0.9490	4.286	0.221	0.000	0.2203	0.0611	1.1574	0.0562	-0.0300	-0.0045	0.0032	0.0338	0.0089	0.0018	-0.01
71	50	51.5907	1.3547	-1.5907	4.211	-0.378	0.002	-0.3760	0.0938	1.1894	-0.1209	0.0131	-0.0209	-0.0297	0.0256	-0.0150	0.0115	0.01
72	55	53.9764	1.4802	1.0236	4.169	0.246	0.001	0.2443	0.1120	1.2225	0.0867	0.0304	-0.0248	-0.0301	-0.0218	-0.0458	0.0358	0.0C
73	51	50.6972	1.1659	0.3028	4.267	0.071	0.000	0.0706	0.0695	1.1723	0.0193	-0.0021	-0.0012	0.0018	0.0118	0.0059	-0.0004	-0.0C
74	60	54.2832	1.1206	5.7168	4.279	1.336	0.015	1.3417	0.0642	0.9971	0.3514	-0.0559	-0.0866	-0.1424	0.0131	-0.1678	0.1290	0.1C
75	41	38.3909	1.2144	2.6091	4.254	0.613	0.004	0.6113	0.0754	1.1423	0.1745	-0.0093	0.0470	0.0279	-0.0489	0.1296	-0.0480	-0.0E
76	49	54.4112	1.0813	-5.4112	4.289	-1.262	0.013	-1.2656	0.0598	1.0095	-0.3190	0.2170	-0.0971	-0.0873	-0.1787	0.0582	0.0813	-0.02
77	42	41.4822	1.1625	0.5178	4.268	0.121	0.000	0.1207	0.0691	1.1708	0.0329	0.0048	0.0082	0.0058	-0.0027	0.0222	-0.0098	-0.01
78	47	49.4832	1.2971	-2.4832	4.229	-0.587	0.004	-0.5850	0.0860	1.1587	-0.1794	-0.0089	0.0003	-0.0304	-0.0968	0.0479	0.0106	0.01
79	39	34.2923	1.6195	4.7077	4.117	1.144	0.025	1.1455	0.1340	1.1239	0.4507	0.0544	-0.1915	-0.1906	-0.0000	-0.2251	0.1598	0.21
80	56	50.0372	0.8027	5.9628	4.350	1.371	0.008	1.3773	0.0329	0.9568	0.2542	-0.0147	-0.0872	-0.1194	0.0159	-0.0102	0.1114	-0.07
81	59	52.9814	1.0829	6.0186	4.289	1.403	0.016	1.4108	0.0599	0.9764	0.3562	0.1071	0.0506	0.0263	-0.0566	-0.1720	-0.0102	0.0E
82	47	47.2739	1.7281	-0.2739	4.072	-0.067	0.000	-0.0669	0.1526	1.2874	-0.0284	-0.0047	-0.0044	-0.0063	0.0105	-0.0079	0.0045	-0.0C
83	41	36.8101	1.2439	4.1899	4.245	0.987	0.010	0.9868	0.0791	1.0883	0.2891	0.0981	-0.1380	-0.1265	-0.0939	-0.0409	0.1147	0.13
84	37	44.9940	0.8145	-7.9940	4.348	-1.839	0.015	-1.8631	0.0339	0.8373	-0.3490	-0.0106	0.0493	-0.0326	-0.1099	0.0470	-0.0175	-0.0C
85	53	46.8240	0.8899	6.1760	4.333	1.425	0.011	1.4334	0.0405	0.9513	0.2944	-0.0754	-0.0175	0.0394	0.1626	0.1364	-0.0195	-0.0E
86	43	42.2625	0.9414	0.7375	4.322	0.171	0.000	0.1697	0.0453	1.1402	0.0370	0.0024	-0.0087	-0.0081	-0.0021	-0.0174	0.0093	0.0C
87	51	45.5509	0.9266	5.4491	4.326	1.260	0.009	1.2638	0.0439	0.9931	0.2707	-0.0328	-0.0809	-0.0289	0.1295	0.1156	0.0449	-0.07
88	36	42.4364	0.8207	-6.4364	4.347	-1.481	0.010	-1.4905	0.0344	0.9319	-0.2814	-0.0595	0.0550	-0.0086	-0.0573	0.0286	-0.0250	0.02
89	34	37.6159	1.1764	-3.6159	4.264	-0.848	0.007	-0.8466	0.0707	1.1030	-0.2335	0.0051	-0.0052	0.0245	0.0394	-0.1511	0.0115	0.12
90	60	56.6549	1.0753	3.3451	4.291	0.780	0.005	0.7779	0.0591	1.1000	0.1949	-0.0993	0.0063	0.0094	0.0831	-0.0495	-0.0037	0.11
91	49	48.1143	0.9692	0.8857	4.316	0.205	0.000	0.2041	0.0480	1.1422	0.0458	-0.0125	-0.0177	-0.0159	0.0059	0.0145	0.0155	0.0C
92	39	46.4726	1.1620	-7.4726	4.268	-1.751	0.028	-1.7709	0.0690	0.8939	-0.4821	-0.1771	0.0995	0.1579	0.1862	-0.0672	-0.1508	0.2E
93	43	42.1529	1.7401	0.8471	4.067	0.208	0.001	0.2072	0.1547	1.2863	0.0887	0.0276	0.0193	0.0240	-0.0414	0.0288	-0.0206	0.0C
94	36	30.7190	1.1245	5.2810	4.278	1.234	0.013	1.2379	0.0646	1.0208	0.3254	0.2104	0.0318	0.0168	-0.2408	-0.0425	-0.0388	0.02
95	31	35.5477	1.2871	-4.5477	4.232	-1.075	0.013	-1.0754	0.0847	1.0777	-0.3271	-0.2564	0.0125	0.0625	0.2341	-0.0000	-0.0209	0.01
96	25	23.3192	1.8704	1.6808	4.009	0.419	0.005	0.4174	0.1788	1.3088	0.1947	0.0225	0.1125	0.1138	-0.0079	0.0605	-0.1342	-0.04
97	60	55.1278	1.3474	4.8722	4.213	1.156	0.017	1.1585	0.0928	1.0700	0.3705	-0.0621	-0.0107	-0.0974	-0.0392	-0.0978	0.0638	0.0E
98	38	33.3564	1.0872	4.6436	4.288	1.083	0.009	1.0840	0.0604	1.0482	0.2748	0.1732	-0.0647	-0.0762	-0.1985	-0.0752	0.0622	0.0E
99	42	40.6175	1.1401	1.3825	4.274	0.323	0.001	0.3219	0.0664	1.1584	0.0859	-0.0107	0.0128	0.0035	-0.0223	0.0634	-0.0125	-0.04
100	33	44.1734	1.0609	-11.1734	4.295	-2.602	0.052	-2.6884	0.0575	0.6283	-0.6641	-0.1179	0.2869	0.1969	-0.2502	0.2053	-0.1969	-0.25

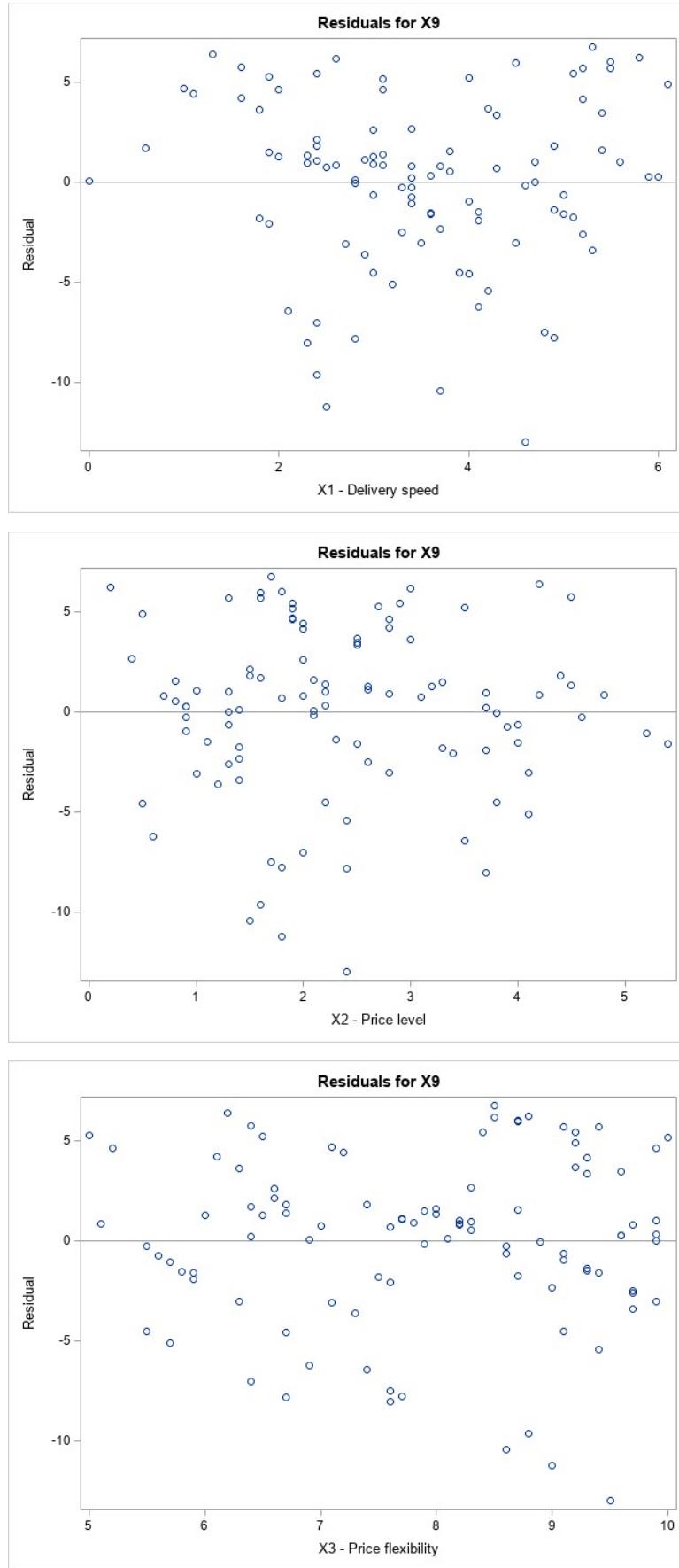


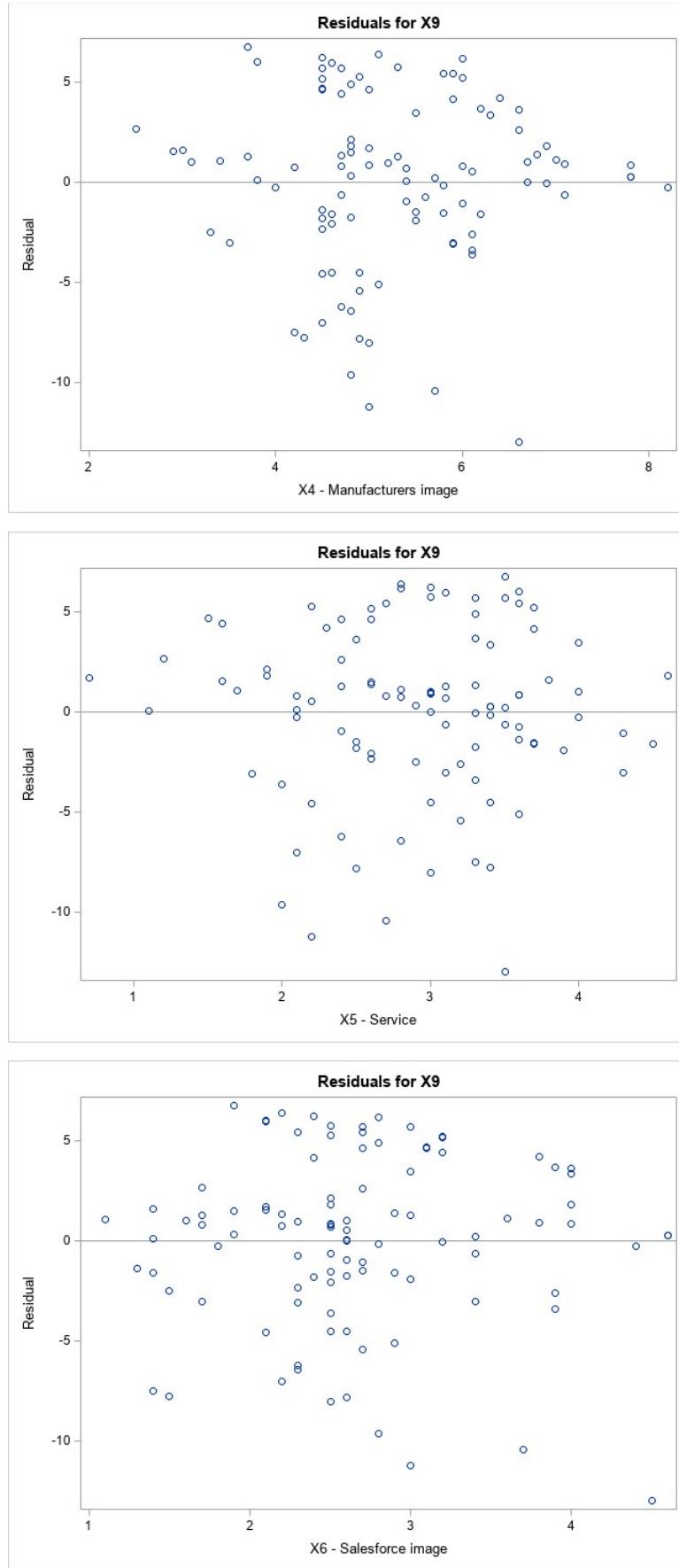


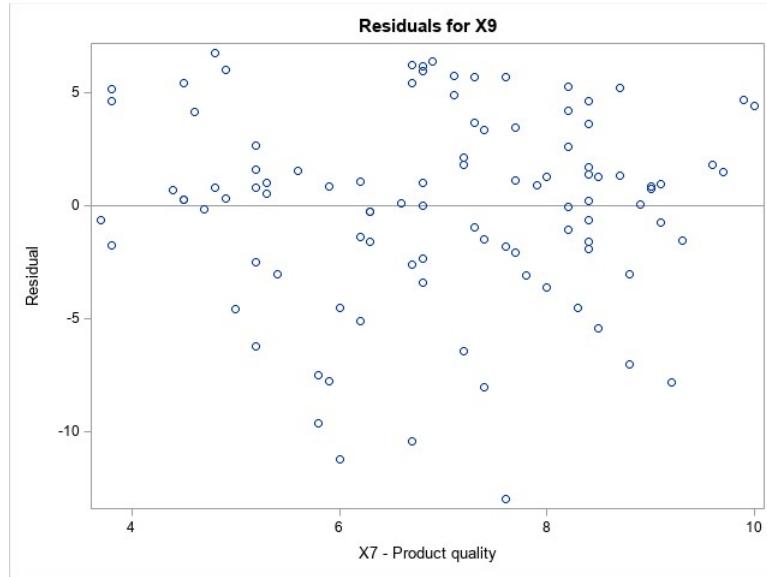


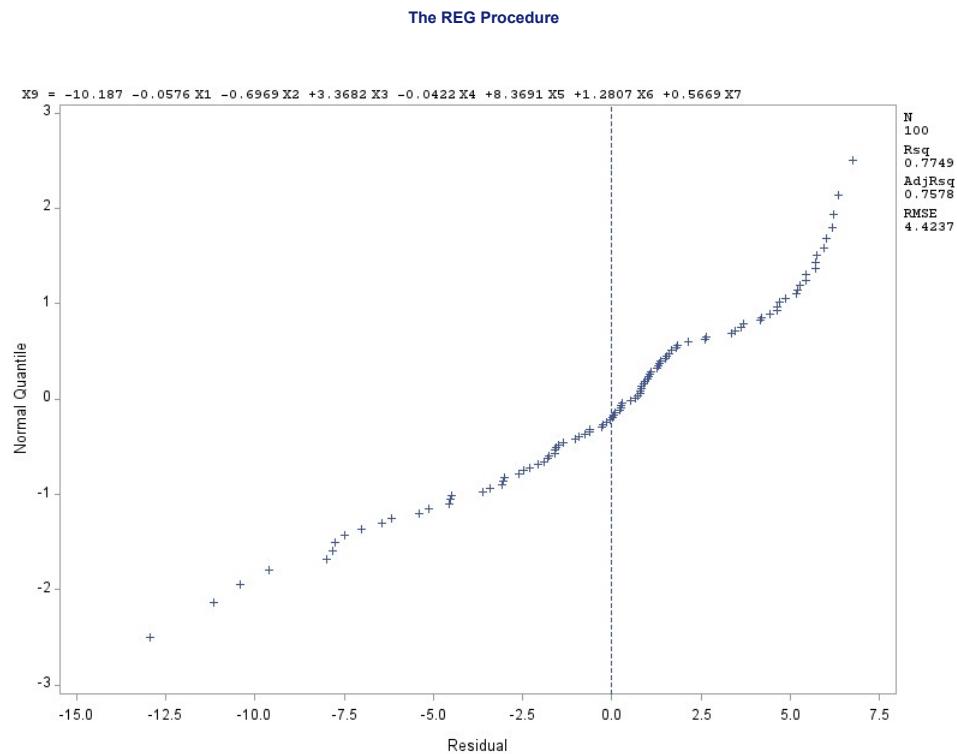




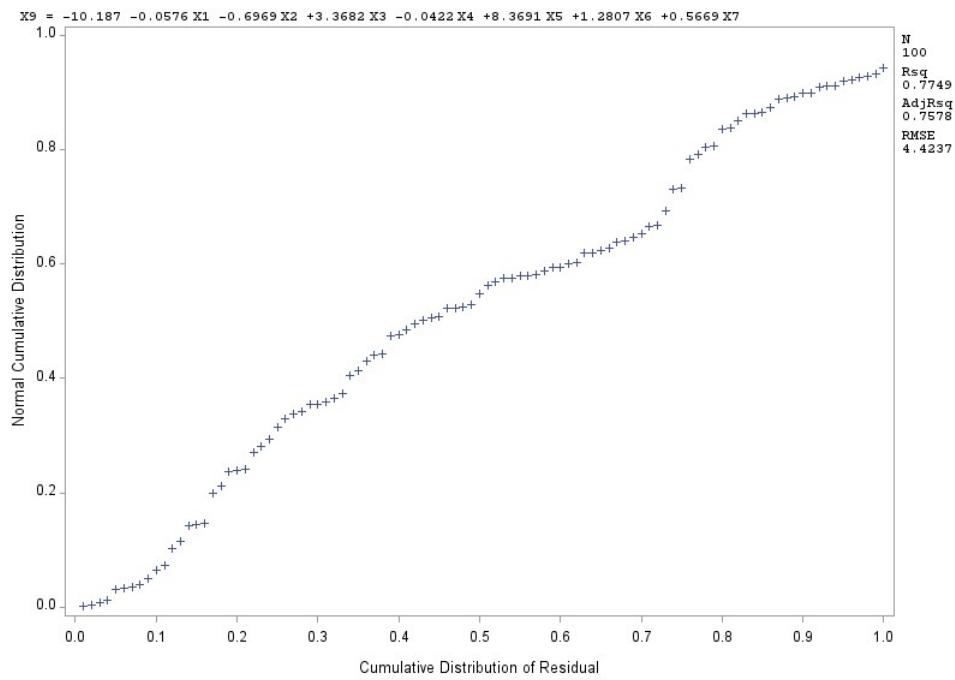








The REG Procedure



The SAS System**The REG Procedure**

Number of Observations Read	100
Number of Observations Used	100

Descriptive Statistics						
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label
Intercept	100.00000	1.00000	100.00000	0	0	Intercept
X3	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility
X5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service
X6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce image
X8	40.00000	0.40000	40.00000	0.24242	0.49237	X8 - Firm size
X9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level

Correlation							
Variable	Label	X3	X5	X6	X8	X9	
X3	X3 - Price flexibility	1.0000	0.0666	-0.0343	-0.6460	0.5590	
X5	X5 - Service	0.0666	1.0000	0.2408	-0.2196	0.7007	
X6	X6 - Salesforce image	-0.0343	0.2408	1.0000	-0.0426	0.2561	
X8	X8 - Firm size	-0.6460	-0.2196	-0.0426	1.0000	-0.3652	
X9	X9 - Usage level	0.5590	0.7007	0.2561	-0.3652	1.0000	

The SAS System**The REG Procedure**

Model: MODEL1

Dependent Variable: X9 X9 - Usage level

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	4	6341.82610	1585.45652	90.89	<.0001
Error	95	1657.17390	17.44394		
Corrected Total	99	7999.00000			

Root MSE	4.17659	R-Square	0.7928
Dependent Mean	46.10000	Adj R-Sq	0.7841
Coeff Var	9.05986		

Parameter Estimates									
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation
Intercept	Intercept	1	-16.33548	4.25365	-3.84	0.0002	0	.	0
X3	X3 - Price flexibility	1	4.24501	0.39935	10.63	<.0001	0.65479	0.57471	1.74000
X5	X5 - Service	1	8.05480	0.59170	13.61	<.0001	0.67320	0.89172	1.12143
X6	X6 - Salesforce image	1	1.46227	0.56207	2.60	0.0108	0.12540	0.93861	1.06540
X8	X8 - Firm size	1	3.85156	1.14866	3.35	0.0011	0.21097	0.55087	1.81530

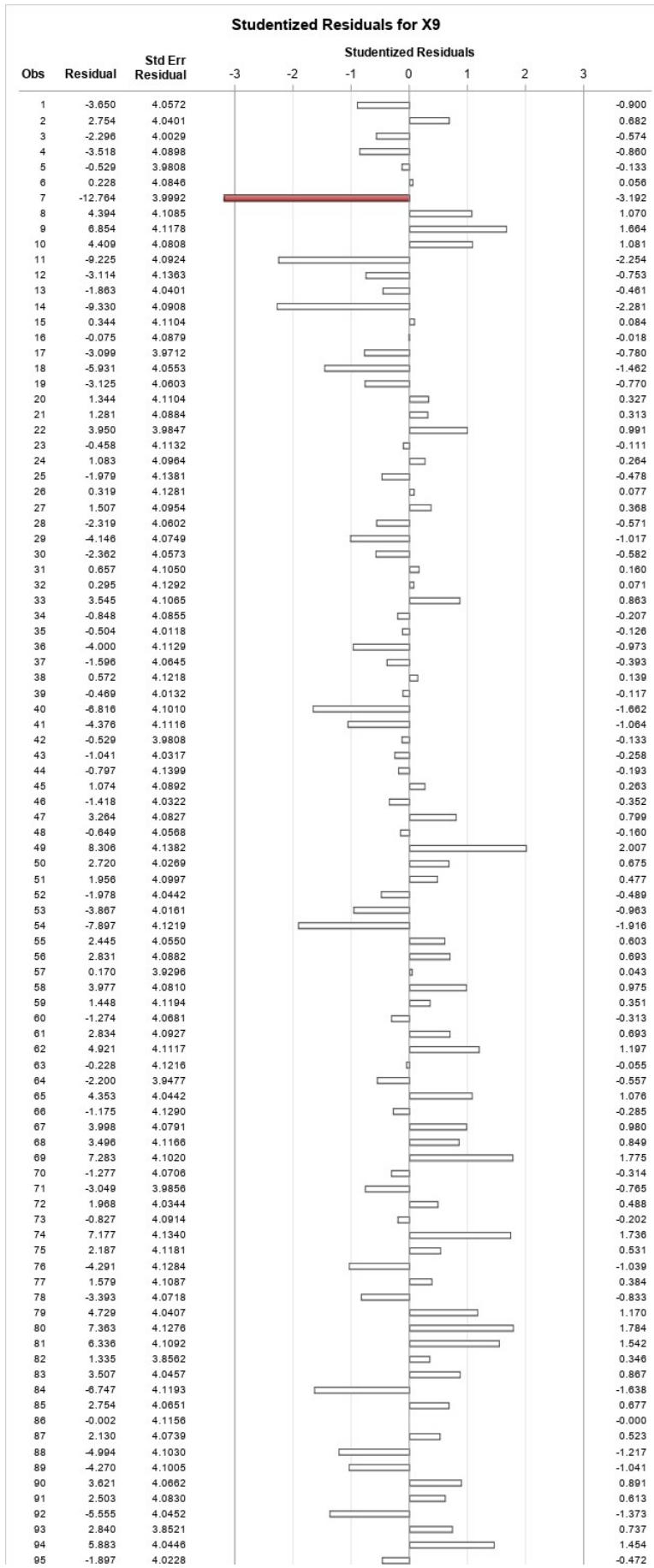
The SAS System**The REG Procedure**

Model: MODEL1

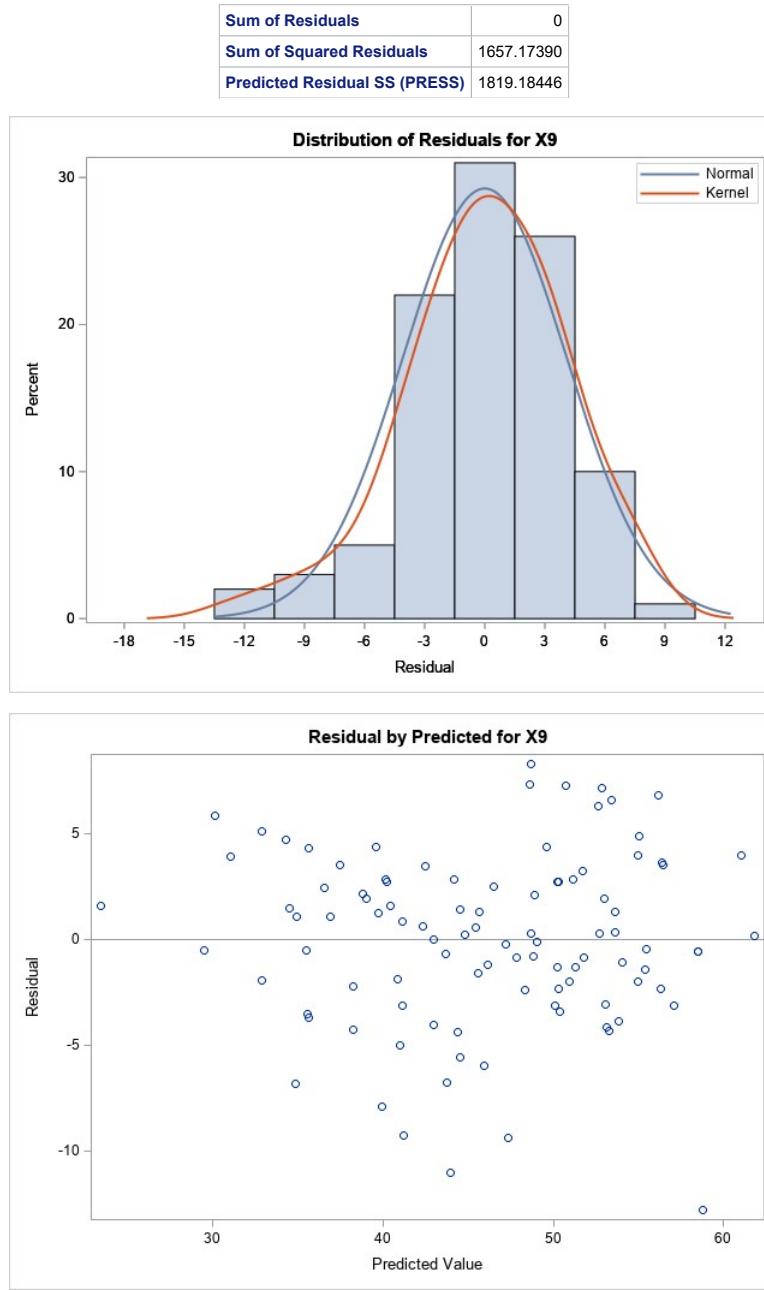
Dependent Variable: X9 X9 - Usage level

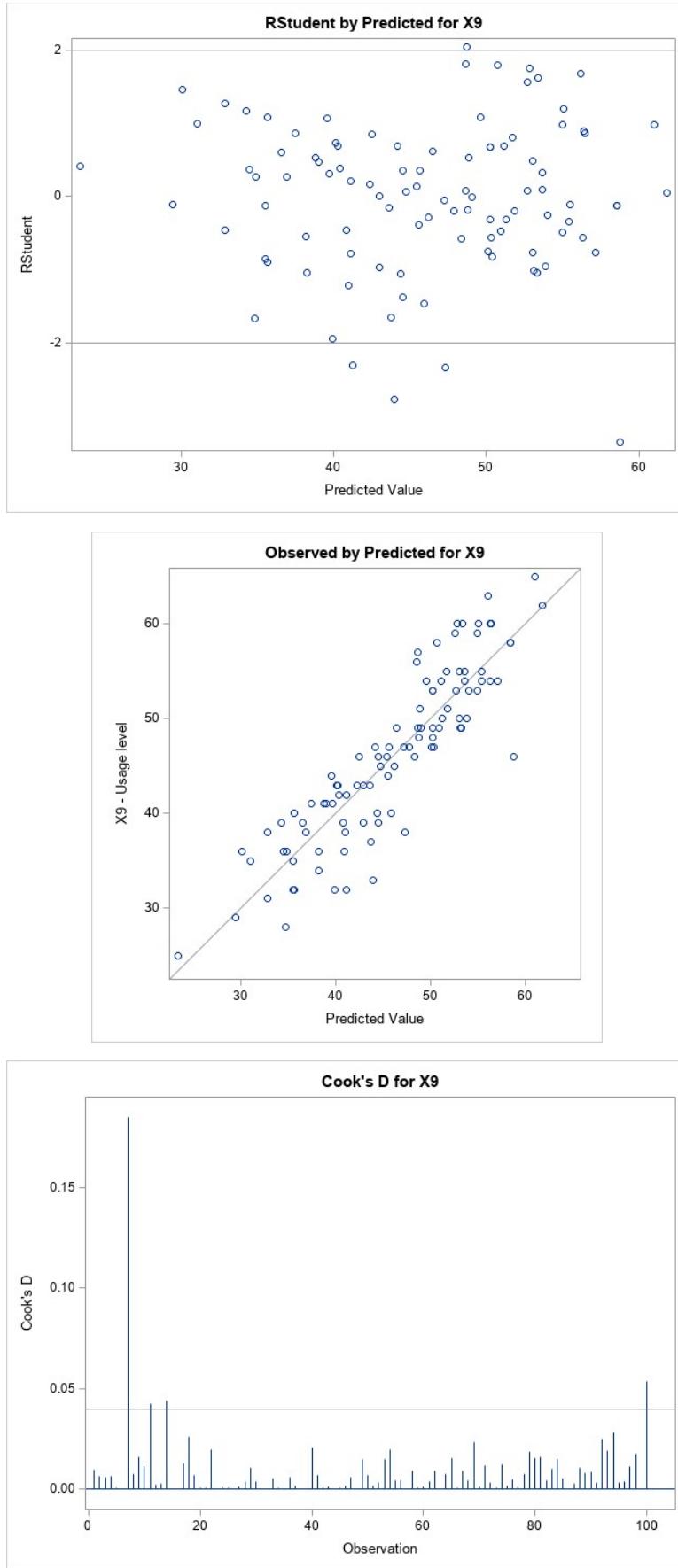
Obs	Dependent Variable	Output Statistics												DFBETAS			
		Predicted Value	Std Err or Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS						
												Intercept	X3	X5	X6	X8	
1	32	35.6498	0.9916	-3.6498	4.057	-0.900	0.010	-0.8987	0.0564	1.0705	-0.2196	-0.1969	0.1624	0.0868	0.0381	0.1750	
2	43	40.2457	1.0589	2.7543	4.040	0.682	0.006	0.6798	0.0643	1.0995	0.1782	-0.0017	-0.0279	-0.0543	0.1330	0.0412	
3	48	50.2964	1.1921	-2.2964	4.003	-0.574	0.006	-0.5717	0.0815	1.1281	-0.1702	0.0023	0.0512	-0.1272	0.0287	-0.0428	
4	32	35.5175	0.8471	-3.5175	4.090	-0.860	0.006	-0.8589	0.0411	1.0574	-0.1779	-0.0368	-0.0131	0.1027	0.0106	-0.0699	
5	58	58.5294	1.2638	-0.5294	3.981	-0.133	0.000	-0.1323	0.0916	1.1595	-0.0420	0.0227	-0.0157	0.0003	-0.0348	-0.0026	
6	45	44.7725	0.8717	0.2275	4.085	0.056	0.000	0.0554	0.0436	1.1022	0.0118	-0.0031	0.0055	0.0009	-0.0050	0.0086	
7	46	58.7641	1.2044	-12.7641	3.999	-3.192	0.185	-3.3601	0.0832	0.6522	-1.0119	0.5505	-0.3640	-0.0511	-0.8197	-0.0532	
8	44	39.6056	0.7509	4.3944	4.109	1.070	0.008	1.0704	0.0323	1.0255	0.1956	0.0679	-0.0653	0.0222	-0.0690	0.0592	
9	63	56.1462	0.6981	6.8538	4.118	1.664	0.016	1.6803	0.0279	0.9354	0.2848	-0.1482	0.1402	0.1030	0.0531	0.0049	
10	54	49.5907	0.8895	4.4093	4.081	1.081	0.011	1.0815	0.0454	1.0382	0.2357	-0.0618	-0.0139	0.1320	0.0480	0.1162	
11	32	41.2246	0.8343	-9.2246	4.092	-2.254	0.042	-2.3046	0.0399	0.8343	-0.4698	-0.1369	-0.0126	0.3544	-0.1176	0.1919	
12	47	50.1142	0.5787	-3.1142	4.136	-0.753	0.002	-0.7512	0.0192	1.0433	-0.1051	0.0095	-0.0331	-0.0021	0.0163	0.0252	
13	39	40.8629	1.0589	-1.8629	4.040	-0.461	0.003	-0.4592	0.0643	1.1142	-0.1203	0.0101	-0.0508	0.0183	0.0652	-0.0700	
14	38	47.3300	0.8420	-9.3300	4.091	-2.281	0.044	-2.3334	0.0406	0.8293	-0.4803	0.0070	-0.0042	0.1933	-0.3503	0.1637	
15	54	53.6564	0.7406	0.3436	4.110	0.084	0.000	0.0831	0.0314	1.0882	0.0150	-0.0070	0.0102	0.0005	-0.0003	0.0014	
16	49	49.0749	0.8561	-0.0749	4.088	-0.018	0.000	-0.0182	0.0420	1.1006	-0.0038	0.0002	-0.0017	0.0002	0.0022	0.0002	
17	38	41.0989	1.2938	-3.0989	3.971	-0.780	0.013	-0.7787	0.0960	1.1293	-0.2537	-0.1784	0.2221	-0.0392	0.0053	0.1835	
18	40	45.9308	0.9991	-5.9308	4.055	-1.462	0.026	-1.4714	0.0572	0.9980	-0.3625	-0.1839	0.1416	-0.1201	0.2683	0.1694	
19	54	57.1248	0.9789	-3.1248	4.060	-0.770	0.007	-0.7679	0.0549	1.0813	-0.1851	0.1083	-0.0914	-0.0052	-0.1268	-0.0150	
20	55	53.6564	0.7406	1.3436	4.110	0.327	0.001	0.3253	0.0314	1.0825	0.0586	-0.0274	0.0400	0.0020	-0.0011	0.0056	
21	41	39.7188	0.8538	1.2812	4.088	0.313	0.001	0.3119	0.0418	1.0946	0.0651	0.0351	-0.0065	-0.0341	-0.0284	-0.0303	
22	35	31.0497	1.2515	3.9503	3.985	0.991	0.019	0.9913	0.0898	1.0996	0.3113	0.1988	-0.0631	-0.2430	-0.0776	-0.1474	
23	55	55.4576	0.7247	-0.4576	4.113	-0.111	0.000	-0.1107	0.0301	1.0864	-0.0195	0.0088	-0.0064	-0.0051	-0.0094	0.0016	
24	36	34.9174	0.8144	1.0826	4.096	0.264	0.001	0.2630	0.0380	1.0920	0.0523	0.0164	-0.0055	-0.0301	0.0025	0.0158	
25	49	50.9789	0.5660	-1.9789	4.138	-0.478	0.001	-0.4763	0.0184	1.0612	-0.0651	0.0004	-0.0047	-0.0187	0.0097	0.0233	
26	49	48.6808	0.6344	0.3192	4.128	0.077	0.000	0.0769	0.0231	1.0789	0.0118	0.0040	-0.0050	0.0031	-0.0001	-0.0073	
27	36	34.4929	0.8196	1.5071	4.095	0.368	0.001	0.3663	0.0385	1.0888	0.0733	0.0259	-0.0112	-0.0423	0.0033	0.0197	
28	54	56.3193	0.9790	-2.3193	4.060	-0.571	0.004	-0.5692	0.0549	1.0966	-0.1372	0.0769	-0.0670	0.0045	-0.0959	-0.0093	
29	49	53.1459	0.9162	-4.1459	4.075	-1.017	0.010	-1.0176	0.0481	1.0486	-0.2288	0.0539	-0.1199	-0.0503	0.1334	-0.0170	
30	46	48.3622	0.9910	-2.3622	4.057	-0.582	0.004	-0.5802	0.0563	1.0974	-0.1417	0.0057	0.0413	-0.0889	-0.0039	-0.0436	
31	43	42.3428	0.7698	0.6572	4.105	0.160	0.000	0.1593	0.0340	1.0899	0.0299	0.0046	-0.0112	0.0059	0.0054	0.0088	
32	53	52.7052	0.6274	0.2948	4.129	0.071	0.000	0.0710	0.0226	1.0784	0.0108	-0.0030	0.0024	0.0016	0.0044	-0.0024	
33	60	56.4553	0.7619	3.5447	4.107	0.863	0.005	0.8620	0.0333	1.0485	0.1599	-0.0575	0.0616	0.0935	-0.0497	0.0004	
34	47	47.8477	0.8677	-0.8477	4.085	-0.207	0.000	-0.2064	0.0432	1.0994	-0.0438	0.0093	0.0048	-0.0177	-0.0161	-0.0197	
35	35	35.5043	1.1616	-0.5043	4.012	-0.126	0.000	-0.1251	0.0773	1.1418	-0.0362	-0.0062	-0.0080	0.0116	0.0217	-0.0142	
36	39	43.0001	0.7268	-4.0001	4.113	-0.973	0.006	-0.9723	0.0303	1.0342	-0.1718	0.0356	-0.0615	0.0176	0.0191	-0.1250	
37	44	45.5956	0.9612	-1.5956	4.064	-0.393	0.002	-0.3908	0.0530	1.1043	-0.0924	-0.0124	0.0342	-0.0544	0.0220	-0.0236	
38	46	45.4275	0.6746	0.5725	4.122	0.139	0.000	0.1382	0.0261	1.0815	0.0226	0.0026	0.0052	-0.0120	0.0016	-0.0072	
39	29	29.4688	1.1569	-0.4688	4.013	-0.117	0.000	-0.1162	0.0767	1.1411	-0.0335	-0.0105	0.0012	0.0275	-0.0061	-0.0057	
40	28	34.8162	0.7910	-6.8162	4.101	-1.662	0.021	-1.6779	0.0359	0.9435	-0.3236	-0.1479	0.0841	0.1318	0.0672	-0.0772	
41	40	44.3763	0.7339	-4.3763	4.112	-1.064	0.007	-1.0651	0.0309	1.0246	-0.1901	0.0587	-0.0799	0.0065	0.0093	-0.1475	
42	58	58.5294	1.2638	-0.5294	3.981	-0.133	0.000	-0.1323	0.0916	1.1595	-0.0420	0.0227	-0.0157	0.0003	-0.0348	-0.0026	
43	53	54.0413	1.0906	-1.0413	4.032	-0.258	0.001	-0.2570	0.0682	1.1275	-0.0695	0.0039	-0.0161	-0.0337	0.0536	0.0019	
44	48	48.7972	0.5521	-0.7972	4.140	-0.193	0.000	-0.1916	0.0175	1.0710	-0.0255	-0.0045	0.0006	-0.0025	0.0053	0.0118	
45	38	36.9260	0.8498	1.0740	4.089	0.263	0.001	0.2613	0.0414	1.0959	0.0543	0.0217	-0.0107	-0.0049	-0.0309	0.0157	
46	54	55.4176	1.0886	-1.4176	4.032	-0.352	0.002	-0.3499	0.0679	1.1238	-0.0945	0.0119	-0.0261	-0.0502	0.0691	-0.0009	
47	55	51.7364	0.8805	3.2636	4.083	0.799	0.006	0.7978	0.0444	1.0668	0.1721	-0.0755	0.1065	-0.0559	0.0742	0.0107	
48	43	43.6486	0.9932	-0.6486	4.057	-0.160	0.000	-0.1591	0.0565	1.1160	-0.0389	-0.0101	0.0175	-0.0206	0.0130	-0.0069	
49	57	48.6945	0.5653	8.3055	4.138	2.007	0.015	2.0402	0.0183	0.8648	0.2787	0.0339	0.0291	0.0071	-0.0754	-0.1076	
50	53	50.2800	1.1082	2.7200	4.027	0.675	0.007	0.6735	0.0704	1.1072	0.1853	0.0540	-0.0424	0.0988	-0.1410	-0.0567	

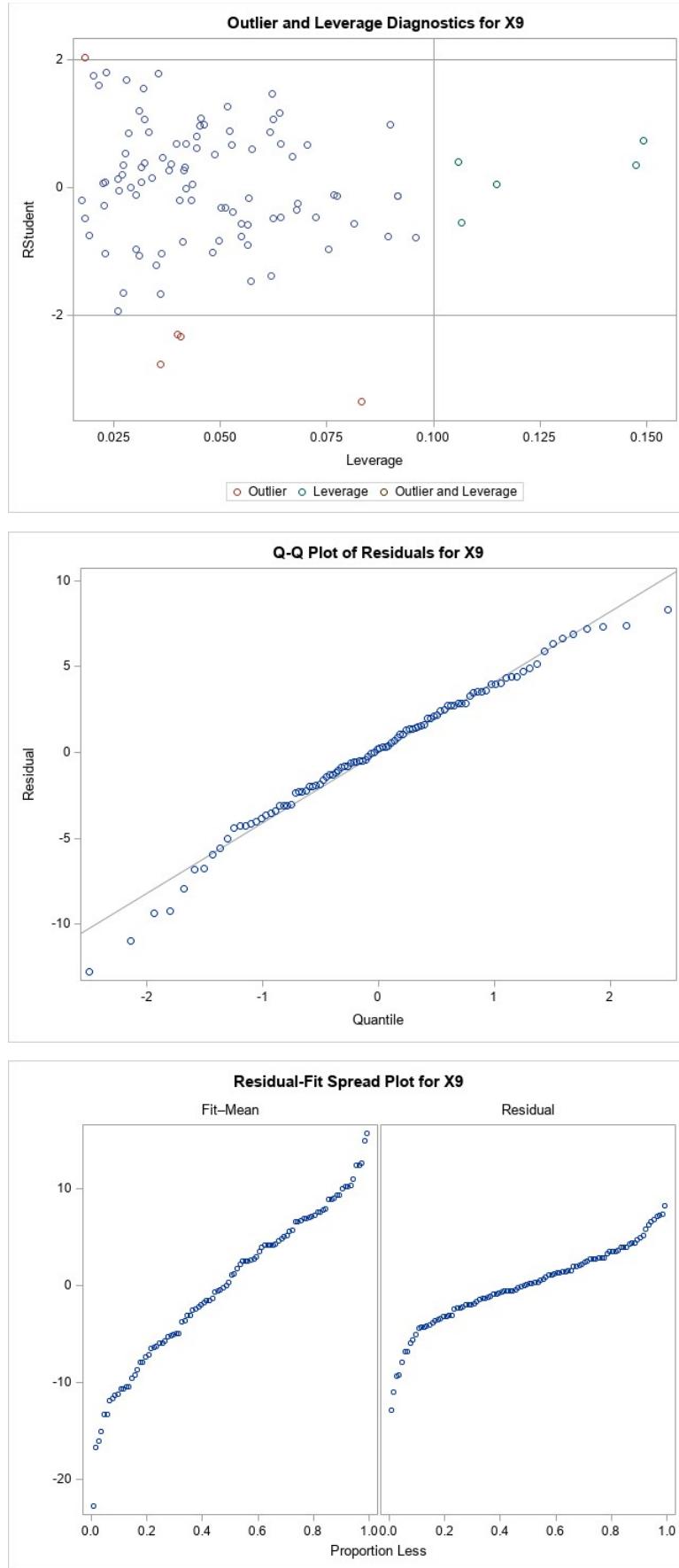
51	41	39.0444	0.7980	1.9556	4.100	0.477	0.002	0.4751	0.0365	1.0812	0.0925	0.0554	-0.0258	-0.0639	0.0014	-0.0566
52	53	54.9781	1.0433	-1.9781	4.044	-0.489	0.003	-0.4872	0.0624	1.1104	-0.1257	0.0815	-0.0721	-0.0707	0.0191	-0.1029
53	50	53.8670	1.1466	-3.8670	4.016	-0.963	0.015	-0.9625	0.0754	1.0857	-0.2748	0.0825	0.0229	-0.1966	-0.0496	-0.1120
54	32	39.8965	0.6740	-7.8965	4.122	-1.916	0.020	-1.9436	0.0260	0.8890	-0.3178	-0.0434	0.0248	0.0601	-0.0061	-0.1532
55	39	36.5546	1.0004	2.4454	4.055	0.603	0.004	0.6010	0.0574	1.0973	0.1483	0.0734	-0.0090	-0.1154	-0.0196	-0.0638
56	47	44.1687	0.8548	2.8313	4.088	0.693	0.004	0.6906	0.0419	1.0729	0.1444	0.0493	-0.0592	-0.0502	0.0884	-0.0860
57	62	61.8303	1.4151	0.1697	3.930	0.043	0.000	0.0430	0.1148	1.1909	0.0155	-0.0098	0.0041	0.0105	0.0058	0.0088
58	65	61.0226	0.8885	3.9774	4.081	0.975	0.009	0.9743	0.0453	1.0502	0.2121	-0.1322	0.1071	0.1325	0.0159	0.0307
59	46	44.5522	0.6887	1.4478	4.119	0.351	0.001	0.3498	0.0272	1.0768	0.0585	0.0376	-0.0350	0.0017	-0.0118	-0.0437
60	50	51.2740	0.9457	-1.2740	4.068	-0.313	0.001	-0.3117	0.0513	1.1056	-0.0725	0.0370	-0.0378	-0.0338	0.0223	-0.0581
61	54	51.1656	0.8331	2.8344	4.093	0.693	0.004	0.6906	0.0398	1.0706	0.1406	-0.0565	0.0846	-0.0466	0.0542	0.0045
62	60	55.0791	0.7337	4.9209	4.112	1.197	0.009	1.1996	0.0309	1.0083	0.2140	-0.0578	0.0716	0.1155	-0.0822	-0.0113
63	47	47.2282	0.6753	-0.2282	4.122	-0.055	0.000	-0.0551	0.0261	1.0825	-0.0090	0.0005	-0.0033	0.0041	-0.0013	0.0020
64	36	38.2003	1.3636	-2.2003	3.948	-0.557	0.007	-0.5553	0.1066	1.1610	-0.1918	-0.1518	0.1733	-0.0160	0.0243	0.1433
65	40	35.6471	1.0431	4.3529	4.044	1.076	0.015	1.0772	0.0624	1.0576	0.2778	0.0092	0.0325	-0.1921	0.1292	0.0928
66	45	46.1753	0.6286	-1.1753	4.129	-0.285	0.000	-0.2833	0.0226	1.0742	-0.0431	-0.0078	-0.0079	0.0139	0.0103	0.0151
67	59	55.0023	0.8973	3.9977	4.079	0.980	0.009	0.9798	0.0462	1.0506	0.2155	-0.0960	0.0681	0.0025	0.1582	-0.0121
68	46	42.5042	0.7054	3.4958	4.117	0.849	0.004	0.8479	0.0285	1.0447	0.1453	0.0188	-0.0310	0.0353	-0.0245	0.0639
69	58	50.7172	0.7856	7.2828	4.102	1.775	0.023	1.7961	0.0354	0.9233	0.3440	0.0600	-0.0229	0.1598	-0.2230	-0.1050
70	49	50.2773	0.9348	-1.2773	4.071	-0.314	0.001	-0.3123	0.0501	1.1042	-0.0717	0.0408	-0.0461	-0.0201	0.0143	-0.0613
71	50	53.0488	1.2486	-3.0488	3.986	-0.765	0.011	-0.7633	0.0894	1.1226	-0.2391	0.0323	0.0502	-0.1896	0.0212	-0.0730
72	55	53.0324	1.0804	1.9676	4.034	0.488	0.003	0.4857	0.0669	1.1159	0.1301	0.0206	-0.0189	0.0830	-0.0907	-0.0311
73	51	51.8274	0.8393	-0.8274	4.091	-0.202	0.000	-0.2012	0.0404	1.0963	-0.0413	0.0099	-0.0234	-0.0028	0.0194	-0.0022
74	60	52.8231	0.5947	7.1769	4.134	1.736	0.012	1.7550	0.0203	0.9159	0.2525	-0.0676	0.0865	0.0692	-0.0077	-0.0410
75	41	38.8128	0.6964	2.1872	4.118	0.531	0.002	0.5291	0.0278	1.0685	0.0895	0.0172	-0.0121	-0.0261	0.0103	0.0370
76	49	53.2911	0.6324	-4.2911	4.128	-1.039	0.005	-1.0398	0.0229	1.0191	-0.1593	0.0601	-0.0802	-0.0287	-0.0006	0.0080
77	42	40.4206	0.7500	1.5794	4.109	0.384	0.001	0.3827	0.0322	1.0810	0.0699	0.0374	-0.0162	-0.0467	0.0053	-0.0417
78	47	50.3934	0.9299	-3.3934	4.072	-0.833	0.007	-0.8321	0.0496	1.0694	-0.1900	0.0130	-0.0784	-0.0209	0.1275	0.0027
79	39	34.2709	1.0566	4.7291	4.041	1.170	0.019	1.1727	0.0640	1.0475	0.3066	0.0321	0.0214	-0.2236	0.1278	0.0893
80	56	48.6368	0.6377	7.3632	4.128	1.784	0.015	1.8050	0.0233	0.9104	0.2789	0.0571	0.0062	0.0477	-0.1476	-0.1034
81	59	52.6642	0.7475	6.3358	4.109	1.542	0.016	1.5533	0.0320	0.9596	0.2826	0.0035	0.0148	0.1531	-0.1535	-0.0649
82	47	45.6653	1.6042	1.3347	3.856	0.346	0.004	0.3445	0.1475	1.2290	0.1433	0.0558	-0.1021	0.0210	0.0676	-0.0813
83	41	37.4933	1.0373	3.5067	4.046	0.867	0.010	0.8656	0.0617	1.0799	0.2219	0.0304	-0.0561	-0.0903	0.1499	0.0351
84	37	43.7467	0.6895	-6.7467	4.119	-1.638	0.015	-1.6527	0.0273	0.9393	-0.2766	-0.1873	0.1673	0.0157	0.0501	0.2117
85	53	50.2465	0.9588	2.7535	4.065	0.677	0.005	0.6754	0.0527	1.0864	0.1593	-0.1060	0.1143	0.0141	0.0211	0.1385
86	43	43.0016	0.7113	-0.001583	4.116	-0.000	0.000	-0.000383	0.0290	1.0858	-0.0001	0.0000	-0.0000	0.0000	-0.0000	0.0000
87	51	48.8703	0.9205	2.1297	4.074	0.523	0.003	0.5208	0.0486	1.0923	0.1177	-0.0718	0.0818	0.0045	0.0105	0.1014
88	36	40.9943	0.7803	-4.9943	4.103	-1.217	0.011	-1.2203	0.0349	1.0099	-0.2321	-0.1841	0.1527	0.0411	0.0639	0.1810
89	34	38.2699	0.7937	-4.2699	4.100	-1.041	0.008	-1.0418	0.0361	1.0328	-0.2016	-0.0058	-0.0403	0.0991	-0.0100	-0.1052
90	60	56.3785	0.9541	3.6215	4.066	0.891	0.009	0.8897	0.0522	1.0667	0.2088	-0.1041	0.0726	0.0131	0.1539	-0.0022
91	49	46.4966	0.8794	2.5034	4.083	0.613	0.003	0.6111	0.0443	1.0816	0.1316	0.0261	-0.0440	-0.0301	0.0914	-0.0679
92	39	44.5546	1.0395	-5.5546	4.045	-1.373	0.025	-1.3797	0.0619	1.0168	-0.3545	-0.1988	0.1495	-0.0960	0.2675	0.1731
93	43	40.1604	1.6141	2.8396	3.852	0.737	0.019	0.7354	0.1493	1.2044	0.3081	0.1773	-0.2549	0.0070	0.1102	-0.2048
94	36	30.1174	1.0417	5.8826	4.045	1.454	0.028	1.4632	0.0622	1.0046	0.3768	0.2786	-0.2712	-0.1263	-0.0153	-0.0565
95	31	32.8974	1.1230	-1.8974	4.023	-0.472	0.003	-0.4697	0.0723	1.1233	-0.1311	-0.1216	0.0969	0.0573	0.0305	0.1017
96	25	23.3933	1.3586	1.6067	3.949	0.407	0.004	0.4050	0.1058	1.1689	0.1393	0.0737	-0.0286	-0.1167	-0.0030	0.0006
97	60	53.3938	0.6107	6.6062	4.132	1.599	0.011	1.6123	0.0214	0.9400	0.2383	-0.0823	0.0964	0.0598	0.0157	-0.0270
98	38	32.8698	0.9501	5.1302	4.067	1.261	0.017	1.2654	0.0518	1.0218	0.2956	0.1923	-0.2032	-0.0778	0.0148	-0.0234
99	42	41.1407	0.6862	0.8593	4.120	0.209	0.000	0.2075	0.0270	1.0811	0.0346	0.0008	-0.0019	-0.0054	0.0085	0.0173
100	33	43.9770	0.7919	-10.9770	4.101	-2.677	0.053	-2.7691	0.0360	0.7389	-0.5347	-0.0614	-0.0803	0.3581	-0.2016	0.1754

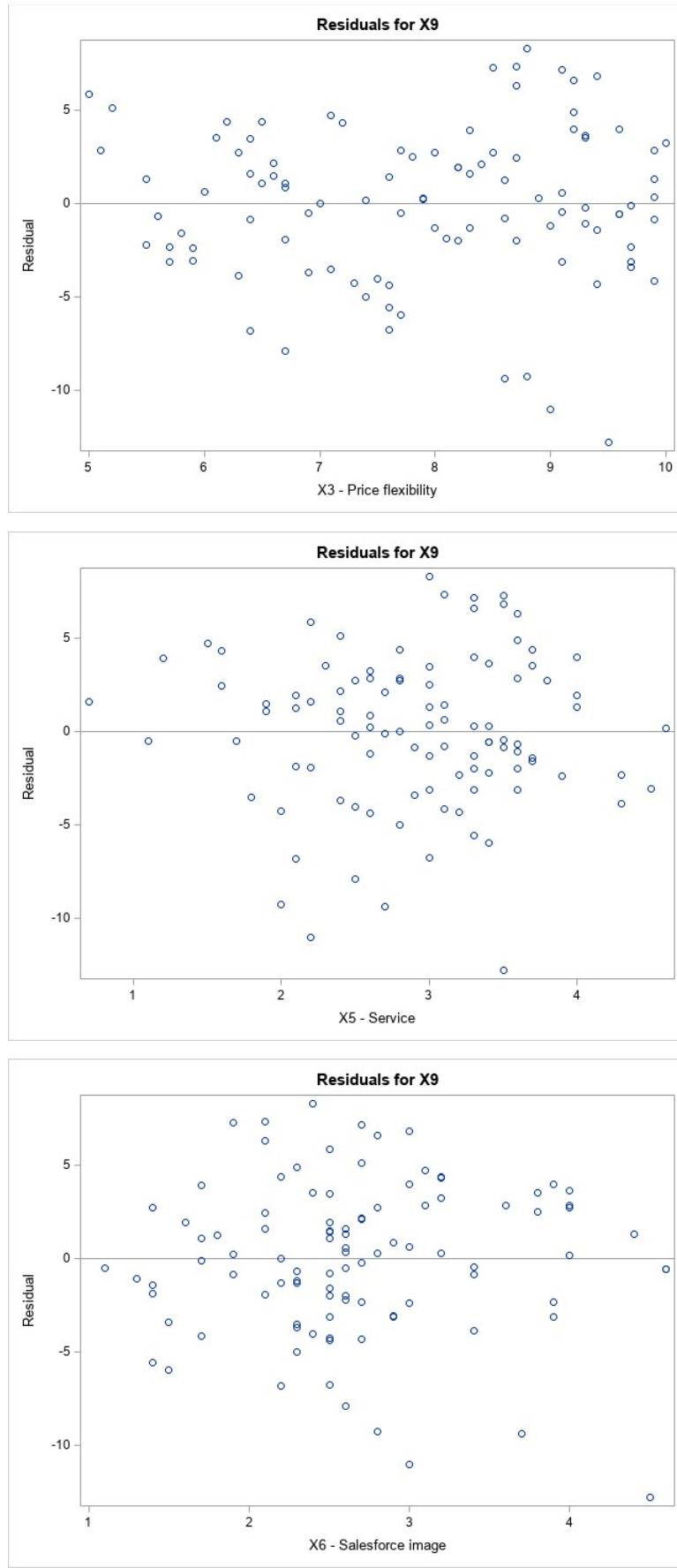


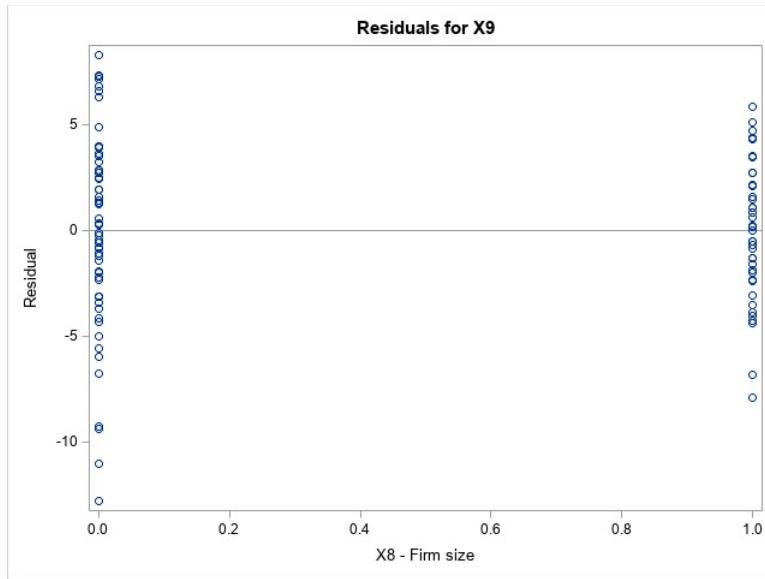
Cook's D for X9									
Obs	Residual	Std Err Residual	Studentized Residual	Std Err Mean Predict	Cook's D				
					0.00	0.02	0.04	0.06	0.08
1	-3.650	4.0572	-0.8996	0.9916					0.010
2	2.754	4.0401	0.6817	1.0589					0.006
3	-2.296	4.0029	-0.5737	1.1921					0.006
4	-3.518	4.0898	-0.8601	0.8471					0.006
5	-0.529	3.9808	-0.1330	1.2638					0.000
6	0.228	4.0848	0.0557	0.8717					0.000
7	-12.764	3.9992	-3.1917	1.2044	→				
8	4.394	4.1085	1.0696	0.7509					0.008
9	6.854	4.1178	1.6844	0.6981					0.016
10	4.409	4.0808	1.0805	0.8895					0.011
11	-0.225	4.0924	-2.2541	0.8343	→				
12	-3.114	4.1363	-0.7529	0.5787					0.002
13	-1.863	4.0401	-0.4611	1.0589					0.003
14	-9.330	4.0908	-2.2807	0.8420	→				
15	0.344	4.1104	0.0838	0.7408					0.000
16	-0.075	4.0879	-0.0183	0.8561					0.000
17	-3.099	3.9712	-0.7804	1.2938					0.013
18	-5.931	4.0553	-1.4625	0.9991					0.026
19	-3.125	4.0803	-0.7696	0.9789					0.007
20	1.344	4.1104	0.3269	0.7408					0.001
21	1.281	4.0884	0.3134	0.8538					0.001
22	3.950	3.9847	0.9914	1.2515					0.019
23	-0.458	4.1132	-0.1113	0.7247					0.000
24	1.083	4.0984	0.2643	0.8144					0.001
25	-1.979	4.1381	-0.4782	0.5660					0.001
26	0.319	4.1281	0.0773	0.6344					0.000
27	1.507	4.0954	0.3680	0.8198					0.001
28	-2.319	4.0802	-0.5712	0.9790					0.004
29	-4.146	4.0749	-1.0174	0.9162					0.010
30	-2.362	4.0573	-0.5822	0.9910					0.004
31	0.857	4.1050	0.1801	0.7698					0.000
32	0.295	4.1292	0.0714	0.6274					0.000
33	3.545	4.1085	0.8632	0.7619					0.005
34	-0.848	4.0855	-0.2075	0.8877					0.000
35	-0.504	4.0118	-0.1257	1.1818					0.000
36	-4.000	4.1129	-0.9726	0.7268					0.006
37	-1.596	4.0845	-0.3926	0.9612					0.002
38	0.572	4.1218	0.1389	0.6748					0.000
39	-0.469	4.0132	-0.1168	1.1569					0.000
40	-6.816	4.1010	-1.6621	0.7910					0.021
41	-4.376	4.1116	-1.0644	0.7339					0.007
42	-0.529	3.9808	-0.1330	1.2638					0.000
43	-1.041	4.0317	-0.2583	1.0906					0.001
44	-0.797	4.1399	-0.1926	0.5521					0.000
45	1.074	4.0892	0.2626	0.8498					0.001
46	-1.418	4.0322	-0.3516	1.0886					0.002
47	3.264	4.0827	0.7094	0.8805					0.006
48	-0.649	4.0568	-0.1599	0.9932					0.000
49	8.306	4.1382	2.0071	0.5653					0.015
50	2.720	4.0280	0.8755	1.1082					0.007
51	1.956	4.0997	0.4770	0.7980					0.002
52	-1.978	4.0442	-0.4891	1.0433					0.003
53	-3.887	4.0181	-0.9629	1.1486					0.015
54	-7.897	4.1219	-1.9158	0.6740					0.020
55	2.445	4.0550	0.6031	1.0004					0.004
56	2.831	4.0882	0.6926	0.8548					0.004
57	0.170	3.9298	0.0432	1.4151					0.000
58	3.077	4.0810	0.9746	0.8885					0.009
59	1.448	4.1194	0.3515	0.6887					0.001
60	-1.274	4.0681	-0.3132	0.9457					0.001
61	2.834	4.0927	0.6025	0.8331					0.004
62	4.921	4.1117	1.1968	0.7337					0.009
63	-0.228	4.1216	-0.0554	0.6753					0.000
64	-2.200	3.9477	-0.5574	1.3638					0.007
65	4.353	4.0442	1.0763	1.0431					0.015
66	-1.175	4.1290	-0.2846	0.6286					0.000
67	3.998	4.0791	0.9800	0.8973					0.009
68	3.496	4.1166	0.8492	0.7054					0.004
69	7.283	4.1020	1.7754	0.7856					0.023
70	-1.277	4.0706	-0.3138	0.9348					0.001
71	-3.049	3.9856	-0.7650	1.2486					0.011
72	1.968	4.0344	0.4877	1.0804					0.003
73	-0.827	4.0914	-0.2022	0.8393					0.000
74	7.177	4.1340	1.7361	0.5947					0.012
75	2.187	4.1181	0.5311	0.6964					0.002
76	-4.291	4.1284	-1.0394	0.6324					0.005
77	1.579	4.1087	0.3844	0.7500					0.001
78	-3.393	4.0718	-0.8334	0.9299					0.007
79	4.729	4.0407	1.1704	1.0566					0.019
80	7.363	4.1276	1.7839	0.6377					0.015
81	6.336	4.1092	1.5419	0.7475					0.016
82	1.335	3.8582	0.3481	1.6042					0.004
83	3.507	4.0457	0.8668	1.0373					0.010
84	-6.747	4.1193	-1.6378	0.6895					0.015
85	2.754	4.0851	0.6774	0.9588					0.005
86	-0.002	4.1156	-0.0004	0.7113					0.000
87	2.130	4.0739	0.5228	0.9205					0.003
88	-4.994	4.1030	-1.2172	0.7803					0.011
89	-4.270	4.1005	-1.0413	0.7937					0.008
90	3.621	4.0862	0.8908	0.9541					0.009
91	2.503	4.0830	0.6131	0.8794					0.003
92	-5.555	4.0452	-1.3732	1.0395					0.025
93	2.840	3.8521	0.7371	1.6141					0.019
94	5.883	4.0446	1.4544	1.0417					0.028
95	-1.897	4.0228	-0.4717	1.1230					0.003



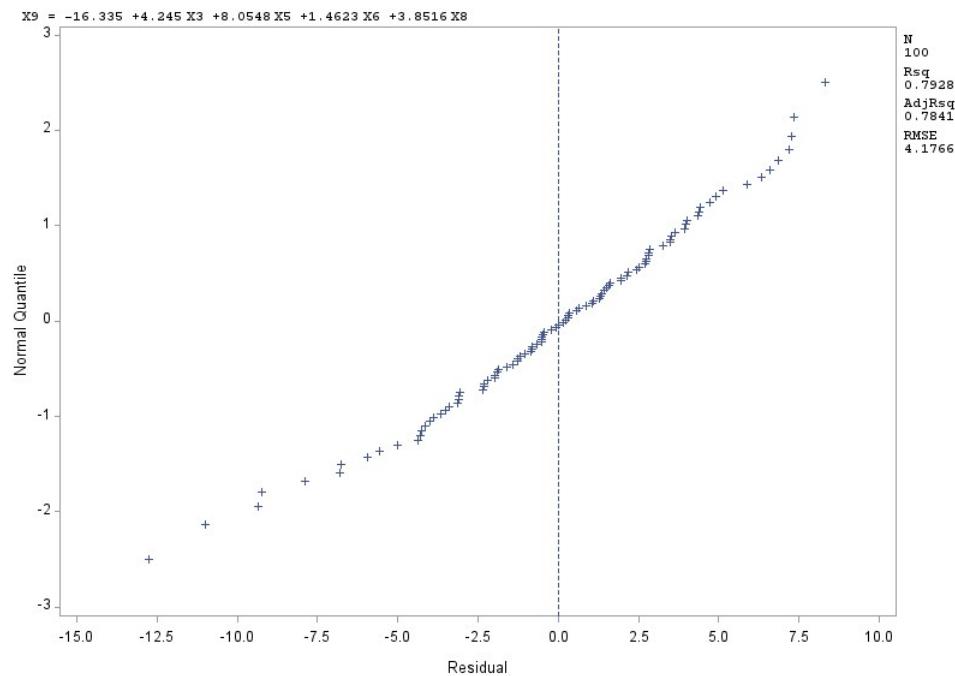








The REG Procedure



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