

## Price Quote Comparison

**BACKGROUND:** In a small manufacturing company, the process of generating price quotes for customer orders is a critical task. Since each order is unique, pricing experts need to create individualized quotes based on various factors such as part number, customer, location, market conditions, and order volume. This process is intricate and labour-intensive. The sales department manager is concerned about the complexity and potential variability in the quoted prices. To address these concerns, an improvement team is assembled to study and enhance the pricing process. Following interviews with experts to gain a deeper understanding of the existing process, the team designed a study to investigate whether there is variability in the quotes provided by different pricing experts. Specifically, they aim to determine whether distinct pricing experts yield different price quotes. For this study, two pricing experts, Mary and Barry, were randomly selected to independently provide prices for twelve randomly selected orders. Each expert produced a price quote for each of the twelve orders. **BUSINESS PROBLEM:** The objective is to assess whether there is a statistically significant difference in the average price quotes provided by Mary and Barry. **DATA AVAILABLE:** Price\_Quotes.csv The dataset includes order numbers ranging from 1 to 12, along with the price quotes submitted by both Mary and Barry for each order. Each row in the dataset represents the same order, meaning that Mary and Barry each generated quotes for the identical set of orders