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17.3/

a.

> summary(fit.lm)

Call:

lm(formula = Revenue.in.million... ~ ., data = df.training[,

!(names(df.training) %in% c("QuarterYear", "Quarter"))])

Residuals:

Min 1Q Median 3Q Max

-335.90 -54.29 18.50 63.80 319.24

Coefficients:

Estimate Std. Error t value Pr(>|t|)

(Intercept) 906.75 115.35 7.861 2.55e-05 \*\*\*

Index 47.11 11.26 4.185 0.00236 \*\*

Q2 -15.11 119.66 -0.126 0.90231

Q3 89.17 128.67 0.693 0.50582

Q4 2101.73 129.17 16.272 5.55e-08 \*\*\*

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Signif. codes: 0 ‘\*\*\*’ 0.001 ‘\*\*’ 0.01 ‘\*’ 0.05 ‘.’ 0.1 ‘ ’ 1

Residual standard error: 168.5 on 9 degrees of freedom

Multiple R-squared: 0.9774, Adjusted R-squared: 0.9673

F-statistic: 97.18 on 4 and 9 DF, p-value: 2.129e-07

b.

i.

These are the trend and season4, because they both have low “Pr(> |t| value”.

ii.

iii.

The difference between Q3 and Q1 after adjusting for trend is 89.16667.

iv.

The quarter with the highest average sale after adjusting for seasonality is Q2.