The CORR Procedure

6 Variables:	unit_price	quantity	discount	gross_sale	discount_amt	net_sale

Simple Statistics						
Variable	N	Mean	Std Dev	Sum	Minimum	Maximum
unit_price	254	20.01339	15.44566	5083	2.00000	99.00000
quantity	254	24.33071	15.76635	6180	1.00000	70.00000
discount	254	0.05925	0.09166	15.05000	0	0.25000
gross_sale	254	492.97520	543.38134	125216	20.80000	3080
discount_amt	254	36.44624	84.10866	9257	0	462.00000
net_sale	254	456.52896	495.87678	115958	20.80000	2618

Pearson Correlation Coefficients, N = 254 Prob > |r| under H0: Rho=0						
	unit_price	quantity	discount	gross_sale	discount_amt	net_sale
unit_price	1.00000	0.02488 0.6931	-0.11276 0.0728	0.61651 <.0001	0.15672 0.0124	0.64899 <.0001
quantity	0.02488 0.6931	1.00000	0.37598 <.0001	0.68732 <.0001	0.66641 <.0001	0.64013 <.0001
discount	-0.11276 0.0728	0.37598 <.0001	1.00000	0.14586 0.0200	0.67733 <.0001	0.04495 0.4757
gross_sale	0.61651 <.0001	0.68732 <.0001	0.14586 0.0200	1.00000	0.61751 <.0001	0.99106 <.0001
discount_amt	0.15672 0.0124	0.66641 <.0001	0.67733 <.0001	0.61751 <.0001	1.00000	0.50705 <.0001
net_sale	0.64899 <.0001	0.64013 <.0001	0.04495 0.4757	0.99106 <.0001	0.50705 <.0001	1.00000

The UNIVARIATE Procedure
Variable: order_id

Moments			
N	254	**Sum Weights**	254
Mean	10257.3071	**Sum Observations**	2605356
Std Deviation	5.97625315	**Variance**	35.7156018
Skewness	0.08100748	**Kurtosis**	-1.2037354
Uncorrected SS	2.67239E10	**Corrected SS**	9036.04724
Coeff Variation	0.05826337	**Std Error Mean**	0.37498347

Basic Statistical Measures			
Location		**Variability**	
Mean	10257.31	**Std Deviation**	5.97625
Median	10256.00	**Variance**	35.71560
Mode	10255.00	**Range**	20.00000
		Interquartile Range	10.00000

Note: The mode displayed is the smallest of 2 modes with a count of 28.

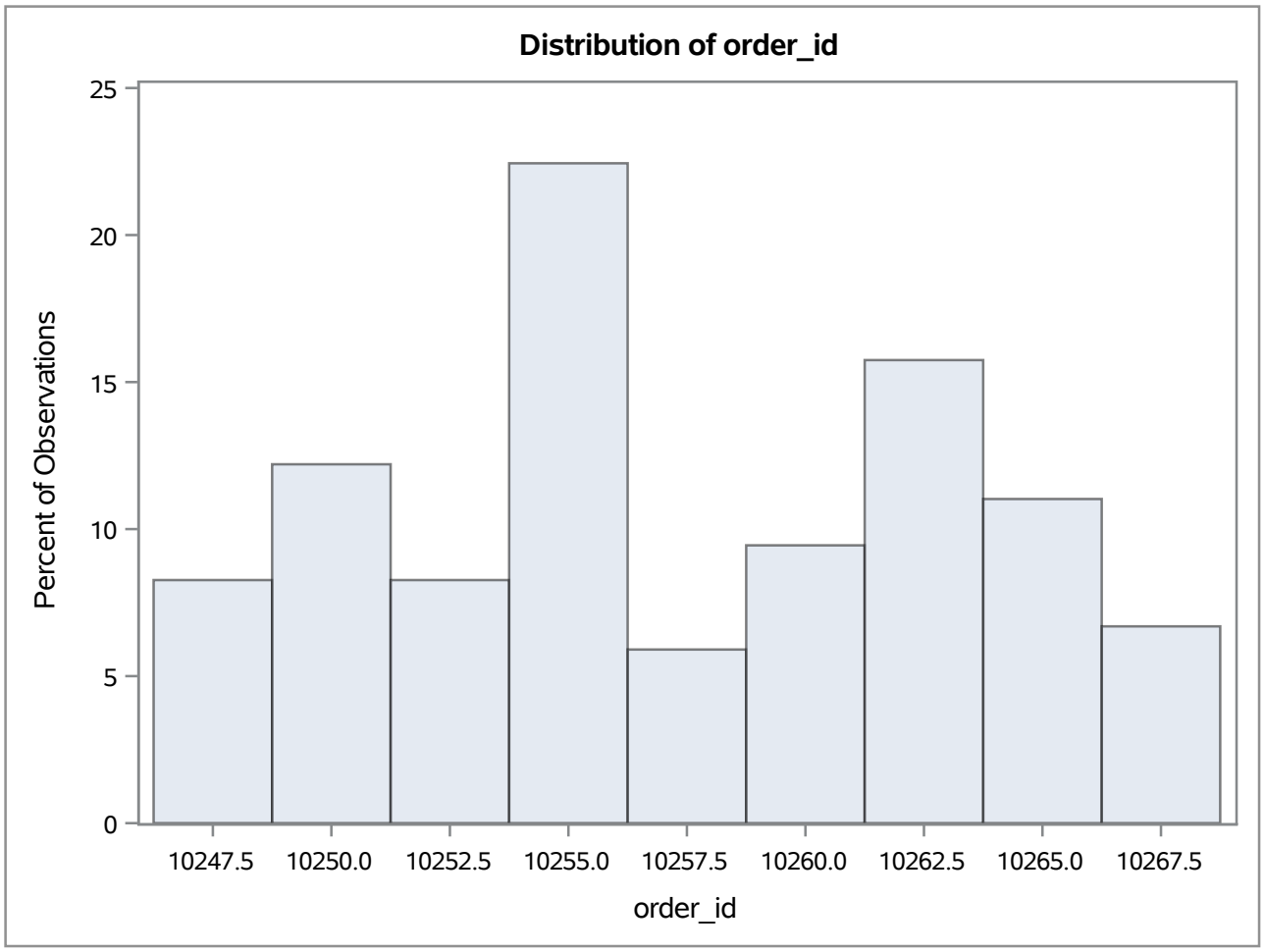
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	27354.02	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	10268
99%	10268
95%	10267
90%	10265
75% Q3	10263
50% Median	10256
25% Q1	10253
10%	10249
5%	10248
1%	10248
0% Min	10248

The UNIVARIATE Procedure
Variable: order_id

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
10248	242	10268	98
10248	241	10268	99
10248	240	10268	100
10248	239	10268	101
10248	238	10268	102

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: customer_id_num

Moments			
N	254	**Sum Weights**	254
Mean	9.35826772	**Sum Observations**	2377
Std Deviation	5.36803511	**Variance**	28.8158009
Skewness	0.11377603	**Kurtosis**	-1.2830372
Uncorrected SS	29535	**Corrected SS**	7290.39764
Coeff Variation	57.3614185	**Std Error Mean**	0.33682048

Basic Statistical Measures			
Location		**Variability**	
Mean	9.358268	**Std Deviation**	5.36804
Median	9.000000	**Variance**	28.81580
Mode	4.000000	**Range**	18.00000
		Interquartile Range	10.00000

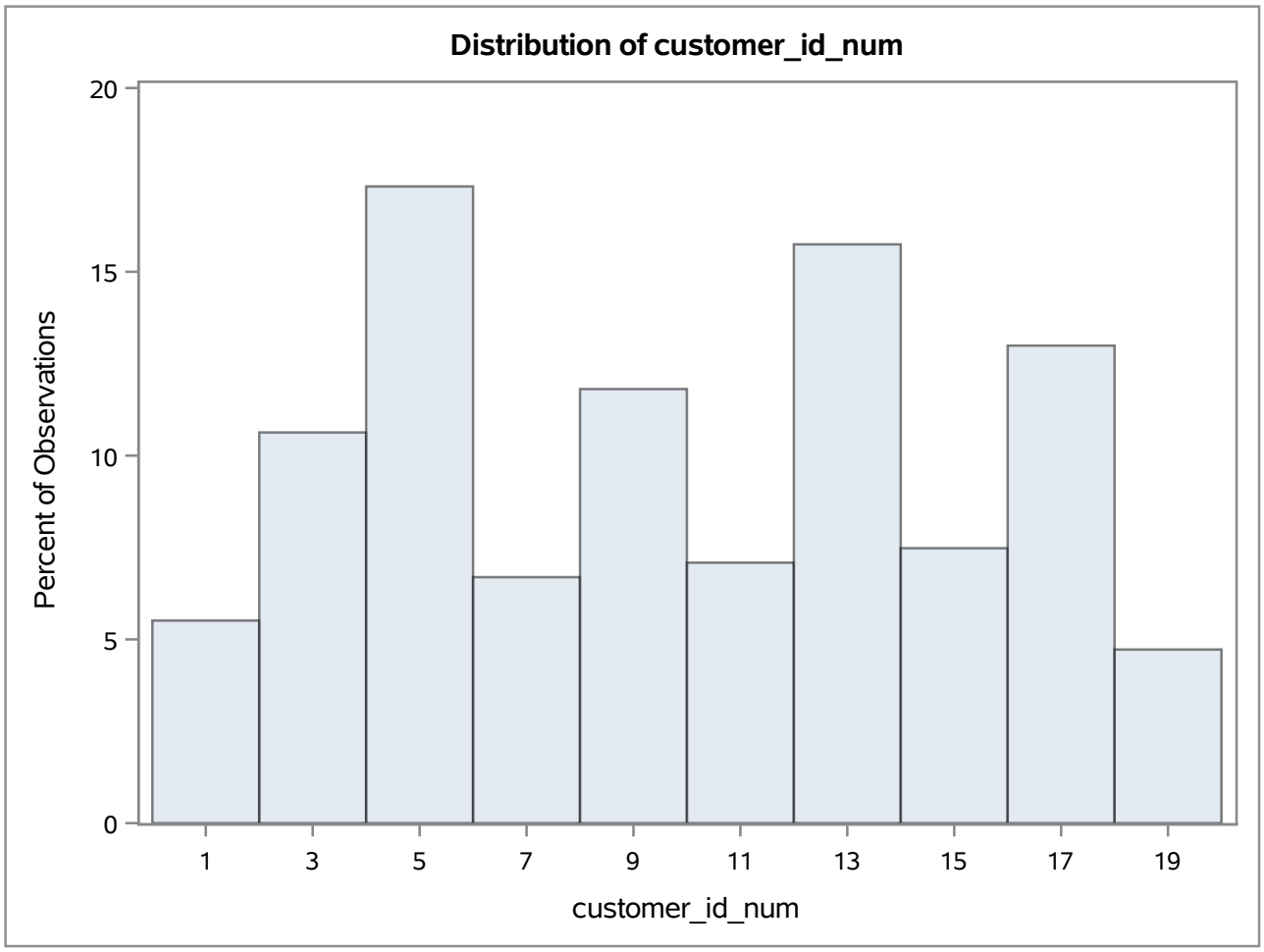
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	27.78414	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	19
99%	19
95%	17
90%	17
75% Q3	14
50% Median	9
25% Q1	4
10%	3
5%	1
1%	1
0% Min	1

The UNIVARIATE Procedure
Variable: customer_id_num

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
1	14	19	250
1	13	19	251
1	12	19	252
1	11	19	253
1	10	19	254

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: employee_id

Moments			
N	254	**Sum Weights**	254
Mean	5.41732283	**Sum Observations**	1376
Std Deviation	2.41680855	**Variance**	5.84096356
Skewness	0.32890496	**Kurtosis**	-1.1633012
Uncorrected SS	8932	**Corrected SS**	1477.76378
Coeff Variation	44.6125996	**Std Error Mean**	0.15164406

Basic Statistical Measures			
Location		**Variability**	
Mean	5.417323	**Std Deviation**	2.41681
Median	5.000000	**Variance**	5.84096
Mode	4.000000	**Range**	8.00000
		Interquartile Range	4.00000

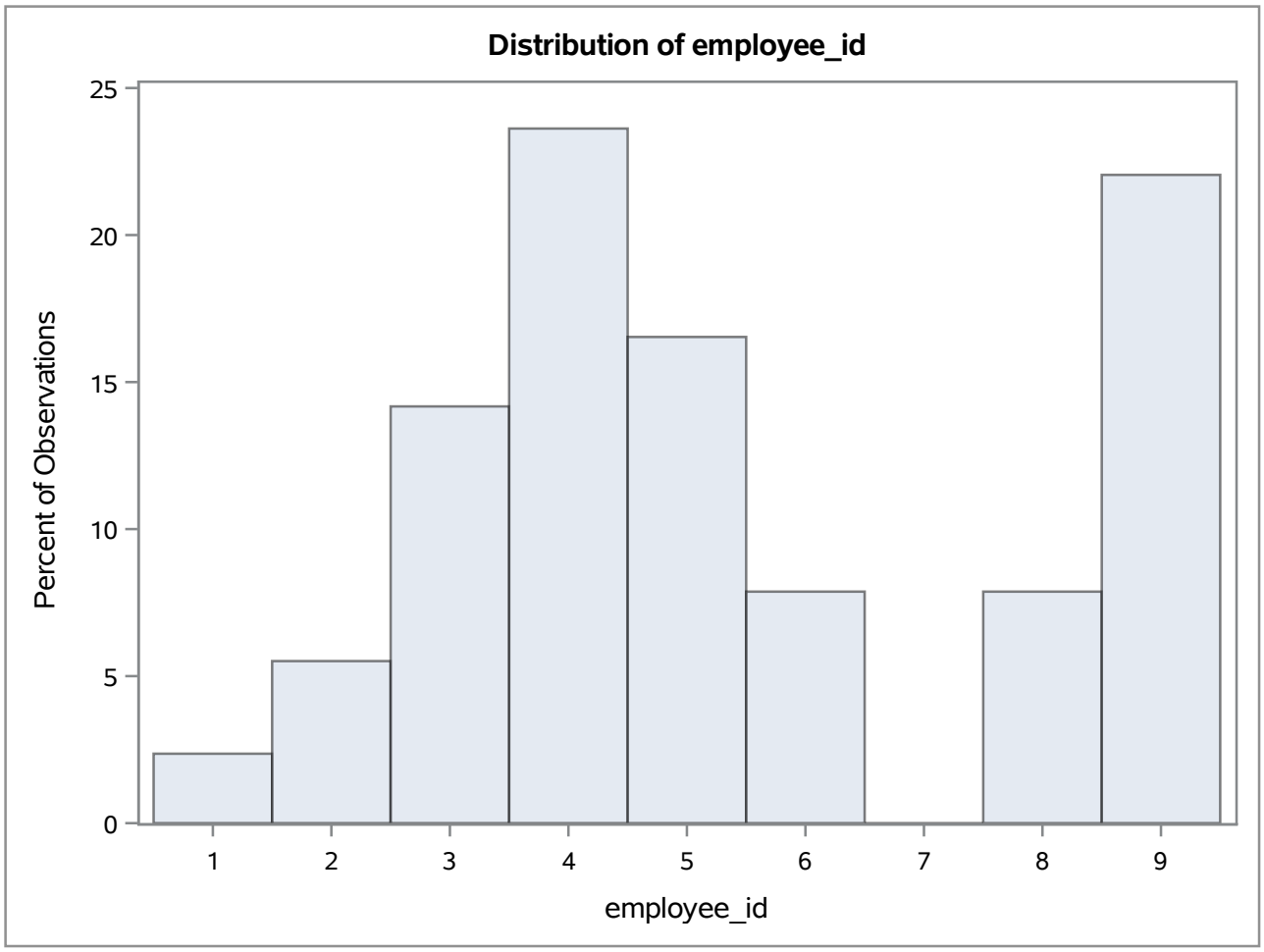
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	35.72394	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	9
99%	9
95%	9
90%	9
75% Q3	8
50% Median	5
25% Q1	4
10%	3
5%	2
1%	1
0% Min	1

The UNIVARIATE Procedure
Variable: employee_id

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
1	47	9	186
1	46	9	187
1	45	9	188
1	44	9	189
1	43	9	190

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: territory_id

Moments			
N	254	**Sum Weights**	254
Mean	31555.2402	**Sum Observations**	8015031
Std Deviation	24041.2887	**Variance**	577983561
Skewness	1.12366476	**Kurtosis**	1.09900013
Uncorrected SS	3.99146E11	**Corrected SS**	1.4623E11
Coeff Variation	76.1879439	**Std Error Mean**	1508.48461

Basic Statistical Measures			
Location		**Variability**	
Mean	31555.24	**Std Deviation**	24041
Median	27511.00	**Variance**	577983561
Mode	20852.00	**Range**	96523
		Interquartile Range	36328

Note: The mode displayed is the smallest of 3 modes with a count of 20.

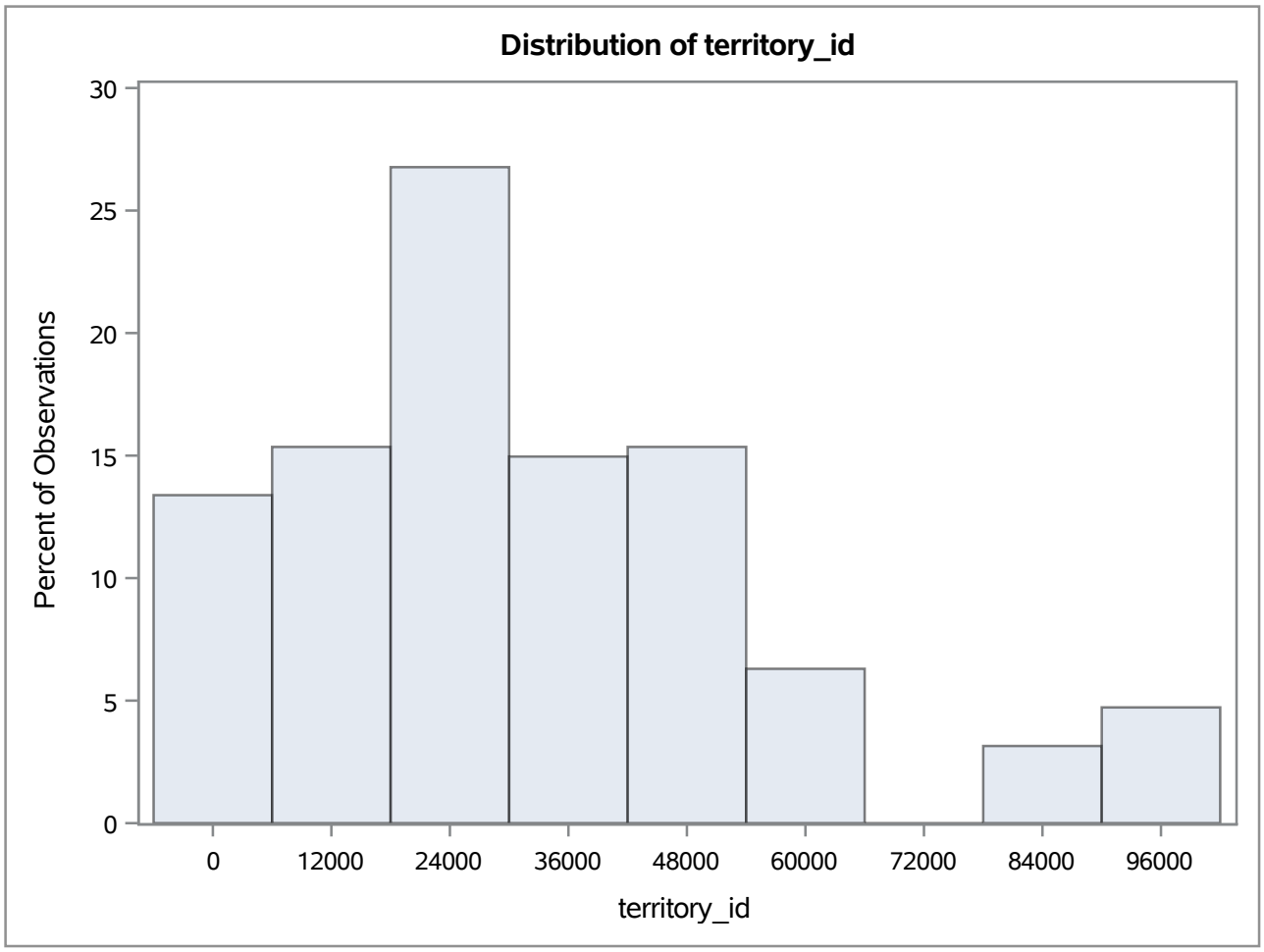
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	20.9185	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	98104
99%	98104
95%	85251
90%	55439
75% Q3	48075
50% Median	27511
25% Q1	11747
10%	3049
5%	2903
1%	1730
0% Min	1581

The UNIVARIATE Procedure
Variable: territory_id

Extreme Observations			
Lowest		**Highest**	
Value	**Obs**	**Value**	**Obs**
1581	14	98052	206
1581	7	98104	76
1730	13	98104	81
1730	6	98104	200
1833	12	98104	205

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: product_id

Moments			
N	254	**Sum Weights**	254
Mean	39.6220472	**Sum Observations**	10064
Std Deviation	23.0138055	**Variance**	529.635243
Skewness	0.06307408	**Kurtosis**	-1.2257756
Uncorrected SS	532754	**Corrected SS**	133997.717
Coeff Variation	58.0833326	**Std Error Mean**	1.44401459

Basic Statistical Measures			
Location		**Variability**	
Mean	39.62205	**Std Deviation**	23.01381
Median	39.00000	**Variance**	529.63524
Mode	2.00000	**Range**	75.00000
		Interquartile Range	39.00000

Note: The mode displayed is the smallest of 4 modes with a count of 14.

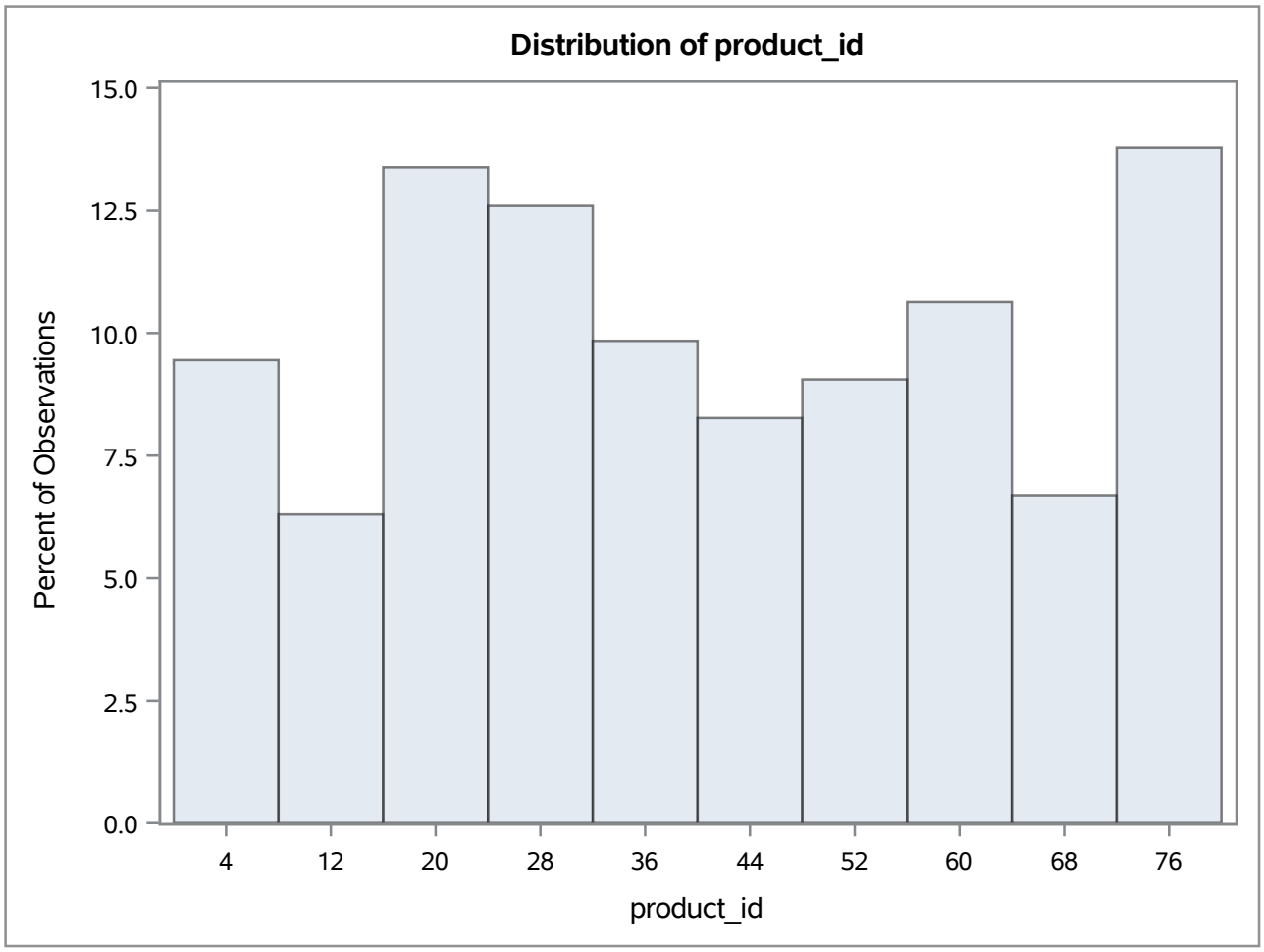
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	27.43881	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	77
99%	77
95%	74
90%	72
75% Q3	59
50% Median	39
25% Q1	20
10%	11
5%	2
1%	2
0% Min	2

The UNIVARIATE Procedure
Variable: product_id

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
2	169	77	132
2	168	77	251
2	167	77	252
2	166	77	253
2	165	77	254

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: category_id

Moments			
N	254	**Sum Weights**	254
Mean	4.22440945	**Sum Observations**	1073
Std Deviation	2.38921214	**Variance**	5.70833463
Skewness	0.1384162	**Kurtosis**	-1.2419691
Uncorrected SS	5977	**Corrected SS**	1444.20866
Coeff Variation	56.557305	**Std Error Mean**	0.1499125

Basic Statistical Measures			
Location		**Variability**	
Mean	4.224409	**Std Deviation**	2.38921
Median	4.000000	**Variance**	5.70833
Mode	1.000000	**Range**	7.00000
		Interquartile Range	4.00000

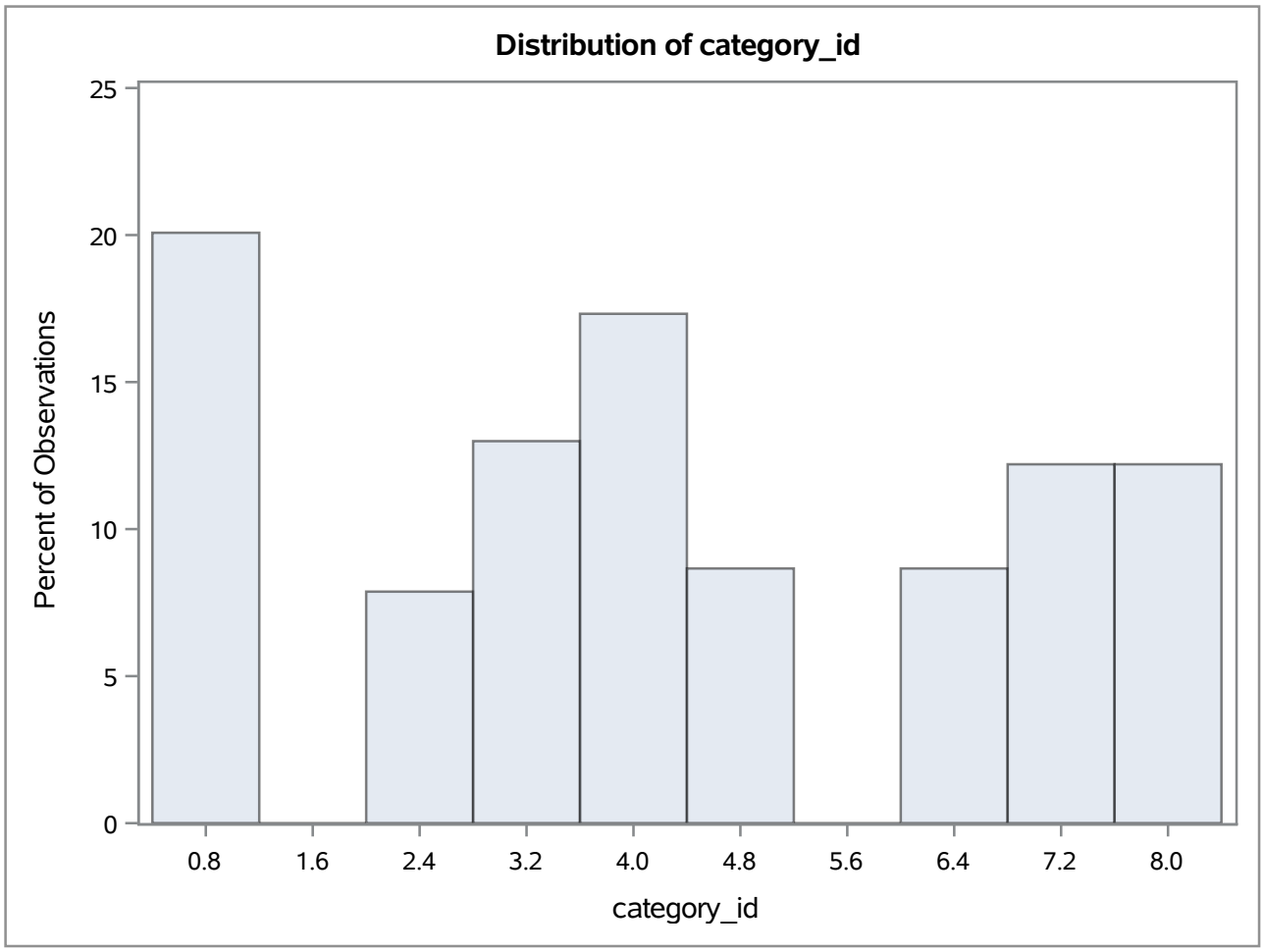
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	28.17917	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	8
99%	8
95%	8
90%	8
75% Q3	6
50% Median	4
25% Q1	2
10%	1
5%	1
1%	1
0% Min	1

The UNIVARIATE Procedure
Variable: category_id

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
1	169	8	179
1	168	8	180
1	167	8	181
1	166	8	182
1	165	8	183

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: unit_price

Moments			
N	254	**Sum Weights**	254
Mean	20.0133858	**Sum Observations**	5083.4
Std Deviation	15.4456608	**Variance**	238.568437
Skewness	2.57082387	**Kurtosis**	9.51652252
Uncorrected SS	162093.86	**Corrected SS**	60357.8145
Coeff Variation	77.1766502	**Std Error Mean**	0.96914695

Basic Statistical Measures			
Location		**Variability**	
Mean	20.01339	**Std Deviation**	15.44566
Median	15.20000	**Variance**	238.56844
Mode	15.20000	**Range**	97.00000
		Interquartile Range	15.80000

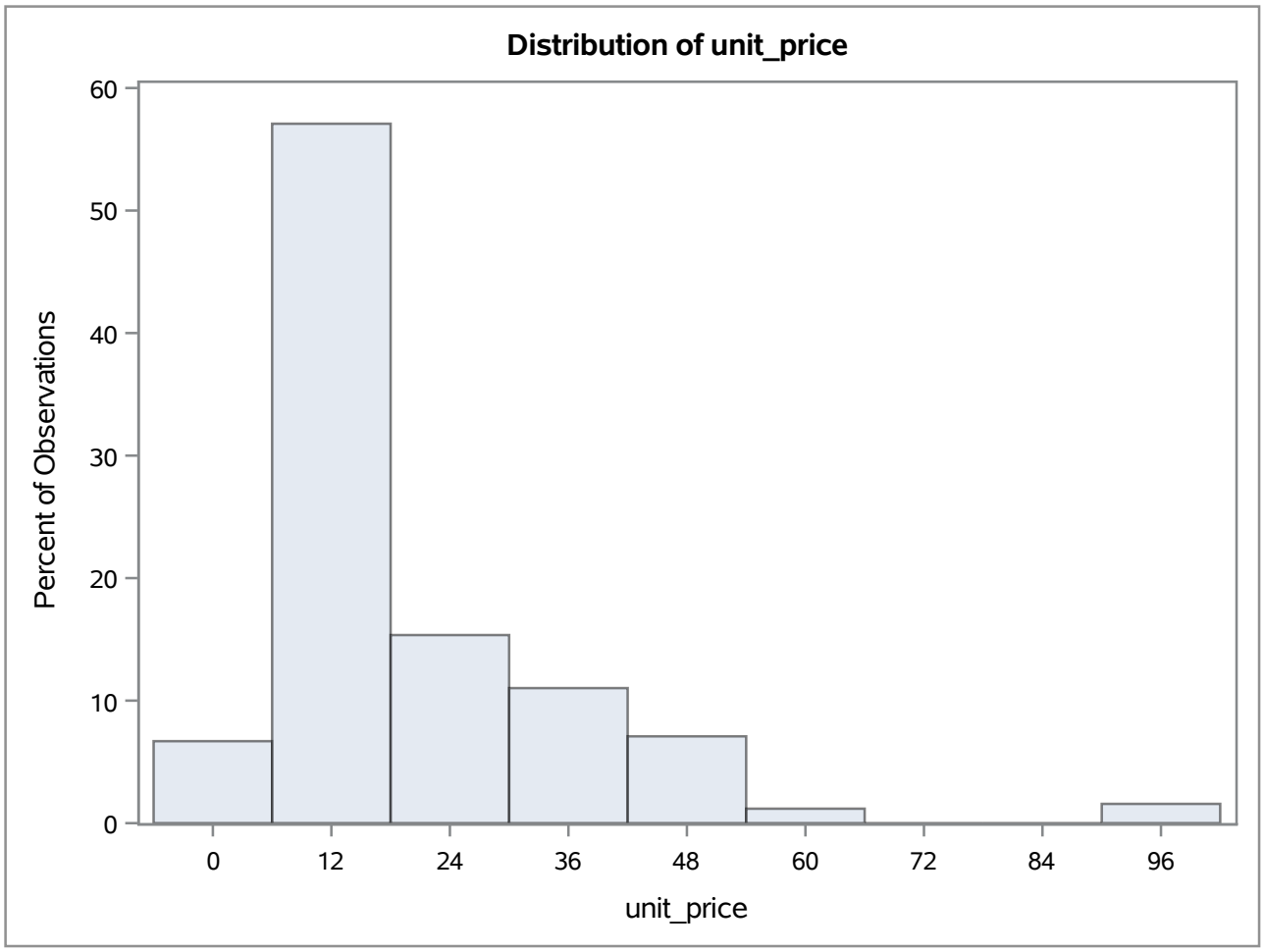
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	20.65052	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	99.0
99%	99.0
95%	44.0
90%	39.4
75% Q3	26.2
50% Median	15.2
25% Q1	10.4
10%	7.7
5%	3.6
1%	2.0
0% Min	2.0

The UNIVARIATE Procedure
Variable: unit_price

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
2.0	196	64.8	193
2.0	195	99.0	95
2.0	194	99.0	96
3.6	61	99.0	97
3.6	60	99.0	98

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: quantity

Moments			
N	254	**Sum Weights**	254
Mean	24.3307087	**Sum Observations**	6180
Std Deviation	15.7663549	**Variance**	248.577947
Skewness	0.96287618	**Kurtosis**	0.40593806
Uncorrected SS	213254	**Corrected SS**	62890.2205
Coeff Variation	64.8002288	**Std Error Mean**	0.98926909

Basic Statistical Measures			
Location		**Variability**	
Mean	24.33071	**Std Deviation**	15.76635
Median	20.00000	**Variance**	248.57795
Mode	15.00000	**Range**	69.00000
		Interquartile Range	23.00000

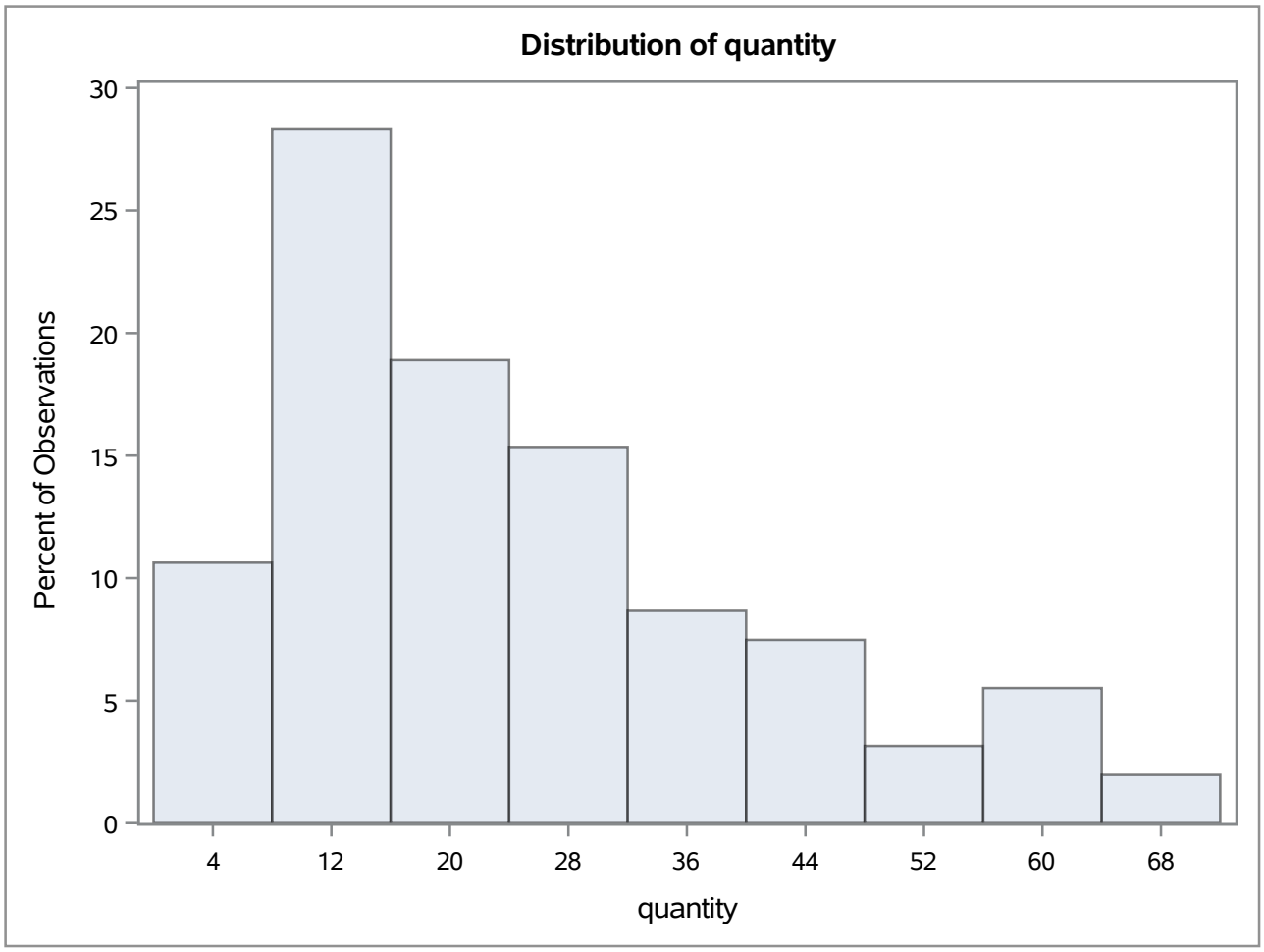
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	24.59463	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	70
99%	70
95%	60
90%	50
75% Q3	35
50% Median	20
25% Q1	12
10%	6
5%	5
1%	1
0% Min	1

The UNIVARIATE Procedure
Variable: quantity

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
1	20	65	44
1	19	65	45
1	18	70	89
2	162	70	90
2	161	70	91

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: discount

Moments			
N	254	**Sum Weights**	254
Mean	0.05925197	**Sum Observations**	15.05
Std Deviation	0.09166354	**Variance**	0.00840221
Skewness	1.16346608	**Kurtosis**	-0.2968248
Uncorrected SS	3.0175	**Corrected SS**	2.12575787
Coeff Variation	154.701261	**Std Error Mean**	0.00575148

Basic Statistical Measures			
Location		**Variability**	
Mean	0.059252	**Std Deviation**	0.09166
Median	0.000000	**Variance**	0.00840
Mode	0.000000	**Range**	0.25000
		Interquartile Range	0.15000

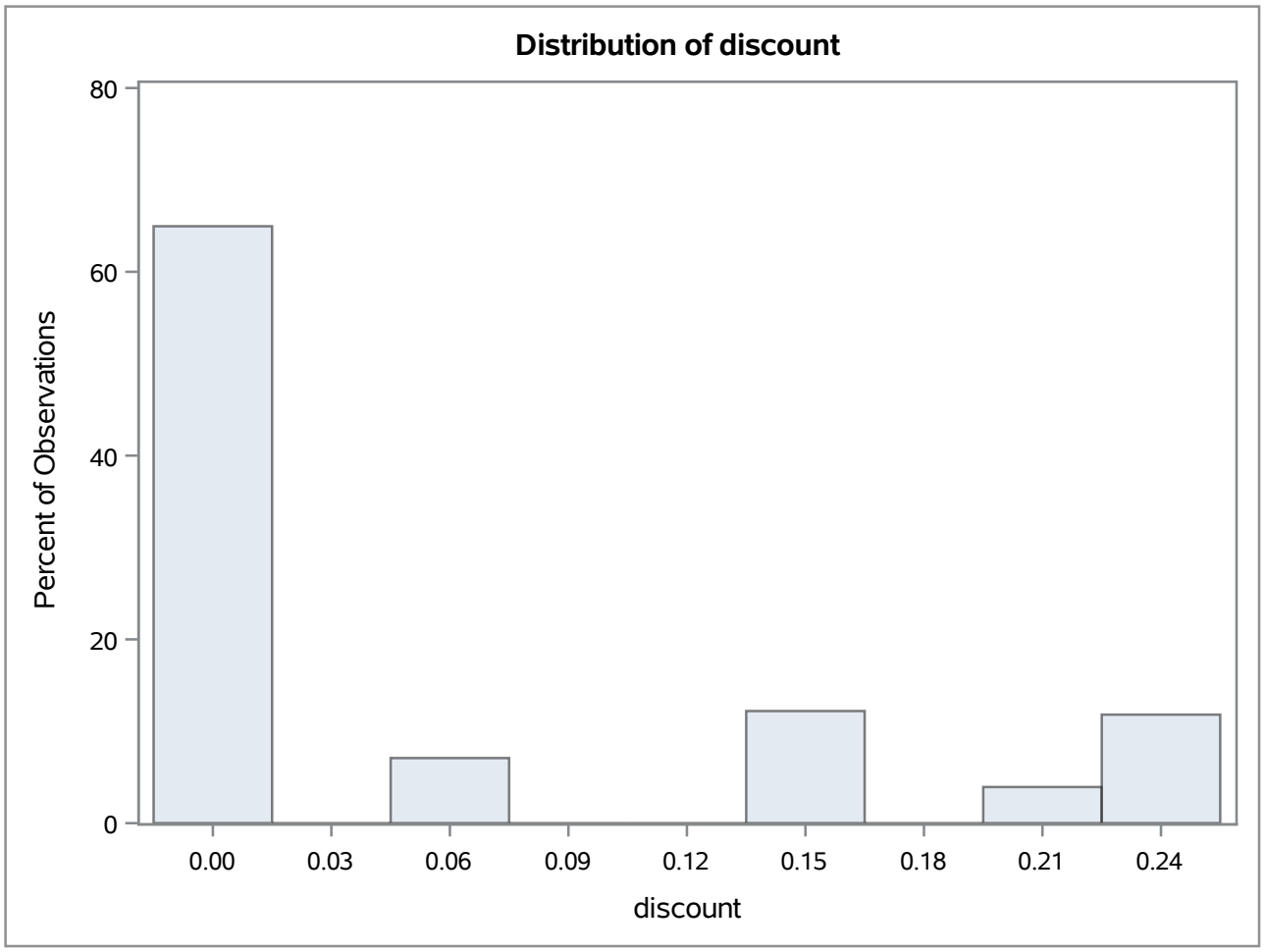
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	10.30203	**Pr > |t|**	<.0001
Sign	**M**	44.5	**Pr >= |M|**	<.0001
Signed Rank	**S**	2002.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	0.25
99%	0.25
95%	0.25
90%	0.25
75% Q3	0.15
50% Median	0.00
25% Q1	0.00
10%	0.00
5%	0.00
1%	0.00
0% Min	0.00

The UNIVARIATE Procedure
Variable: discount

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
0	254	0.25	140
0	253	0.25	141
0	252	0.25	142
0	251	0.25	143
0	250	0.25	144

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: gross_sale

Moments			
N	254	**Sum Weights**	254
Mean	492.975197	**Sum Observations**	125215.7
Std Deviation	543.381344	**Variance**	295263.285
Skewness	2.3640045	**Kurtosis**	6.94579179
Uncorrected SS	136429846	**Corrected SS**	74701611.2
Coeff Variation	110.224885	**Std Error Mean**	34.0947779

Basic Statistical Measures			
Location		**Variability**	
Mean	492.9752	**Std Deviation**	543.38134
Median	288.0000	**Variance**	295263
Mode	168.0000	**Range**	3059
		Interquartile Range	472.60000

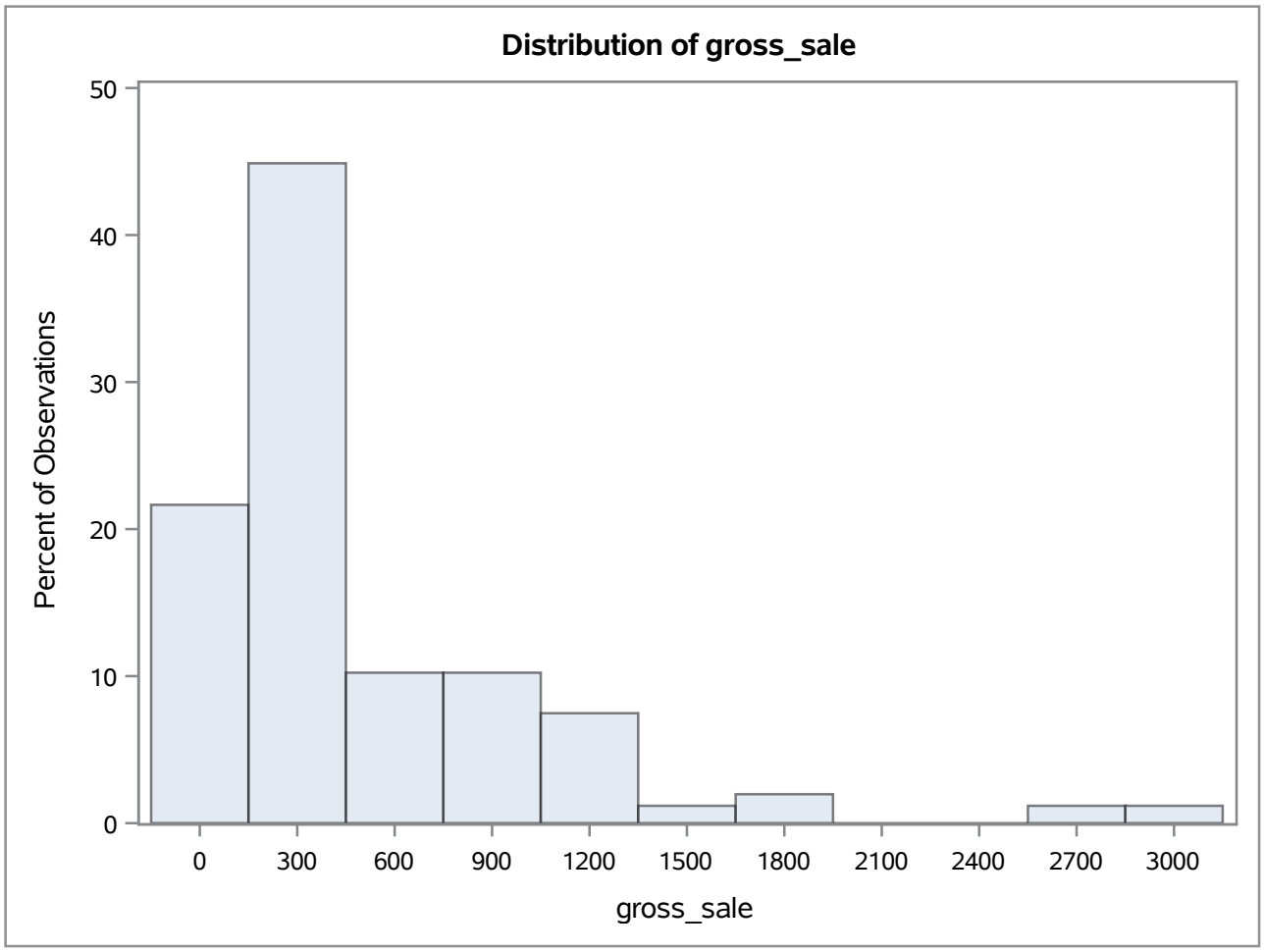
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	14.45896	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	3080.0
99%	3080.0
95%	1484.0
90%	1242.0
75% Q3	640.0
50% Median	288.0
25% Q1	167.4
10%	86.4
5%	54.0
1%	20.8
0% Min	20.8

The UNIVARIATE Procedure
Variable: gross_sale

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
20.8	20	2592	192
20.8	19	2592	193
20.8	18	3080	89
50.0	196	3080	90
50.0	195	3080	91

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: discount_amt

Moments			
N	254	**Sum Weights**	254
Mean	36.4462402	**Sum Observations**	9257.345
Std Deviation	84.1086574	**Variance**	7074.26626
Skewness	2.97616631	**Kurtosis**	9.20000619
Uncorrected SS	2127184.78	**Corrected SS**	1789789.36
Coeff Variation	230.774579	**Std Error Mean**	5.27744654

Basic Statistical Measures			
Location		**Variability**	
Mean	36.44624	**Std Deviation**	84.10866
Median	0.00000	**Variance**	7074
Mode	0.00000	**Range**	462.00000
		Interquartile Range	28.87500

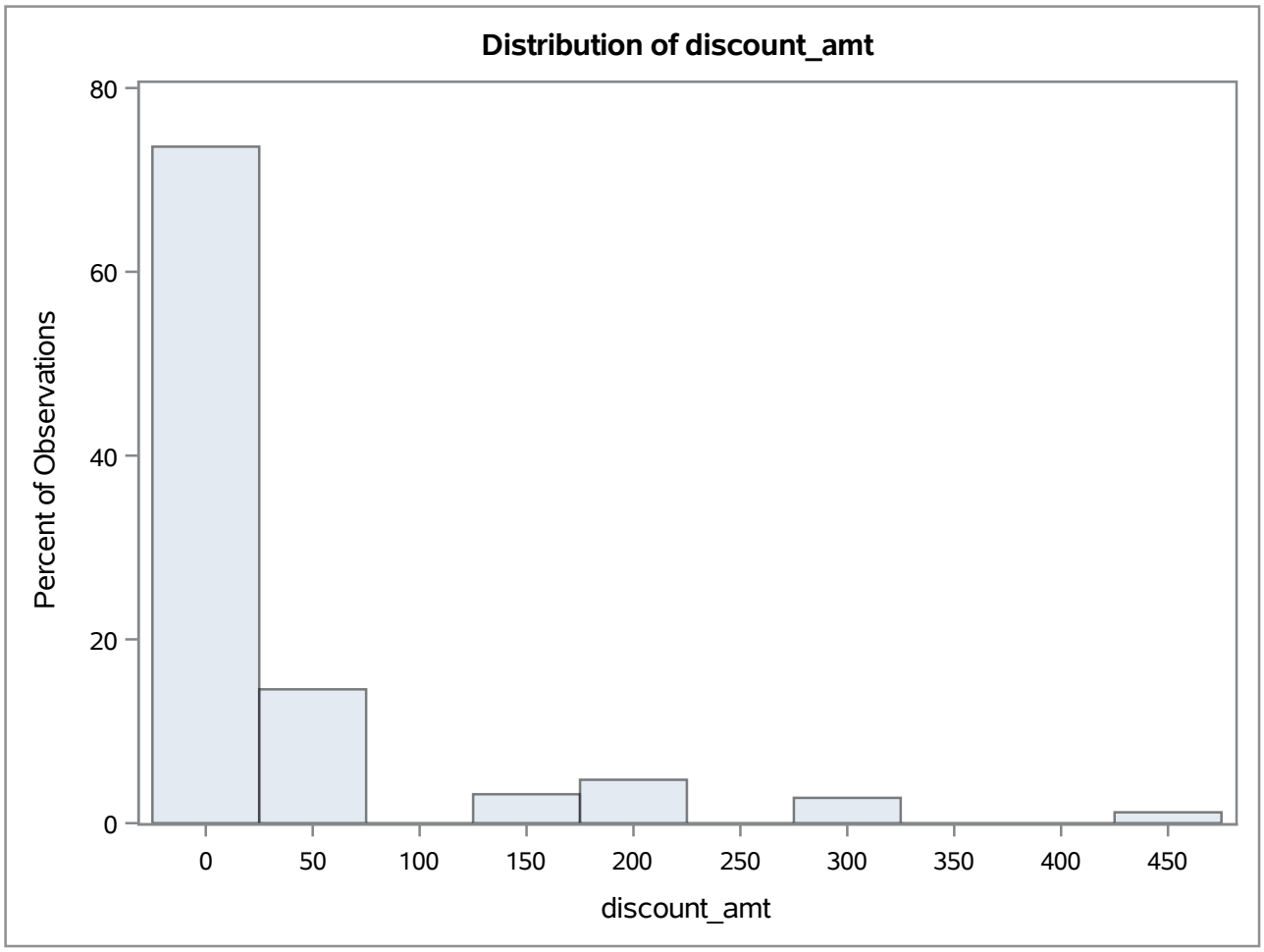
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	6.906037	**Pr > |t|**	<.0001
Sign	**M**	44.5	**Pr >= |M|**	<.0001
Signed Rank	**S**	2002.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	462.000
99%	462.000
95%	222.600
90%	147.750
75% Q3	28.875
50% Median	0.000
25% Q1	0.000
10%	0.000
5%	0.000
1%	0.000
0% Min	0.000

The UNIVARIATE Procedure
Variable: discount_amt

Extreme Observations			
Lowest		**Highest**	
Value	**Obs**	**Value**	**Obs**
0	254	310.5	67
0	253	310.5	68
0	252	462.0	89
0	251	462.0	90
0	250	462.0	91

The UNIVARIATE Procedure



The UNIVARIATE Procedure
Variable: net_sale

Moments			
N	254	**Sum Weights**	254
Mean	456.528957	**Sum Observations**	115958.355
Std Deviation	495.876783	**Variance**	245893.784
Skewness	2.25683327	**Kurtosis**	5.95466446
Uncorrected SS	115149474	**Corrected SS**	62211127.3
Coeff Variation	108.618911	**Std Error Mean**	31.1140766

Basic Statistical Measures			
Location		**Variability**	
Mean	456.5290	**Std Deviation**	495.87678
Median	240.0000	**Variance**	245894
Mode	168.0000	**Range**	2597
		Interquartile Range	462.30000

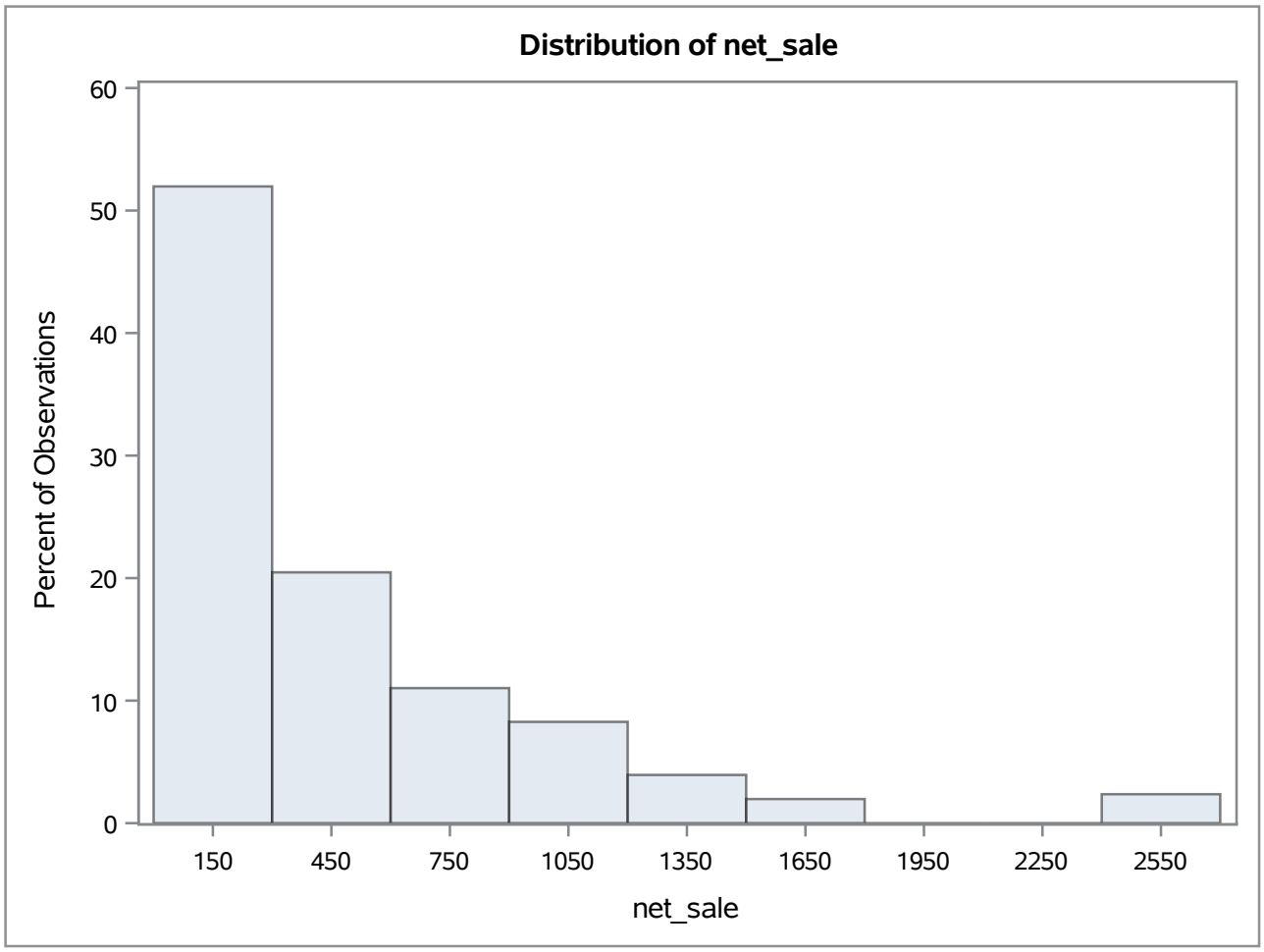
Tests for Location: Mu0=0				
Test	**Statistic**		**p Value**	
Student's t	**t**	14.67275	**Pr > |t|**	<.0001
Sign	**M**	127	**Pr >= |M|**	<.0001
Signed Rank	**S**	16192.5	**Pr >= |S|**	<.0001

Quantiles (Definition 5)	
Level	**Quantile**
100% Max	2618.0
99%	2618.0
95%	1320.0
90%	990.0
75% Q3	625.5
50% Median	240.0
25% Q1	163.2
10%	86.4
5%	47.5
1%	20.8
0% Min	20.8

The UNIVARIATE Procedure
Variable: net_sale

Extreme Observations			
Lowest		Highest	
Value	Obs	Value	Obs
20.8	20	2462.4	192
20.8	19	2462.4	193
20.8	18	2618.0	89
45.9	27	2618.0	90
45.9	26	2618.0	91

The UNIVARIATE Procedure



Linear Regression net sales vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale

Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	15994181	15994181	87.21	<.0001
Error	252	46216946	183401		
Corrected Total	253	62211127			

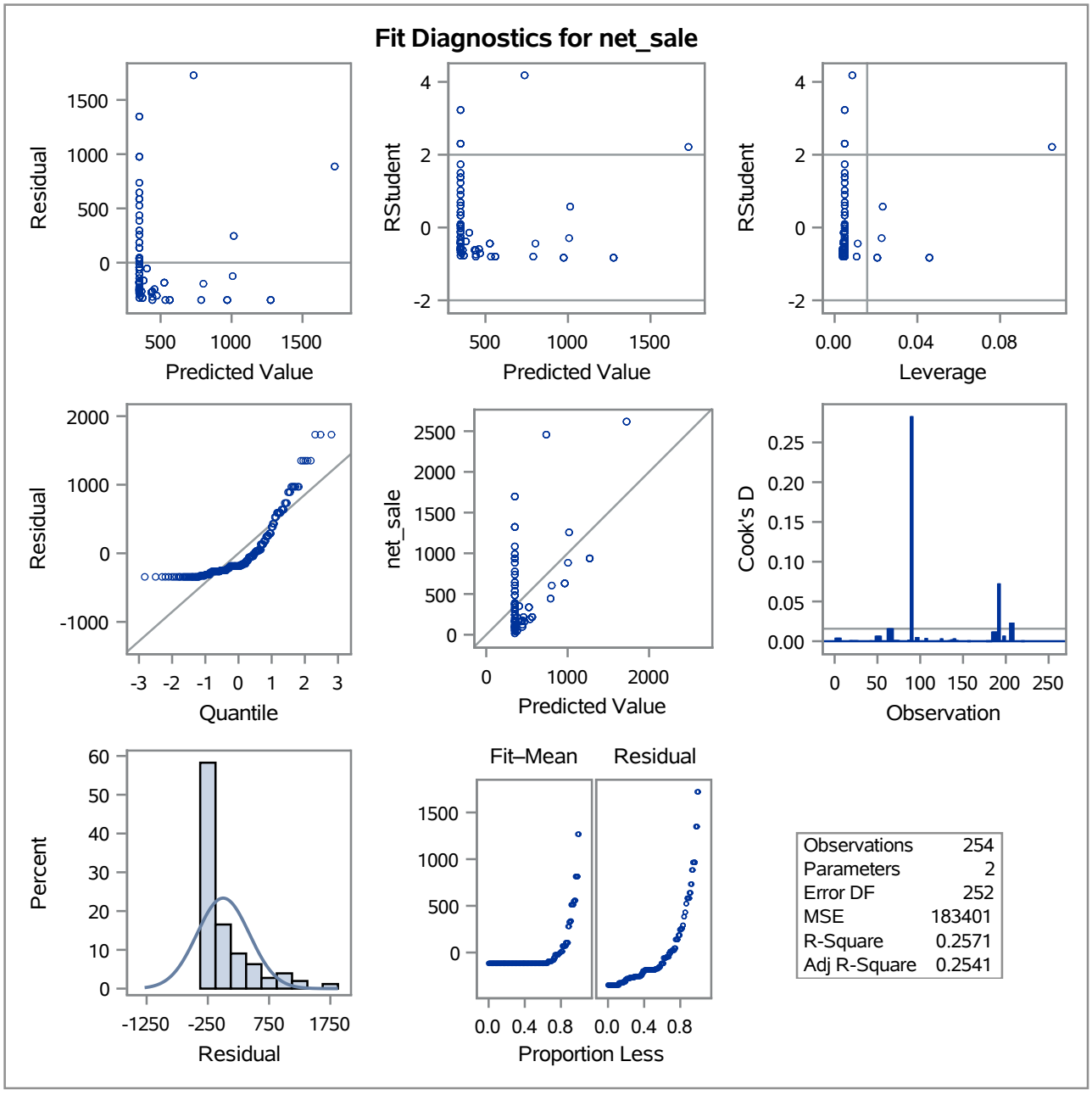
Root MSE	428.25294	**R-Square**	0.2571
Dependent Mean	456.52896	**Adj R-Sq**	0.2541
Coeff Var	93.80630		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	t Value	Pr > |t|
Intercept	1	347.57757	29.29444	11.86	<.0001
discount_amt	1	2.98937	0.32011	9.34	<.0001

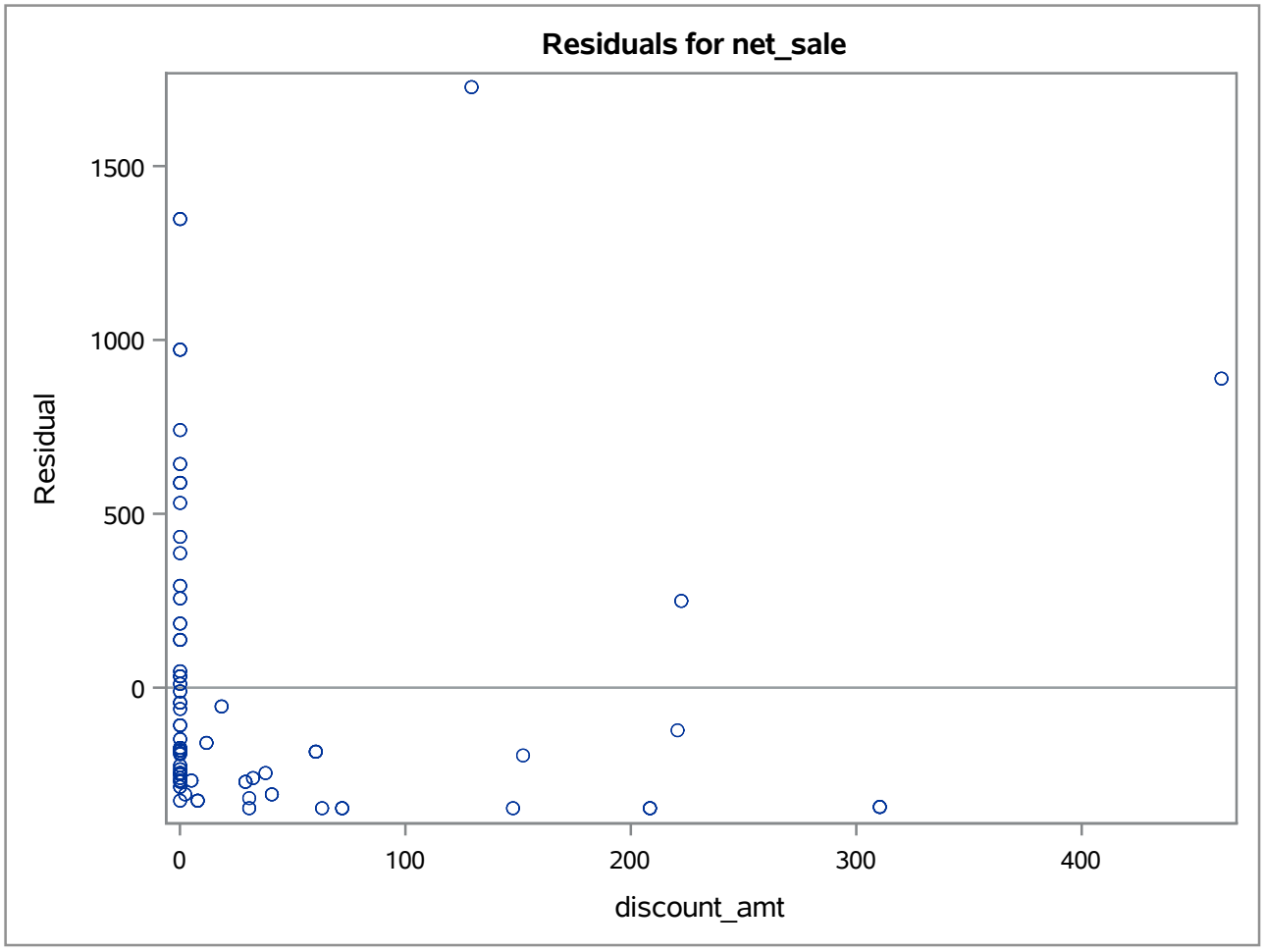
Linear Regression net sales vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



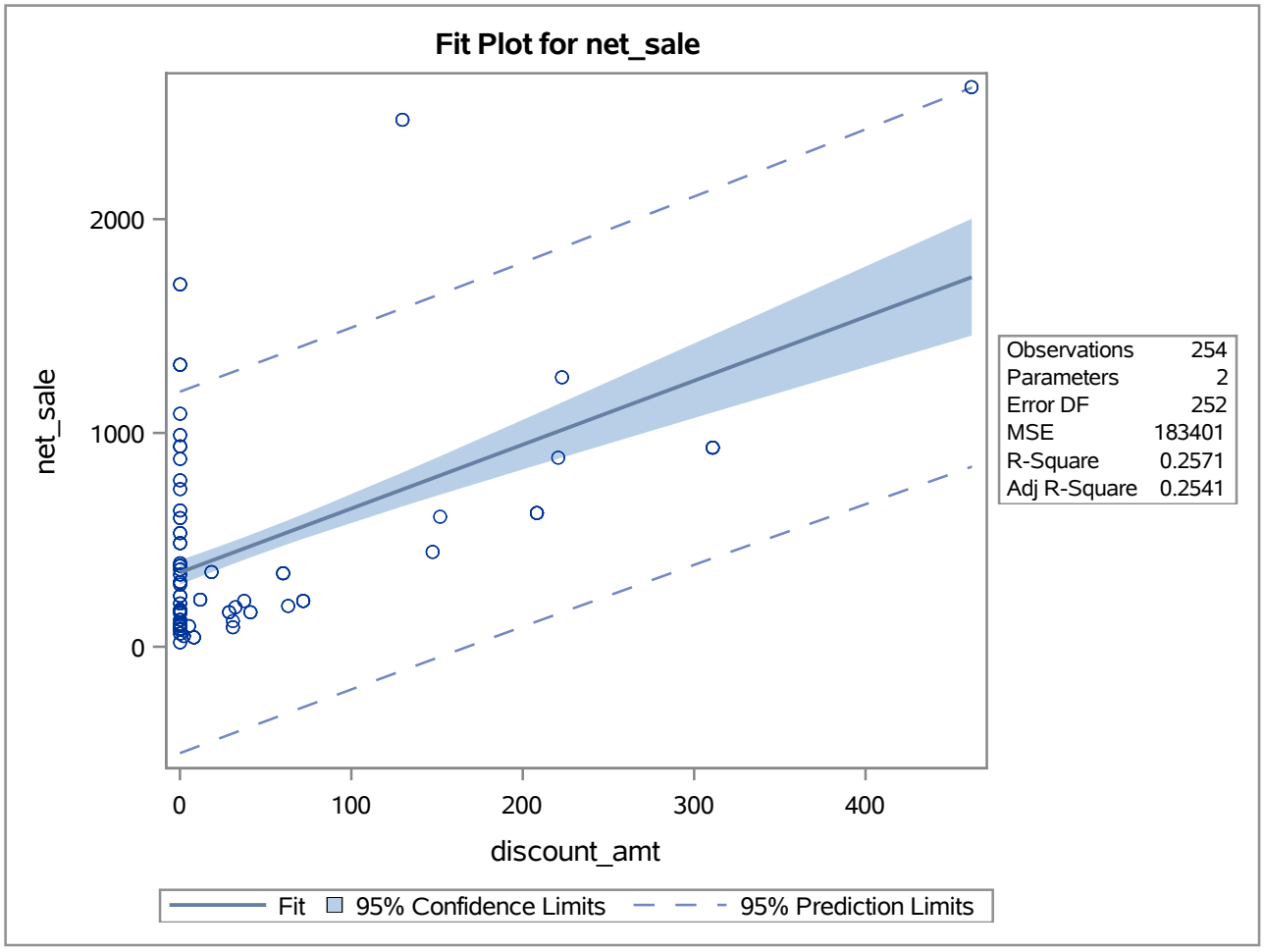
Linear Regression net sales vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



Linear Regression net sales vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



The REG Procedure
Model: MODEL1
Dependent Variable: net_sale

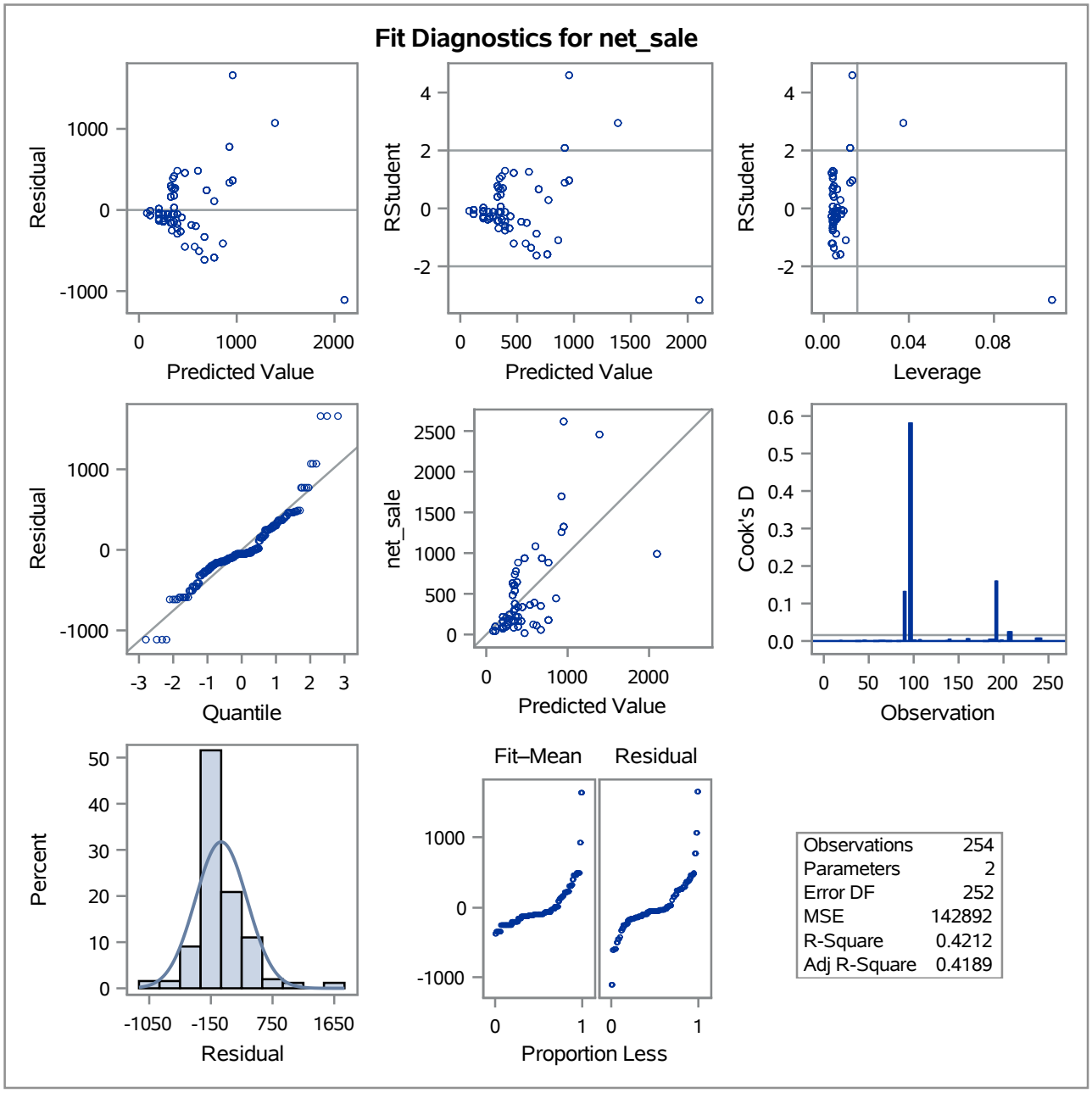
Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance					
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	26202425	26202425	183.37	<.0001
Error	252	36008702	142892		
Corrected Total	253	62211127			

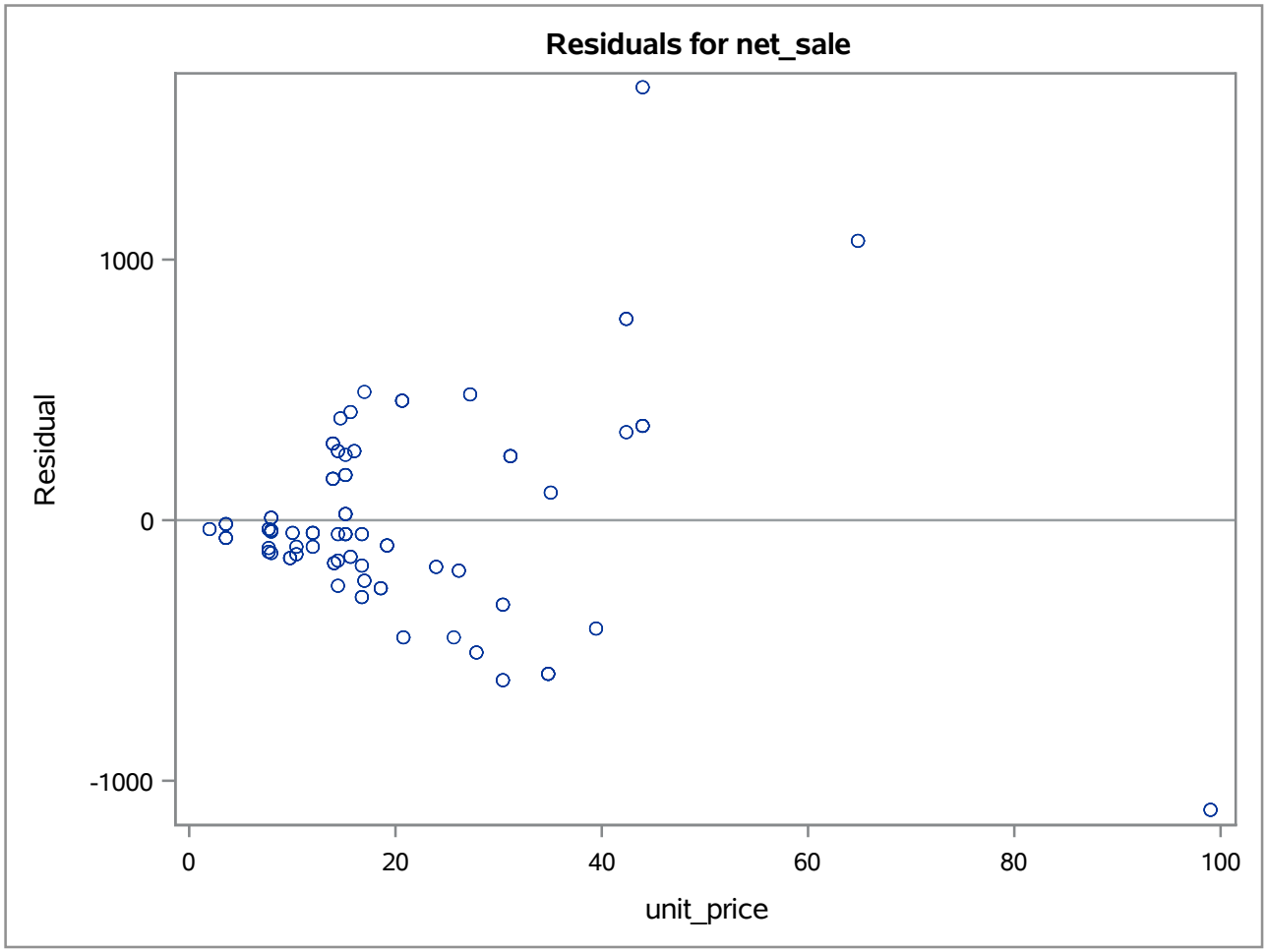
Root MSE	378.01015	R-Square	0.4212
Dependent Mean	456.52896	Adj R-Sq	0.4189
Coeff Var	82.80091		

Parameter Estimates					
Variable	DF	Parameter Estimate	Standard Error	t Value	Pr > |t|
Intercept	1	39.54000	38.86898	1.02	0.3100
unit_price	1	20.83550	1.53864	13.54	<.0001

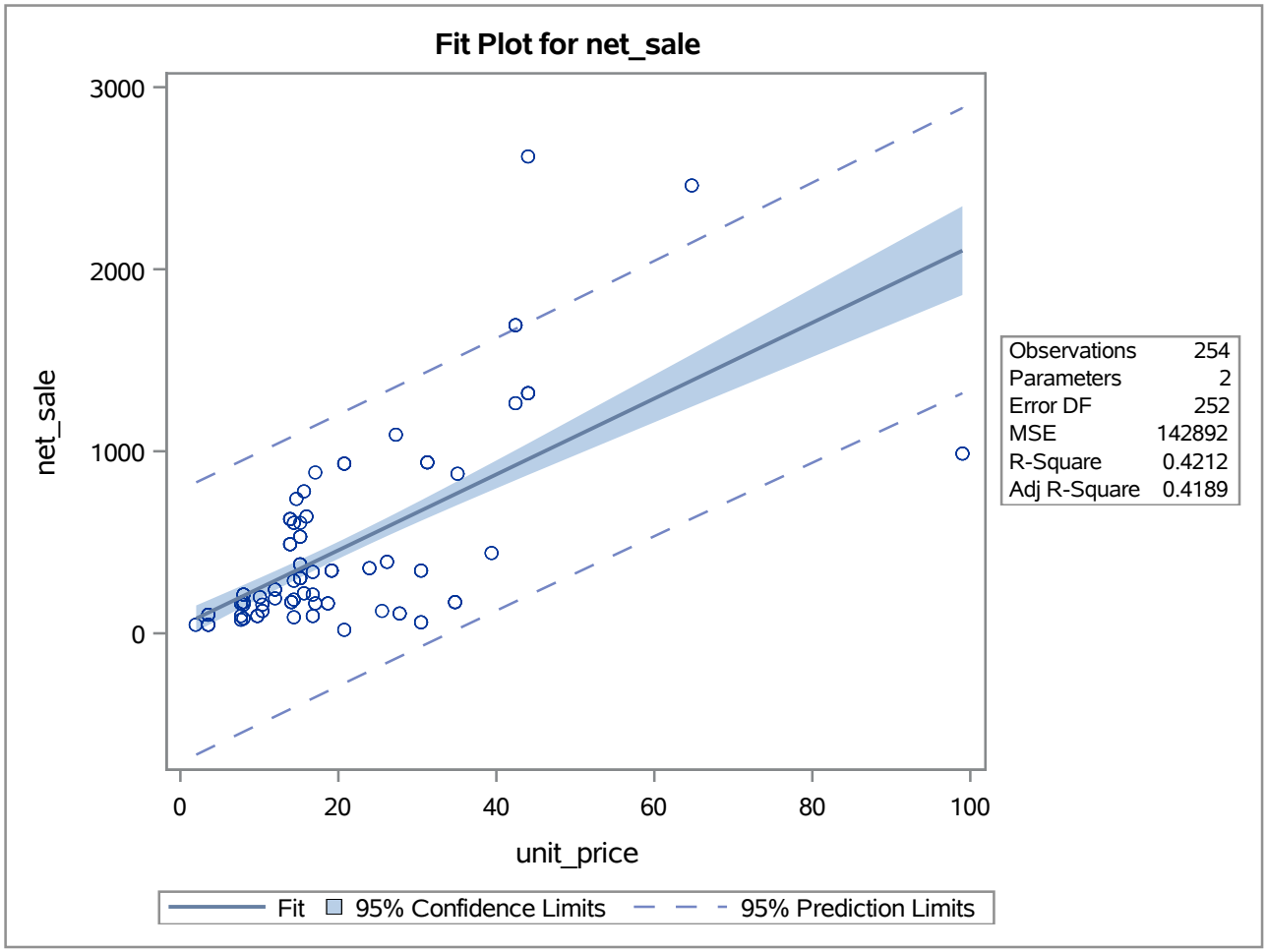
The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



Linear Regression net sales vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale

Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	2	36681003	18340501	180.32	<.0001
Error	251	25530125	101714		
Corrected Total	253	62211127			

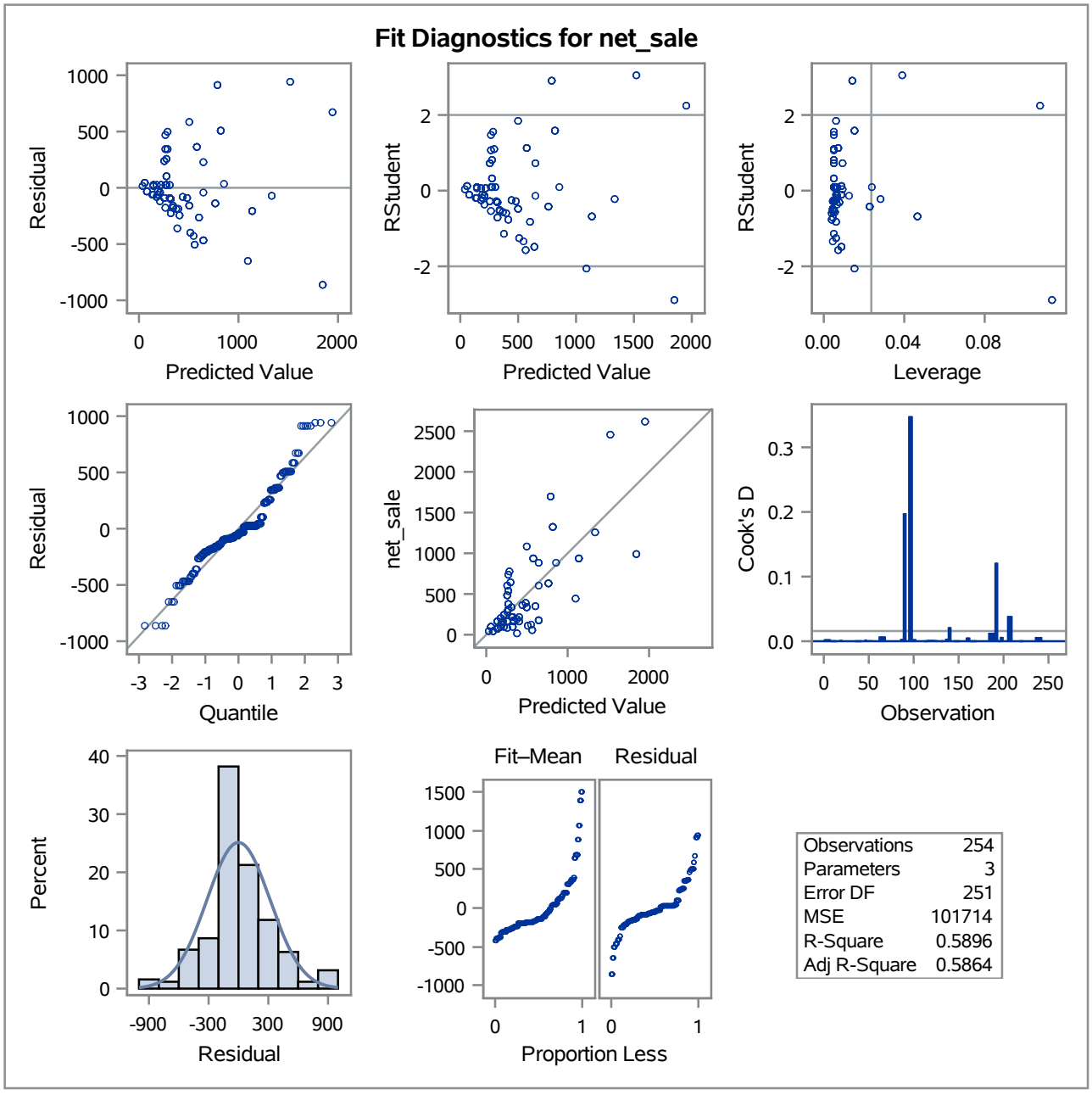
Root MSE	318.92577	**R-Square**	0.5896
Dependent Mean	456.52896	**Adj R-Sq**	0.5864
Coeff Var	69.85883		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	t Value	Pr > |t|
Intercept	1	-7.90715	33.12512	-0.24	0.8115
unit_price	1	18.74476	1.31439	14.26	<.0001
discount_amt	1	2.44991	0.24137	10.15	<.0001

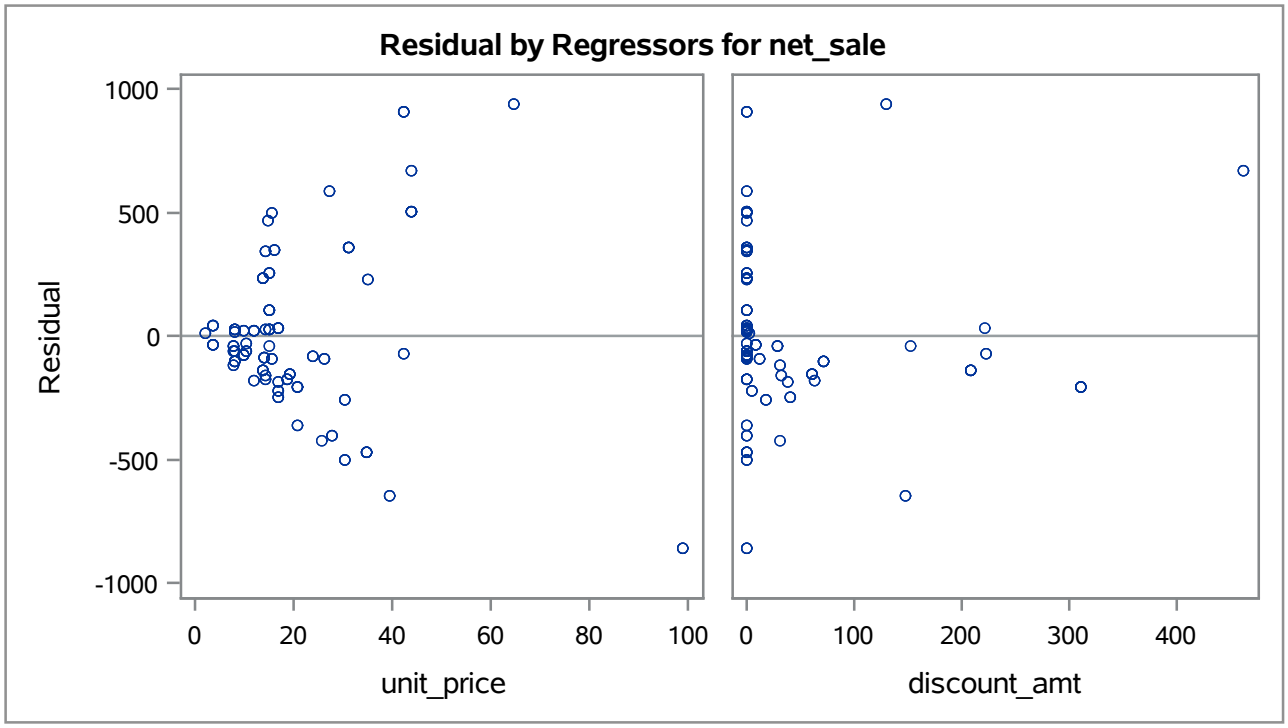
Linear Regression net sales vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



Linear Regression net sales vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: net_sale



Linear Regression quantity vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: quantity

Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	27930	27930	201.32	<.0001
Error	252	34961	138.73297		
Corrected Total	253	62890			

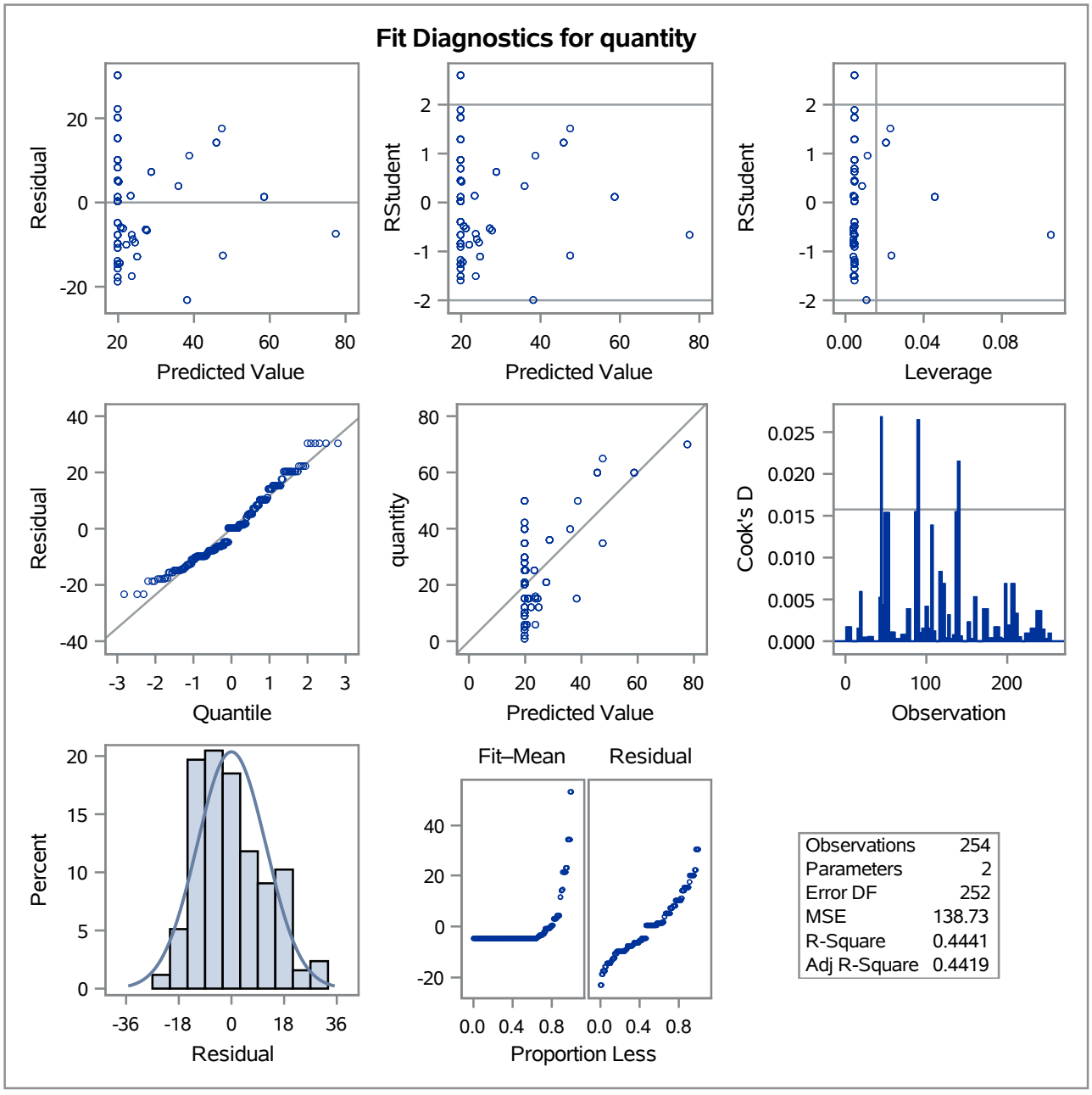
Root MSE	11.77850	**R-Square**	0.4441
Dependent Mean	24.33071	**Adj R-Sq**	0.4419
Coeff Var	48.41000		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	t Value	Pr > |t|
Intercept	1	19.77786	0.80570	24.55	<.0001
discount_amt	1	0.12492	0.00880	14.19	<.0001

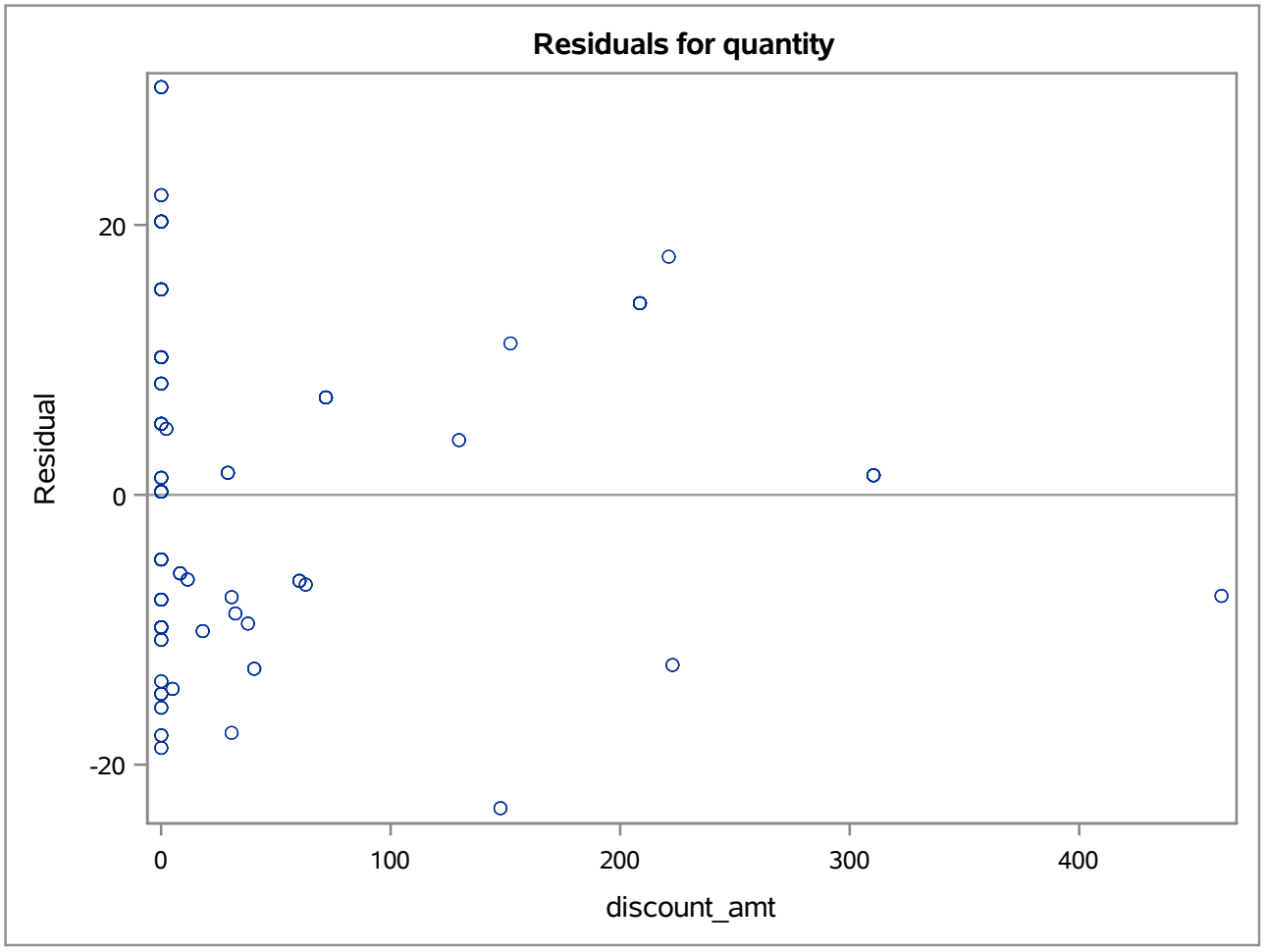
Linear Regression quantity vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: quantity



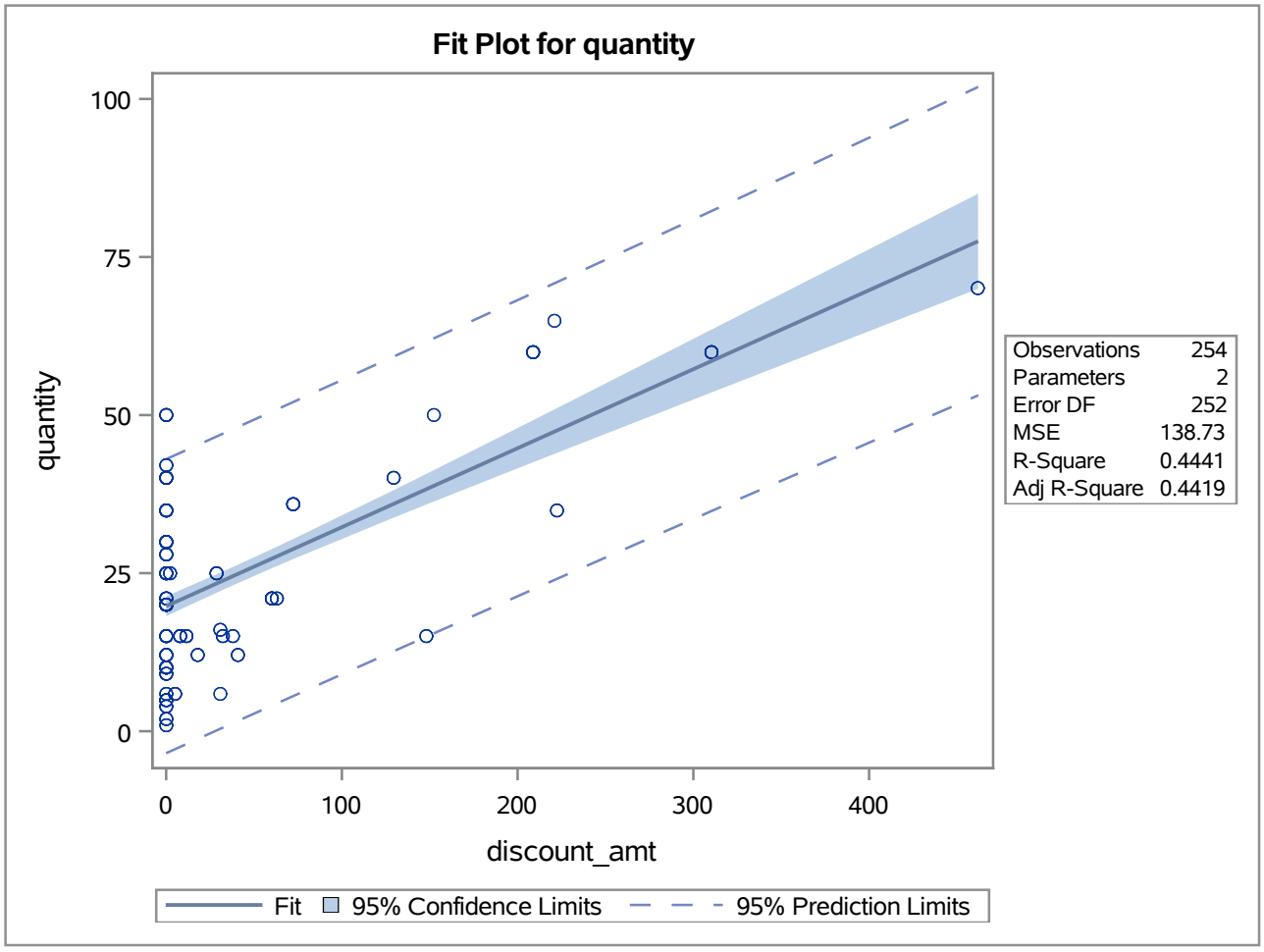
Linear Regression quantity vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: quantity



Linear Regression quantity vs discount amount

The REG Procedure
Model: MODEL1
Dependent Variable: quantity



The REG Procedure
Model: MODEL1
Dependent Variable: quantity

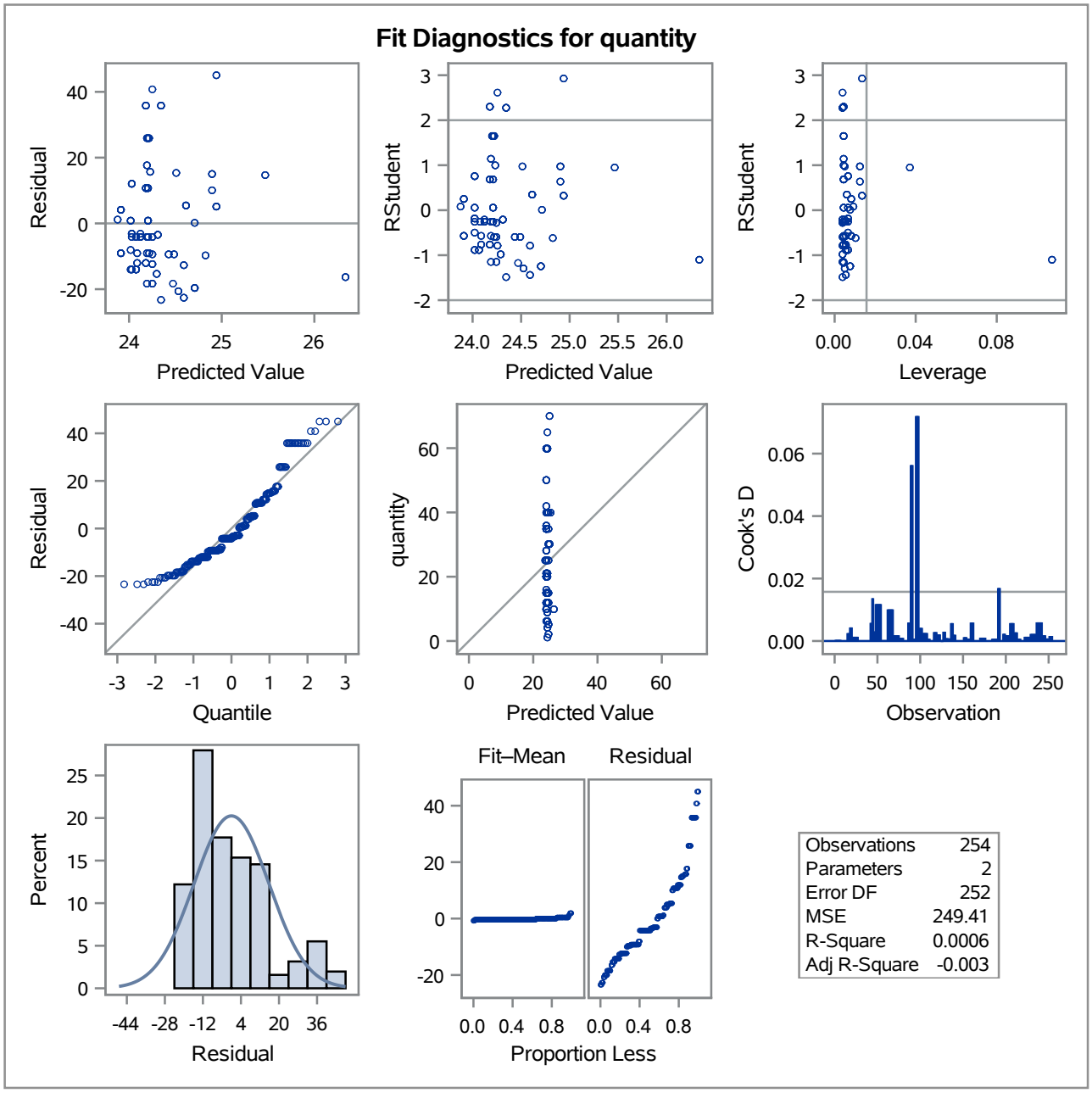
Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance					
Source	**DF**	**Sum of Squares**	**Mean Square**	**F Value**	**Pr > F**
Model	1	38.93471	38.93471	0.16	0.6931
Error	252	62851	249.40986		
Corrected Total	253	62890			

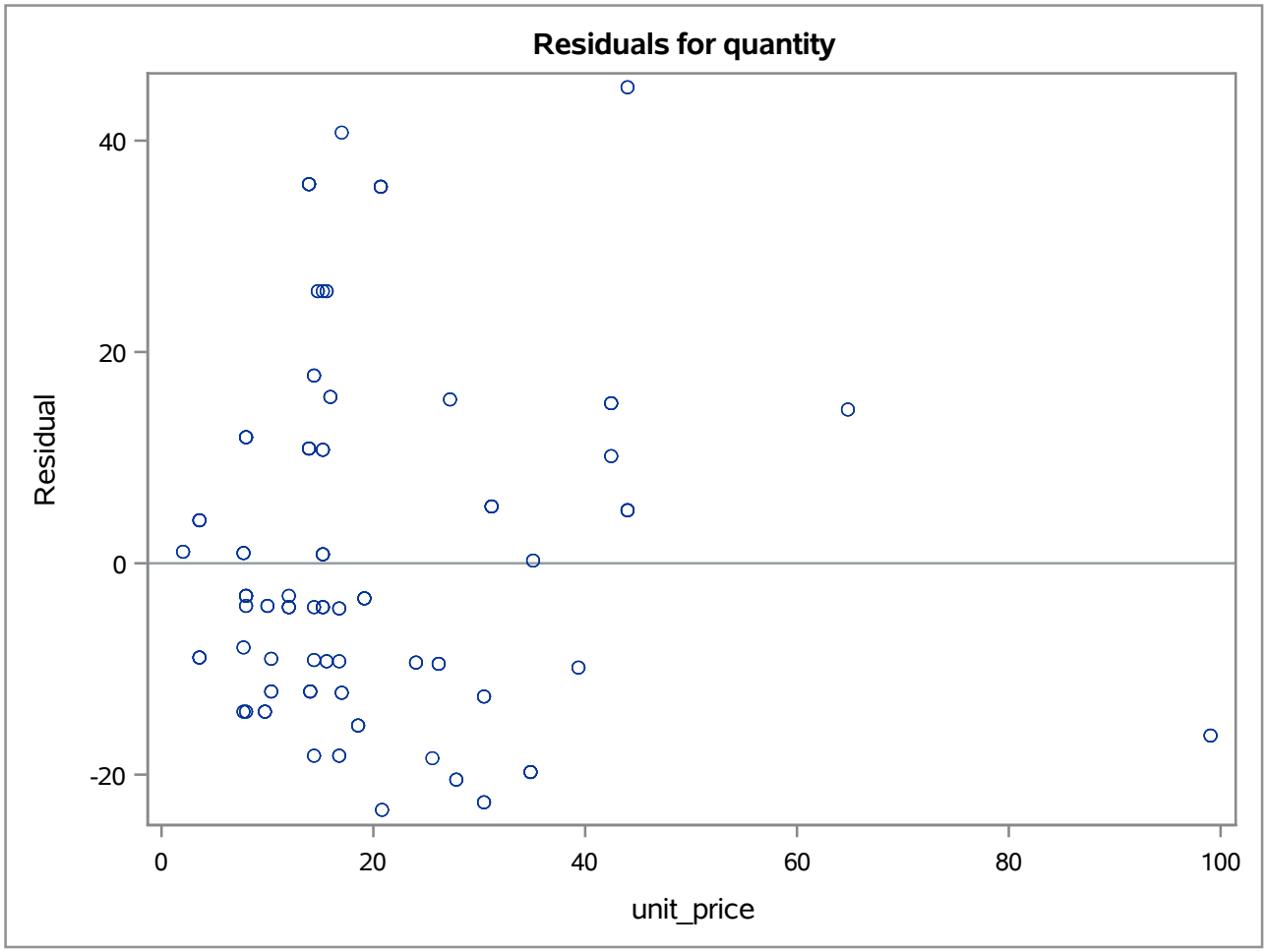
Root MSE	15.79272	**R-Square**	0.0006
Dependent Mean	24.33071	**Adj R-Sq**	-0.0033
Coeff Var	64.90857		

Parameter Estimates					
Variable	**DF**	**Parameter Estimate**	**Standard Error**	**t Value**	**Pr > |t|**
Intercept	1	23.82241	1.62389	14.67	<.0001
unit_price	1	0.02540	0.06428	0.40	0.6931

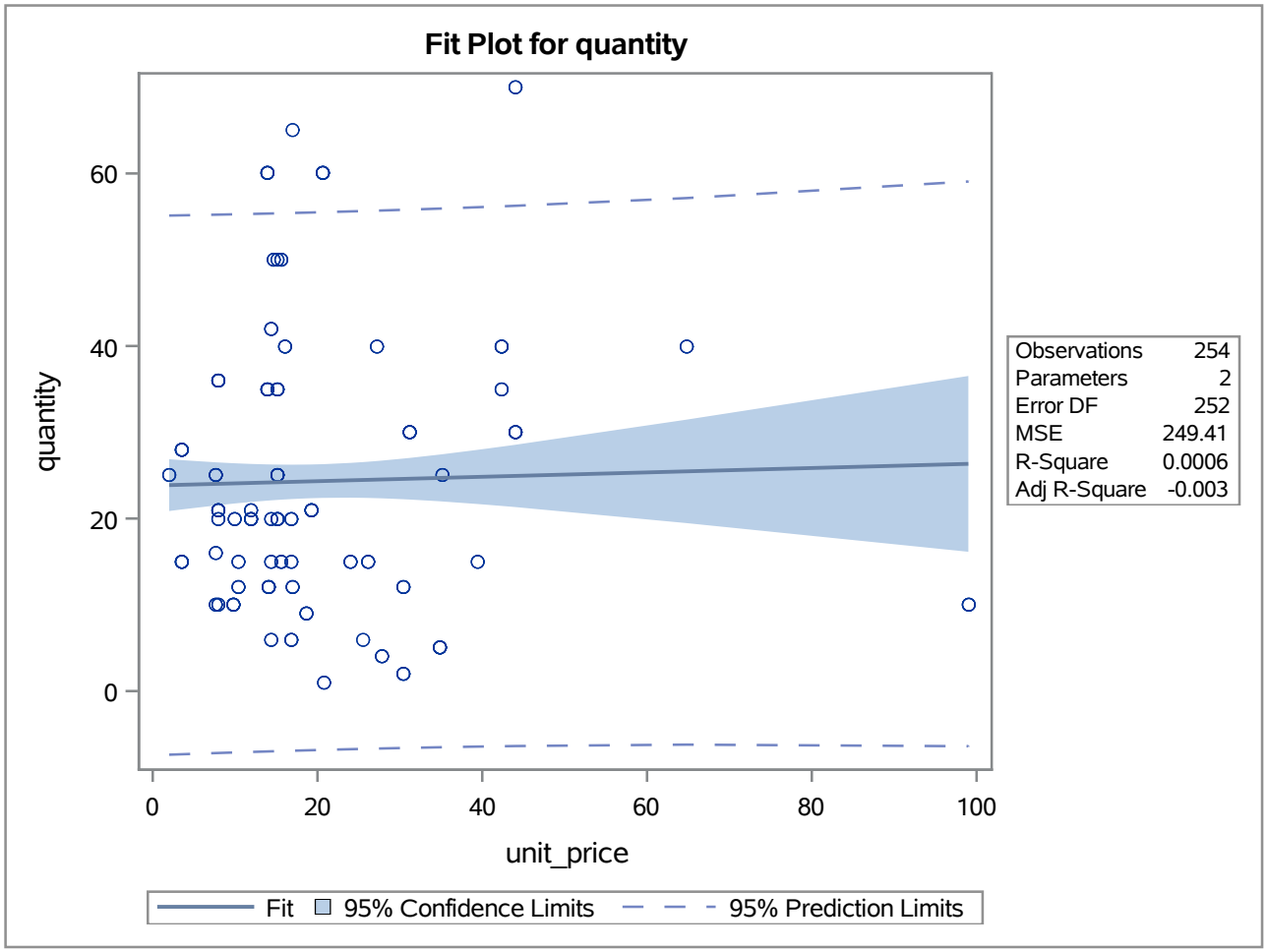
The REG Procedure
Model: MODEL1
Dependent Variable: quantity



The REG Procedure
Model: MODEL1
Dependent Variable: quantity



The REG Procedure
Model: MODEL1
Dependent Variable: quantity



Linear Regression quantity vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: quantity

Number of Observations Read	254
Number of Observations Used	254

Analysis of Variance

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	2	28338	14169	102.93	<.0001
Error	251	34553	137.65993		
Corrected Total	253	62890			

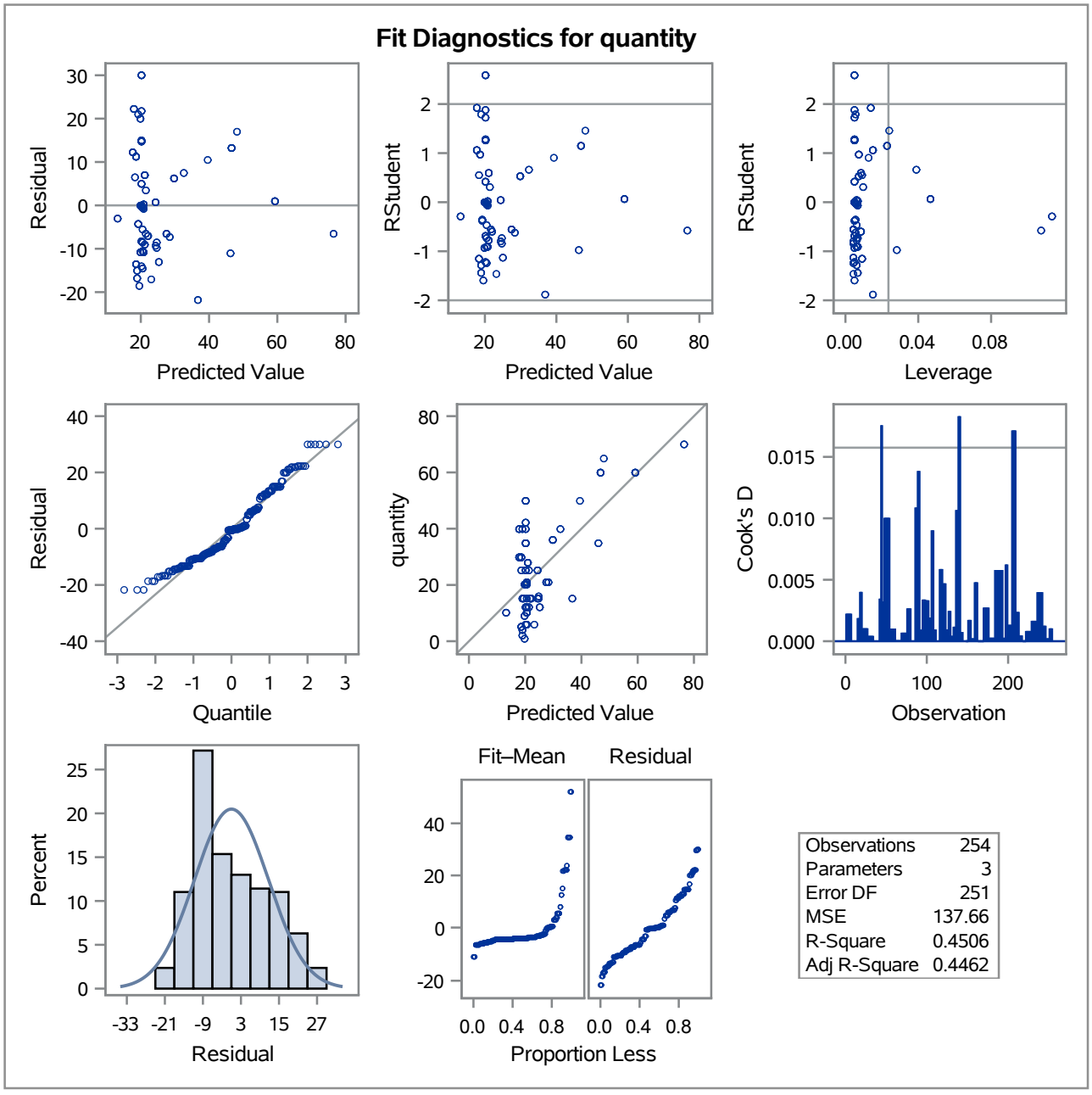
Root MSE	11.73286	R-Square	0.4506
Dependent Mean	24.33071	Adj R-Sq	0.4462
Coeff Var	48.22242		

Parameter Estimates

Variable	DF	Parameter Estimate	Standard Error	t Value	Pr > |t|
Intercept	1	21.35670	1.21863	17.53	<.0001
unit_price	1	-0.08325	0.04835	-1.72	0.0864
discount_amt	1	0.12732	0.00888	14.34	<.0001

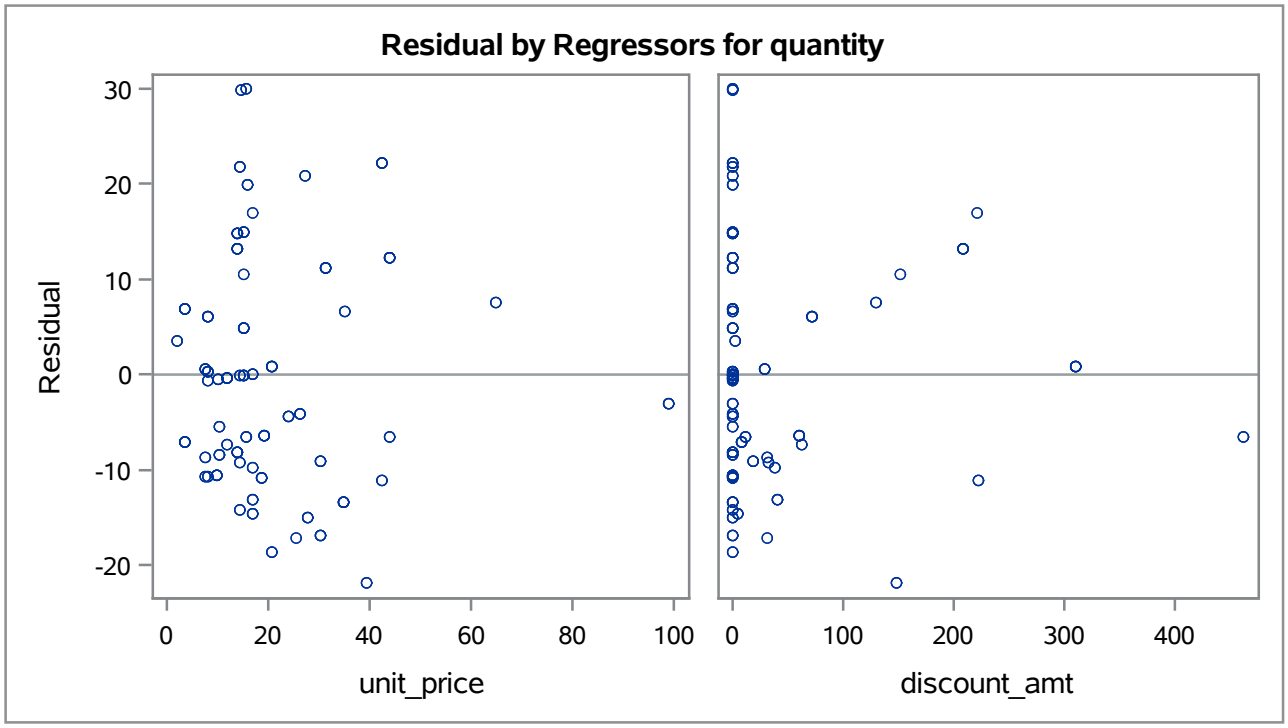
Linear Regression quantity vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: quantity



Linear Regression quantity vs discount amount and unit price

The REG Procedure
Model: MODEL1
Dependent Variable: quantity



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
territory_id	39	1581 1730 1833 2116 2139 2184 2903 3049 3801 6897 7960 8837 10019 10038 11747 14450 19428 19713 20852 27403 27511 30346 31406 32859 33607 40222 44122 45839 48075 48084 48304 53404 55113 55439 85014 85251 98004 98052 98104

Number of Observations Read	254
Number of Observations Used	254

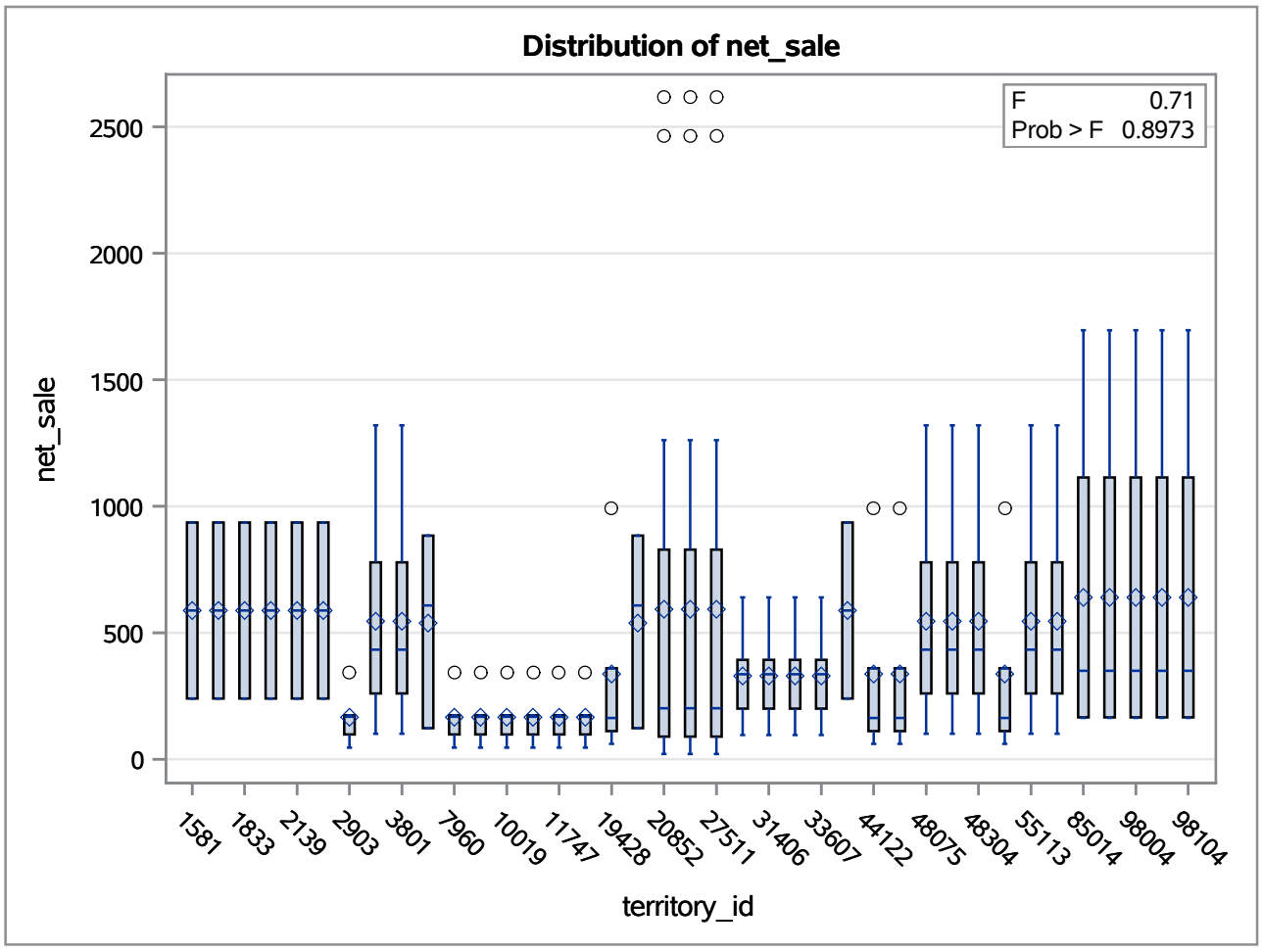
The ANOVA Procedure

Dependent Variable: net_sale

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	38	6926388.74	182273.39	0.71	0.8973
Error	215	55284738.55	257138.32		
Corrected Total	253	62211127.29			

R-Square	Coeff Var	Root MSE	net_sale Mean
0.111337	111.0747	507.0881	456.5290

Source	DF	Anova SS	Mean Square	F Value	Pr > F
territory_id	38	6926388.737	182273.388	0.71	0.8973



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
territory_id	39	1581 1730 1833 2116 2139 2184 2903 3049 3801 6897 7960 8837 10019 10038 11747 14450 19428 19713 20852 27403 27511 30346 31406 32859 33607 40222 44122 45839 48075 48084 48304 53404 55113 55439 85014 85251 98004 98052 98104

Number of Observations Read	254
Number of Observations Used	254

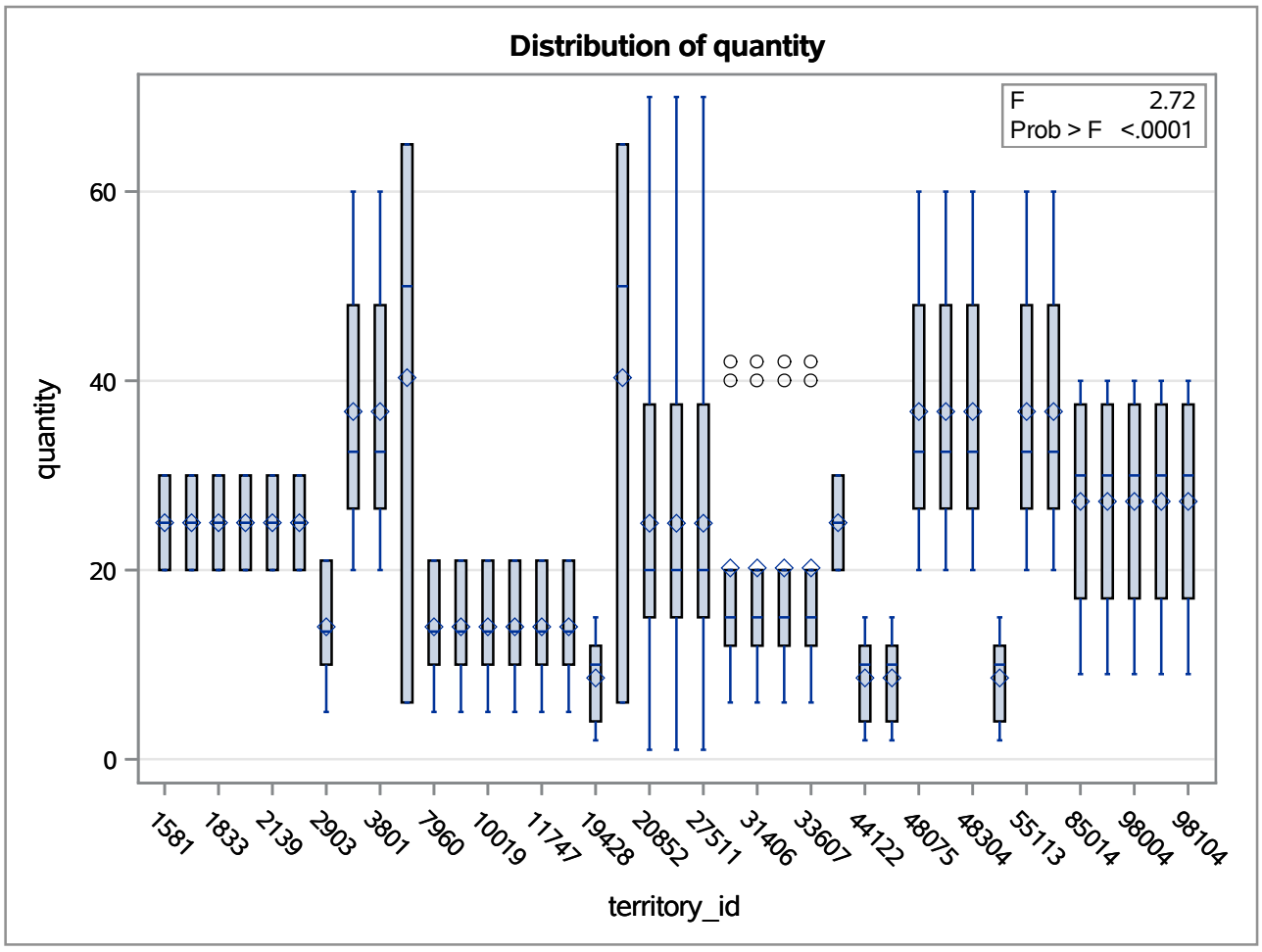
The ANOVA Procedure

Dependent Variable: quantity

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	38	20412.76492	537.17802	2.72	<.0001
Error	215	42477.45556	197.56956		
Corrected Total	253	62890.22047			

R-Square	Coeff Var	Root MSE	quantity Mean
0.324578	57.77038	14.05594	24.33071

Source	DF	Anova SS	Mean Square	F Value	Pr > F
territory_id	38	20412.76492	537.17802	2.72	<.0001



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
employee_id	8	1 2 3 4 5 6 8 9

Number of Observations Read	254
Number of Observations Used	254

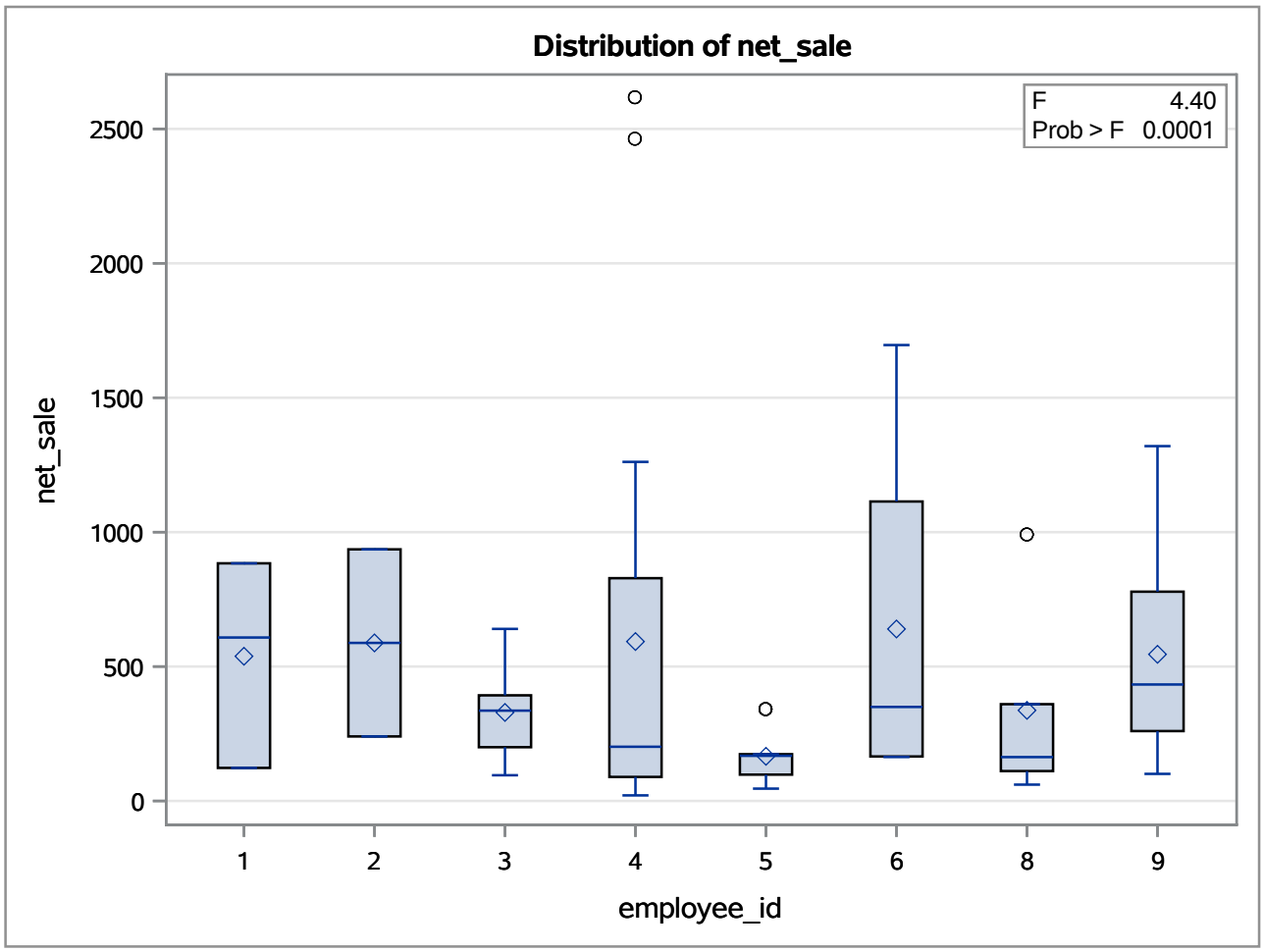
The ANOVA Procedure

Dependent Variable: net_sale

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	7	6926388.74	989484.11	4.40	0.0001
Error	246	55284738.55	224734.71		
Corrected Total	253	62211127.29			

R-Square	Coeff Var	Root MSE	net_sale Mean
0.111337	103.8405	474.0619	456.5290

Source	DF	Anova SS	Mean Square	F Value	Pr > F
employee_id	7	6926388.737	989484.105	4.40	0.0001



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
employee_id	8	1 2 3 4 5 6 8 9

Number of Observations Read	254
Number of Observations Used	254

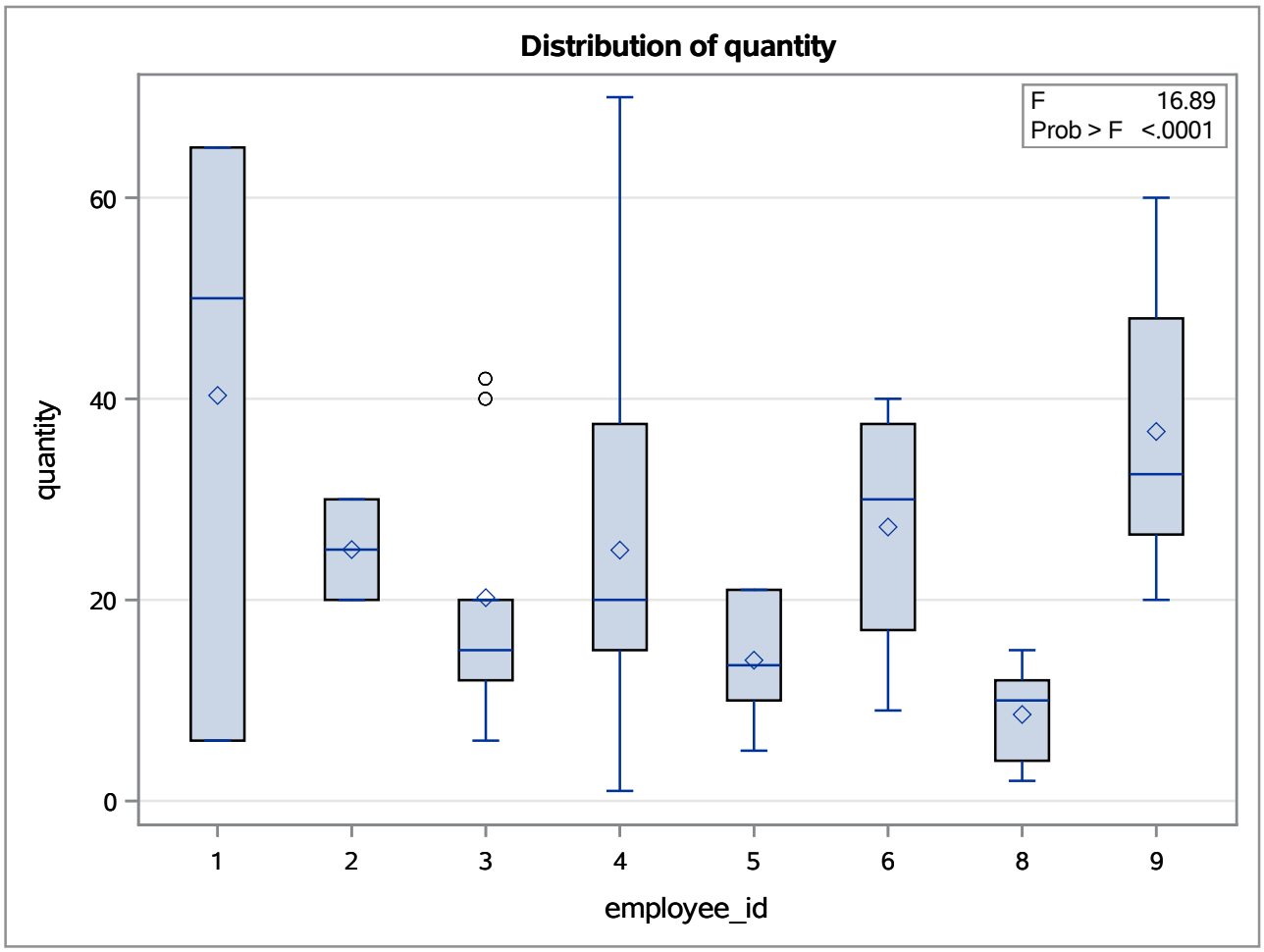
The ANOVA Procedure

Dependent Variable: quantity

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	7	20412.76492	2916.10927	16.89	<.0001
Error	246	42477.45556	172.67258		
Corrected Total	253	62890.22047			

R-Square	Coeff Var	Root MSE	quantity Mean
0.324578	54.00786	13.14049	24.33071

Source	DF	Anova SS	Mean Square	F Value	Pr > F
employee_id	7	20412.76492	2916.10927	16.89	<.0001



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
product_id	40	2 5 7 11 12 14 16 17 20 21 22 24 27 29 30 31 32 33 35 36 37 39 40 41 42 49 51 53 55 56 57 59 60 62 65 70 72 74 76 77

Number of Observations Read	254
Number of Observations Used	254

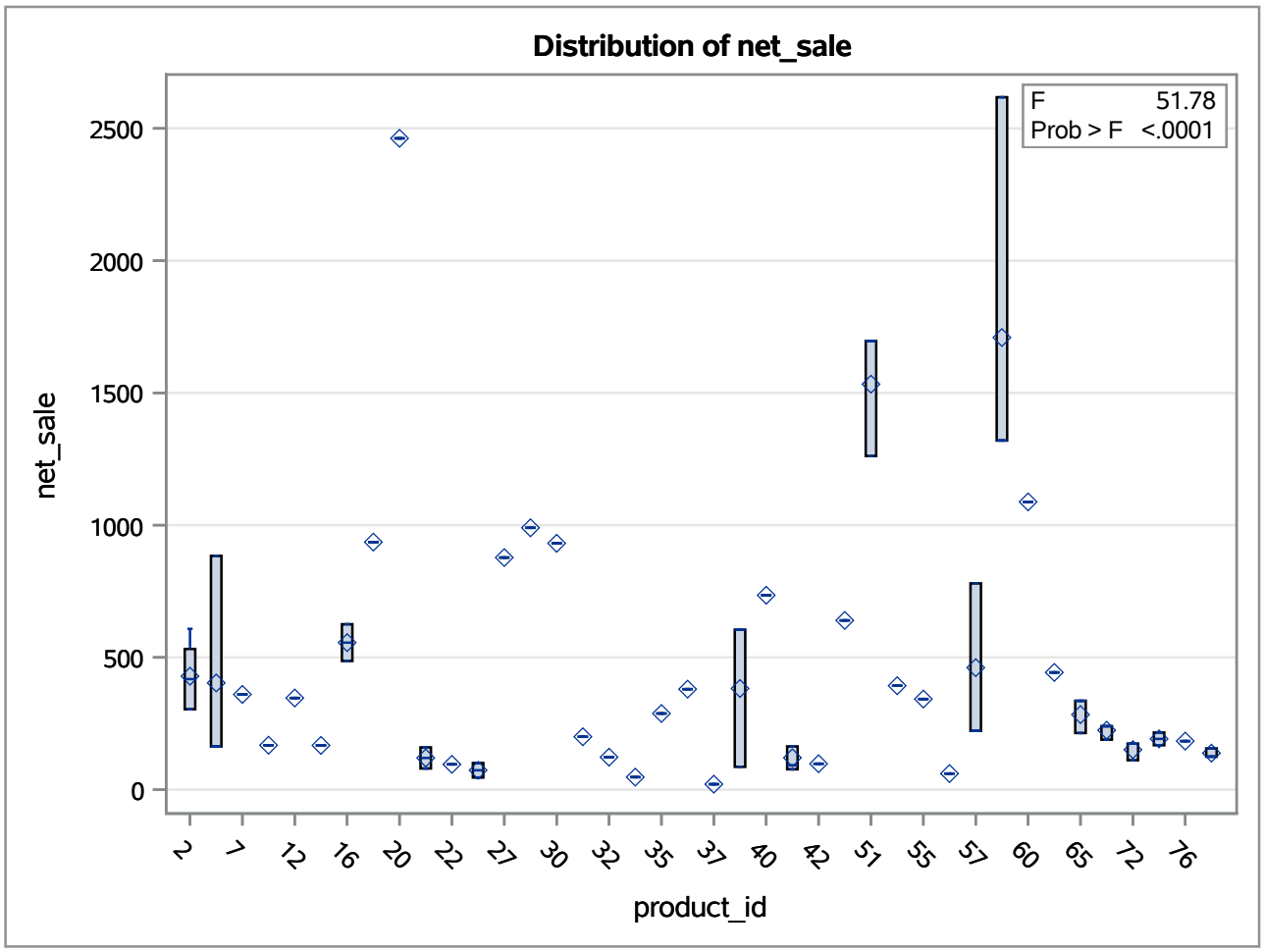
The ANOVA Procedure

Dependent Variable: net_sale

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	39	56249985.46	1442307.32	51.78	<.0001
Error	214	5961141.83	27855.80		
Corrected Total	253	62211127.29			

R-Square	Coeff Var	Root MSE	net_sale Mean
0.904179	36.55860	166.9006	456.5290

Source	DF	Anova SS	Mean Square	F Value	Pr > F
product_id	39	56249985.46	1442307.32	51.78	<.0001



The ANOVA Procedure

Class Level Information		
Class	**Levels**	**Values**
product_id	40	2 5 7 11 12 14 16 17 20 21 22 24 27 29 30 31 32 33 35 36 37 39 40 41 42 49 51 53 55 56 57 59 60 62 65 70 72 74 76 77

Number of Observations Read	254
Number of Observations Used	254

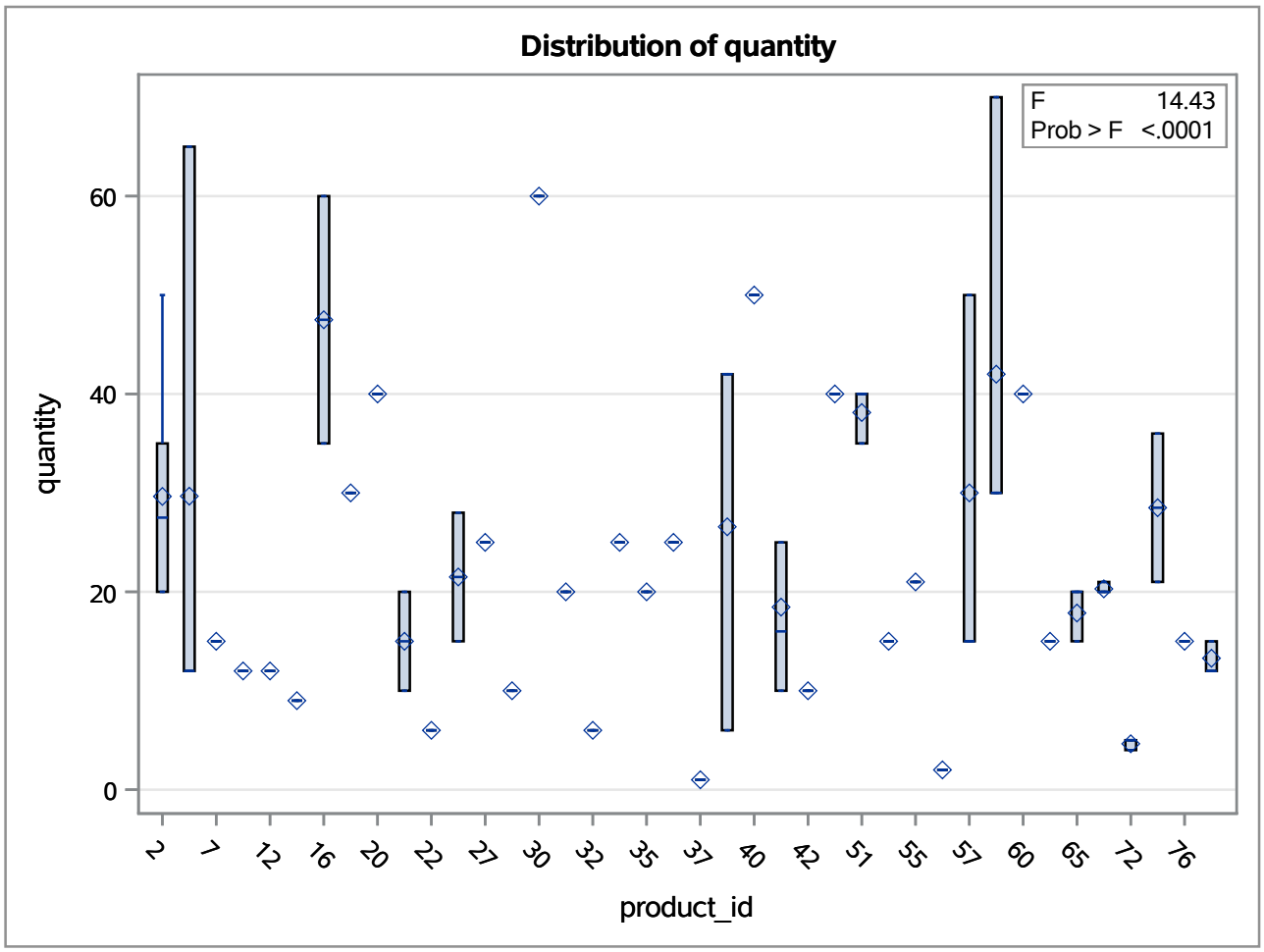
The ANOVA Procedure

Dependent Variable: quantity

Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	39	45566.92513	1168.38270	14.43	<.0001
Error	214	17323.29535	80.94998		
Corrected Total	253	62890.22047			

R-Square	Coeff Var	Root MSE	quantity Mean
0.724547	36.97887	8.997221	24.33071

Source	DF	Anova SS	Mean Square	F Value	Pr > F
product_id	39	45566.92513	1168.38270	14.43	<.0001



The RSQUARE Procedure
Model: MODEL1
Dependent Variable: quantity

R-Square Selection Method

Number of Observations Read	254
Number of Observations Used	254

Number in Model	R-Square	Variables in Model
1	0.4441	discount_amt
1	0.1414	discount
1	0.0327	employee_id
1	0.0177	product_id
1	0.0159	territory_id
1	0.0006	unit_price
2	0.4642	territory_id discount_amt
2	0.4560	product_id discount_amt
2	0.4546	discount_amt discount
2	0.4538	employee_id discount_amt
2	0.4506	discount_amt unit_price
2	0.1622	product_id discount
2	0.1593	territory_id discount
2	0.1587	employee_id discount
2	0.1459	discount unit_price
2	0.0430	employee_id product_id
2	0.0376	territory_id employee_id
2	0.0329	employee_id unit_price
2	0.0284	territory_id product_id
2	0.0186	product_id unit_price
2	0.0161	territory_id unit_price
3	0.4745	territory_id discount_amt discount
3	0.4729	territory_id discount_amt unit_price
3	0.4713	territory_id product_id discount_amt
3	0.4683	discount_amt discount unit_price
3	0.4671	territory_id employee_id discount_amt
3	0.4657	employee_id discount_amt discount
3	0.4650	product_id discount_amt discount
3	0.4624	employee_id product_id discount_amt
3	0.4618	product_id discount_amt unit_price
3	0.4609	employee_id discount_amt unit_price

The RSQUARE Procedure
Model: MODEL1
Dependent Variable: quantity

R-Square Selection Method

Number in Model	R-Square	Variables in Model
3	0.1741	territory_id product_id discount
3	0.1734	employee_id product_id discount
3	0.1677	territory_id employee_id discount
3	0.1676	product_id discount unit_price
3	0.1626	territory_id discount unit_price
3	0.1620	employee_id discount unit_price
3	0.0462	territory_id employee_id product_id
3	0.0433	employee_id product_id unit_price
3	0.0377	territory_id employee_id unit_price
3	0.0288	territory_id product_id unit_price
4	0.4914	territory_id discount_amt discount unit_price
4	0.4811	employee_id discount_amt discount unit_price
4	0.4804	territory_id product_id discount_amt discount
4	0.4791	territory_id product_id discount_amt unit_price
4	0.4783	territory_id employee_id discount_amt discount
4	0.4771	product_id discount_amt discount unit_price
4	0.4759	territory_id employee_id discount_amt unit_price
4	0.4731	territory_id employee_id product_id discount_amt
4	0.4727	employee_id product_id discount_amt discount
4	0.4688	employee_id product_id discount_amt unit_price
4	0.1798	territory_id employee_id product_id discount
4	0.1782	territory_id product_id discount unit_price
4	0.1776	employee_id product_id discount unit_price
4	0.1705	territory_id employee_id discount unit_price
4	0.0464	territory_id employee_id product_id unit_price
5	0.4958	territory_id employee_id discount_amt discount unit_price
5	0.4957	territory_id product_id discount_amt discount unit_price
5	0.4865	employee_id product_id discount_amt discount unit_price
5	0.4831	territory_id employee_id product_id discount_amt discount
5	0.4811	territory_id employee_id product_id discount_amt unit_price
5	0.1833	territory_id employee_id product_id discount unit_price
6	0.4990	territory_id employee_id product_id discount_amt discount unit_price

The RSQUARE Procedure
Model: MODEL1
Dependent Variable: net_sale

R-Square Selection Method

Number of Observations Read	254
Number of Observations Used	254

Number in Model	R-Square	Variables in Model
1	0.4212	unit_price
1	0.2571	discount_amt
1	0.0171	territory_id
1	0.0020	discount
1	0.0011	employee_id
1	0.0010	product_id
2	0.5896	discount_amt unit_price
2	0.4353	discount unit_price
2	0.4274	territory_id unit_price
2	0.4243	product_id unit_price
2	0.4217	discount_amt discount
2	0.4212	employee_id unit_price
2	0.2775	territory_id discount_amt
2	0.2580	employee_id discount_amt
2	0.2573	product_id discount_amt
2	0.0194	territory_id discount
2	0.0173	territory_id employee_id
2	0.0172	territory_id product_id
2	0.0031	product_id discount
2	0.0027	employee_id discount
2	0.0018	employee_id product_id
3	0.6488	discount_amt discount unit_price
3	0.5984	territory_id discount_amt unit_price
3	0.5926	employee_id discount_amt unit_price
3	0.5911	product_id discount_amt unit_price
3	0.4417	territory_id discount unit_price
3	0.4414	territory_id discount_amt discount
3	0.4389	product_id discount unit_price
3	0.4358	employee_id discount unit_price
3	0.4291	territory_id product_id unit_price
3	0.4285	territory_id employee_id unit_price

The RSQUARE Procedure
Model: MODEL1
Dependent Variable: net_sale

R-Square Selection Method

Number in Model	R-Square	Variables in Model
3	0.4245	employee_id product_id unit_price
3	0.4220	product_id discount_amt discount
3	0.4217	employee_id discount_amt discount
3	0.2846	territory_id employee_id discount_amt
3	0.2777	territory_id product_id discount_amt
3	0.2584	employee_id product_id discount_amt
3	0.0198	territory_id employee_id discount
3	0.0195	territory_id product_id discount
3	0.0173	territory_id employee_id product_id
3	0.0036	employee_id product_id discount
4	0.6586	territory_id discount_amt discount unit_price
4	0.6500	employee_id discount_amt discount unit_price
4	0.6491	product_id discount_amt discount unit_price
4	0.6067	territory_id employee_id discount_amt unit_price
4	0.5988	territory_id product_id discount_amt unit_price
4	0.5950	employee_id product_id discount_amt unit_price
4	0.4445	territory_id employee_id discount unit_price
4	0.4443	territory_id employee_id discount_amt discount
4	0.4438	territory_id product_id discount unit_price
4	0.4433	territory_id product_id discount_amt discount
4	0.4401	employee_id product_id discount unit_price
4	0.4306	territory_id employee_id product_id unit_price
4	0.4220	employee_id product_id discount_amt discount
4	0.2846	territory_id employee_id product_id discount_amt
4	0.0199	territory_id employee_id product_id discount
5	0.6637	territory_id employee_id discount_amt discount unit_price
5	0.6586	territory_id product_id discount_amt discount unit_price
5	0.6505	employee_id product_id discount_amt discount unit_price
5	0.6078	territory_id employee_id product_id discount_amt unit_price
5	0.4473	territory_id employee_id product_id discount unit_price
5	0.4457	territory_id employee_id product_id discount_amt discount
6	0.6637	territory_id employee_id product_id discount_amt discount unit_price