

# Practice in Table Design

## Stat 365: Statistical Communication

### Exercise 1<sup>1</sup>

The following table has been prepared for a regional sales manager for the purpose of tracking the quarter-to-date performance of her sales representatives, including their relative performance. Given this purpose, take a look at the table, and follow the instructions below.

Quarter-to-Date Sales Rep Performance Summary  
Quarter 2, 2011 as of March 15, 2011

Sales Rep	Quota	Variance to Quota	% of Quota	Forecast	Actual Bookings
Albright, Gary	200,000	-16,062	92	205,000	183,938
Brown, Sheryll	150,000	84,983	157	260,000	234,983
Cartwright, Bonnie	100,000	-56,125	44	50,000	43,875
Caruthers, Michael	300,000	-25,125	92	324,000	274,875
Garibaldi, John	250,000	143,774	158	410,000	393,774
Girard, Jean	75,000	-48,117	36	50,000	26,883
Jone, Suzanne	140,000	-5,204	96	149,000	134,796
Larson, Terri	350,000	238,388	168	600,000	588,388
LeShan, George	200,000	-75,126	62	132,000	124,874
Levensen, Bernard	175,000	-9,267	95	193,000	165,733
Mulligan, Robert	225,000	34,383	115	275,000	259,383
Tetracelli, Sheila	50,000	-1,263	97	50,000	48,737
Woytisek, Gillian	190,000	-3,648	98	210,000	186,352

List each of the problems that you see in the design of this table:

Suggest a solution to each of these problems:

---

<sup>1</sup>Stephen Few's Show me the Numbers

## Exercise 2<sup>2</sup>

The following table is used by mortgage brokers to look up the mortgage rates offered by several lenders. Brokers use this when they need to know the current rates offered by a particular lender for all of its loan programs. Given this purpose, take a look at the table, and follow the instructions below.

Mortgage Loan Rates Effective September 1, 2011				
Loan Type	Term	Points	Lender	Rate
Adjustable	15	0	ABC Mortgage	6.0%
Adjustable	15	0	BCD Mortgage	6.0%
Adjustable	15	0	CDE Mortgage	6.0%
Fixed	15	0	ABC Mortgage	6.25%
Fixed	15	0	BCD Mortgage	6.75%
Fixed	15	0	CDE Mortgage	7.0%
Adjustable	30	.5	ABC Mortgage	6.125%
Adjustable	30	.5	BCD Mortgage	6.25%
Adjustable	30	.5	CDE Mortgage	6.5%
Fixed	30	.5	ABC Mortgage	6.5%
Fixed	30	.5	BCD Mortgage	7.0%
Fixed	30	.5	CDE Mortgage	7.25%
Adjustable	15	1	ABC Mortgage	5.675%
Adjustable	15	1	BCD Mortgage	5.675%
Adjustable	15	1	CDE Mortgage	5.75%
Fixed	30	1	ABC Mortgage	6.5%
Fixed	30	1	BCD Mortgage	6.5%
Fixed	30	1	CDE Mortgage	7.0%
Adjustable	15	1	ABC Mortgage	5.675%
Adjustable	15	1	BCD Mortgage	5.675%

List each of the problems that you see in the design of this table:

Suggest a solution to each of these problems:

---

<sup>2</sup>Stephen Few's Show me the Numbers