

GET DATA /TYPE=TEXT	Frequency	Percent	Valid Percent	Cumulative Percent
SAVE DEV 4 "/FILE='C:\Users\DELL\Documents\new friend new.csv'"	108 85	88.4%	88.0%	88.0%
MINIMUM 15 /LIMIT=15	15	15.0%	15.0%	100.0%
Maximum 22 /FIRECASE=2	22	50.0%	51.0%	51.0%
/DELIMITERS=","	31	15.5%	15.5%	80.5%
/QUALIFIER="Age"	30	15.0%	15.0%	100.0%
TOTAL VARIABLES	115	100.0%	100.0%	100.0%
Total 5 Frequency Percent Valid Percent Cumulative Percent	5	100.0%	100.0%	100.0%
Valid 1 Gender F1.0	199	100.0%	77.5%	77.5%
Years of experience in the insurance industry F1.0	18	12.5%	12.5%	90.0%
Current role in your organization F1.0	10	10.0%	10.0%	100.0%
Type of organization F1.0	15	100.0%	100.0%	100.0%
Valid In the following sections please select the options you feel are F1.0	200	100.0%	100.0%	100.0%
In the following sections please select the options you feel are A F1.0	100	100.0%	100.0%	100.0%
In the following sections please select the options you feel are B F1.0	92	100.0%	90.0%	90.0%
Total In the following sections please select the options you feel are C F1.0	200	100.0%	100.0%	100.0%
In the following sections please select the options you feel are D F1.0	108	100.0%	100.0%	100.0%
In the following sections please select the options you feel are E F1.0	103	100.0%	100.0%	100.0%
In the following sections please select the options you feel are F F1.0	106	100.0%	100.0%	100.0%
Total In the following sections please select the options you feel are G F1.0	200	100.0%	100.0%	100.0%
Valid In the following sections please select the options you feel are H F1.0	199	100.0%	99.5%	99.5%
In the following sections please select the options you feel are I F1.0	18	8.0%	8.0%	100.0%
In the following sections please select the options you feel are J F1.0	10	5.0%	5.0%	100.0%
Total In the following sections please select the options you feel are K F1.0	200	100.0%	100.0%	100.0%
Valid In the following sections please select the options you feel are L F1.0	199	100.0%	100.0%	100.0%
In the following sections please select the options you feel are M F1.0	10	5.0%	5.0%	100.0%
Valid In the following sections please select the options you feel are N F1.0	199	100.0%	100.0%	100.0%
Total 2 Frequency Percent Valid Percent Cumulative Percent	200	100.0%	20.0%	20.0%
SAVE OUTFILE="psector17.sav" end new 17.sav".	148	74.0%	74.0%	74.0%
Valid 5	41	20.5%	9.9	20.5%
Missing 3	95	18.5%	18.5%	100.0%
FREQUENCIES Total 5 /FORMAT=TABLE.	200	100.0%	100.0%	100.0%
Current role in your organization F1.0	200	100.0%	2.0%	100.0%
q1 q2 q3 q4 q5 q6 q7 q8 q9 q10 q11 q12 q13 q14 q15	200	100.0%	14.5%	17.5%
Total 2 /FORMAT=TABLE.	200	100.0%	100.0%	100.0%
3 Frequency Percent Valid Percent Cumulative Percent	200	100.0%	20.0%	20.0%
Valid 4 Current role in your organization F1.0	200	100.0%	85.0%	85.0%
Valid 1 Agency F1.0 Gender F1.0 Years of Experience F1.0 Cumulative Percent	200	100.0%	16.5%	16.5%
Total 2 Malid Valid 4	200	100.0%	20.0%	36.5%
Missing 4	98	49.0%	49.0%	79.0%
Mean 3	120	21.0%	q10	21.0%
Total 2 Std Dev 4	200	100.0%	20.0%	100.0%
Valid 5 Minimum 5	200	100.0%	3.5%	62.5%
Maximum 6	425	33.0%	32.0%	100.0%
Total 3 Frequency Percent Valid Percent Cumulative Percent	200	100.0%	100.0%	100.0%
Valid 4 Type of organization F1.0	200	100.0%	39.5%	39.5%
N Valid 5	46	Type of organization F1.0	200	200
Total 3 Missing Frequency	200	100.0%	0	0
Mean 4	52	12.0%	83	3.62
Std Dev 2	59	29.5%	11	1.39
Total 3 Minimum 3	200	100.0%	1	1
Malid Maximum 4	18	9.0%	5	5
Missing 8	58	20.0%	q6	20.0%
Total 3 Frequency Percent Valid Percent Cumulative Percent	200	100.0%	100.0%	100.0%
Malid Valid 5	200	99	200	49.5%
Missing 0	35	02.6%	q1	01.5%
Total 3 Mean 3	3.73	200	3.86	18.5%
Malid Valid 5	200	99	200	49.5%
Missing 0	35	02.6%	q1	01.5%
Total 3 Mean 3	3.73	200	3.86	18.5%

	q12	q13	q14	q15
Std Dev	1.08	.88	1.01	1.07
Minimum	1	1	1	1
Maximum	5	5	5	5

### Age

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	155	77.5%	77.5%	77.5%
2	25	12.5%	12.5%	90.0%
3	15	7.5%	7.5%	97.5%
4	5	2.5%	2.5%	100.0%
Total	200	100.0%		

### Gender

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	84	42.0%	42.0%	42.0%
2	108	54.0%	54.0%	96.0%
3	8	4.0%	4.0%	100.0%
Total	200	100.0%		

### Years\_of\_experience\_in\_the\_insurance\_industry

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	148	74.0%	74.0%	74.0%
2	37	18.5%	18.5%	92.5%
3	11	5.5%	5.5%	98.0%
4	4	2.0%	2.0%	100.0%
Total	200	100.0%		

### Current\_role\_in\_your\_organization

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	47	23.5%	23.5%	23.5%
2	29	14.5%	14.5%	38.0%
3	23	11.5%	11.5%	49.5%
4	12	6.0%	6.0%	55.5%
5	14	7.0%	7.0%	62.5%
6	75	37.5%	37.5%	100.0%
Total	200	100.0%		

### Type\_of\_organization

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	52	26.0%	26.0%	26.0%
2	59	29.5%	29.5%	55.5%
3	16	8.0%	8.0%	63.5%
4	18	9.0%	9.0%	72.5%
5	55	27.5%	27.5%	100.0%
Total	200	100.0%		

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	16	8.0%	8.0%	8.0%
2	16	8.0%	8.0%	16.0%
3	36	18.0%	18.0%	34.0%
4	93	46.5%	46.5%	80.5%
5	39	19.5%	19.5%	100.0%
Total	200	100.0%		

### q2

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	6	3.0%	3.0%	3.0%
2	37	18.5%	18.5%	21.5%
3	37	18.5%	18.5%	40.0%
4	86	43.0%	43.0%	83.0%
5	34	17.0%	17.0%	100.0%
Total	200	100.0%		

### q3

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	8	4.0%	4.0%	4.0%
2	18	9.0%	9.0%	13.0%
3	47	23.5%	23.5%	36.5%
4	86	43.0%	43.0%	79.5%
5	41	20.5%	20.5%	100.0%
Total	200	100.0%		

### q4

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	10	5.0%	5.0%	5.0%
2	17	8.5%	8.5%	13.5%
3	33	16.5%	16.5%	30.0%
4	98	49.0%	49.0%	79.0%
5	42	21.0%	21.0%	100.0%
Total	200	100.0%		

### q5

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	7	3.5%	3.5%	3.5%
2	16	8.0%	8.0%	11.5%
3	32	16.0%	16.0%	27.5%
4	86	43.0%	43.0%	70.5%
5	59	29.5%	29.5%	100.0%
Total	200	100.0%		

### q6

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	19	9.5%	9.5%	9.5%
2	35	17.5%	17.5%	27.0%
3	37	18.5%	18.5%	45.5%

	Frequency	Percent	Valid Percent	Cumulative Percent
4	83	41.5%	41.5%	87.0%
5	26	13.0%	13.0%	100.0%
Total	200	100.0%		

**q7**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	15	7.5%	7.5%	7.5%
2	17	8.5%	8.5%	16.0%
3	35	17.5%	17.5%	33.5%
4	97	48.5%	48.5%	82.0%
5	36	18.0%	18.0%	100.0%
Total	200	100.0%		

**q8**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	15	7.5%	7.5%	7.5%
2	17	8.5%	8.5%	16.0%
3	30	15.0%	15.0%	31.0%
4	78	39.0%	39.0%	70.0%
5	60	30.0%	30.0%	100.0%
Total	200	100.0%		

**q9**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	6	3.0%	3.0%	3.0%
2	29	14.5%	14.5%	17.5%
3	40	20.0%	20.0%	37.5%
4	96	48.0%	48.0%	85.5%
5	29	14.5%	14.5%	100.0%
Total	200	100.0%		

**q10**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	11	5.5%	5.5%	5.5%
2	24	12.0%	12.0%	17.5%
3	41	20.5%	20.5%	38.0%
4	79	39.5%	39.5%	77.5%
5	45	22.5%	22.5%	100.0%
Total	200	100.0%		

**q11**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	13	6.5%	6.5%	6.5%
2	12	6.0%	6.0%	12.5%
3	35	17.5%	17.5%	30.0%
4	96	48.0%	48.0%	78.0%
5	44	22.0%	22.0%	100.0%
Total	200	100.0%		

**q12**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	9	4.5%	4.5%	4.5%
2	22	11.0%	11.0%	15.5%
3	31	15.5%	15.5%	31.0%
4	90	45.0%	45.0%	76.0%
5	48	24.0%	24.0%	100.0%
Total	200	100.0%		

**q13**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	3	1.5%	1.5%	1.5%
2	13	6.5%	6.5%	8.0%
3	37	18.5%	18.5%	26.5%
4	104	52.0%	52.0%	78.5%
5	43	21.5%	21.5%	100.0%
Total	200	100.0%		

**q14**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	6	3.0%	3.0%	3.0%
2	18	9.0%	9.0%	12.0%
3	29	14.5%	14.5%	26.5%
4	95	47.5%	47.5%	74.0%
5	52	26.0%	26.0%	100.0%
Total	200	100.0%		

**q15**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1	10	5.0%	5.0%	5.0%
2	13	6.5%	6.5%	11.5%
3	31	15.5%	15.5%	27.0%
4	87	43.5%	43.5%	70.5%
5	59	29.5%	29.5%	100.0%
Total	200	100.0%		