Obs	X1	Х2	хз	Х4	Х5	Х6	Х7	Х8	Х9	X10	X11	X12	X13	X14
1	4.1	0.6	6.9	4.7	2.4	2.3	5.2	0	32	4.2	1	0	1	1
2	1.8	3.0	6.3	6.6	2.5	4.0	8.4	1	43	4.3	0	1	0	1
3	3.4	5.2	5.7	6.0	4.3	2.7	8.2	1	48	5.2	0	1	1	2
4	2.7	1.0	7.1	5.9	1.8	2.3	7.8	1	32	3.9	0	1	1	1
5	6.0	0.9	9.6	7.8	3.4	4.6	4.5	0	58	6.8	1	0	1	3
6	1.9	3.3	7.9	4.8	2.6	1.9	9.7	1	45	4.4	0	1	1	2
7	4.6	2.4	9.5	6.6	3.5	4.5	7.6	0	46	5.8	1	0	1	1
8	1.3	4.2	6.2	5.1	2.8	2.2	6.9	1	44	4.3	0	1	0	2
9	5.5	1.6	9.4	4.7	3.5	3.0	7.6	0	63	5.4	1	0	1	3
10	4.0	3.5	6.5	6.0	3.7	3.2	8.7	1	54	5.4	0	1	0	2
11	2.4	1.6	8.8	4.8	2.0	2.8	5.8	0	32	4.3	1	0	0	1
12	3.9	2.2	9.1	4.6	3.0	2.5	8.3	0	47	5.0	1	0	1	2
13	2.8	1.4	8.1	3.8	2.1	1.4	6.6	1	39	4.4	0	1	0	1
14	3.7	1.5	8.6	5.7	2.7	3.7	6.7	0	38	5.0	1	0	1	1
15	4.7	1.3	9.9	6.7	3.0	2.6	6.8	0	54	5.9	1	0	0	3
16	3.4	2.0	9.7	4.7	2.7	1.7	4.8	0	49	4.7	1	0	0	3
17	3.2	4.1	5.7	5.1	3.6	2.9	6.2	0	38	4.4	1	1	1	2
18	4.9	1.8	7.7	4.3	3.4	1.5	5.9	0	40	5.6	1	0	0	2
19	5.3	1.4	9.7	6.1	3.3	3.9	6.8	0	54	5.9	1	0	1	3
20	4.7	1.3	9.9	6.7	3.0	2.6	6.8	0	55	6.0	1	0	0	3
21	3.3	0.9	8.6	4.0	2.1	1.8	6.3	0	41	4.5	1	0	0	2
22	3.4	0.4	8.3	2.5	1.2	1.7	5.2	0	35	3.3	1	0	0	1
23	3.0	4.0	9.1	7.1	3.5	3.4	8.4	0	55	5.2	1	1	0	3
24	2.4	1.5	6.7	4.8	1.9	2.5	7.2	1	36	3.7	0	1	0	1
25	5.1	1.4	8.7	4.8	3.3	2.6	3.8	0	49	4.9	1	0	0	2
26	4.6	2.1	7.9	5.8	3.4	2.8	4.7	0	49	5.9	1	0	1	3
27	2.4	1.5	6.6	4.8	1.9	2.5	7.2	1	36	3.7	0	1	0	1
28	5.2	1.3	9.7	6.1	3.2	3.9	6.7	0	54	5.8	1	0	1	3
29	3.5	2.8	9.9	3.5	3.1	1.7	5.4	0	49	5.4	1	0	1	3
30	4.1	3.7	5.9	5.5	3.9	3.0	8.4	1	46	5.1	0	1	0	2
31	3.0	3.2	6.0	5.3	3.1	3.0	8.0	1	43	3.3	0	1	0	1
32	2.8	3.8	8.9	6.9	3.3	3.2	8.2	0	53	5.0	1	1	0	3
33	5.2	2.0	9.3	5.9	3.7	2.4	4.6	0	60	6.1	1	0	0	3
34	3.4	3.7	6.4	5.7	3.5	3.4	8.4	1	47	3.8	0	1	0	1
35	2.4	1.0	7.7	3.4	1.7	1.1	6.2	1	35	4.1	0	1	0	1
36	1.8	3.3	7.5	4.5	2.5	2.4	7.6	1	39	3.6	0	1	1	1
37	3.6	4.0	5.8	5.8	3.7	2.5	9.3	1	44	4.8	0	1	1	2
38	4.0	0.9	9.1	5.4	2.4	2.6	7.3	0	46	5.1	1	0	1	3

Obs	X1	X2	хз	Х4	X5	Х6	Х7	X8	Х9	X10	X11	X12	X13	X14
39	0.0	2.1	6.9	5.4	1.1	2.6	8.9	1	29	3.9	0	1	1	1
40	2.4	2.0	6.4	4.5	2.1	2.2	8.8	1	28	3.3	0	1	1	1
41	1.9	3.4	7.6	4.6	2.6	2.5	7.7	1	40	3.7	0	1	1	1
42	5.9	0.9	9.6	7.8	3.4	4.6	4.5	0	58	6.7	1	0	1	3
43	4.9	2.3	9.3	4.5	3.6	1.3	6.2	0	53	5.9	1	0	0	3
44	5.0	1.3	8.6	4.7	3.1	2.5	3.7	0	48	4.8	1	0	0	2
45	2.0	2.6	6.5	3.7	2.4	1.7	8.5	1	38	3.2	0	1	1	1
46	5.0	2.5	9.4	4.6	3.7	1.4	6.3	0	54	6.0	1	0	0	3
47	3.1	1.9	10.0	4.5	2.6	3.2	3.8	0	55	4.9	1	0	1	3
48	3.4	3.9	5.6	5.6	3.6	2.3	9.1	1	43	4.7	0	1	1	2
49	5.8	0.2	8.8	4.5	3.0	2.4	6.7	0	57	4.9	1	0	1	3
50	5.4	2.1	8.0	3.0	3.8	1.4	5.2	0	53	3.8	1	0	1	3
51	3.7	0.7	8.2	6.0	2.1	2.5	5.2	0	41	5.0	1	0	0	2
52	2.6	4.8	8.2	5.0	3.6	2.5	9.0	1	53	5.2	0	1	1	2
53	4.5	4.1	6.3	5.9	4.3	3.4	8.8	1	50	5.5	0	1	0	2
54	2.8	2.4	6.7	4.9	2.5	2.6	9.2	1	32	3.7	0	1	1	1
55	3.8	0.8	8.7	2.9	1.6	2.1	5.6	0	39	3.7	1	0	0	1
56	2.9	2.6	7.7	7.0	2.8	3.6	7.7	0	47	4.2	1	1	1	2
57	4.9	4.4	7.4	6.9	4.6	4.0	9.6	1	62	6.2	0	1	0	2
58	5.4	2.5	9.6	5.5	4.0	3.0	7.7	0	65	6.0	1	0	0	3
59	4.3	1.8	7.6	5.4	3.1	2.5	4.4	0	46	5.6	1	0	1	3
60	2.3	4.5	8.0	4.7	3.3	2.2	8.7	1	50	5.0	0	1	1	2
61	3.1	1.9	9.9	4.5	2.6	3.1	3.8	0	54	4.8	1	0	1	3
62	5.1	1.9	9.2	5.8	3.6	2.3	4.5	0	60	6.1	1	0	0	3
63	4.1	1.1	9.3	5.5	2.5	2.7	7.4	0	47	5.3	1	0	1	3
64	3.0	3.8	5.5	4.9	3.4	2.6	6.0	0	36	4.2	1	1	1	2
65	1.1	2.0	7.2	4.7	1.6	3.2	10.0	1	40	3.4	0	1	1	1
66	3.7	1.4	9.0	4.5	2.6	2.3	6.8	0	45	4.9	1	0	0	2
67	4.2	2.5	9.2	6.2	3.3	3.9	7.3	0	59	6.0	1	0	0	3
68	1.6	4.5	6.4	5.3	3.0	2.5	7.1	1	46	4.5	0	1	0	2
69	5.3	1.7	8.5	3.7	3.5	1.9	4.8	0	58	4.3	1	0	0	3
70	2.3	3.7	8.3	5.2	3.0	2.3	9.1	1	49	4.8	0	1	1	2
71	3.6	5.4	5.9	6.2	4.5	2.9	8.4	1	50	5.4	0	1	1	2
72	5.6	2.2	8.2	3.1	4.0	1.6	5.3	0	55	3.9	1	0	1	3
73	3.6	2.2	9.9	4.8	2.9	1.9	4.9	0	51	4.9	1	0	0	3
74	5.2	1.3	9.1	4.5	3.3	2.7	7.3	0	60	5.1	1	0	1	3
75	3.0	2.0	6.6	6.6	2.4	2.7	8.2	1	41	4.1	0	1	0	1
76	4.2	2.4	9.4	4.9	3.2	2.7	8.5	0	49	5.2	1	0	1	2

Obs	X1	X2	хз	Х4	Х5	Х6	Х7	X8	Х9	X10	X11	X12	X13	X14
77	3.8	0.8	8.3	6.1	2.2	2.6	5.3	0	42	5.1	1	0	0	2
78	3.3	2.6	9.7	3.3	2.9	1.5	5.2	0	47	5.1	1	0	1	3
79	1.0	1.9	7.1	4.5	1.5	3.1	9.9	1	39	3.3	0	1	1	1
80	4.5	1.6	8.7	4.6	3.1	2.1	6.8	0	56	5.1	1	0	0	3
81	5.5	1.8	8.7	3.8	3.6	2.1	4.9	0	59	4.5	1	0	0	3
82	3.4	4.6	5.5	8.2	4.0	4.4	6.3	0	47	5.6	1	1	1	2
83	1.6	2.8	6.1	6.4	2.3	3.8	8.2	1	41	4.1	0	1	0	1
84	2.3	3.7	7.6	5.0	3.0	2.5	7.4	0	37	4.4	1	1	0	1
85	2.6	3.0	8.5	6.0	2.8	2.8	6.8	1	53	5.6	0	1	0	2
86	2.5	3.1	7.0	4.2	2.8	2.2	9.0	1	43	3.7	0	1	1	1
87	2.4	2.9	8.4	5.9	2.7	2.7	6.7	1	51	5.5	0	1	0	2
88	2.1	3.5	7.4	4.8	2.8	2.3	7.2	0	36	4.3	1	1	0	1
89	2.9	1.2	7.3	6.1	2.0	2.5	8.0	1	34	4.0	0	1	1	1
90	4.3	2.5	9.3	6.3	3.4	4.0	7.4	0	60	6.1	1	0	0	3
91	3.0	2.8	7.8	7.1	3.0	3.8	7.9	0	49	4.4	1	1	1	2
92	4.8	1.7	7.6	4.2	3.3	1.4	5.8	0	39	5.5	1	0	0	2
93	3.1	4.2	5.1	7.8	3.6	4.0	5.9	0	43	5.2	1	1	1	2
94	1.9	2.7	5.0	4.9	2.2	2.5	8.2	1	36	3.6	0	1	0	1
95	4.0	0.5	6.7	4.5	2.2	2.1	5.0	0	31	4.0	1	0	1	1
96	0.6	1.6	6.4	5.0	0.7	2.1	8.4	1	25	3.4	0	1	1	1
97	6.1	0.5	9.2	4.8	3.3	2.8	7.1	0	60	5.2	1	0	1	3
98	2.0	2.8	5.2	5.0	2.4	2.7	8.4	1	38	3.7	0	1	0	1
99	3.1	2.2	6.7	6.8	2.6	2.9	8.4	1	42	4.3	0	1	0	1
100	2.5	1.8	9.0	5.0	2.2	3.0	6.0	0	33	4.4	1	0	0	1

The CORR Procedure

8 Variables: X1 X2 X3 X4 X5 X6 X7 X9

				Simple S	Statistics		
Variable	N	Mean	Std Dev	Sum	Minimum	Maximum	Label
X1	100	3.51500	1.32073	351.50000	0	6.10000	X1 - Delivery speed
X2	100	2.36400	1.19566	236.40000	0.20000	5.40000	X2 - Price level-
Х3	100	7.89400	1.38650	789.40000	5.00000	10.00000	X3 - Price flexibility-
X4	100	5.24800	1.13141	524.80000	2.50000	8.20000	X4 - Manufacturer"s image
X5	100	2.91600	0.75126	291.60000	0.70000	4.60000	X5 - Service
Х6	100	2.66500	0.77085	266.50000	1.10000	4.60000	X6 - Salesforce"s image
X7	100	6.97100	1.58524	697.10000	3.70000	10.00000	X7 - Product quality
Х9	100	46.10000	8.98877	4610	25.00000	65.00000	X9 - Usage level

	Pearson Correlation Coefficients, N = 100 Prob > r under H0: Rho=0												
	X1	X2	хз	X4	Х5	X6	Х7	х9					
X1	1.00000	-0.34923	0.50930	0.05041	0.61190	0.07712	-0.48263	0.67647					
X1 - Delivery speed		0.0004	<.0001	0.6184	<.0001	0.4457	<.0001	<.0001					
X2	-0.34923	1.00000	-0.48721	0.27219	0.51298	0.18624	0.46975	0.08192					
X2 - Price level-	0.0004		<.0001	0.0062	<.0001	0.0636	<.0001	0.4178					
X3	0.50930	-0.48721	1.00000	-0.11610	0.06662	-0.03432	-0.44811	0.55904					
X3 - Price flexibility-	<.0001	<.0001		0.2500	0.5102	0.7347	<.0001	<.0001					
X4	0.05041	0.27219	-0.11610	1.00000	0.29868	0.78822	0.19998	0.22419					
X4 - Manufacturer"s image	0.6184	0.0062	0.2500		0.0025	<.0001	0.0461	0.0249					
X5	0.61190	0.51298	0.06662	0.29868	1.00000	0.24081	-0.05516	0.70070					
X5 - Service	<.0001	<.0001	0.5102	0.0025		0.0158	0.5857	<.0001					
X6 X6 - Salesforce"s image	0.07712 0.4457	0.18624 0.0636	-0.03432 0.7347	0.78822 <.0001	0.24081 0.0158	1.00000	0.17729 0.0776	0.25606 0.0101					
X7	-0.48263	0.46975	-0.44811	0.19998	-0.05516	0.17729	1.00000	-0.19247					
X7 - Product quality	<.0001	<.0001	<.0001	0.0461	0.5857	0.0776		0.0551					
X9	0.67647	0.08192	0.55904	0.22419	0.70070	0.25606	-0.19247	1.00000					
X9 - Usage level	<.0001	0.4178	<.0001	0.0249	<.0001	0.0101	0.0551						

Number of Observations Read	100
Number of Observations Used	100

		Analysis of V	/ariance		
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F
Model	1	3927.30899	3927.30899	94.52	<.0001
Error	98	4071.69101	41.54787		
Corrected Total	99	7999.00000			

Root MSE	6.44576	R-Square	0.4910
Dependent Mean	46.10000	Adj R-Sq	0.4858
Coeff Var	13.98213		

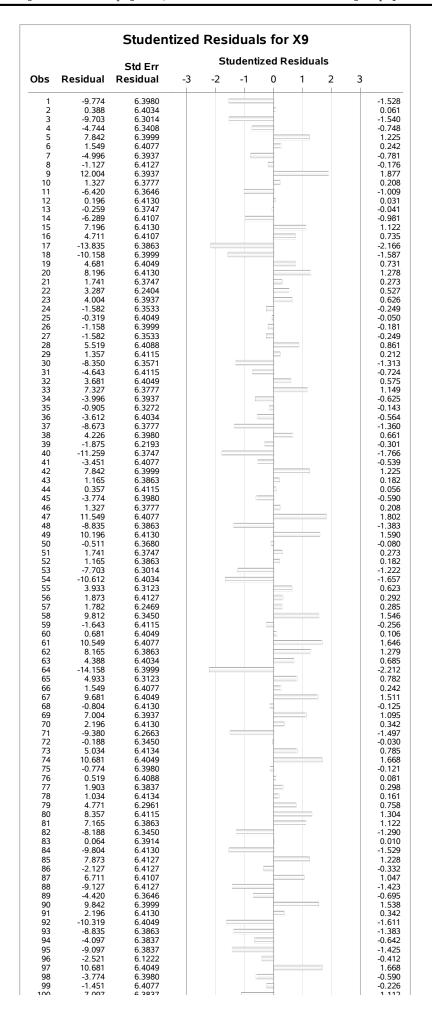
Parameter Estimates												
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation			
Intercept	Intercept	1	21.65283	2.59582	8.34	<.0001	0		0			
Х5	X5 - Service	1	8.38380	0.86232	9.72	<.0001	0.70070	1.00000	1.00000			

						Output S	tatistics						
												DFBE	TAS
			Std Error										
Obs	Dependent Variable	Predicted Value	Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag	Cov Ratio	DFFITS	Intercept	X5
1	32	41.7740	0.7832	-9.7740	6.398	-1.528	0.017	-1.5383	0.0148	0.9873	-0.1883	-0.1421	0.1070
2	43	42.6123	0.7377	0.3877	6.403	0.061	0.000	0.0602	0.0131	1.0342	0.0069	0.0048	-0.0034
3	48	57.7032	1.3564	-9.7032	6.301	-1.540	0.055	-1.5508	0.0443	1.0170	-0.3338	0.2451	-0.2937
4	32	36.7437	1.1583	-4.7437	6.341	-0.748	0.009	-0.7464	0.0323	1.0428	-0.1363	-0.1286	0.1133
5	58	50.1578	0.7679	7.8422	6.400	1.225	0.011	1.2286	0.0142	1.0039	0.1474	-0.0469	0.0801
6	45	43.4507	0.6998	1.5493	6.408	0.242	0.000	0.2406	0.0118	1.0317	0.0263	0.0159	-0.0102
7	46	50.9961	0.8180	-4.9961	6.394	-0.781	0.005	-0.7799	0.0161	1.0245	-0.0998	0.0400	-0.0614
8	44	45.1275	0.6523	-1.1275	6.413	-0.176	0.000	-0.1749	0.0102	1.0306	-0.0178	-0.0070	0.0027
9	63	50.9961	0.8180	12.0039	6.394	1.877	0.029	1.9024	0.0161	0.9641	0.2434	-0.0975	0.1498
10	54	52.6729	0.9341	1.3271	6.378	0.208	0.000	0.2071	0.0210	1.0417	0.0303	-0.0161	0.0219
11	32	38.4204	1.0195	-6.4204	6.365	-1.009	0.013	-1.0089	0.0250	1.0253	-0.1616	-0.1467	0.1252
12	47	46.8042	0.6486	0.1958	6.413	0.031	0.000	0.0304	0.0101	1.0311	0.0031	0.0004	0.0003
13	39	39.2588	0.9543	-0.2588	6.375	-0.041	0.000	-0.0404	0.0219	1.0436	-0.0060	-0.0053	0.0045
14	38	44.2891	0.6709	-6.2891	6.411	-0.981	0.005	-0.9808	0.0108	1.0117	-0.1027	-0.0521	0.0285
15	54	46.8042	0.6486	7.1958	6.413	1.122	0.006	1.1236	0.0101	1.0048	0.1136	0.0157	0.0127
16	49	44.2891	0.6709	4.7109	6.411	0.735	0.003	0.7331	0.0108	1.0206	0.0767	0.0389	-0.0213
17	38	51.8345	0.8737	-13.8345	6.386	-2.166	0.044	-2.2087	0.0184	0.9426	-0.3022	0.1422	-0.2040
18	40	50.1578	0.7679	-10.1578	6.400	-1.587	0.018	-1.5998	0.0142	0.9829	-0.1920	0.0611	-0.1043
19	54	49.3194	0.7247	4.6806	6.405	0.731	0.003	0.7290	0.0126	1.0226	0.0825	-0.0183	0.0377
20	55	46.8042	0.6486	8.1958	6.413	1.278	0.008	1.2822	0.0101	0.9971	0.1297	0.0180	0.0145
21	41	39.2588	0.9543	1.7412	6.375	0.273	0.001	0.2718	0.0219	1.0420	0.0407	0.0359	-0.0300
22	35	31.7134	1.6140	3.2866	6.240	0.527	0.009	0.5247	0.0627	1.0829	0.1357	0.1340	-0.1244
23	55	50.9961	0.8180	4.0039	6.394	0.626	0.003	0.6243	0.0161	1.0291	0.0799	-0.0320	0.0492
24	36	37.5821	1.0877	-1.5821	6.353	-0.249	0.001	-0.2478	0.0285	1.0493	-0.0424	-0.0393	0.0342
25	49	49.3194	0.7247	-0.3194	6.405	-0.050	0.000	-0.0496	0.0126	1.0337	-0.0056	0.0012	-0.0026
26	49	50.1578	0.7679	-1.1578	6.400	-0.181	0.000	-0.1800	0.0142	1.0347	-0.0216	0.0069	-0.0117
27	36	37.5821	1.0877	-1.5821	6.353	-0.249	0.001	-0.2478	0.0285	1.0493	-0.0424	-0.0393	0.0342
28	54	48.4810	0.6895	5.5190	6.409	0.861	0.004	0.8600	0.0114	1.0170	0.0925	-0.0104	0.0329
29	49	47.6426	0.6638	1.3574	6.411	0.212	0.000	0.2107	0.0106	1.0307	0.0218	0.0002	0.0052
30	46	54.3497	1.0656	-8.3497	6.357	-1.313	0.024	-1.3184	0.0273	1.0128	-0.2210	0.1373	-0.1760
31	43	47.6426	0.6638	-4.6426	6.411	-0.724	0.003	-0.7223	0.0106	1.0207	-0.0748	-0.0007	-0.0179
32	53	49.3194	0.7247	3.6806	6.405	0.575	0.002	0.5727	0.0126	1.0268	0.0648	-0.0144	0.0296

						Output S	tatistics						
												DFBE	TAS
			Std Error										
Obs	Dependent Variable	Predicted Value	Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag	Cov Ratio	DFFITS	Intercept	X5
33	60	52.6729	0.9341	7.3271	6.378	1.149	0.014	1.1508	0.0210	1.0147	0.1685	-0.0893	0.1220
34	47	50.9961	0.8180	-3.9961	6.394	-0.625	0.003	-0.6231	0.0161	1.0292	-0.0797	0.0319	-0.0491
35	35	35.9053	1.2309	-0.9053	6.327	-0.143	0.000	-0.1424	0.0365	1.0589	-0.0277	-0.0265	0.0236
36	39	42.6123	0.7377	-3.6123	6.403	-0.564	0.002	-0.5622	0.0131	1.0276	-0.0648	-0.0446	0.0315
37	44	52.6729	0.9341	-8.6729	6.378	-1.360	0.020	-1.3659	0.0210	1.0036	-0.2000	0.1060	-0.1448
38	46	41.7740	0.7832	4.2260	6.398	0.661	0.003	0.6586	0.0148	1.0268	0.0806	0.0608	-0.0458
39	29	30.8750	1.6934	-1.8750	6.219	-0.301	0.003	-0.3001	0.0690	1.0944	-0.0817	-0.0809	0.0756
40	28	39.2588	0.9543	-11.2588	6.375	-1.766	0.035	-1.7858	0.0219	0.9782	-0.2673	-0.2358	0.1971
41	40	43.4507	0.6998	-3.4507	6.408	-0.539	0.002	-0.5366	0.0118	1.0268	-0.0586	-0.0355	0.0228
42	58	50.1578	0.7679	7.8422	6.400	1.225	0.011	1.2286	0.0142	1.0039	0.1474	-0.0469	0.0801
43	53	51.8345	0.8737	1.1655	6.386	0.182	0.000	0.1816	0.0184	1.0391	0.0248	-0.0117	0.0168
44	48	47.6426	0.6638	0.3574	6.411	0.056	0.000	0.0555	0.0106	1.0316	0.0057	0.0001	0.0014
45	38	41.7740	0.7832	-3.7740	6.398	-0.590	0.003	-0.5879	0.0148	1.0287	-0.0720	-0.0543	0.0409
46	54	52.6729	0.9341	1.3271	6.378	0.208	0.000	0.2071	0.0210	1.0417	0.0303	-0.0161	0.0219
47	55	43.4507	0.6998	11.5493	6.408	1.802	0.019	1.8237	0.0118	0.9656	0.1992	0.1207	-0.0776
48	43	51.8345	0.8737	-8.8345	6.386	-1.383	0.018	-1.3899	0.0184	0.9996	-0.1902	0.0895	-0.1284
49	57	46.8042	0.6486	10.1958	6.413	1.590	0.013	1.6025	0.0101	0.9787	0.1621	0.0225	0.0181
50	53	53.5113	0.9983	-0.5113	6.368	-0.080	0.000	-0.0799	0.0240	1.0457	-0.0125	0.0073	-0.0096
51	41	39.2588	0.9543	1.7412	6.375	0.273	0.001	0.2718	0.0219	1.0420	0.0407	0.0359	-0.0300
52	53	51.8345	0.8737	1.1655	6.386	0.182	0.000	0.1816	0.0184	1.0391	0.0248	-0.0117	0.0168
53	50	57.7032	1.3564	-7.7032	6.301	-1.222	0.035	-1.2256	0.0443	1.0357	-0.2638	0.1937	-0.2321
54	32	42.6123	0.7377	-10.6123	6.403	-1.657	0.018	-1.6724	0.0131	0.9771	-0.1927	-0.1326	0.0937
55	39	35.0669	1.3051	3.9331	6.312	0.623	0.008	0.6211	0.0410	1.0559	0.1284	0.1239	-0.1117
56	47	45.1275	0.6523	1.8725	6.413	0.292	0.000	0.2906	0.0102	1.0295	0.0296	0.0116	-0.0045
57	62	60.2183	1.5888	1.7817	6.247	0.285	0.003	0.2839	0.0608	1.0849	0.0722	-0.0566	0.0660
58	65	55.1880	1.1354	9.8120	6.345	1.546	0.038	1.5576	0.0310	1.0026	0.2787	-0.1830	0.2295
59	46	47.6426	0.6638	-1.6426	6.411	-0.256	0.000	-0.2550	0.0106	1.0303	-0.0264	-0.0003	-0.0063
60	50	49.3194	0.7247	0.6806	6.405	0.106	0.000	0.1057	0.0126	1.0336	0.0120	-0.0027	0.0055
61	54	43.4507	0.6998	10.5493	6.408	1.646	0.016	1.6611	0.0118	0.9766	0.1814	0.1099	-0.0706
62	60	51.8345	0.8737	8.1655	6.386	1.279	0.015	1.2828	0.0184	1.0054	0.1755	-0.0826	0.1185
63	47	42.6123	0.7377	4.3877	6.403	0.685	0.003	0.6833	0.0131	1.0244	0.0787	0.0542	-0.0383
64	36	50.1578	0.7679	-14.1578	6.400	-2.212	0.035	-2.2580	0.0142	0.9346	-0.2709	0.0862	-0.1473

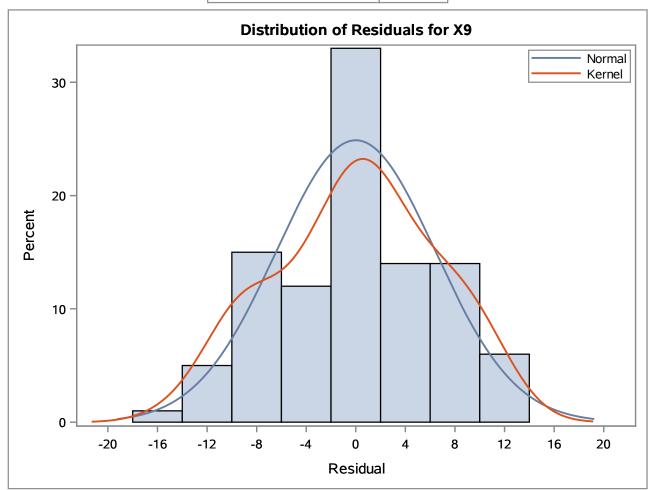
						Output S	tatistics						
												DFBE	TAS
			Std Error										
Obs	Dependent Variable	Predicted Value	Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag	Cov Ratio	DFFITS	Intercept	X5
65	40	35.0669	1.3051	4.9331	6.312	0.782	0.013	0.7799	0.0410	1.0511	0.1613	0.1556	-0.1402
66	45	43.4507	0.6998	1.5493	6.408	0.242	0.000	0.2406	0.0118	1.0317	0.0263	0.0159	-0.0102
67	59	49.3194	0.7247	9.6806	6.405	1.511	0.015	1.5215	0.0126	0.9862	0.1721	-0.0382	0.0787
68	46	46.8042	0.6486	-0.8042	6.413	-0.125	0.000	-0.1248	0.0101	1.0308	-0.0126	-0.0017	-0.0014
69	58	50.9961	0.8180	7.0039	6.394	1.095	0.010	1.0966	0.0161	1.0122	0.1403	-0.0562	0.0864
70	49	46.8042	0.6486	2.1958	6.413	0.342	0.001	0.3408	0.0101	1.0287	0.0345	0.0048	0.0038
71	50	59.3799	1.5104	-9.3799	6.266	-1.497	0.065	-1.5066	0.0549	1.0312	-0.3631	0.2796	-0.3284
72	55	55.1880	1.1354	-0.1880	6.345	-0.030	0.000	-0.0295	0.0310	1.0534	-0.0053	0.0035	-0.0043
73	51	45.9659	0.6447	5.0341	6.413	0.785	0.003	0.7834	0.0100	1.0181	0.0788	0.0212	-0.0017
74	60	49.3194	0.7247	10.6806	6.405	1.668	0.018	1.6831	0.0126	0.9760	0.1904	-0.0422	0.0870
75	41	41.7740	0.7832	-0.7740	6.398	-0.121	0.000	-0.1204	0.0148	1.0357	-0.0147	-0.0111	0.0084
76	49	48.4810	0.6895	0.5190	6.409	0.081	0.000	0.0806	0.0114	1.0324	0.0087	-0.0010	0.0031
77	42	40.0972	0.8926	1.9028	6.384	0.298	0.001	0.2967	0.0192	1.0388	0.0415	0.0352	-0.0287
78	47	45.9659	0.6447	1.0341	6.413	0.161	0.000	0.1604	0.0100	1.0305	0.0161	0.0043	-0.0003
79	39	34.2285	1.3807	4.7715	6.296	0.758	0.014	0.7562	0.0459	1.0573	0.1658	0.1613	-0.1467
80	56	47.6426	0.6638	8.3574	6.411	1.304	0.009	1.3082	0.0106	0.9962	0.1354	0.0013	0.0324
81	59	51.8345	0.8737	7.1655	6.386	1.122	0.012	1.1235	0.0184	1.0133	0.1537	-0.0724	0.1038
82	47	55.1880	1.1354	-8.1880	6.345	-1.290	0.027	-1.2949	0.0310	1.0179	-0.2317	0.1521	-0.1908
83	41	40.9356	0.8352	0.0644	6.391	0.010	0.000	0.0100	0.0168	1.0382	0.0013	0.0011	-0.0008
84	37	46.8042	0.6486	-9.8042	6.413	-1.529	0.012	-1.5394	0.0101	0.9826	-0.1557	-0.0216	-0.0174
85	53	45.1275	0.6523	7.8725	6.413	1.228	0.008	1.2309	0.0102	0.9998	0.1252	0.0493	-0.0192
86	43	45.1275	0.6523	-2.1275	6.413	-0.332	0.001	-0.3303	0.0102	1.0290	-0.0336	-0.0132	0.0052
87	51	44.2891	0.6709	6.7109	6.411	1.047	0.006	1.0473	0.0108	1.0090	0.1096	0.0556	-0.0304
88	36	45.1275	0.6523	-9.1275	6.413	-1.423	0.010	-1.4309	0.0102	0.9891	-0.1456	-0.0573	0.0223
89	34	38.4204	1.0195	-4.4204	6.365	-0.695	0.006	-0.6927	0.0250	1.0366	-0.1110	-0.1007	0.0860
90	60	50.1578	0.7679	9.8422	6.400	1.538	0.017	1.5488	0.0142	0.9860	0.1858	-0.0591	0.1010
91	49	46.8042	0.6486	2.1958	6.413	0.342	0.001	0.3408	0.0101	1.0287	0.0345	0.0048	0.0038
92	39	49.3194	0.7247	-10.3194	6.405	-1.611	0.017	-1.6246	0.0126	0.9797	-0.1838	0.0408	-0.0840
93	43	51.8345	0.8737	-8.8345	6.386	-1.383	0.018	-1.3899	0.0184	0.9996	-0.1902	0.0895	-0.1284
94	36	40.0972	0.8926	-4.0972	6.384	-0.642	0.004	-0.6399	0.0192	1.0319	-0.0895	-0.0760	0.0619
95	31	40.0972	0.8926	-9.0972	6.384	-1.425	0.020	-1.4327	0.0192	0.9980	-0.2003	-0.1702	0.1386
96	25	27.5215	2.0167	-2.5215	6.122	-0.412	0.009	-0.4101	0.0979	1.1276	-0.1351	-0.1347	0.1280

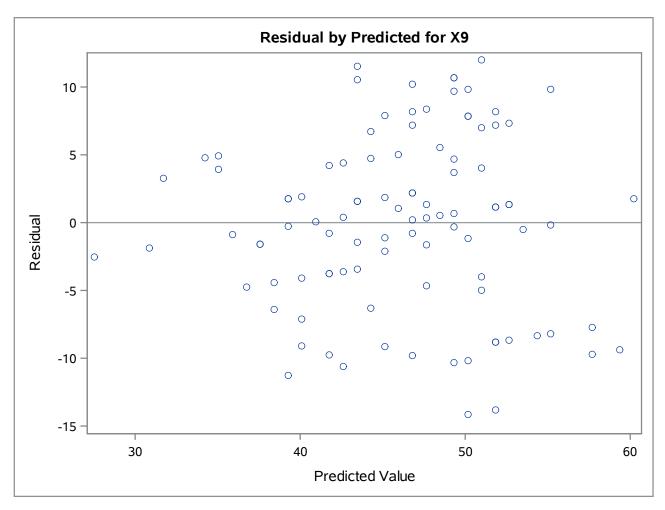
	Output Statistics												
												DFBE	TAS
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS	Intercept	Х5
97	60	49.3194	0.7247	10.6806	6.405	1.668	0.018	1.6831	0.0126	0.9760	0.1904	-0.0422	0.0870
98	38	41.7740	0.7832	-3.7740	6.398	-0.590	0.003	-0.5879	0.0148	1.0287	-0.0720	-0.0543	0.0409
99	42	43.4507	0.6998	-1.4507	6.408	-0.226	0.000	-0.2253	0.0118	1.0318	-0.0246	-0.0149	0.0096
100	33	40.0972	0.8926	-7.0972	6.384	-1.112	0.012	-1.1131	0.0192	1.0146	-0.1556	-0.1322	0.1077



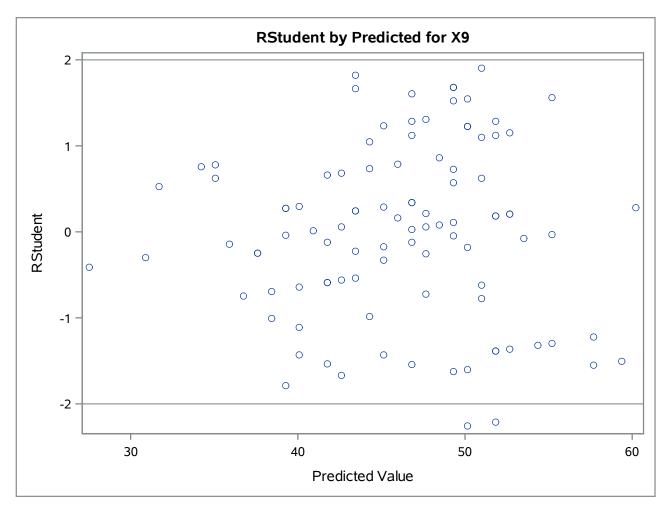
The REG Procedure Model: MODEL1 Dependent Variable: X9 X9 - Usage level

Sum of Residuals	0
Sum of Squared Residuals	4071.69101
Predicted Residual SS (PRESS)	4227.18009

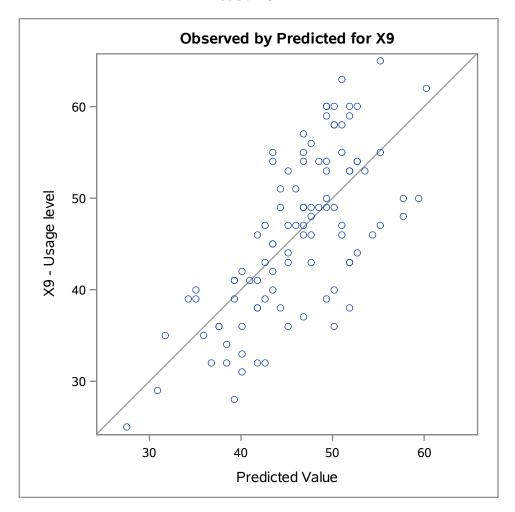




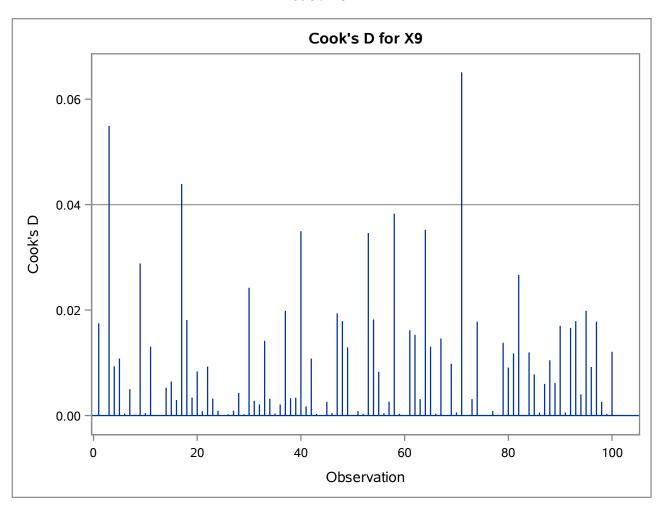
The REG Procedure Model: MODEL1

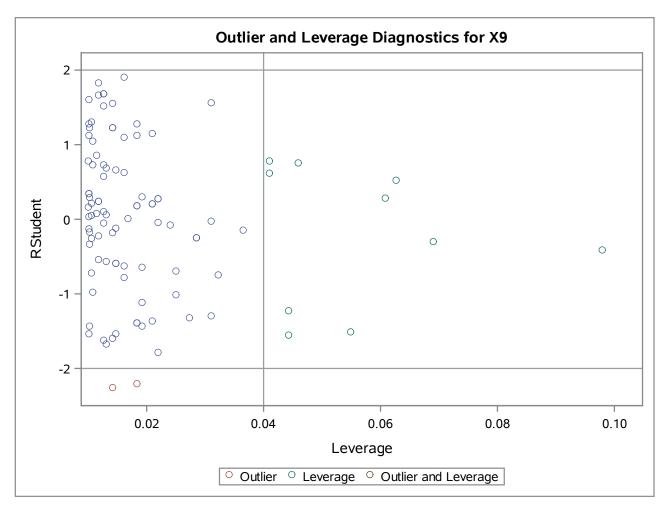


The REG Procedure Model: MODEL1

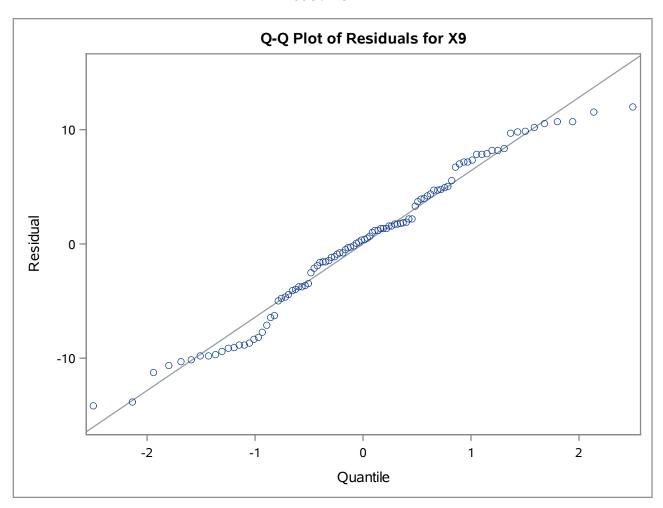


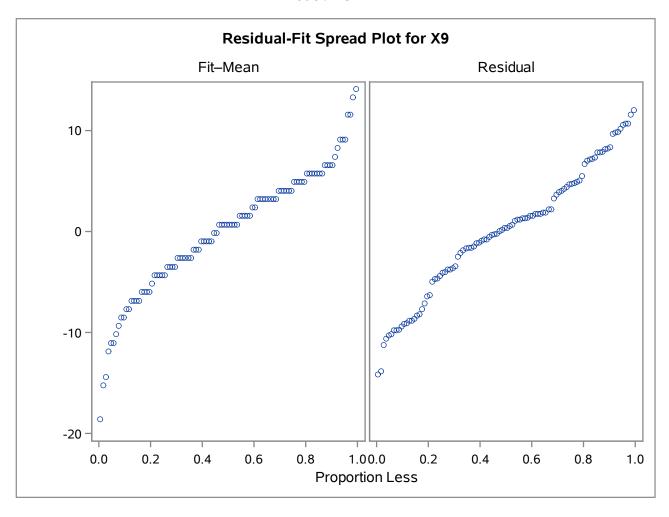
The REG Procedure Model: MODEL1



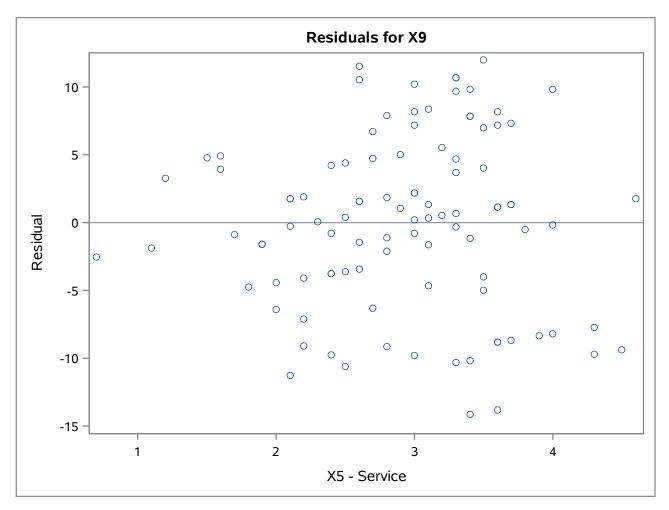


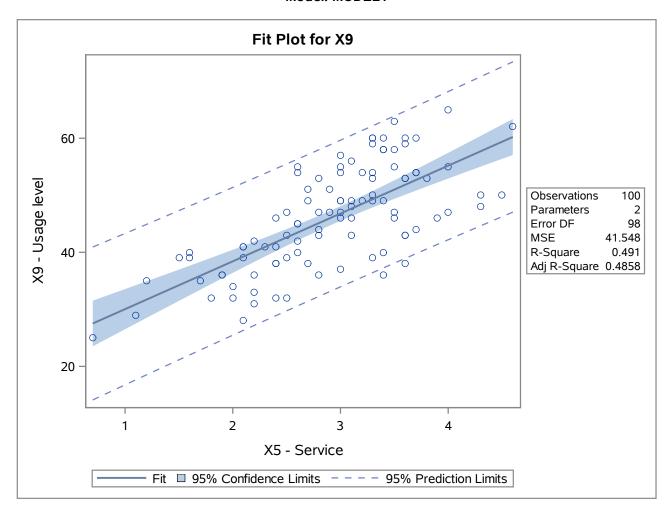
The REG Procedure Model: MODEL1





The REG Procedure Model: MODEL1





The REG Procedure

Number of Observations Read	100
Number of Observations Used	100

	Descriptive Statistics											
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label						
Intercept	100.00000	1.00000	100.00000	0	0	Intercept						
X1	351.50000	3.51500	1408.21000	1.74432	1.32073	X1 - Delivery speed						
X2	236.40000	2.36400	700.38000	1.42960	1.19566	X2 - Price level-						
хз	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility-						
X4	524.80000	5.24800	2880.88000	1.28010	1.13141	X4 - Manufacturer"s image						
Х5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service						
Х6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce"s image						
X7	697.10000	6.97100	5108.27000	2.51299	1.58524	X7 - Product quality						
Х9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level						

	Correlation												
Variable	Label	X1	X2	хз	Х4	Х5	X6	Х7	X9				
X1	X1 - Delivery speed	1.0000	-0.3492	0.5093	0.0504	0.6119	0.0771	-0.4826	0.6765				
X2	X2 - Price level-	-0.3492	1.0000	-0.4872	0.2722	0.5130	0.1862	0.4697	0.0819				
хз	X3 - Price flexibility-	0.5093	-0.4872	1.0000	-0.1161	0.0666	-0.0343	-0.4481	0.5590				
X4	X4 - Manufacturer"s image	0.0504	0.2722	-0.1161	1.0000	0.2987	0.7882	0.2000	0.2242				
X5	X5 - Service	0.6119	0.5130	0.0666	0.2987	1.0000	0.2408	-0.0552	0.7007				
X6	X6 - Salesforce"s image	0.0771	0.1862	-0.0343	0.7882	0.2408	1.0000	0.1773	0.2561				
X7	X7 - Product quality	-0.4826	0.4697	-0.4481	0.2000	-0.0552	0.1773	1.0000	-0.1925				
Х9	X9 - Usage level	0.6765	0.0819	0.5590	0.2242	0.7007	0.2561	-0.1925	1.0000				

Number of Observations Re	ead	100
Number of Observations Us	sed	100

Stepwise Selection: Step 1

Variable X5 Entered: R-Square = 0.4910 and C(p) = 112.0713

Analysis of Variance									
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F				
Model	1	3927.30899	3927.30899	94.52	<.0001				
Error	98	4071.69101	41.54787						
Corrected Total	99	7999.00000							

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	21.65283	2.59582	2890.86407	69.58	<.0001
Х5	8.38380	0.86232	3927.30899	94.52	<.0001

Bounds on condition number: 1, 1

Stepwise Selection: Step 2

Variable X3 Entered: R-Square = 0.7547 and C(p) = 6.2869

Analysis of Variance									
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F				
Model	2	6036.51276	3018.25638	149.18	<.0001				
Error	97	1962.48724	20.23183						
Corrected Total	99	7999.00000							

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	-3.48908	3.05689	26.35706	1.30	0.2565
хз	3.33647	0.32677	2109.20377	104.25	<.0001
Х5	7.97359	0.60308	3536.62910	174.81	<.0001

Bounds on condition number: 1.0045, 4.0178

Stepwise Selection: Step 3

Variable X6 Entered: R-Square = 0.7683 and C(p) = 2.7072

Analysis of Variance									
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F				
Model	3	6145.70004	2048.56668	106.11	<.0001				
Error	96	1853.29996	19.30521						
Corrected Total	99	7999.00000							

Variable	Parameter Estimate	Standard Error	Type II SS	F Value	Pr > F
Intercept	-6.52008	3.24668	77.85759	4.03	0.0474
хз	3.37600	0.31963	2153.63750	111.56	<.0001
Х5	7.62143	0.60744	3039.10768	157.42	<.0001
Х6	1.40558	0.59103	109.18728	5.66	0.0194

Bounds on condition number: 1.0679, 9.4186

All variables left in the model are significant at the 0.1500 level.

No other variable met the 0.0500 significance level for entry into the model.

	Summary of Stepwise Selection											
Step	Variable Entered	Variable Removed	Label	Number Vars In	Partial R-Square	Model R-Square	C(p)	F Value	Pr > F			
1	X5		X5 - Service	1	0.4910	0.4910	112.071	94.52	<.0001			
2	Х3		X3 - Price flexibility-	2	0.2637	0.7547	6.2869	104.25	<.0001			
3	X6		X6 - Salesforce"s image	3	0.0137	0.7683	2.7072	5.66	0.0194			

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance												
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F							
Model	3	6145.70004	2048.56668	106.11	<.0001							
Error	96	1853.29996	19.30521									
Corrected Total	99	7999.00000										

Root MSE	4.39377	R-Square	0.7683
Dependent Mean	46.10000	Adj R-Sq	0.7611
Coeff Var	9.53095		

	Parameter Estimates												
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation				
Intercept	Intercept	1	-6.52008	3.24668	-2.01	0.0474	0		0				
Х3	X3 - Price flexibility-	1	3.37600	0.31963	10.56	<.0001	0.52074	0.99287	1.00718				
X5	X5 - Service	1	7.62143	0.60744	12.55	<.0001	0.63698	0.93640	1.06792				
Х6	X6 - Salesforce"s image	1	1.40558	0.59103	2.38	0.0194	0.12054	0.93946	1.06444				

					Output S	Statistics					
	Banan dant	Des distant	Std Error		Chd Farrage	Chudout			Hat Dia -	Sau	
Obs	Dependent Variable	Predicted Value	Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
1	32	38.2986	0.6305	-6.2986	4.348	-1.449	0.011	-1.4570	0.0206	0.9746	-0.2113
2	43	39.4246	1.0838	3.5754	4.258	0.840	0.011	0.8384	0.0608	1.0781	0.2134
3	48	49.2903	1.2137	-1.2903	4.223	-0.306	0.002	-0.3041	0.0763	1.1245	-0.0874
4	32	34.4009	0.8194	-2.4009	4.317	-0.556	0.003	-0.5542	0.0348	1.0665	-0.1052
5	58	58.2680	1.3270	-0.2680	4.189	-0.064	0.000	-0.0637	0.0912	1.1472	-0.0202
6	45	42.6366	0.6261	2.3634	4.349	0.543	0.002	0.5414	0.0203	1.0513	0.0779
7	46	58.5520	1.2652	-12.5520	4.208	-2.983	0.201	-3.1155	0.0829	0.7705	-0.9368
8	44	38.8434	0.7529	5.1566	4.329	1.191	0.011	1.1939	0.0294	1.0122	0.2077
9	63	56.1060	0.7342	6.8940	4.332	1.591	0.018	1.6044	0.0279	0.9639	0.2719
10	54	48.1210	0.8143	5.8790	4.318	1.362	0.016	1.3678	0.0343	0.9988	0.2580
11	32	42.3672	0.8011	-10.3672	4.320	-2.400	0.050	-2.4622	0.0332	0.8422	-0.4566
12	47	50.5797	0.5910	-3.5797	4.354	-0.822	0.003	-0.8208	0.0181	1.0324	-0.1114
13	39	38.7983	0.9063	0.2017	4.299	0.047	0.000	0.0467	0.0425	1.0890	0.0098
14	38	48.2920	0.8327	-10.2920	4.314	-2.386	0.053	-2.4468	0.0359	0.8471	-0.4723
15	54	53.4211	0.7756	0.5789	4.325	0.134	0.000	0.1332	0.0312	1.0755	0.0239
16	49	49.1944	0.8999	-0.1944	4.301	-0.045	0.000	-0.0450	0.0419	1.0883	-0.0094
17	38	44.2364	0.9399	-6.2364	4.292	-1.453	0.025	-1.4616	0.0458	0.9998	-0.3201
18	40	47.4963	0.9292	-7.4963	4.294	-1.746	0.036	-1.7647	0.0447	0.9595	-0.3818
19	54	56.8596	1.0264	-2.8596	4.272	-0.669	0.006	-0.6674	0.0546	1.0825	-0.1603
20	55	53.4211	0.7756	1.5789	4.325	0.365	0.001	0.3634	0.0312	1.0704	0.0652
21	41	41.0485	0.7955	-0.0485	4.321	-0.011	0.000	-0.0112	0.0328	1.0781	-0.0021
22	35	33.0359	1.1598	1.9641	4.238	0.463	0.004	0.4616	0.0697	1.1109	0.1263
23	55	55.6555	0.7598	-0.6555	4.328	-0.151	0.000	-0.1507	0.0299	1.0739	-0.0265
24	36	34.0938	0.8169	1.9062	4.317	0.442	0.002	0.4397	0.0346	1.0714	0.0832
25	49	51.6563	0.5562	-2.6563	4.358	-0.609	0.002	-0.6075	0.0160	1.0435	-0.0775
26	49	49.9988	0.5238	-0.9988	4.362	-0.229	0.000	-0.2278	0.0142	1.0555	-0.0274
27	36	33.7562	0.8306	2.2438	4.315	0.520	0.003	0.5181	0.0357	1.0693	0.0997
28	54	56.0974	1.0276	-2.0974	4.272	-0.491	0.003	-0.4890	0.0547	1.0921	-0.1176
29	49	52.9182	0.9612	-3.9182	4.287	-0.914	0.010	-0.9131	0.0479	1.0576	-0.2047
30	46	47.3386	0.9918	-1.3386	4.280	-0.313	0.001	-0.3113	0.0510	1.0943	-0.0721
31	43	41.5791	0.7736	1.4209	4.325	0.329	0.001	0.3270	0.0310	1.0713	0.0585
32	53	53.1749	0.6433	-0.1749	4.346	-0.040	0.000	-0.0400	0.0214	1.0655	-0.0059

	Ou	tput Statis	stics	
		DFBE	TAS	
Obs	Intercept	хз	Х5	Х6
1	-0.1678	0.1021	0.0792	0.0522
2	0.0453	-0.0884	-0.0799	0.1623
3	-0.0199	0.0551	-0.0641	0.0159
4	-0.0752	0.0273	0.0778	0.0082
5	0.0139	-0.0088	0.0004	-0.0167
6	0.0381	-0.0008	-0.0102	-0.0505
7	0.6566	-0.4016	-0.0376	-0.7588
8	0.1668	-0.1518	0.0106	-0.0788
9	-0.1906	0.1720	0.0997	0.0506
10	0.0314	-0.1476	0.1373	0.0561
11	-0.0070	-0.1919	0.3409	-0.1314
12	0.0404	-0.0710	-0.0085	0.0170
13	0.0053	0.0007	-0.0035	-0.0068
14	0.1724	-0.1518	0.1689	-0.3717
15	-0.0133	0.0196	0.0003	-0.0005
16	0.0011	-0.0058	0.0004	0.0053
17	-0.1313	0.2473	-0.1484	-0.0004
18	-0.1105	0.0495	-0.1918	0.3137
19	0.1174	-0.0933	-0.0017	-0.1098
20	-0.0363	0.0534	0.0009	-0.0015
21	-0.0007	-0.0006	0.0010	0.0010
22	0.0618	0.0197	-0.0995	-0.0337
23	0.0186	-0.0133	-0.0076	-0.0128
24	0.0626	-0.0345	-0.0574	0.0034
25	0.0289	-0.0331	-0.0310	0.0114
26	0.0042	0.0009	-0.0143	-0.0004
27	0.0767	-0.0446	-0.0674	0.0038
28	0.0835	-0.0689	0.0057	-0.0822
29	0.0522	-0.1284	-0.0429	0.1202
30	-0.0179	0.0490	-0.0435	-0.0014
31	0.0303	-0.0456	0.0083	0.0105
32	0.0036	-0.0029	-0.0012	-0.0025

					Output S	Statistics					
	Dependent	Predicted	Std Error Mean		Std Error	Student			Hat Diag	Cov	
Obs	Variable	Value	Predict	Residual	Residual	Residual	Cook's D	RStudent	на гріад	Ratio	DFFITS
33	60	56.4494	0.8015	3.5506	4.320	0.822	0.006	0.8205	0.0333	1.0486	0.1522
34	47	46.5403	0.8155	0.4597	4.317	0.106	0.000	0.1059	0.0345	1.0795	0.0200
35	35	33.9777	1.1242	1.0223	4.248	0.241	0.001	0.2395	0.0655	1.1131	0.0634
36	39	41.2269	0.5245	-2.2269	4.362	-0.510	0.001	-0.5085	0.0143	1.0464	-0.0611
37	44	44.7739	0.9777	-0.7739	4.284	-0.181	0.000	-0.1798	0.0495	1.0956	-0.0410
38	46	46.1474	0.6728	-0.1474	4.342	-0.034	0.000	-0.0338	0.0234	1.0678	-0.0052
39	29	28.8124	1.1995	0.1876	4.227	0.044	0.000	0.0442	0.0745	1.1267	0.0125
40	28	34.1836	0.8081	-6.1836	4.319	-1.432	0.018	-1.4398	0.0338	0.9900	-0.2694
41	40	42.4672	0.4871	-2.4672	4.367	-0.565	0.001	-0.5630	0.0123	1.0418	-0.0628
42	58	58.2680	1.3270	-0.2680	4.189	-0.064	0.000	-0.0637	0.0912	1.1472	-0.0202
43	53	54.1411	1.1469	-1.1411	4.241	-0.269	0.001	-0.2677	0.0681	1.1156	-0.0724
44	48	49.6539	0.5149	-1.6539	4.363	-0.379	0.001	-0.3773	0.0137	1.0510	-0.0445
45	38	36.1048	0.8561	1.8952	4.310	0.440	0.002	0.4379	0.0380	1.0752	0.0870
46	54	55.3814	1.1451	-1.3814	4.242	-0.326	0.002	-0.3241	0.0679	1.1138	-0.0875
47	55	51.5535	0.9245	3.4465	4.295	0.802	0.007	0.8009	0.0443	1.0621	0.1724
48	43	43.0555	1.0281	-0.0555	4.272	-0.013	0.000	-0.0129	0.0548	1.1032	-0.0031
49	57	49.4264	0.5486	7.5736	4.359	1.737	0.012	1.7561	0.0156	0.9322	0.2210
50	53	51.4171	1.1099	1.5829	4.251	0.372	0.002	0.3706	0.0638	1.1074	0.0968
51	41	40.6820	0.6639	0.3180	4.343	0.073	0.000	0.0728	0.0228	1.0669	0.0111
52	53	52.1142	0.6303	0.8858	4.348	0.204	0.000	0.2027	0.0206	1.0628	0.0294
53	50	52.2998	1.1014	-2.2998	4.253	-0.541	0.005	-0.5387	0.0628	1.0992	-0.1395
54	32	38.8072	0.6212	-6.8072	4.350	-1.565	0.012	-1.5771	0.0200	0.9595	-0.2252
55	39	37.9971	0.9501	1.0029	4.290	0.234	0.001	0.2326	0.0468	1.0914	0.0515
56	47	45.8752	0.7225	1.1248	4.334	0.260	0.000	0.2583	0.0270	1.0687	0.0431
57	62	59.1432	1.2269	2.8568	4.219	0.677	0.010	0.6752	0.0780	1.1095	0.1964
58	65	60.5919	0.9249	4.4081	4.295	1.026	0.012	1.0265	0.0443	1.0440	0.2210
59	46	46.2779	0.4814	-0.2779	4.367	-0.064	0.000	-0.0633	0.0120	1.0553	-0.0070
60	50	48.7309	0.5943	1.2691	4.353	0.292	0.000	0.2901	0.0183	1.0585	0.0396
61	54	51.0753	0.8760	2.9247	4.306	0.679	0.005	0.6774	0.0397	1.0652	0.1378
62	60	55.2091	0.7707	4.7909	4.326	1.108	0.010	1.1089	0.0308	1.0219	0.1976
63	47	47.7253	0.6931	-0.7253	4.339	-0.167	0.000	-0.1663	0.0249	1.0681	-0.0266
64	36	41.6153	0.9538	-5.6153	4.289	-1.309	0.021	-1.3142	0.0471	1.0183	-0.2923

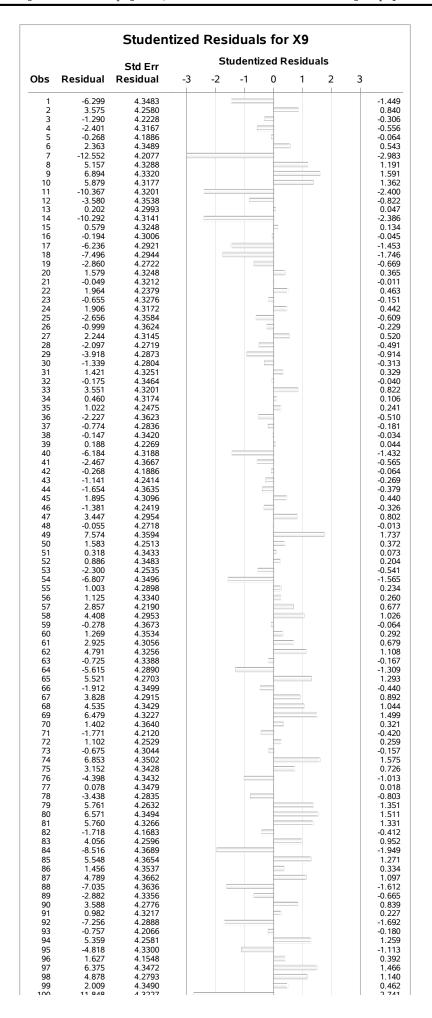
	Ou	tput Statis	stics	
		DFBE	TAS	
Obs	Intercept	хз	Х5	Х6
33	-0.0751	0.0768	0.0911	-0.0474
34	0.0030	-0.0118	0.0070	0.0079
35	0.0418	-0.0030	-0.0287	-0.0422
36	-0.0361	0.0134	0.0239	0.0118
37	-0.0181	0.0298	-0.0232	0.0104
38	0.0008	-0.0032	0.0026	-0.0005
39	0.0075	-0.0025	-0.0112	0.0022
40	-0.2375	0.1512	0.1306	0.0596
41	-0.0309	0.0109	0.0207	0.0072
42	0.0139	-0.0088	0.0004	-0.0167
43	0.0075	-0.0237	-0.0365	0.0558
44	0.0099	-0.0183	-0.0102	0.0098
45	0.0749	-0.0458	-0.0142	-0.0525
46	0.0144	-0.0310	-0.0475	0.0641
47	-0.0943	0.1313	-0.0598	0.0742
48	-0.0017	0.0023	-0.0016	0.0011
49	-0.0475	0.1118	0.0269	-0.0620
50	0.0113	-0.0040	0.0625	-0.0764
51	0.0034	0.0022	-0.0080	0.0005
52	-0.0060	0.0028	0.0201	-0.0090
53	0.0041	0.0699	-0.0980	-0.0257
54	-0.1659	0.1320	0.0775	-0.0012
55	0.0156	0.0164	-0.0400	-0.0068
56	-0.0050	-0.0017	-0.0119	0.0338
57	-0.0810	-0.0313	0.1349	0.0851
58	-0.1612	0.1206	0.1358	0.0157
59	-0.0019	0.0016	-0.0021	0.0019
60	0.0037	0.0001	0.0198	-0.0220
61	-0.0721	0.1053	-0.0478	0.0531
62	-0.0835	0.0959	0.1117	-0.0757
63	0.0076	-0.0180	0.0112	-0.0041
64	-0.1680	0.2420	-0.1111	0.0459

					Output S	Statistics					
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
65	40	34,4792	1.0343	5.5208	4.270	1.293	0.025	1.2974	0.0554	1.0291	0.3143
66	45	46.9124	0.6195	-1.9124	4.350	-0.440	0.001	-0.4378	0.0199	1.0554	-0.0623
67	59	55.1716	0.9424	3.8284	4.292	0.892	0.010	0.8911	0.0460	1.0573	0.1957
68	46	41.4645	0.6665	4.5355	4.343	1.044	0.006	1.0448	0.0230	1.0197	0.1604
69	58	51.5215	0.7870	6.4785	4.323	1.499	0.019	1.5086	0.0321	0.9800	0.2747
70	49	47.5978	0.5104	1.4022	4.364	0.321	0.000	0.3198	0.0135	1.0525	0.0374
71	50	51.7709	1.2509	-1.7709	4.212	-0.420	0.004	-0.4186	0.0810	1.1264	-0.1243
71	55	53.8977	1.1037	1.1023	4.253	0.259	0.004	0.2579	0.0631	1.1099	0.0669
73	51	51.6750	0.8817	-0.6750	4.304	-0.157	0.000	-0.1560	0.0403	1.0854	-0.0320
74	60	53.1473	0.6173	6.8527	4.350	1.575	0.012	1.5877	0.0197	0.9580	0.2253
75	41	37.8480	0.6671	3.1520	4.343	0.726	0.003	0.7240	0.0231	1.0441	0.1112
76	49	53.3979	0.6644	-4.3979	4.343	-1.013	0.006	-1.0127	0.0229	1.0223	-0.1549
77	42	41.9223	0.6329	0.0777	4.348	0.018	0.000	0.0178	0.0207	1.0649	0.0026
78	47	50.4376	0.9781	-3.4376	4.284	-0.803	0.008	-0.8010	0.0496	1.0680	-0.1829
79	39	33.2389	1.0633	5.7611	4.263	1.351	0.028	1.3573	0.0586	1.0257	0.3385
80	56	49,4292	0.6231	6.5708	4.349	1.511	0.020	1.5210	0.0201	0.9665	0.2179
81	59	53.2400	0.7653	5.7600	4.327	1.331	0.012	1.3368	0.0303	0.9982	0.2365
82	47	48.7182	1.3895	-1.7182	4.168	-0.412	0.005	-0.4104	0.1000	1.1505	-0.1368
83	41	36.9440	1.0776	4.0560	4.260	0.952	0.003	0.9517	0.0601	1.0682	0.2408
84	37	45.5157	0.4670	-8.5157	4.200	-1.949	0.013	-1.9786	0.0001	0.8974	-0.2115
85	53	47.4515	0.4984	5.5485	4.365	1.271	0.005	1.2751	0.0113	0.8974	0.1456
86	43	41.5442	0.4904	1.4558	4.354	0.334	0.003	0.3328	0.0129	1.0571	0.1430
87	51	46.2112	0.4917	4.7888	4.366	1.097	0.004	1.0980	0.0102	1.0041	0.1237
88	36	43.0351	0.4917	-7.0351	4.364	-1.612	0.004	-1.6260	0.0123	0.9473	-0.1914
89	34	36.8815	0.7123	-2.8815	4.336	-0.665	0.009	-0.6627	0.0137	1.0513	-0.1914
90	60	56.4119	1.0037	3.5881	4.336	0.839	0.003	0.8375	0.0263	1.0513	0.1965
91	49	48.0182	0.7925	0.9818	4.276	0.039	0.010	0.0373	0.0325	1.0663	0.1905
91	39	46.2560	0.7925	-7.2560	4.322	-1.692	0.000	-1.7087	0.0325	0.9696	-0.3803
92			1.2688				0.035				-0.0540
	43	43.7570		-0.7570	4.207	-0.180		-0.1790	0.0834	1.1361	
94	36	30.6410	1.0835	5.3590	4.258	1.259	0.026	1.2624	0.0608	1.0388	0.3212
95	31	35.8180	0.7458	-4.8180	4.330	-1.113	0.009	-1.1141	0.0288	1.0194	-0.1919
96	25	23.3730	1.4292	1.6270	4.155	0.392	0.005	0.3899	0.1058	1.1587	0.1341

	Ou	tput Statis	stics	
		DFBE	TAS	
Obs	Intercept	хз	Х5	Х6
65	0.1208	-0.0437	-0.2611	0.1518
66	0.0054	-0.0359	0.0168	0.0152
67	-0.1308	0.0908	0.0048	0.1443
68	0.1064	-0.1171	0.0269	-0.0324
69	-0.0142	0.0498	0.1571	-0.1845
70	0.0020	0.0084	0.0069	-0.0162
71	-0.0135	0.0700	-0.0972	0.0128
72	-0.0006	0.0009	0.0488	-0.0476
73	0.0090	-0.0224	-0.0018	0.0151
74	-0.1195	0.1345	0.0724	-0.0059
75	0.0802	-0.0647	-0.0478	0.0126
76	0.0881	-0.1094	-0.0304	-0.0009
77	0.0006	0.0007	-0.0018	0.0003
78	0.0197	-0.1014	-0.0212	0.1227
79	0.1488	-0.0554	-0.2876	0.1444
80	-0.0162	0.0810	0.0606	-0.1216
81	-0.0488	0.0643	0.1474	-0.1303
82	0.0003	0.0751	-0.0460	-0.0812
83	0.0826	-0.1139	-0.1103	0.1636
84	-0.0681	0.0466	-0.0372	0.0520
85	-0.0272	0.0594	-0.0306	0.0313
86	0.0314	-0.0225	0.0014	-0.0208
87	-0.0059	0.0435	-0.0374	0.0154
88	-0.1081	0.0610	0.0021	0.0770
89	-0.0682	0.0232	0.0792	-0.0043
90	-0.1370	0.0916	0.0131	0.1450
91	-0.0104	0.0000	-0.0058	0.0344
92	-0.1349	0.0601	-0.1684	0.3225
93	-0.0118	0.0376	-0.0124	-0.0273
94	0.2848	-0.2658	-0.1007	-0.0117
95	-0.1648	0.0940	0.0834	0.0637
96	0.0983	-0.0367	-0.1152	-0.0029

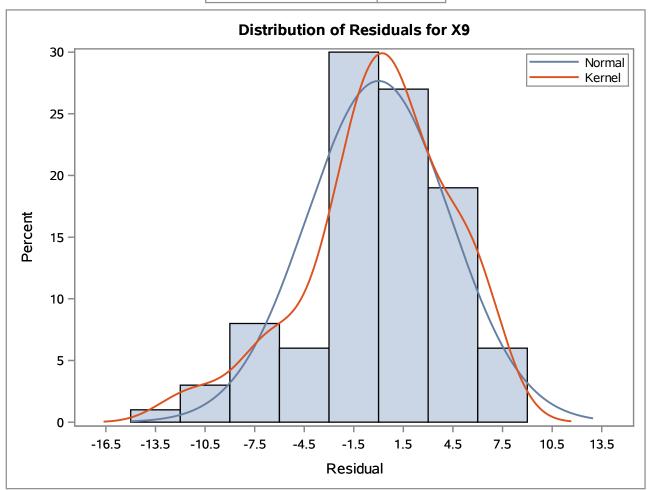
	Output Statistics											
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS	
97	60	53.6254	0.6383	6.3746	4.347	1.466	0.012	1.4753	0.0211	0.9730	0.2166	
98	38	33.1216	0.9964	4.8784	4.279	1.140	0.018	1.1418	0.0514	1.0410	0.2659	
99	42	39.9910	0.6253	2.0090	4.349	0.462	0.001	0.4600	0.0203	1.0549	0.0661	
100	33	44.8478	0.7870	-11.8478	4.323	-2.741	0.062	-2.8399	0.0321	0.7777	-0.5170	

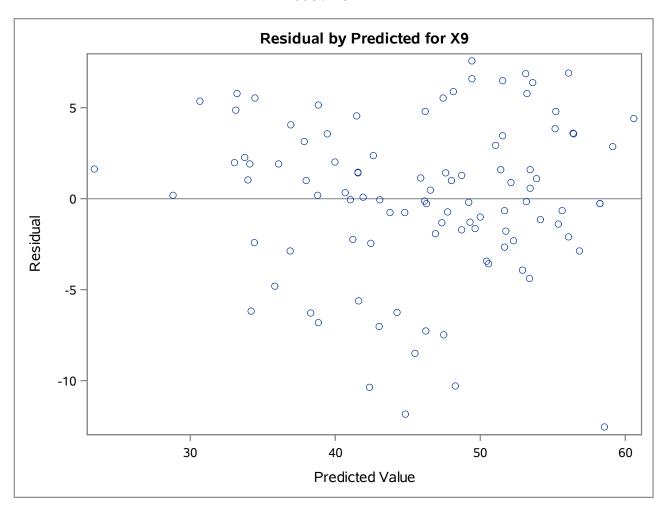
Output Statistics					
	DFBETAS				
Obs	Intercept	хз	Х5	Х6	
97	-0.1272	0.1370	0.0616	0.0151	
98	0.2191	-0.2230	-0.0672	0.0140	
99	0.0387	-0.0380	-0.0208	0.0175	
100	0.0836	-0.2611	0.3354	-0.2118	

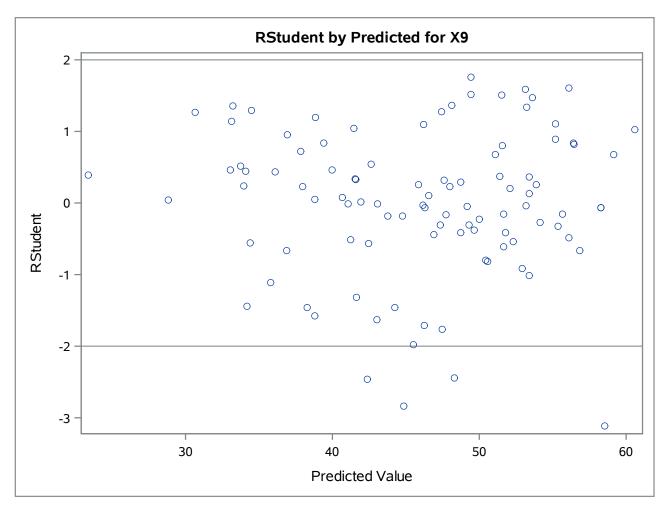


The REG Procedure Model: MODEL1 Dependent Variable: X9 X9 - Usage level

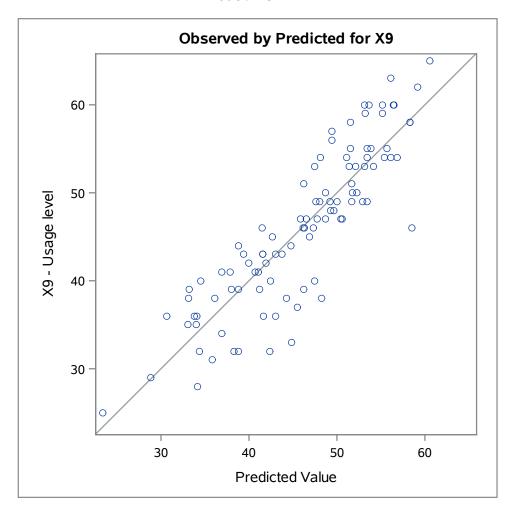
Sum of Residuals	0
Sum of Squared Residuals	1853.29996
Predicted Residual SS (PRESS)	2002.07178



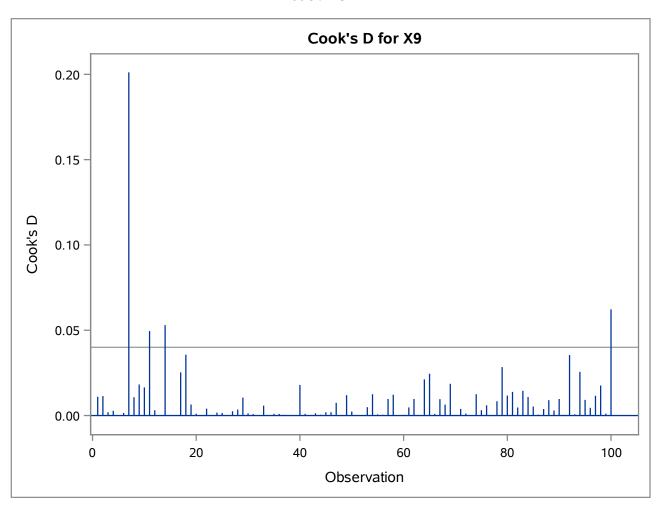




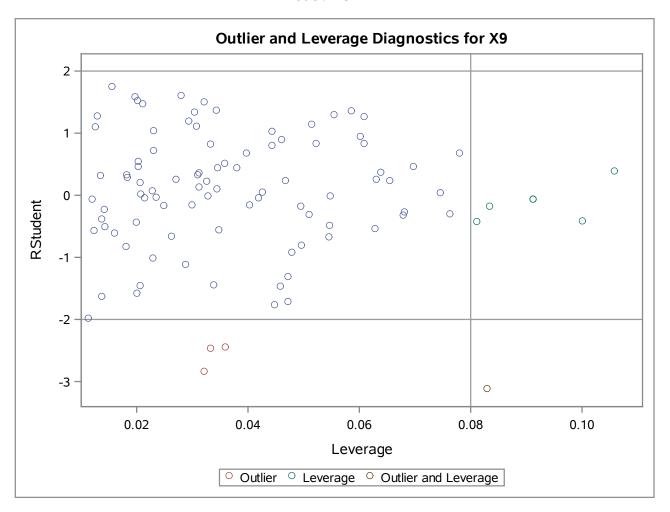
The REG Procedure Model: MODEL1



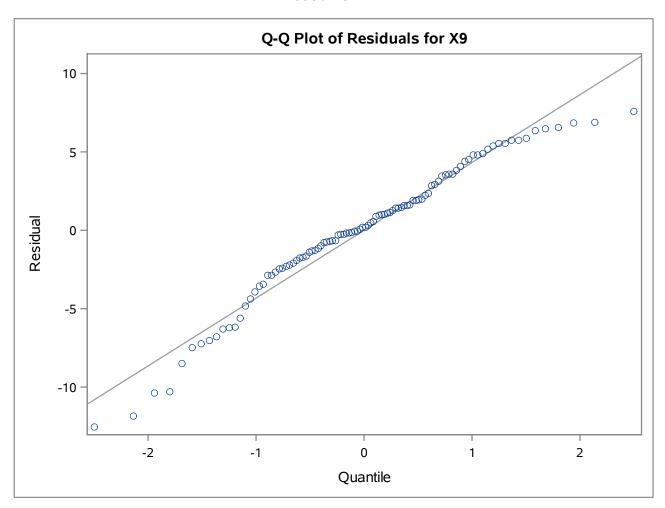
The REG Procedure Model: MODEL1

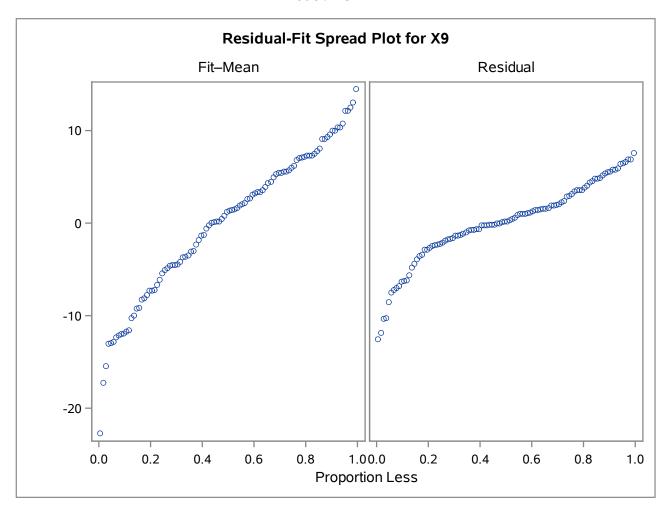


The REG Procedure Model: MODEL1

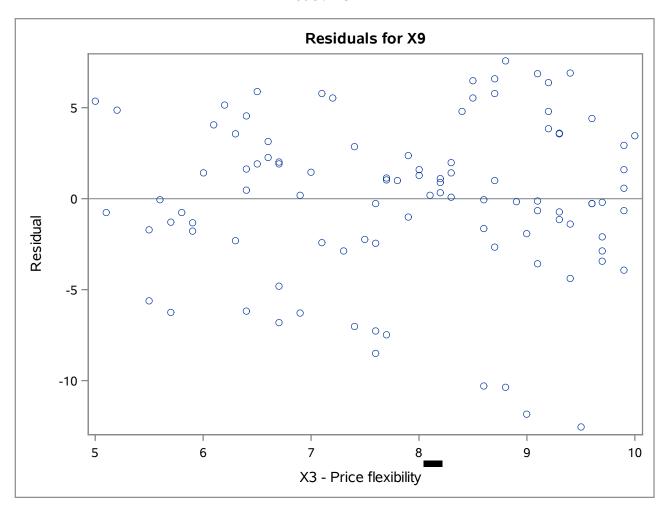


The REG Procedure Model: MODEL1

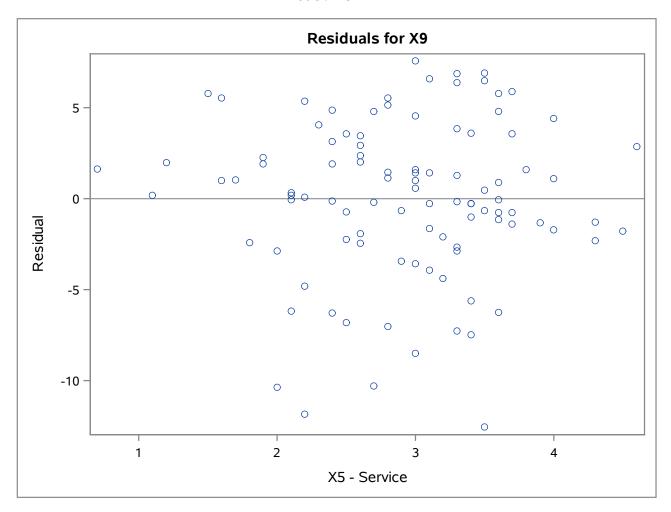


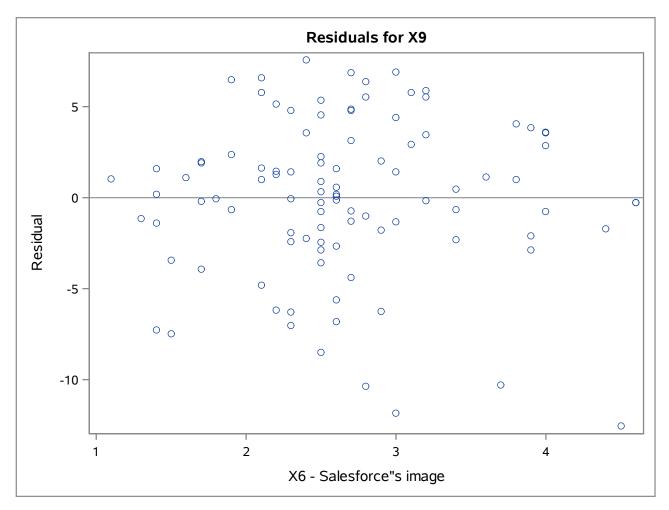


The REG Procedure Model: MODEL1



The REG Procedure Model: MODEL1





The REG Procedure

Number of Observations Read	100
Number of Observations Used	100

			Descriptive	Statistics		
Variable	Sum	Mean	Uncorrected SS	Variance	Standard Deviation	Label
Intercept	100.00000	1.00000	100.00000	0	0	Intercept
X1	351.50000	3.51500	1408.21000	1.74432	1.32073	X1 - Delivery speed
X2	236.40000	2.36400	700.38000	1.42960	1.19566	X2 - Price level-
хз	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility-
X4	524.80000	5.24800	2880.88000	1.28010	1.13141	X4 - Manufacturer"s image
Х5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service
X6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce"s image
Х7	697.10000	6.97100	5108.27000	2.51299	1.58524	X7 - Product quality
х9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level

	Correlation												
Variable	Label	X1	X2	хз	Х4	Х5	X6	Х7	х9				
X1	X1 - Delivery speed	1.0000	-0.3492	0.5093	0.0504	0.6119	0.0771	-0.4826	0.6765				
X2	X2 - Price level-	-0.3492	1.0000	-0.4872	0.2722	0.5130	0.1862	0.4697	0.0819				
Х3	X3 - Price flexibility-	0.5093	-0.4872	1.0000	-0.1161	0.0666	-0.0343	-0.4481	0.5590				
X4	X4 - Manufacturer"s image	0.0504	0.2722	-0.1161	1.0000	0.2987	0.7882	0.2000	0.2242				
X5	X5 - Service	0.6119	0.5130	0.0666	0.2987	1.0000	0.2408	-0.0552	0.7007				
Х6	X6 - Salesforce"s image	0.0771	0.1862	-0.0343	0.7882	0.2408	1.0000	0.1773	0.2561				
X7	X7 - Product quality	-0.4826	0.4697	-0.4481	0.2000	-0.0552	0.1773	1.0000	-0.1925				
Х9	X9 - Usage level	0.6765	0.0819	0.5590	0.2242	0.7007	0.2561	-0.1925	1.0000				

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance										
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F					
Model	7	6198.67682	885.52526	45.25	<.0001					
Error	92	1800.32318	19.56873							
Corrected Total	99	7999.00000								

Root MSE	4.42366	R-Square	0.7749
Dependent Mean	46.10000	Adj R-Sq	0.7578
Coeff Var	9.59578		

	Parameter Estimates												
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation				
Intercept	Intercept	1	-10.18687	4.97678	-2.05	0.0435	0		0				
X1	X1 - Delivery speed	1	-0.05758	2.01266	-0.03	0.9772	-0.00846	0.02797	35.74681				
X2	X2 - Price level-	1	-0.69691	2.09017	-0.33	0.7396	-0.09270	0.03165	31.59738				
Х3	X3 - Price flexibility-	1	3.36822	0.41123	8.19	<.0001	0.51954	0.60801	1.64472				
X4	X4 - Manufacturer"s image	1	-0.04220	0.66681	-0.06	0.9497	-0.00531	0.34729	2.87947				
X5	X5 - Service	1	8.36914	3.91815	2.14	0.0353	0.69947	0.02281	43.83423				
X6	X6 - Salesforce"s image		1.28067	0.94717	1.35	0.1797	0.10983	0.37079	2.69694				
X7	X7 - Product quality	1	0.56693	0.35543	1.60	0.1141	0.09998	0.62262	1.60610				

					Output S	itatistics					
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
1	32	38.1808	1.2592	-6.1808	4.241	-1.458	0.023	-1.4666	0.0810	0.9851	-0.4355
2	43	39.3678	1.2322	3.6322	4.249	0.855	0.008	0.8537	0.0776	1.1100	0.2476
3	48	49.0331	1.3005	-1.0331	4.228	-0.244	0.001	-0.2431	0.0864	1.1884	-0.0748
4	32	35.0582	1.2648	-3.0582	4.239	-0.721	0.006	-0.7196	0.0817	1.1358	-0.2147
5	58	57.7435	1.6552	0.2565	4.102	0.063	0.000	0.0622	0.1400	1.2686	0.0251
6	45	43.5026	1.2181	1.4974	4.253	0.352	0.001	0.3504	0.0758	1.1682	0.1004
7	46	58.9589	1.3793	-12.9589	4.203	-3.083	0.128	-3.2382	0.0972	0.5052	-1.0626
8	44	37.6419	1.2218	6.3581	4.252	1.495	0.023	1.5057	0.0763	0.9704	0.4327
9	63	57.2870	1.2066	5.7130	4.256	1.342	0.018	1.3483	0.0744	1.0065	0.3823
10	54	48.7801	0.9552	5.2199	4.319	1.208	0.009	1.2116	0.0466	1.0072	0.2679
11	32	41.6100	1.0164	-9.6100	4.305	-2.232	0.035	-2.2826	0.0528	0.7380	-0.5389
12	47	51.5267	0.9304	-4.5267	4.325	-1.047	0.006	-1.0473	0.0442	1.0375	-0.2253
13	39	38.9084	0.9698	0.0916	4.316	0.021	0.000	0.0211	0.0481	1.1464	0.0047
14	38	48.4145	1.0908	-10.4145	4.287	-2.429	0.048	-2.4975	0.0608	0.6837	-0.6355
15	54	53.9915	1.4025	0.008524	4.195	0.002	0.000	0.002021	0.1005	1.2133	0.0007
16	49	48.1920	1.2084	0.8080	4.255	0.190	0.000	0.1889	0.0746	1.1757	0.0536
17	38	43.1130	1.2733	-5.1130	4.236	-1.207	0.016	-1.2100	0.0828	1.0473	-0.3637
18	40	47.7514	1.1195	-7.7514	4.280	-1.811	0.028	-1.8343	0.0640	0.8721	-0.4798
19	54	57.4145	1.1669	-3.4145	4.267	-0.800	0.006	-0.7986	0.0696	1.1092	-0.2184
20	55	53.9915	1.4025	1.0085	4.195	0.240	0.001	0.2392	0.1005	1.2073	0.0799
21	41	41.2459	0.8856	-0.2459	4.334	-0.057	0.000	-0.0564	0.0401	1.1366	-0.0115
22	35	32.3575	2.6816	2.6425	3.518	0.751	0.041	0.7493	0.3675	1.6426	0.5711
23	55	55.6125	1.3575	-0.6125	4.210	-0.145	0.000	-0.1447	0.0942	1.2026	-0.0467
24	36	34.1791	0.8852	1.8209	4.334	0.420	0.001	0.4182	0.0400	1.1196	0.0854
25	49	50.7470	1.0798	-1.7470	4.290	-0.407	0.001	-0.4054	0.0596	1.1439	-0.1020
26	49	49.1545	0.9382	-0.1545	4.323	-0.036	0.000	-0.0355	0.0450	1.1426	-0.0077
27	36	33.8422	0.9069	2.1578	4.330	0.498	0.001	0.4963	0.0420	1.1149	0.1040
28	54	56.5964	1.1556	-2.5964	4.270	-0.608	0.003	-0.6059	0.0682	1.1342	-0.1640
29	49	52.0408	1.3031	-3.0408	4.227	-0.719	0.006	-0.7174	0.0868	1.1423	-0.2211
30	46	47.8828	1.1051	-1.8828	4.283	-0.440	0.002	-0.4376	0.0624	1.1446	-0.1129
31	43	41.7178	0.8599	1.2822	4.339	0.295	0.000	0.2940	0.0378	1.1256	0.0583
32	53	53.0548	1.2586	-0.0548	4.241	-0.013	0.000	-0.0129	0.0809	1.1875	-0.0038

Output Statistics												
				DFBE	TAS							
Obs	Intercept	X1	X2	хз	Х4	Х5	X6	Х7				
1	-0.3274	0.1401	0.2063	0.3001	0.0291	-0.1559	-0.0057	0.1094				
2	0.0549	-0.1102	-0.0991	-0.0632	-0.0406	0.0927	0.1300	-0.0019				
3	-0.0001	-0.0109	-0.0162	0.0216	-0.0112	0.0056	0.0164	0.0040				
4	-0.0209	0.0033	0.0296	0.0488	-0.1337	0.0044	0.1151	-0.0525				
5	-0.0041	0.0059	0.0039	0.0004	0.0061	-0.0053	0.0074	-0.0075				
6	-0.0397	-0.0152	-0.0074	0.0435	0.0174	0.0107	-0.0446	0.0590				
7	0.5007	-0.0439	-0.0360	-0.3637	0.3362	0.0204	-0.7355	-0.2123				
8	0.1861	-0.1212	-0.0293	-0.0413	0.0365	0.0765	-0.0817	-0.2081				
9	-0.1422	0.0522	-0.0014	0.0650	-0.1818	-0.0054	0.1501	0.2080				
10	-0.0424	0.0755	0.0508	-0.1058	-0.0093	-0.0428	0.0306	0.1085				
11	-0.1569	0.1603	0.0917	-0.1665	0.1441	-0.0795	-0.2035	0.2212				
12	0.1200	-0.0174	-0.0090	-0.1126	0.0657	0.0076	-0.0181	-0.1544				
13	0.0017	-0.0015	-0.0016	0.0001	0.0002	0.0013	-0.0022	0.0003				
14	-0.0589	0.3120	0.3315	-0.0151	0.2668	-0.2999	-0.4360	-0.0100				
15	-0.0004	0.0000	0.0000	0.0003	0.0005	-0.0000	-0.0004	0.0002				
16	-0.0009	-0.0047	0.0026	0.0281	0.0198	0.0001	-0.0276	-0.0236				
17	-0.2025	-0.0509	-0.0810	0.1891	0.1188	0.0435	-0.1183	0.1952				
18	-0.1510	0.0931	0.1522	0.1732	-0.0638	-0.1489	0.2547	-0.0093				
19	0.0945	-0.0417	-0.0192	-0.0570	0.0469	0.0286	-0.1178	-0.0508				
20	-0.0441	0.0056	0.0003	0.0332	0.0625	-0.0048	-0.0510	0.0186				
21	-0.0038	0.0039	0.0046	-0.0007	0.0012	-0.0034	0.0024	-0.0009				
22	0.0989	0.4704	0.4561	-0.0095	-0.1094	-0.4887	0.0815	-0.0973				
23	0.0345	-0.0049	-0.0115	-0.0319	-0.0219	0.0073	0.0107	-0.0069				
24	0.0555	-0.0122	-0.0184	-0.0437	-0.0112	0.0067	0.0113	-0.0018				
25	-0.0519	0.0213	0.0243	0.0227	0.0219	-0.0256	-0.0207	0.0660				
26	-0.0032	0.0011	0.0013	0.0025	-0.0018	-0.0014	0.0007	0.0051				
27	0.0693	-0.0145	-0.0226	-0.0566	-0.0137	0.0084	0.0138	-0.0028				
28	0.0662	-0.0291	-0.0125	-0.0424	0.0340	0.0209	-0.0899	-0.0333				
29	0.0144	-0.0073	-0.0460	-0.1339	0.0632	0.0184	0.0071	0.0643				
30	-0.0166	-0.0065	0.0033	0.0672	0.0297	-0.0090	-0.0220	-0.0289				
31	0.0264	-0.0070	-0.0088	-0.0383	-0.0231	0.0097	0.0234	0.0041				
32	0.0026	-0.0003	-0.0009	-0.0025	-0.0020	0.0005	0.0012	-0.0004				

					Output S	Statistics					
	Dependent	Predicted	Std Error		Chd Farrage	Chudout			Ust Disa	Sau	
Obs	Variable	Value	Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
33	60	55.8427	1.1481	4.1573	4.272	0.973	0.009	0.9729	0.0674	1.0772	0.2614
34	47	46.7634	0.9451	0.2366	4.322	0.055	0.000	0.0545	0.0456	1.1433	0.0119
35	35	33.9211	1.2199	1.0789	4.252	0.254	0.001	0.2524	0.0761	1.1746	0.0724
36	39	40.7866	0.8768	-1.7866	4.336	-0.412	0.001	-0.4102	0.0393	1.1193	-0.0829
37	44	45.5491	1.2332	-1.5491	4.248	-0.365	0.001	-0.3629	0.0777	1.1697	-0.1054
38	46	46.9328	0.8914	-0.9328	4.333	-0.215	0.000	-0.2142	0.0406	1.1330	-0.0441
39	29	28.9440	1.4881	0.0560	4.166	0.013	0.000	0.0134	0.1132	1.2306	0.0048
40	28	35.0295	0.9757	-7.0295	4.315	-1.629	0.017	-1.6442	0.0487	0.9077	-0.3718
41	40	42.0654	0.8766	-2.0654	4.336	-0.476	0.001	-0.4743	0.0393	1.1138	-0.0959
42	58	57.7493	1.6197	0.2507	4.116	0.061	0.000	0.0606	0.1341	1.2599	0.0238
43	53	54.3714	1.2668	-1.3714	4.238	-0.324	0.001	-0.3220	0.0820	1.1781	-0.0962
44	48	48.6313	1.0715	-0.6313	4.292	-0.147	0.000	-0.1463	0.0587	1.1572	-0.0365
45	38	36.7053	1.2305	1.2947	4.249	0.305	0.001	0.3032	0.0774	1.1734	0.0878
46	54	55.5805	1.2935	-1.5805	4.230	-0.374	0.002	-0.3719	0.0855	1.1790	-0.1137
47	55	49.8151	1.7267	5.1849	4.073	1.273	0.036	1.2775	0.1524	1.1169	0.5416
48	43	43.7587	1.1881	-0.7587	4.261	-0.178	0.000	-0.1771	0.0721	1.1730	-0.0494
49	57	50.7697	1.3000	6.2303	4.228	1.473	0.026	1.4830	0.0864	0.9868	0.4560
50	53	51.4016	1.4072	1.5984	4.194	0.381	0.002	0.3794	0.1012	1.1990	0.1273
51	41	40.2034	1.2055	0.7966	4.256	0.187	0.000	0.1862	0.0743	1.1753	0.0527
52	53	52.1596	1.3672	0.8404	4.207	0.200	0.001	0.1987	0.0955	1.2025	0.0646
53	50	52.9981	1.2498	-2.9981	4.243	-0.707	0.005	-0.7046	0.0798	1.1355	-0.2075
54	32	39.8080	0.9148	-7.8080	4.328	-1.804	0.018	-1.8268	0.0428	0.8547	-0.3861
55	39	37.4728	2.6745	1.5272	3.524	0.433	0.014	0.4315	0.3655	1.6922	0.3275
56	47	45.8835	0.8971	1.1165	4.332	0.258	0.000	0.2564	0.0411	1.1316	0.0531
57	62	60.1615	1.5062	1.8385	4.159	0.442	0.003	0.4401	0.1159	1.2137	0.1594
58	65	61.5467	1.1120	3.4533	4.282	0.807	0.005	0.8050	0.0632	1.1007	0.2091
59	46	45.3222	1.0272	0.6778	4.303	0.158	0.000	0.1567	0.0539	1.1511	0.0374
60	50	48.6600	1.2577	1.3400	4.241	0.316	0.001	0.3144	0.0808	1.1771	0.0932
61	54	49.3502	1.6630	4.6498	4.099	1.134	0.026	1.1361	0.1413	1.1355	0.4609
62	60	54.5639	1.1584	5.4361	4.269	1.273	0.015	1.2777	0.0686	1.0164	0.3467
63	47	48.4788	0.9232	-1.4788	4.326	-0.342	0.001	-0.3402	0.0436	1.1295	-0.0726
64	36	40.4970	1.2508	-4.4970	4.243	-1.060	0.012	-1.0605	0.0800	1.0752	-0.3126

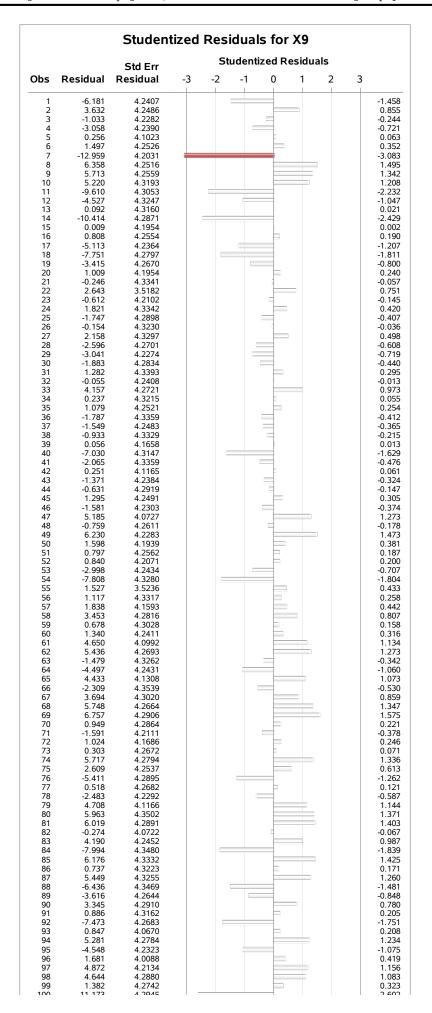
			Ou	tput Statis	stics			
				DFBE	TAS			
Obs	Intercept	X1	X2	хз	Х4	Х5	Х6	Х7
33	-0.0174	-0.0537	-0.0532	0.0425	0.1334	0.0647	-0.1290	-0.0989
34	0.0006	0.0024	0.0023	-0.0045	-0.0046	-0.0016	0.0060	0.0020
35	0.0393	-0.0241	-0.0251	-0.0093	0.0009	0.0196	-0.0291	-0.0047
36	-0.0142	0.0049	-0.0124	-0.0220	0.0284	0.0053	-0.0151	0.0113
37	0.0152	-0.0406	-0.0336	0.0379	-0.0278	0.0300	0.0380	-0.0420
38	0.0153	-0.0025	0.0038	-0.0126	-0.0136	0.0023	0.0108	-0.0211
39	0.0008	-0.0021	-0.0017	0.0004	0.0006	0.0013	-0.0003	0.0006
40	-0.1064	-0.0319	0.0091	0.1527	0.0488	0.0324	0.0238	-0.1858
41	-0.0083	0.0032	-0.0171	-0.0303	0.0343	0.0079	-0.0214	0.0096
42	-0.0033	0.0028	0.0009	0.0004	0.0055	-0.0022	0.0073	-0.0073
43	0.0255	-0.0044	-0.0030	-0.0295	-0.0372	-0.0021	0.0728	-0.0117
44	-0.0189	-0.0046	-0.0034	0.0085	0.0051	0.0036	-0.0056	0.0261
45	0.0358	-0.0513	-0.0510	-0.0223	-0.0318	0.0506	-0.0049	0.0278
46	0.0400	-0.0247	-0.0241	-0.0409	-0.0444	0.0169	0.0819	-0.0137
47	0.1361	-0.1956	-0.1121	0.1773	-0.2510	0.1439	0.2973	-0.3109
48	0.0003	-0.0103	-0.0070	0.0223	-0.0130	0.0054	0.0210	-0.0180
49	0.0115	-0.0356	-0.1500	-0.1103	-0.0864	0.0968	0.0180	0.2073
50	0.0526	-0.0235	-0.0318	-0.0377	-0.0598	0.0390	-0.0018	-0.0122
51	0.0106	0.0116	0.0078	-0.0062	0.0350	-0.0144	-0.0230	-0.0180
52	-0.0321	0.0182	0.0292	0.0347	-0.0055	-0.0195	-0.0040	0.0144
53	0.0224	-0.0256	-0.0116	0.0795	0.0570	-0.0039	-0.0595	-0.0679
54	-0.0047	-0.0733	-0.0303	0.1110	0.0779	0.0614	-0.0354	-0.2567
55	0.0204	0.2816	0.2747	0.0164	-0.0694	-0.2888	0.0644	-0.0405
56	-0.0122	-0.0122	-0.0107	0.0052	0.0256	0.0088	0.0002	0.0019
57	-0.0883	0.0506	0.0439	0.0035	-0.0084	-0.0319	0.0355	0.0719
58	-0.1346	-0.0134	-0.0277	0.0851	-0.0283	0.0390	0.0158	0.1113
59	0.0231	-0.0079	-0.0087	-0.0162	0.0072	0.0084	-0.0053	-0.0261
60	-0.0360	0.0236	0.0406	0.0476	-0.0055	-0.0274	-0.0145	0.0161
61	0.1246	-0.1714	-0.0997	0.1475	-0.2028	0.1269	0.2375	-0.2739
62	-0.0005	-0.0773	-0.0776	0.0425	0.1793	0.0898	-0.1802	-0.1394
63	0.0360	-0.0215	-0.0129	-0.0293	-0.0232	0.0213	0.0154	-0.0342
64	-0.2223	0.0154	-0.0069	0.1939	0.0863	-0.0197	-0.0644	0.1771

					Output S	Statistics					
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
65	40	35.5669	1.5827	4.4331	4.131	1.073	0.021	1.0741	0.1280	1.1316	0.4115
66	45	47.3089	0.7826	-2.3089	4.354	-0.530	0.001	-0.5282	0.0313	1.0994	-0.0949
67	59	55.3064	1.0304	3.6936	4.302	0.859	0.005	0.8573	0.0543	1.0821	0.2054
68	46	40.2522	1.1691	5.7478	4.266	1.347	0.017	1.3533	0.0698	1.0004	0.3708
69	58	51.2435	1.0769	6.7565	4.291	1.575	0.020	1.5877	0.0593	0.9323	0.3985
70	49	48.0510	1.0933	0.9490	4.286	0.221	0.000	0.2203	0.0611	1.1574	0.0562
71	50	51.5907	1.3547	-1.5907	4.211	-0.378	0.002	-0.3760	0.0938	1.1894	-0.1209
72	55	53.9764	1.4802	1.0236	4.169	0.246	0.001	0.2443	0.1120	1.2225	0.0867
73	51	50.6972	1.1659	0.3028	4.267	0.071	0.000	0.0706	0.0695	1.1723	0.0193
74	60	54.2832	1.1206	5.7168	4.279	1.336	0.015	1.3417	0.0642	0.9971	0.3514
75	41	38.3909	1.2144	2.6091	4.254	0.613	0.004	0.6113	0.0754	1.1423	0.1745
76	49	54.4112	1.0813	-5.4112	4.289	-1.262	0.013	-1.2656	0.0598	1.0095	-0.3190
77	42	41.4822	1.1625	0.5178	4.268	0.121	0.000	0.1207	0.0691	1.1708	0.0329
78	47	49.4832	1.2971	-2.4832	4.229	-0.587	0.004	-0.5850	0.0860	1.1587	-0.1794
79	39	34.2923	1.6195	4.7077	4.117	1.144	0.025	1.1455	0.1340	1.1239	0.4507
80	56	50.0372	0.8027	5.9628	4.350	1.371	0.008	1.3773	0.0329	0.9568	0.2542
81	59	52.9814	1.0829	6.0186	4.289	1.403	0.016	1.4108	0.0599	0.9764	0.3562
82	47	47.2739	1.7281	-0.2739	4.072	-0.067	0.000	-0.0669	0.1526	1.2874	-0.0284
83	41	36.8101	1.2439	4.1899	4.245	0.987	0.010	0.9868	0.0791	1.0883	0.2891
84	37	44.9940	0.8145	-7.9940	4.348	-1.839	0.015	-1.8631	0.0339	0.8373	-0.3490
85	53	46.8240	0.8899	6.1760	4.333	1.425	0.011	1.4334	0.0405	0.9513	0.2944
86	43	42.2625	0.9414	0.7375	4.322	0.171	0.000	0.1697	0.0453	1.1402	0.0370
87	51	45.5509	0.9266	5.4491	4.326	1.260	0.009	1.2638	0.0439	0.9931	0.2707
88	36	42.4364	0.8207	-6.4364	4.347	-1.481	0.010	-1.4905	0.0344	0.9319	-0.2814
89	34	37.6159	1.1764	-3.6159	4.264	-0.848	0.007	-0.8466	0.0707	1.1030	-0.2335
90	60	56.6549	1.0753	3.3451	4.291	0.780	0.005	0.7779	0.0591	1.1000	0.1949
91	49	48.1143	0.9692	0.8857	4.316	0.205	0.000	0.2041	0.0480	1.1422	0.0458
92	39	46.4726	1.1620	-7.4726	4.268	-1.751	0.028	-1.7709	0.0690	0.8939	-0.4821
93	43	42.1529	1.7401	0.8471	4.067	0.208	0.001	0.2072	0.1547	1.2863	0.0887
94	36	30.7190	1.1245	5.2810	4.278	1.234	0.013	1.2379	0.0646	1.0208	0.3254
95	31	35.5477	1.2871	-4.5477	4.232	-1.075	0.013	-1.0754	0.0847	1.0777	-0.3271
96	25	23.3192	1.8704	1.6808	4.009	0.419	0.005	0.4174	0.1788	1.3088	0.1947

Output Statistics								
	DFBETAS							
Obs	Intercept	X1	X2	ХЗ	Х4	Х5	Х6	Х7
65	0.0262	-0.1704	-0.1691	0.0132	-0.1964	0.1422	0.2006	0.1920
66	0.0007	0.0472	0.0513	-0.0286	0.0229	-0.0467	-0.0008	-0.0272
67	-0.1034	0.0422	0.0469	0.0889	-0.0462	-0.0415	0.1214	0.0257
68	0.0963	0.0313	0.1159	0.0002	0.0197	-0.0672	-0.0273	-0.1795
69	0.1692	-0.0241	-0.0519	-0.0938	-0.1743	0.0668	0.0297	-0.1079
70	-0.0300	-0.0045	0.0032	0.0338	0.0089	0.0018	-0.0188	0.0250
71	0.0131	-0.0209	-0.0297	0.0256	-0.0150	0.0115	0.0191	0.0006
72	0.0304	-0.0248	-0.0301	-0.0218	-0.0458	0.0358	0.0067	-0.0044
73	-0.0021	-0.0012	0.0018	0.0118	0.0059	-0.0004	-0.0082	-0.0083
74	-0.0559	-0.0866	-0.1424	0.0131	-0.1678	0.1290	0.1053	0.1861
75	-0.0093	0.0470	0.0279	-0.0489	0.1296	-0.0480	-0.0949	0.0390
76	0.2170	-0.0971	-0.0873	-0.1787	0.0582	0.0813	-0.0235	-0.2067
77	0.0048	0.0082	0.0058	-0.0027	0.0222	-0.0098	-0.0138	-0.0108
78	-0.0089	0.0003	-0.0304	-0.0968	0.0479	0.0106	0.0157	0.0611
79	0.0544	-0.1915	-0.1906	-0.0000	-0.2251	0.1598	0.2189	0.1975
80	-0.0147	-0.0872	-0.1194	0.0159	-0.0102	0.1114	-0.0751	0.0975
81	0.1071	0.0506	0.0263	-0.0566	-0.1720	-0.0102	0.0642	-0.0876
82	-0.0047	-0.0044	-0.0063	0.0105	-0.0079	0.0045	-0.0044	0.0146
83	0.0981	-0.1380	-0.1265	-0.0939	-0.0409	0.1147	0.1337	-0.0169
84	-0.0106	0.0493	-0.0326	-0.1099	0.0470	-0.0175	-0.0023	0.0726
85	-0.0754	-0.0175	0.0394	0.1626	0.1364	-0.0195	-0.0808	-0.0843
86	0.0024	-0.0087	-0.0081	-0.0021	-0.0174	0.0093	0.0035	0.0202
87	-0.0328	-0.0809	-0.0289	0.1295	0.1156	0.0449	-0.0783	-0.0828
88	-0.0595	0.0550	-0.0086	-0.0573	0.0286	-0.0250	0.0226	0.0797
89	0.0051	-0.0052	0.0245	0.0394	-0.1511	0.0115	0.1204	-0.0740
90	-0.0993	0.0063	0.0094	0.0831	-0.0495	-0.0037	0.1186	0.0345
91	-0.0125	-0.0177	-0.0159	0.0059	0.0145	0.0155	0.0067	0.0045
92	-0.1771	0.0995	0.1579	0.1862	-0.0672	-0.1508	0.2613	0.0041
93	0.0276	0.0193	0.0240	-0.0414	0.0288	-0.0206	0.0057	-0.0518
94	0.2104	0.0318	0.0168	-0.2408	-0.0425	-0.0388	0.0293	0.0005
95	-0.2564	0.0125	0.0625	0.2341	-0.0000	-0.0209	0.0194	0.1048
96	0.0225	0.1125	0.1138	-0.0079	0.0605	-0.1342	-0.0446	0.0039

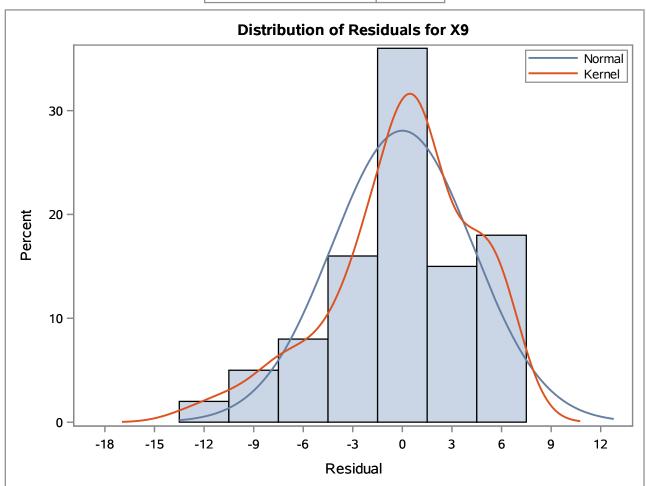
	Output Statistics										
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
97	60	55.1278	1.3474	4.8722	4.213	1.156	0.017	1.1585	0.0928	1.0700	0.3705
98	38	33.3564	1.0872	4.6436	4.288	1.083	0.009	1.0840	0.0604	1.0482	0.2748
99	42	40.6175	1.1401	1.3825	4.274	0.323	0.001	0.3219	0.0664	1.1584	0.0859
100	33	44.1734	1.0609	-11.1734	4.295	-2.602	0.052	-2.6884	0.0575	0.6283	-0.6641

Output Statistics									
		DFBETAS							
Obs	Intercept	X1	X2	хз	Х4	Х5	X6	Х7	
97	-0.0621	-0.0107	-0.0974	-0.0392	-0.0978	0.0638	0.0678	0.1975	
98	0.1732	-0.0647	-0.0762	-0.1985	-0.0752	0.0622	0.0620	0.0253	
99	-0.0107	0.0128	0.0035	-0.0223	0.0634	-0.0125	-0.0432	0.0250	
100	-0.1179	0.2869	0.1969	-0.2502	0.2053	-0.1969	-0.2925	0.2196	

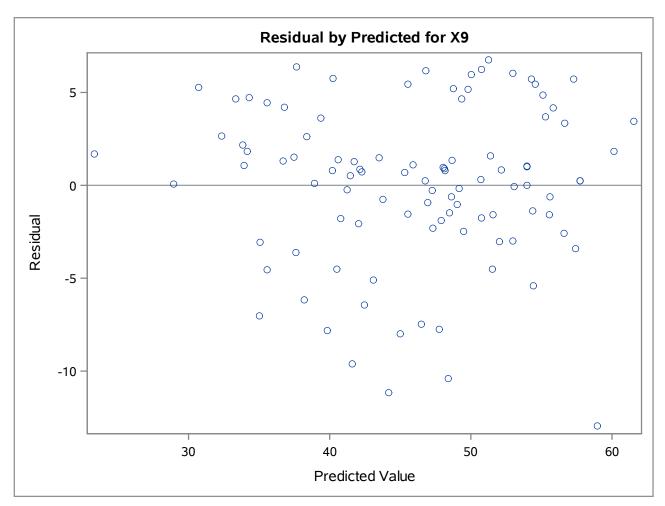


The REG Procedure Model: MODEL1 Dependent Variable: X9 X9 - Usage level

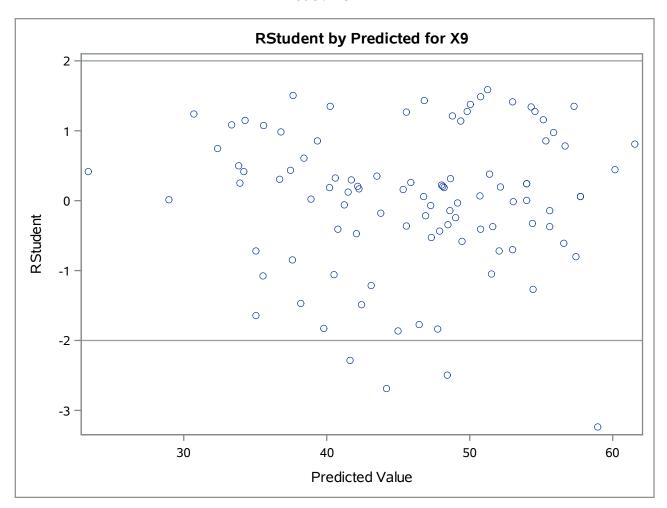
Sum of Residuals	0
Sum of Squared Residuals	1800.32318
Predicted Residual SS (PRESS)	2090.71847



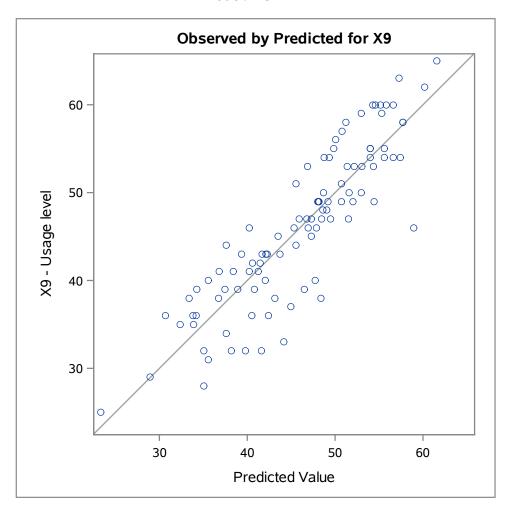
The REG Procedure Model: MODEL1



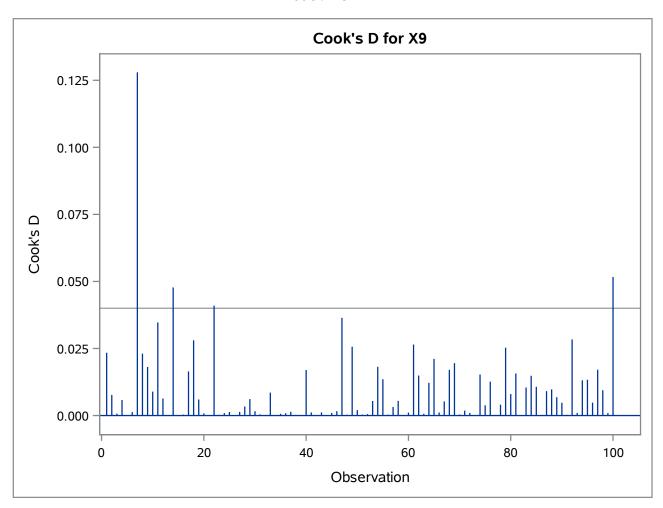
The REG Procedure Model: MODEL1

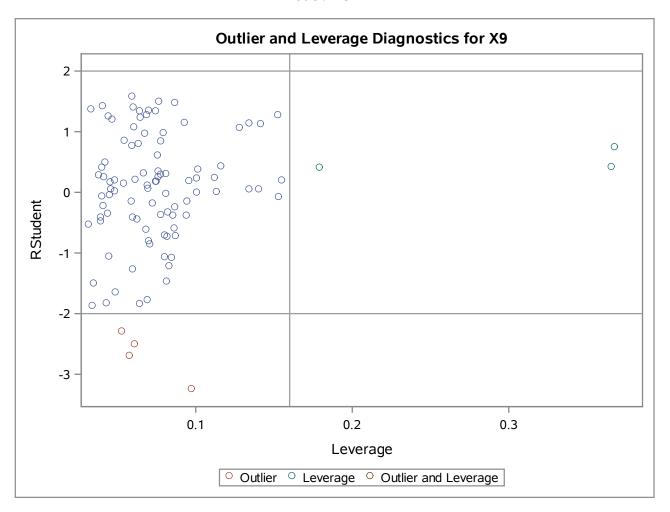


The REG Procedure Model: MODEL1

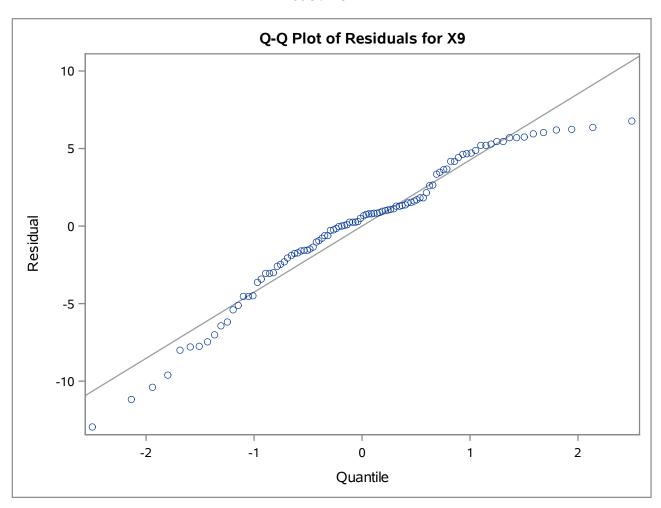


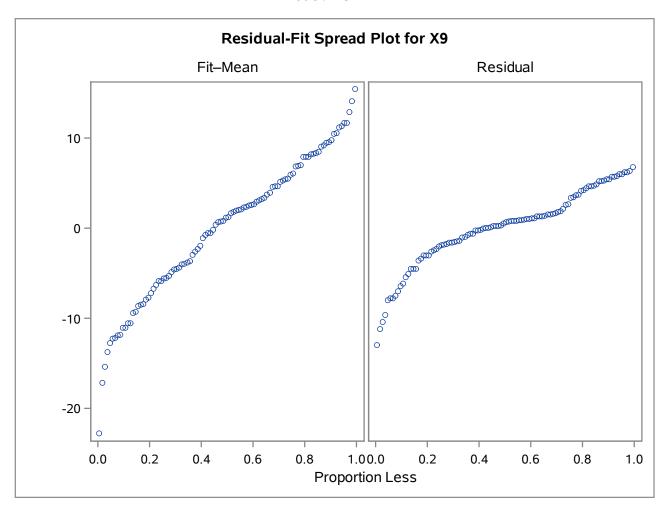
The REG Procedure Model: MODEL1



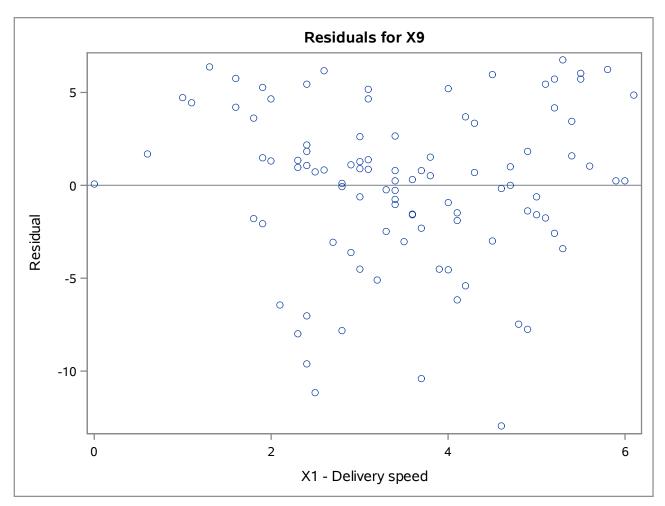


The REG Procedure Model: MODEL1

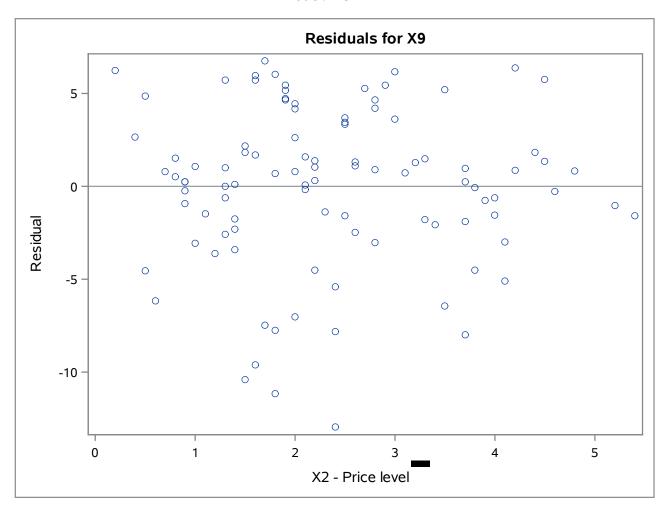




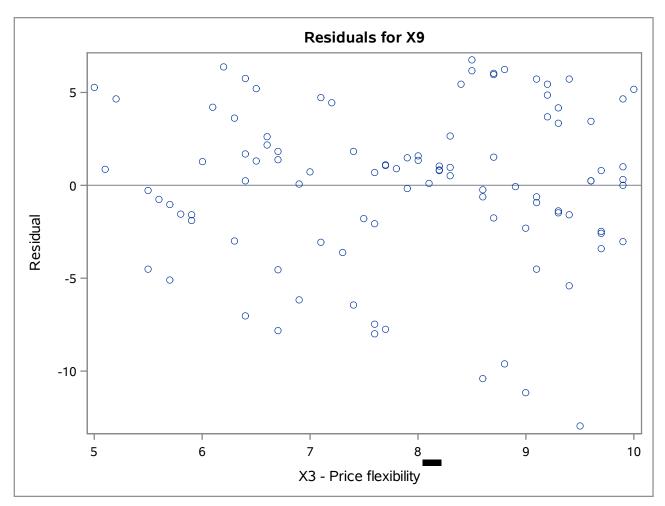
The REG Procedure Model: MODEL1



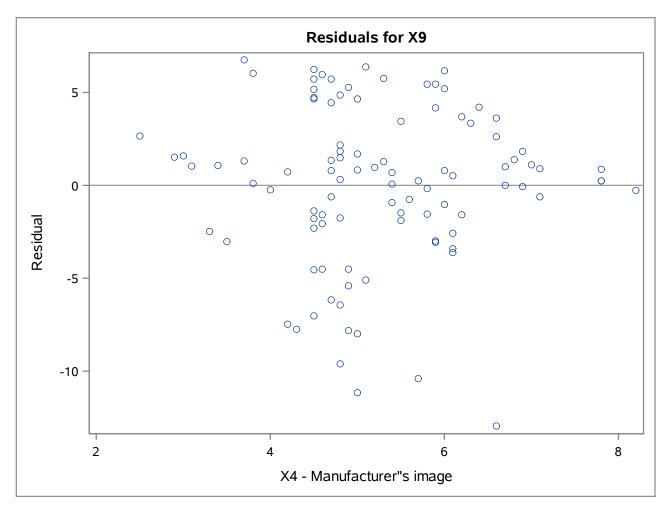
The REG Procedure Model: MODEL1



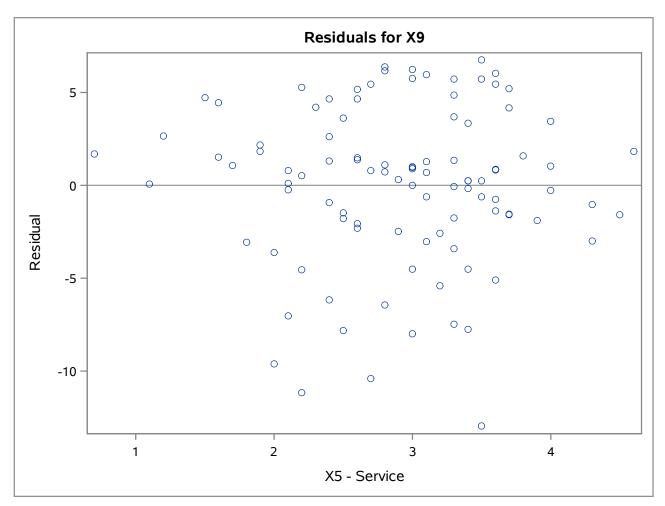
The REG Procedure Model: MODEL1

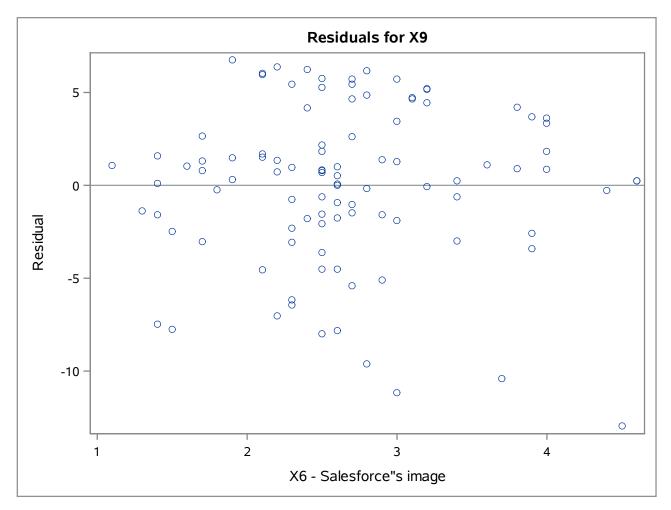


The REG Procedure Model: MODEL1

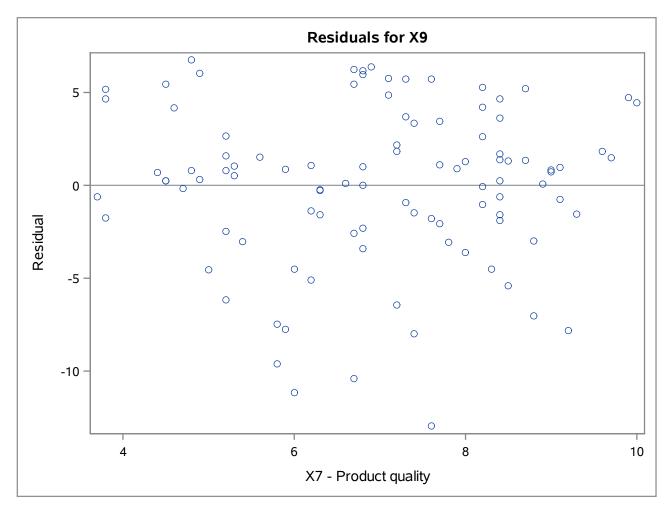


The REG Procedure Model: MODEL1





The REG Procedure Model: MODEL1



The REG Procedure

Number of Observations Read	100
Number of Observations Used	100

	Descriptive Statistics											
Variable	le Sum Mean		Uncorrected SS Variance		Standard Deviation	Label						
Intercept	100.00000	1.00000	100.00000	0	0	Intercept						
Х3	789.40000	7.89400	6421.84000	1.92239	1.38650	X3 - Price flexibility-						
X5	291.60000	2.91600	906.18000	0.56439	0.75126	X5 - Service						
Х6	266.50000	2.66500	769.05000	0.59422	0.77085	X6 - Salesforce"s image						
Х8	40.00000	0.40000	40.00000	0.24242	0.49237	X8 - Size of firm						
х9	4610.00000	46.10000	220520	80.79798	8.98877	X9 - Usage level						

	Correlation											
Variable	Label	хз	Х5	Х6	Х8	Х9						
хз	X3 - Price flexibility-	1.0000	0.0666	-0.0343	-0.6460	0.5590						
X5	X5 - Service	0.0666	1.0000	0.2408	-0.2196	0.7007						
Х6	X6 - Salesforce"s image	-0.0343	0.2408	1.0000	-0.0426	0.2561						
X8	X8 - Size of firm	-0.6460	-0.2196	-0.0426	1.0000	-0.3652						
Х9	X9 - Usage level	0.5590	0.7007	0.2561	-0.3652	1.0000						

Number of Observations Read	100
Number of Observations Used	100

Analysis of Variance										
Source	DF	Sum of Squares	Mean Square	F Value	Pr > F					
Model	4	6341.82610	1585.45652	90.89	<.0001					
Error	95	1657.17390	17.44394							
Corrected Total	99	7999.00000								

Root MSE	4.17659	R-Square	0.7928
Dependent Mean	46.10000	Adj R-Sq	0.7841
Coeff Var	9.05986		

	Parameter Estimates											
Variable	Label	DF	Parameter Estimate	Standard Error	t Value	Pr > t	Standardized Estimate	Tolerance	Variance Inflation			
Intercept	Intercept	1	-16.33548	4.25365	-3.84	0.0002	0		0			
Х3	X3 - Price flexibility-	1	4.24501	0.39935	10.63	<.0001	0.65479	0.57471	1.74000			
X5	X5 - Service	1	8.05480	0.59170	13.61	<.0001	0.67320	0.89172	1.12143			
X6	X6 - Salesforce"s image	1	1.46227	0.56207	2.60	0.0108	0.12540	0.93861	1.06540			
X8	X8 - Size of firm	1	3.85156	1.14866	3.35	0.0011	0.21097	0.55087	1.81530			

					Output S	Statistics					
	Dependent	Predicted	Std Error Mean	Basidad	Std Error	Student	Carles D	DG1dt	Hat Diag	Cov	DEFITS
Obs	Variable	Value	Predict	Residual	Residual	Residual	Cook's D	RStudent	Н	Ratio	DFFITS
1	32	35.6498	0.9916	-3.6498	4.057	-0.900	0.010	-0.8987	0.0564	1.0705	-0.2196
2	43	40.2457	1.0589	2.7543	4.040	0.682	0.006	0.6798	0.0643	1.0995	0.1782
3	48	50.2964	1.1921	-2.2964	4.003	-0.574	0.006	-0.5717	0.0815	1.1281	-0.1702
4	32	35.5175	0.8471	-3.5175	4.090	-0.860	0.006	-0.8589	0.0411	1.0574	-0.1779
5	58	58.5294	1.2638	-0.5294	3.981	-0.133	0.000	-0.1323	0.0916	1.1595	-0.0420
6	45	44.7725	0.8717	0.2275	4.085	0.056	0.000	0.0554	0.0436	1.1022	0.0118
7	46	58.7641	1.2044	-12.7641	3.999	-3.192	0.185	-3.3601	0.0832	0.6522	-1.0119
8	44	39.6056	0.7509	4.3944	4.109	1.070	0.008	1.0704	0.0323	1.0255	0.1956
9	63	56.1462	0.6981	6.8538	4.118	1.664	0.016	1.6803	0.0279	0.9354	0.2848
10	54	49.5907	0.8895	4.4093	4.081	1.081	0.011	1.0815	0.0454	1.0382	0.2357
11	32	41.2246	0.8343	-9.2246	4.092	-2.254	0.042	-2.3046	0.0399	0.8343	-0.4698
12	47	50.1142	0.5787	-3.1142	4.136	-0.753	0.002	-0.7512	0.0192	1.0433	-0.1051
13	39	40.8629	1.0589	-1.8629	4.040	-0.461	0.003	-0.4592	0.0643	1.1142	-0.1203
14	38	47.3300	0.8420	-9.3300	4.091	-2.281	0.044	-2.3334	0.0406	0.8293	-0.4803
15	54	53.6564	0.7406	0.3436	4.110	0.084	0.000	0.0831	0.0314	1.0882	0.0150
16	49	49.0749	0.8561	-0.0749	4.088	-0.018	0.000	-0.0182	0.0420	1.1006	-0.0038
17	38	41.0989	1.2938	-3.0989	3.971	-0.780	0.013	-0.7787	0.0960	1.1293	-0.2537
18	40	45.9308	0.9991	-5.9308	4.055	-1.462	0.026	-1.4714	0.0572	0.9980	-0.3625
19	54	57.1248	0.9789	-3.1248	4.060	-0.770	0.007	-0.7679	0.0549	1.0813	-0.1851
20	55	53.6564	0.7406	1.3436	4.110	0.327	0.001	0.3253	0.0314	1.0825	0.0586
21	41	39.7188	0.8538	1.2812	4.088	0.313	0.001	0.3119	0.0418	1.0946	0.0651
22	35	31.0497	1.2515	3.9503	3.985	0.991	0.019	0.9913	0.0898	1.0996	0.3113
23	55	55.4576	0.7247	-0.4576	4.113	-0.111	0.000	-0.1107	0.0301	1.0864	-0.0195
24	36	34.9174	0.8144	1.0826	4.096	0.264	0.001	0.2630	0.0380	1.0920	0.0523
25	49	50.9789	0.5660	-1.9789	4.138	-0.478	0.001	-0.4763	0.0184	1.0612	-0.0651
26	49	48.6808	0.6344	0.3192	4.128	0.077	0.000	0.0769	0.0231	1.0789	0.0118
27	36	34.4929	0.8196	1.5071	4.095	0.368	0.001	0.3663	0.0385	1.0888	0.0733
28	54	56.3193	0.9790	-2.3193	4.060	-0.571	0.004	-0.5692	0.0549	1.0966	-0.1372
29	49	53.1459	0.9162	-4.1459	4.075	-1.017	0.010	-1.0176	0.0481	1.0486	-0.2288
30	46	48.3622	0.9910	-2.3622	4.057	-0.582	0.004	-0.5802	0.0563	1.0974	-0.1417
31	43	42.3428	0.7698	0.6572	4.105	0.160	0.000	0.1593	0.0340	1.0899	0.0299
32	53	52.7052	0.6274	0.2948	4.129	0.071	0.000	0.0710	0.0226	1.0784	0.0108

		Output	Statistics			
		Г	FBETAS			
Obs	Intercept	хз	Х5	X6	Х8	
1	-0.1969	0.1624	0.0868	0.0381	0.1750	
2	-0.0017	-0.0279	-0.0543	0.1330	0.0412	
3	0.0023	0.0512	-0.1272	0.0287	-0.0428	
4	-0.0368	-0.0131	0.1027	0.0106	-0.0699	
5	0.0227	-0.0157	0.0003	-0.0348	-0.0026	
6	-0.0031	0.0055	0.0009	-0.0050	0.0086	
7	0.5505	-0.3640	-0.0511	-0.8197	-0.0532	
8	0.0679	-0.0653	0.0222	-0.0690	0.0592	
9	-0.1482	0.1402	0.1030	0.0531	0.0049	
10	-0.0618	-0.0139	0.1320	0.0480	0.1162	
11	-0.1369	-0.0126	0.3544	-0.1176	0.1919	
12	0.0095	-0.0331	-0.0021	0.0163	0.0252	
13	13 0.0101 -0.09		0.0183	0.0183 0.0652		
14	14 0.0070 -0		0.1933	-0.3503	0.1637	
15	-0.0070	0.0102	0.0005	-0.0003	0.0014	
16	0.0002	-0.0017	0.0002	0.0022	0.0002	
17	-0.1784	0.2221	-0.0392	0.0053	0.1835	
18	-0.1839	0.1416	-0.1201	0.2683	0.1694	
19	0.1083	-0.0914	-0.0052	-0.1268	-0.0150	
20	-0.0274	0.0400	0.0020	-0.0011	0.0056	
21	0.0351	-0.0065	-0.0341	-0.0284	-0.0303	
22	0.1988	-0.0631	-0.2430	-0.0776	-0.1474	
23	0.0088	-0.0064	-0.0051	-0.0094	0.0016	
24	0.0164	-0.0055	-0.0301	0.0025	0.0158	
25	0.0004	-0.0047	-0.0187	0.0097	0.0233	
26	0.0040	-0.0050	0.0031	-0.0001	-0.0073	
27	0.0259	-0.0112	-0.0423	0.0033	0.0197	
28	0.0769	-0.0670	0.0045	-0.0959	-0.0093	
29	0.0539	-0.1199	-0.0503	0.1334	-0.0170	
30	0.0057	0.0413	-0.0889	-0.0889 -0.0039		
31	0.0046	-0.0112	0.0059	0.0054	0.0088	
32	-0.0030	0.0024	0.0016	0.0044	-0.0024	

					Output S	tatistics					
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
33	60	56.4553	0.7619	3.5447	4.107	0.863	0.005	0.8620	0.0333	1.0485	0.1599
34	47	47.8477	0.8677	-0.8477	4.085	-0.207	0.000	-0.2064	0.0432	1.0994	-0.0438
35	35	35.5043	1.1616	-0.5043	4.012	-0.126	0.000	-0.1251	0.0773	1.1418	-0.0362
36	39	43.0001	0.7268	-4.0001	4.113	-0.973	0.006	-0.9723	0.0303	1.0342	-0.1718
37	44	45.5956	0.9612	-1.5956	4.064	-0.393	0.002	-0.3908	0.0530	1.1043	-0.0924
38	46	45.4275	0.6746	0.5725	4.122	0.139	0.000	0.1382	0.0261	1.0815	0.0226
39	29	29.4688	1.1569	-0.4688	4.013	-0.117	0.000	-0.1162	0.0767	1.1411	-0.0335
40	28	34.8162	0.7910	-6.8162	4.101	-1.662	0.021	-1.6779	0.0359	0.9435	-0.3236
41	40	44.3763	0.7339	-4.3763	4.112	-1.064	0.007	-1.0651	0.0309	1.0246	-0.1901
42	58	58.5294	1.2638	-0.5294	3.981	-0.133	0.000	-0.1323	0.0916	1.1595	-0.0420
43	53	54.0413	1.0906	-1.0413	4.032	-0.258	0.001	-0.2570	0.0682	1.1275	-0.0695
44	48	48.7972	0.5521	-0.7972	4.140	-0.193	0.000	-0.1916	0.0175	1.0710	-0.0255
45	38	36.9260	0.8498	1.0740	4.089	0.263	0.001	0.2613	0.0414	1.0959	0.0543
46	54	55.4176	1.0886	-1.4176	4.032	-0.352	0.002	-0.3499	0.0679	1.1238	-0.0945
47	55	51.7364	0.8805	3.2636	4.083	0.799	0.006	0.7978	0.0444	1.0668	0.1721
48	43	43.6486	0.9932	-0.6486	4.057	-0.160	0.000	-0.1591	0.0565	1.1160	-0.0389
49	57	48.6945	0.5653	8.3055	4.138	2.007	0.015	2.0402	0.0183	0.8648	0.2787
50	53	50.2800	1.1082	2.7200	4.027	0.675	0.007	0.6735	0.0704	1.1072	0.1853
51	41	39.0444	0.7980	1.9556	4.100	0.477	0.002	0.4751	0.0365	1.0812	0.0925
52	53	54.9781	1.0433	-1.9781	4.044	-0.489	0.003	-0.4872	0.0624	1.1104	-0.1257
53	50	53.8670	1.1466	-3.8670	4.016	-0.963	0.015	-0.9625	0.0754	1.0857	-0.2748
54	32	39.8965	0.6740	-7.8965	4.122	-1.916	0.020	-1.9436	0.0260	0.8890	-0.3178
55	39	36.5546	1.0004	2.4454	4.055	0.603	0.004	0.6010	0.0574	1.0973	0.1483
56	47	44.1687	0.8548	2.8313	4.088	0.693	0.004	0.6906	0.0419	1.0729	0.1444
57	62	61.8303	1.4151	0.1697	3.930	0.043	0.000	0.0430	0.1148	1.1909	0.0155
58	65	61.0226	0.8885	3.9774	4.081	0.975	0.009	0.9743	0.0453	1.0502	0.2121
59	46	44.5522	0.6887	1.4478	4.119	0.351	0.001	0.3498	0.0272	1.0768	0.0585
60	50	51.2740	0.9457	-1.2740	4.068	-0.313	0.001	-0.3117	0.0513	1.1056	-0.0725
61	54	51.1656	0.8331	2.8344	4.093	0.693	0.004	0.6906	0.0398	1.0706	0.1406
62	60	55.0791	0.7337	4.9209	4.112	1.197	0.009	1.1996	0.0309	1.0083	0.2140
63	47	47.2282	0.6753	-0.2282	4.122	-0.055	0.000	-0.0551	0.0261	1.0825	-0.0090
64	36	38.2003	1.3636	-2.2003	3.948	-0.557	0.007	-0.5553	0.1066	1.1610	-0.1918

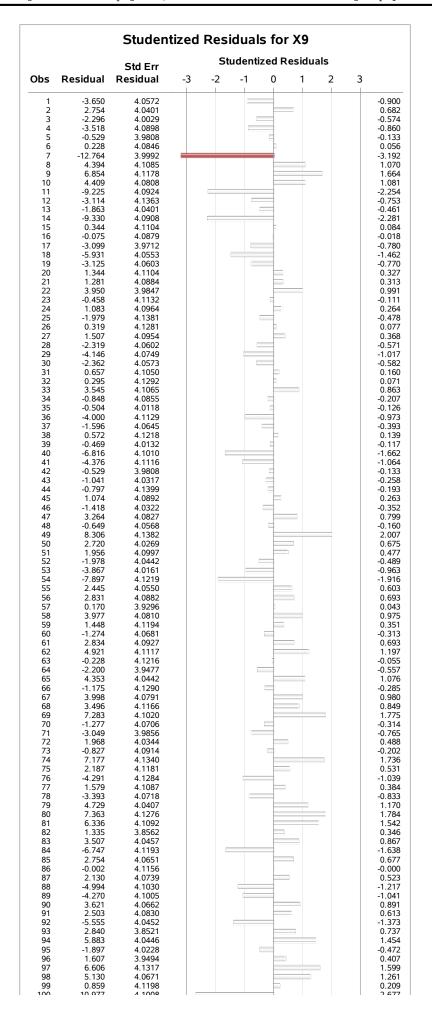
		Output	Statistics			
			OFBETAS			
Obs	Intercept	хз	Х5	X6	Х8	
33	-0.0575	0.0616	0.0935	-0.0497	0.0004	
34	0.0093	0.0048	-0.0177	-0.0161	-0.0197	
35	-0.0062	-0.0080	0.0116	0.0217	-0.0142	
36	0.0356	-0.0615	0.0176	0.0191	-0.1250	
37	-0.0124	0.0342	-0.0544	0.0220	-0.0236	
38	0.0026	0.0052	-0.0120	0.0016	-0.0072	
39	-0.0105	0.0012	0.0275	-0.0061	-0.0057	
40	-0.1479	0.0841	0.1318	0.0672	-0.0772	
41	0.0587	-0.0799	0.0065	0.0093	-0.1475	
42	0.0227	-0.0157	0.0003	-0.0348	-0.0026	
43	0.0039	-0.0161	-0.0337	0.0536	0.0019	
44	-0.0045	0.0006	-0.0025	0.0053	0.0118	
45	45 0.0217 -0		-0.0049 -0.0309		0.0157	
46	0.0119	-0.0261	-0.0502	0.0691	-0.0009	
47	-0.0755	0.1065	-0.0559	0.0742	0.0107	
48	-0.0101	0.0175	-0.0206	-0.0069		
49	0.0339	0.0291	0.0071	-0.0754	-0.1076	
50	0.0540	-0.0424	0.0988	-0.1410	-0.0567	
51	0.0554	-0.0258	-0.0639	0.0014	-0.0566	
52	0.0815	-0.0721	-0.0707	0.0191	-0.1029	
53	0.0825	0.0229	-0.1966	-0.0496	-0.1120	
54	-0.0434	0.0248	0.0601	-0.0061	-0.1532	
55	0.0734	-0.0090	-0.1154	-0.0196	-0.0638	
56	0.0493	-0.0592	-0.0502	0.0884	-0.0860	
57	-0.0098	0.0041	0.0105	0.0058	0.0088	
58	-0.1322	0.1071	0.1325	0.0159	0.0307	
59	0.0376	-0.0350	0.0017	-0.0118	-0.0437	
60	0.0370	-0.0378	-0.0338	0.0223	-0.0581	
61	-0.0565	0.0846	-0.0466	0.0542	0.0045	
62	-0.0578	0.0716	0.1155	0.1155 -0.0822		
63	0.0005	-0.0033	0.0041	-0.0013	0.0020	
64	-0.1518	0.1733	-0.0160	0.0243	0.1433	

					Output S	tatistics					
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
65	40	35.6471	1.0431	4.3529	4.044	1.076	0.015	1.0772	0.0624	1.0576	0.2778
66	45	46.1753	0.6286	-1.1753	4.129	-0.285	0.000	-0.2833	0.0226	1.0742	-0.0431
67	59	55.0023	0.8973	3.9977	4.079	0.980	0.009	0.9798	0.0462	1.0506	0.2155
68	46	42.5042	0.7054	3.4958	4.117	0.849	0.004	0.8479	0.0285	1.0447	0.1453
69	58	50.7172	0.7856	7.2828	4.102	1.775	0.023	1.7961	0.0354	0.9233	0.3440
70	49	50.2773	0.9348	-1.2773	4.071	-0.314	0.023	-0.3123	0.0501	1.1042	-0.0717
71	50	53.0488	1.2486	-3.0488	3.986	-0.765	0.001	-0.7633	0.0894	1.1226	-0.2391
71	55	53.0324	1.0804	1.9676	4.034	0.488	0.003	0.4857	0.0669	1.1159	0.1301
73	51	51.8274	0.8393	-0.8274	4.034	-0.202	0.003	-0.2012	0.0009	1.0963	-0.0413
74	60	52.8231	0.5947	7.1769	4.134	1.736	0.000	1.7550	0.0203	0.9159	0.2525
75	41	38.8128	0.6964	2.1872	4.118	0.531	0.012	0.5291	0.0203	1.0685	0.0895
76	49	53.2911	0.6324	-4.2911	4.110	-1.039	0.002	-1.0398	0.0270	1.0003	-0.1593
77	42	40.4206	0.7500	1.5794	4.120	0.384	0.003	0.3827	0.0223	1.0810	0.0699
	47	50.3934	0.9299	-3.3934	4.103	-0.833	0.007	-0.8321	0.0322	1.0694	-0.1900
78 79	39	34.2709	1.0566	4.7291	4.072	1.170	0.007	1.1727	0.0490	1.0094	0.3066
80	56	48.6368	0.6377	7.3632	4.128	1.770	0.019	1.8050	0.0040	0.9104	0.3000
81	59						0.015			0.9104	0.2769
		52.6642	0.7475	6.3358	4.109	1.542		1.5533	0.0320 0.1475		
82	47	45.6653	1.6042	1.3347	3.856	0.346	0.004	0.3445		1.2290	0.1433
83	41	37.4933	1.0373	3.5067	4.046	0.867	0.010	0.8656	0.0617	1.0799	0.2219
84	37	43.7467	0.6895	-6.7467	4.119	-1.638	0.015	-1.6527	0.0273	0.9393	-0.2766
85	53	50.2465	0.9588	2.7535	4.065	0.677	0.005	0.6754	0.0527	1.0864	0.1593
86	43	43.0016	0.7113	-0.001583	4.116	-0.000	0.000	-0.000383	0.0290	1.0858	-0.0001
87	51	48.8703	0.9205	2.1297	4.074	0.523	0.003	0.5208	0.0486	1.0923	0.1177
88	36	40.9943	0.7803	-4.9943	4.103	-1.217	0.011	-1.2203	0.0349	1.0099	-0.2321
89	34	38.2699	0.7937	-4.2699	4.100	-1.041	0.008	-1.0418	0.0361	1.0328	-0.2016
90	60	56.3785	0.9541	3.6215	4.066	0.891	0.009	0.8897	0.0522	1.0667	0.2088
91	49	46.4966	0.8794	2.5034	4.083	0.613	0.003	0.6111	0.0443	1.0816	0.1316
92	39	44.5546	1.0395	-5.5546	4.045	-1.373	0.025	-1.3797	0.0619	1.0168	-0.3545
93	43	40.1604	1.6141	2.8396	3.852	0.737	0.019	0.7354	0.1493	1.2044	0.3081
94	36	30.1174	1.0417	5.8826	4.045	1.454	0.028	1.4632	0.0622	1.0046	0.3768
95	31	32.8974	1.1230	-1.8974	4.023	-0.472	0.003	-0.4697	0.0723	1.1233	-0.1311
96	25	23.3933	1.3586	1.6067	3.949	0.407	0.004	0.4050	0.1058	1.1689	0.1393

Output Statistics									
	DFBETAS								
Obs	Intercept	хз	Х5	Х6	Х8				
65	0.0092	0.0325	-0.1921 0.1292		0.0928				
66	-0.0078	-0.0079	0.0139	0.0103	0.0151				
67	-0.0960	0.0681	0.0025	0.1582	-0.0121				
68	0.0188	-0.0310	0.0353	-0.0245	0.0639				
69	0.0600	-0.0229	0.1598	-0.2230	-0.1050				
70	0.0408	-0.0461	-0.0201	0.0143	-0.0613				
71	0.0323	0.0502	-0.1896	0.0212	-0.0730				
72	0.0206	-0.0189	0.0830	-0.0907	-0.0311				
73	0.0099	-0.0234	-0.0028	0.0194	-0.0022				
74	-0.0676	0.0865	0.0692	-0.0077	-0.0410				
75	0.0172	-0.0121	-0.0261	0.0103	0.0370				
76	0.0601	-0.0802	-0.0287	-0.0006	0.0080				
77	0.0374	-0.0162	-0.0467	0.0053	-0.0417				
78	0.0130	-0.0784	-0.0209	0.1275	0.0027				
79	0.0321	0.0214	-0.2236	0.1278	0.0893				
80	0.0571	0.0062	0.0477	-0.1476	-0.1034				
81	0.0035	0.0148	0.1531	-0.1535	-0.0649				
82	0.0558	-0.1021	0.0210	0.0676	-0.0813				
83	0.0304	-0.0561	-0.0903	0.1499	0.0351				
84	-0.1873	0.1673	0.0157	0.0501	0.2117				
85	-0.1060	0.1143	0.0141	0.0211	0.1385				
86	0.0000	-0.0000	-0.0000	0.0000	-0.0000				
87	-0.0718	0.0818	0.0045	0.0105	0.1014				
88	-0.1841	0.1527	0.0411	0.0639	0.1810				
89	-0.0058	-0.0403	0.0991	-0.0100	-0.1052				
90	-0.1041	0.0726	0.0131	0.1539	-0.0022				
91	0.0261	-0.0440	-0.0301	0.0914	-0.0679				
92	-0.1988	0.1495	-0.0960	0.2675	0.1731				
93	0.1773	-0.2549	0.0070	0.1102	-0.2048				
94	0.2786	-0.2712	-0.1263	-0.0153	-0.0565				
95	-0.1216	0.0969	0.0573	0.0305	0.1017				
96	0.0737	-0.0286	-0.1167	-0.0030	0.0006				

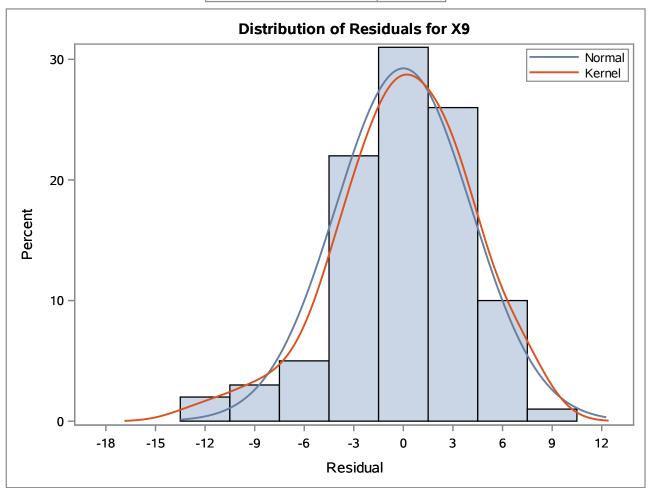
	Output Statistics										
Obs	Dependent Variable	Predicted Value	Std Error Mean Predict	Residual	Std Error Residual	Student Residual	Cook's D	RStudent	Hat Diag H	Cov Ratio	DFFITS
97	60	53.3938	0.6107	6.6062	4.132	1.599	0.011	1.6123	0.0214	0.9400	0.2383
98	38	32.8698	0.9501	5.1302	4.067	1.261	0.017	1.2654	0.0518	1.0218	0.2956
99	42	41.1407	0.6862	0.8593	4.120	0.209	0.000	0.2075	0.0270	1.0811	0.0346
100	33	43.9770	0.7919	-10.9770	4.101	-2.677	0.053	-2.7691	0.0360	0.7389	-0.5347

Output Statistics								
	DFBETAS							
Obs	Intercept	хз	Х5	X6	Х8			
97	-0.0823	0.0964	0.0598	0.0157	-0.0270			
98	0.1923	-0.2032	-0.0778	0.0148	-0.0234			
99	0.0008	-0.0019	-0.0054	0.0085	0.0173			
100	-0.0614	-0.0803	0.3581	-0.2016	0.1754			

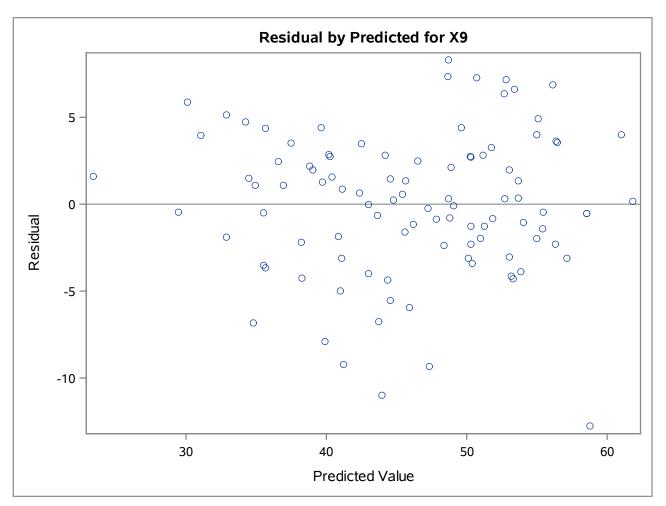


The REG Procedure Model: MODEL1 Dependent Variable: X9 X9 - Usage level

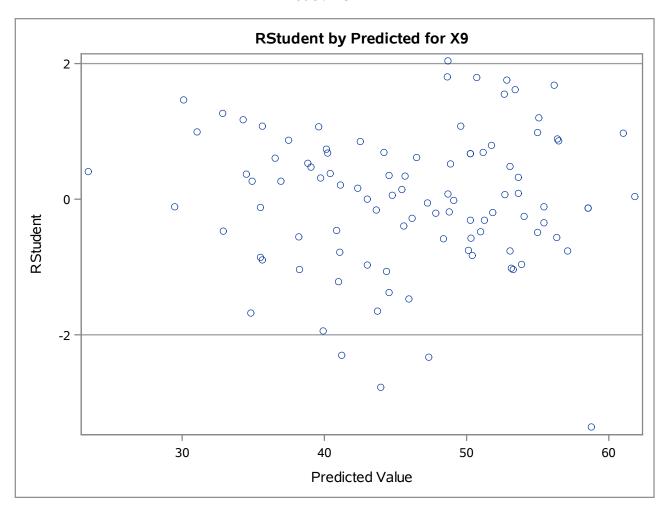
Sum of Residuals	0		
Sum of Squared Residuals	1657.17390		
Predicted Residual SS (PRESS)	1819.18446		



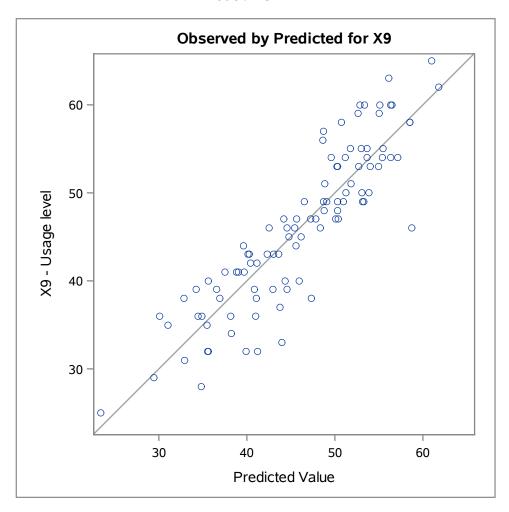
The REG Procedure Model: MODEL1



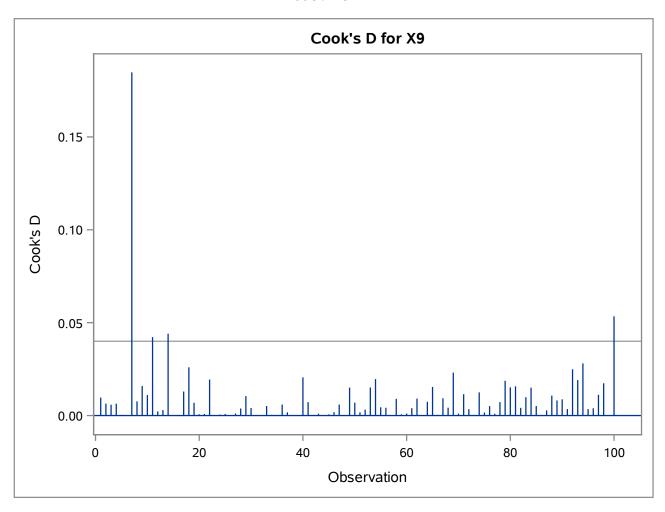
The REG Procedure Model: MODEL1



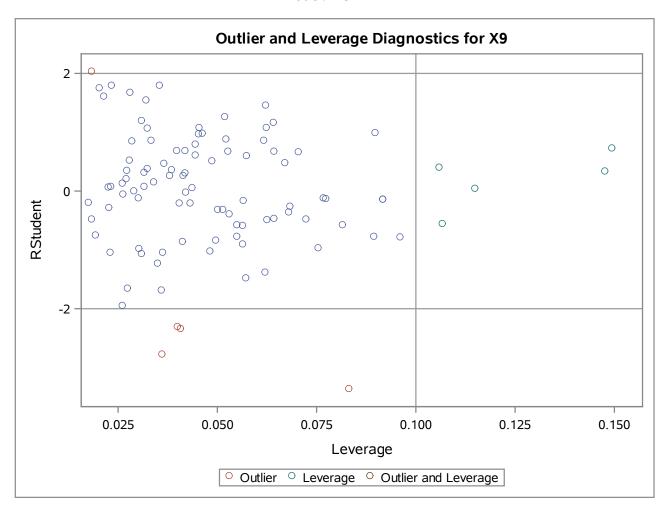
The REG Procedure Model: MODEL1



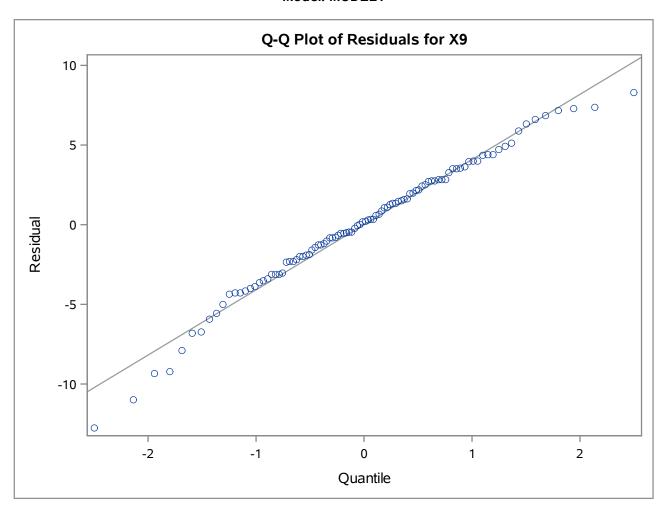
The REG Procedure Model: MODEL1



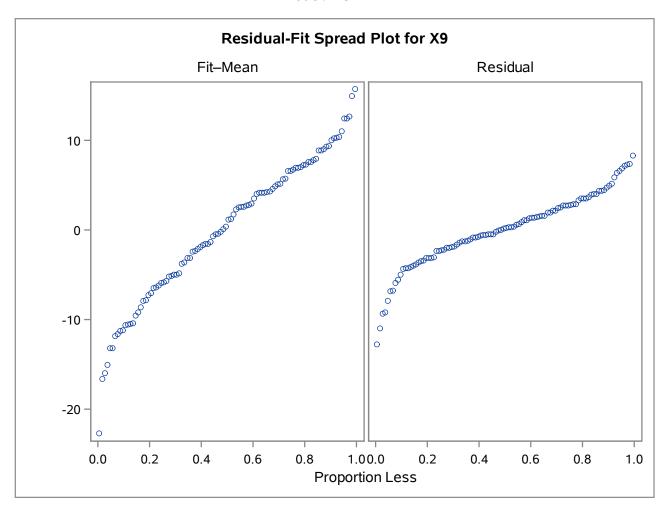
The REG Procedure Model: MODEL1



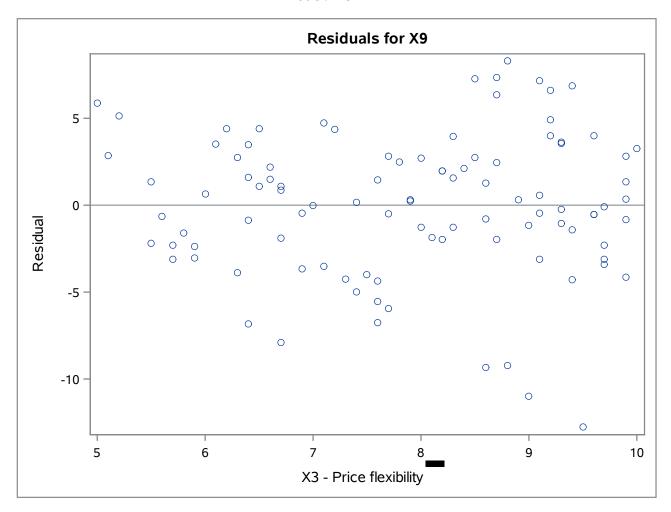
The REG Procedure Model: MODEL1



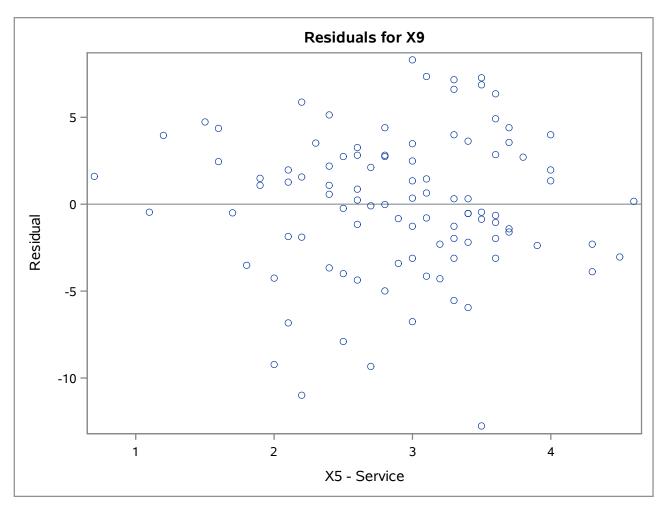
The REG Procedure Model: MODEL1



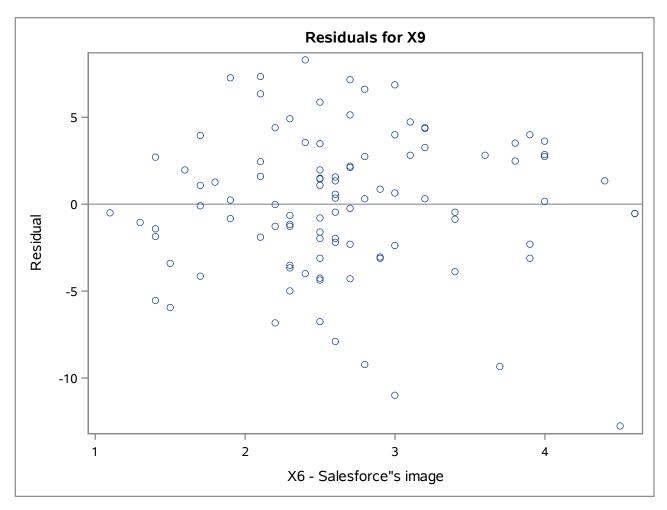
The REG Procedure Model: MODEL1



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