

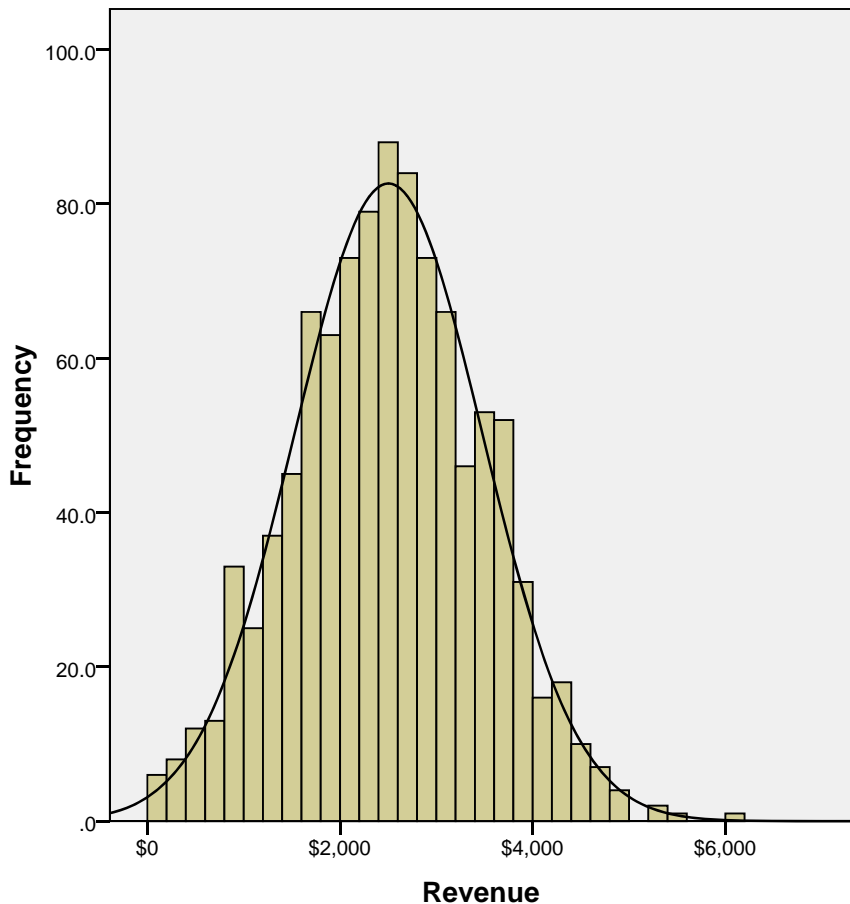
```

IF (customer=1) rev2=revenue.
EXECUTE.
IF (customer=2) rev2=1.5 * revenue.
EXECUTE.
AGGREGATE
  /OUTFILE=* MODE=ADDVARIABLES
  /BREAK=region
  /revenue_sd=SD(revenue).
COMPUTE rev3=revenue / revenue_sd.
EXECUTE.
SAVE OUTFILE='\\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav' /COMPRESSED.
USE ALL.
COMPUTE filter_$=(industry ~= 3).
VARIABLE LABEL filter_$ 'industry ~= 3 (FILTER)'.
VALUE LABELS filter_$ 0 'Not Selected' 1 'Selected'.
FORMAT filter_$ (f1.0).
FILTER BY filter_$.
EXECUTE.
* Chart Builder.
GGRAPH
  /GRAPHDATASET NAME="graphdataset" VARIABLES=revenue MISSING=LISTWISE REPORTMISSING=NO
  /GRAPHSPEC SOURCE=INLINE.
BEGIN GPL
  SOURCE: s=userSource(id("graphdataset"))
  DATA: revenue=col(source(s), name("revenue"))
  GUIDE: axis(dim(1), label("Revenue"))
  GUIDE: axis(dim(2), label("Frequency"))
  ELEMENT: interval(position(summary.count(bin.rect(revenue))), shape.interior(shape.square))
  ELEMENT: line(position(density.normal(revenue)))
END GPL.

```

GGraph

```
[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav
```



Mean = \$2,502.91
Std. Dev. = \$976.392
N = 1,012

```
DESCRIPTIVES VARIABLES=revenue
  /STATISTICS=KURTOSIS SKEWNESS.
```

Descriptives

[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav

Descriptive Statistics

	N	Skewness		Kurtosis	
	Statistic	Statistic	Std. Error	Statistic	Std. Error
Revenue	1012	.041	.077	-.189	.154
Valid N (listwise)	1012				

PLOT

```
/VARIABLES=revenue
/NOLOG
/NOSTANDARDIZE
/TYPE=Q-Q
/FRACTION=BLOM
/TIES=MEAN
/DIST=NORMAL.
```

PPlot

[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav

Model Description

Model Name	MOD_1
Series or Sequence 1	Revenue
Transformation	None
Non-Seasonal Differencing	0
Seasonal Differencing	0
Length of Seasonal Period	No periodicity
Standardization	Not applied
Distribution Type	Normal
Location	estimated
Scale	estimated
Fractional Rank Estimation Method	Blom's
Rank Assigned to Ties	Mean rank of tied values

Applying the model specifications from MOD_1

Case Processing Summary

	Revenue
Series or Sequence Length	1020
Number of Missing Values in the Plot	8
User-Missing	
System-Missing	0

The cases are unweighted.

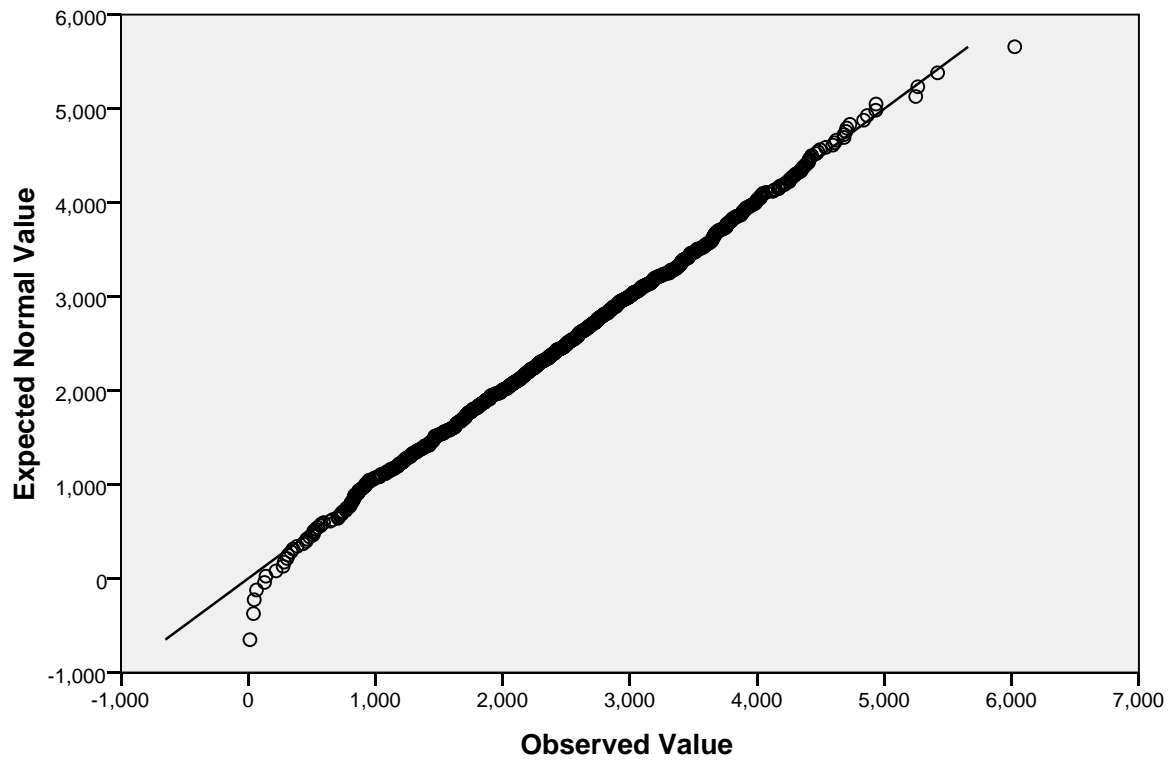
Estimated Distribution Parameters

	Revenue
Normal Distribution Location	2502.91
Scale	976.392

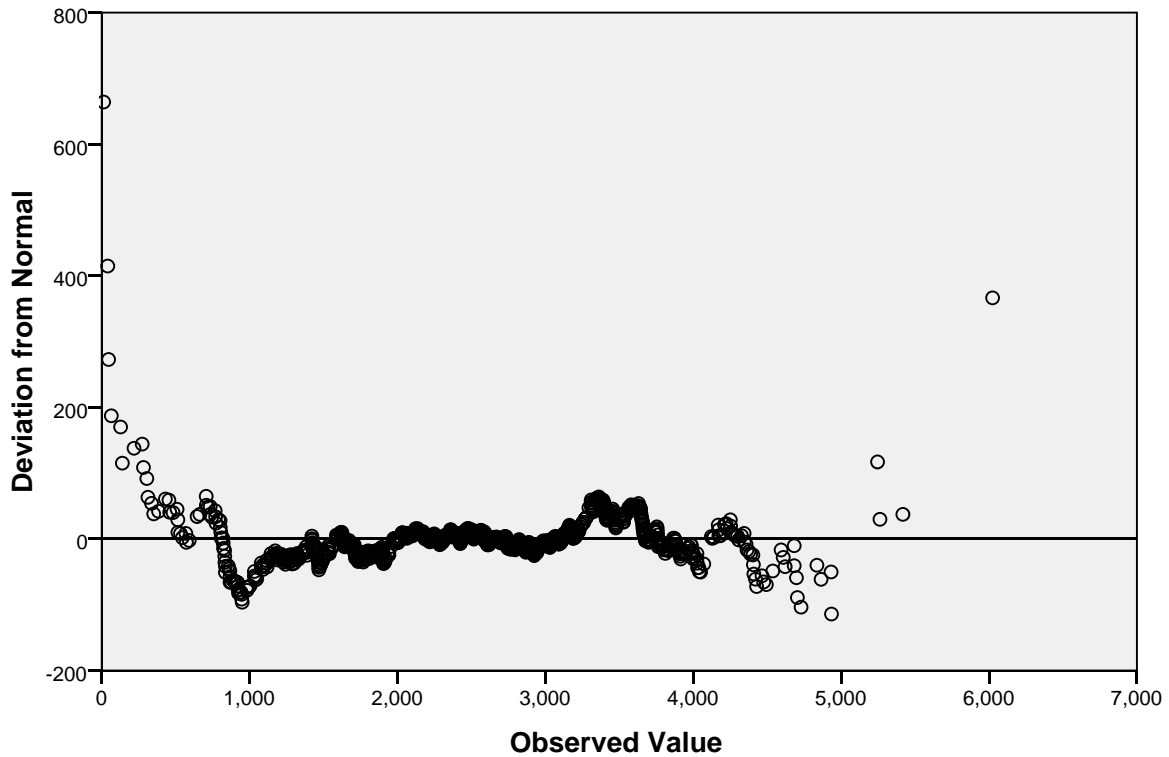
The cases are unweighted.

Revenue

Normal Q-Q Plot of Revenue



Detrended Normal Q-Q Plot of Revenue



NPAR TESTS

```
/K-S(NORMAL)=revenue
/MISSING ANALYSIS.
```

NPar Tests

```
[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav
```

One-Sample Kolmogorov-Smirnov Test

		Revenue
N		1012
Normal Parameters ^a	Mean	\$2,502.91
	Std. Deviation	\$976.392
Most Extreme Differences	Absolute	.019
	Positive	.013
	Negative	-.019
Kolmogorov-Smirnov Z		.594
Asymp. Sig. (2-tailed)		.872

a. Test distribution is Normal.

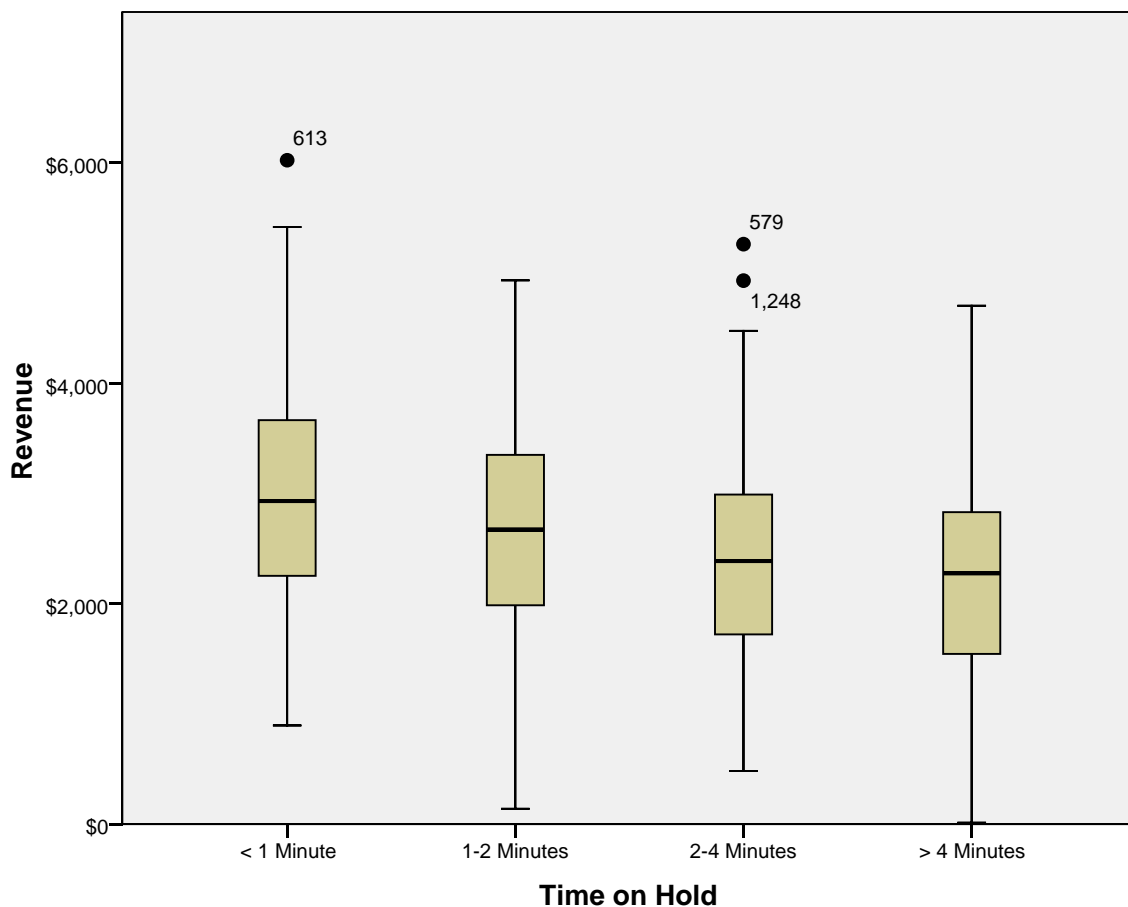
```

GGRAPH
  /GRAPHDATASET NAME="graphdataset" VARIABLES=support revenue MISSING=LIST
WISE REPORTMISSING=NO
  /GRAPHSPEC SOURCE=INLINE.
BEGIN GPL
  SOURCE: s=userSource(id("graphdataset"))
  DATA: support=col(source(s), name("support"), unit.category())
  DATA: revenue=col(source(s), name("revenue"))
  DATA: id=col(source(s), name("$CASENUM"), unit.category())
  GUIDE: axis(dim(1), label("Time on Hold"))
  GUIDE: axis(dim(2), label("Revenue"))
  SCALE: cat(dim(1), include("1", "2", "3", "4"))
  SCALE: linear(dim(2), include(0))
  ELEMENT: schema(position(bin.quantile.letter(support*revenue)), label(id
))
END GPL.

```

GGraph

[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav



* Chart Builder.

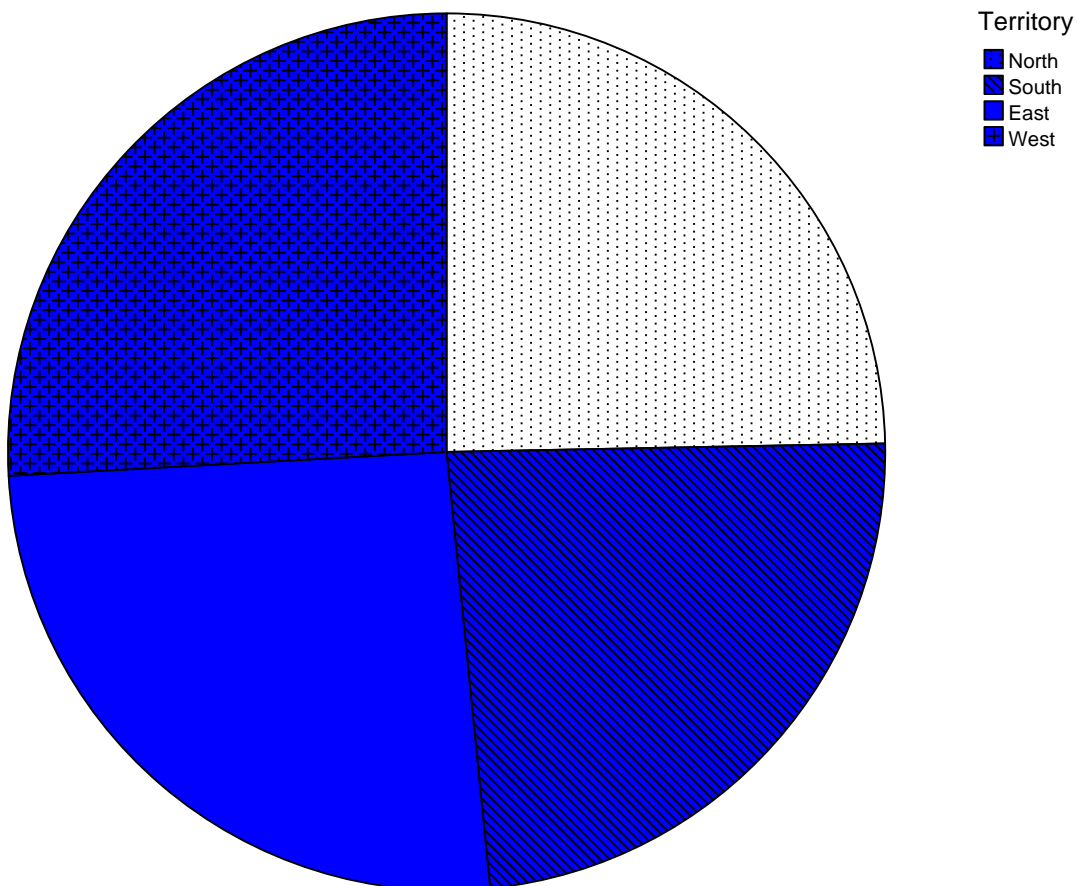
```

GGRAPH
  /GRAPHDATASET NAME="graphdataset" VARIABLES=region SUM(revenue)[name="SUM_revenue"] MISSING=LISTWISE REPORTMISSING=NO
  /GRAPHSPEC SOURCE=INLINE.
BEGIN GPL
  SOURCE: s=userSource(id("graphdataset"))
  DATA: region=col(source(s), name("region"), unit.category())
  DATA: SUM_revenue=col(source(s), name("SUM_revenue"))
  COORD: polar.theta(startAngle(0))
  GUIDE: axis(dim(1), null())
  GUIDE: legend(aesthetic(aesthetic.color.interior), label("Territory"))
  SCALE: linear(dim(1), dataMinimum(), dataMaximum())
  SCALE: cat(aesthetic(aesthetic.color.interior), include("1", "2", "3", "4"))
  ELEMENT: interval.stack(position(summary.percent(SUM_revenue))), color.interior(region))
END GPL.

```

GGraph

[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav



CROSSTABS

```

/TABLES=region BY support
/FORMAT=AVALUE TABLES
/STATISTICS=CHISQ
/CELLS=COUNT
/COUNT ROUND CELL.

```

Crosstabs

[DataSet1] \\Ubz01fst\Profs\User\pcoletti\Desktop\sales.sav

Case Processing Summary

	Cases					
	Valid		Missing		Total	
	N	Percent	N	Percent	N	Percent
Territory * Time on Hold	1020	100.0%	0	.0%	1020	100.0%

Territory * Time on Hold Crosstabulation

Count		Time on Hold				
		< 1 Minute	1-2 Minutes	2-4 Minutes	> 4 Minutes	Total
Territory	North	46	62	58	95	261
	South	44	66	44	86	240
	East	43	66	49	99	257
	West	53	57	58	94	262
	Total	186	251	209	374	1020

Chi-Square Tests

	Value	df	Asymp. Sig. (2-sided)
Pearson Chi-Square	4.688 ^a	9	.861
Likelihood Ratio	4.687	9	.861
Linear-by-Linear Association	.015	1	.901
N of Valid Cases	1020		

a. 0 cells (.0%) have expected count less than 5. The minimum expected count is 43,76.