

Between-Subjects Factors

		Value Label	N
incentive	1.00	commision_only	8
	2.00	salary	8
	3.00	mix	13

Tests of Between-Subjects Effects

Dependent Variable: sales_performance

Source	Type III Sum of Squares	df	Mean Square	F	Sig.
Corrected Model	101.187 ^a	3	33.729	47.247	.000
Intercept	.191	1	.191	.268	.609
experience	78.720	1	78.720	110.271	.000
incentive	1.389	2	.694	.973	.392
Error	17.847	25	.714		
Total	684.000	29			
Corrected Total	119.034	28			

a. R Squared = .850 (Adjusted R Squared = .832)

Figure 14.10