

Parameter Estimates

Dependent Variable: sales_performance

Parameter	B	Std. Error	t	Sig.	95% Confidence Interval	
					Lower Bound	Upper Bound
Intercept	.054	.513	.106	.916	-1.002	1.111
experience	.685	.065	10.501	.000	.550	.819
[incentive=1.00]	-.477	.401	-1.189	.246	-1.304	.350
[incentive=2.00]	-.406	.385	-1.053	.302	-1.199	.388
[incentive=3.00]	0 ^a	.	.	.	.	.

a. This parameter is set to zero because it is redundant.

Figure 14.13