Tests of Between-Subjects Effects

Dependent Variable: sales_performance

Source	Type III Sum of Squares	df	Mean Square	F	Sig.
Corrected Model	22.467[a]	2	11.234	3.025	.066
Intercept	514.650	1	514.650	138.565	.000
incentive	22.467	2	11.234	3.025	.066
Error	96.567	26	3.714		
Total	684.000	29			
Corrected Total	119.034	28			

a. R Squared = .189 (Adjusted R Squared = .126)

Figure 14.33