Table 14.8 Factorial experimental design data

		Factor B: product				
		Product A	**Product B**	**Product C**	**Incentive totals**	**Incentive means**
	Commission	236	185	150		
Factor A:		198	202	90	1061	176.8333333
incentive	Salary	95	120	75		
		102	135	110	637	106.1666667
	Mixed	170	147	75		
		163	125	97	777	129.5
Product totals		964	914	597		
Product means		160.6666667	152.3333333	99.5		
Grand mean						137.5