

TABLE 16.14

SPSS Output Table for the Analysis of Multiple Regression in Example 16.4

ANOVA^a

Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	2156.096	2	1078.048	73.664	.003 ^b
	Residual	43.904	3	14.635		
	Total	2200.000	5			

a. Dependent Variable: sales

b. Predictors: (Constant), education, age

The likelihood that the regression equation cannot predict variance in sales is $p = .003$.

Coefficients^a

Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	-82.940	10.957		-7.569	.005
	age	.790	.554	.192	1.427	.249
	education	7.359	1.193	.830	6.167	.009

a. Dependent Variable: sales

Unstandardized beta coefficients

Standardized beta coefficients

Tests for the significance of the relative contribution of each predictor variable. The t statistics match those we computed by hand. At a .05 level of significance, we conclude that education, but not age, significantly improves prediction of sales.