

Statistical Techniques in **Business & Economics**

Fourteenth Edition

Douglas A. Lind

Coastal Carolina University and The University of Toledo

William G. Marchal

The University of Toledo

Samuel A. Wathen

Coastal Carolina University



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STATISTICAL TECHNIQUES IN BUSINESS AND ECONOMICS

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A Note From

Over the years, we have received many compliments on this text and have been told it's a favorite among students. We accept that as the highest compliment and continue to work very hard to maintain that status.

The objective of *Statistical Techniques in Business and Economics* is to provide students majoring in management, marketing, finance, accounting, economics, and other fields of business administration with an introductory survey of the many applications of descriptive and inferential statistics. While we focus on business applications, we also use many exercises and examples that are student oriented and not require previous courses.

In this text we show beginning students every step needed to be successful in a basic statistics course. This step-by-step approach enhances performance, accelerates preparedness, and significantly improves motivation. Understanding the concepts, seeing and doing plenty of examples and exercises, and comprehending the application of statistical methods in business and economics are the focus of this book.

The first edition of this text was published in 1967. At that time locating relevant business data was difficult. That has changed! Today locating data is not a problem. The number of items you purchase at the grocery store is automatically recorded at the checkout counter. Phone companies track the time of our calls, the length of calls, and the number of the person called. Credit card companies maintain information on the number, time and date, and amount of our purchases. Medical devices automatically monitor our heart rate, blood pressure, and temperature. A large amount of business information is recorded and reported almost instantly. CNN, USA Today, and MSNBC, for example, all have websites where you can track stock prices with a delay of less than 20 minutes.

Today, skills are needed to deal with a large volume of numerical information. First, we need to be critical consumers of information presented by others. Second, we need to be able to reduce large amounts of information into a concise and meaningful form to enable us to make effective interpretations, judgments, and decisions.

All students have calculators and most have either personal computers or access to personal computers in a campus lab. Statistical software, such as Microsoft Excei and MINITAB, is available on these computers. The commands necessary to achieve the software results are available in a special section at the end of each chapter. We use screen captures within the chapters, so the student becomes familiar with the nature of the software output. Because of the availability of computers and software it is no longer necessary to dwell on calculations. We have replaced many of the calculation examples with interpretative ones, to assist the student in understanding and interpreting the statistical results. In addition we now place more emphasis on the conceptual nature of the statistical topics. While making these changes, we still continue to present, as best we can, the key concepts, along with supporting examples.

What's New in This Fourteenth Edition?

We have made several changes to this edition that we think you and your students will find useful.

 New exercises and examples using Excel 2007 screenshots and the latest version of MINITAB. We have also increased the size and clarity of these screenshots.

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the Authors

- There are also new Excel 2007 software commands and updated MINITAB commands at the ends of chapters.
- At the end of each Section Review, we have added a Practice Test. We think this will give the student an idea of what might appear on a test and how the test might be structured. Hopefully, this will reduce test anxiety. The test includes a section on vocabulary and a section of problems.
- We have carefully reviewed the Exercises within the chapters, those at the ends
 of chapters, and in the Review Section. We have revised or replaced those that
 were outdated. You can still find and assign your favorites that have worked
 well, or you can introduce fresh examples.
- There is new content on nominal-level data and its properties in Chapter 1.
- There are many new photos throughout with updated exercises in the chapter openers.
- Much of the relevant data and statistics within the text and exercises have been updated.

Dedication

To Jane, my wife and best friend, and our sons, their wives, and our grandchildren: Mike and Sue (Steve and Courtney), Steve and Kathryn (Kennedy and Jake), and Mark and Sarah (Jared, Drew, and Nate).

Douglas A. Lind

To Elizabeth and William, the most recent additions to our family.

William G. Marchal

To my wonderful family: Isaac, Hannah, and Barb.

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Samuel A. Wathen http://www.lrc-tnu.edu.vn

How Are Chapters Organized to

Chapter Goals

Each chapter begins with a set of goals, or learning objectives, designed to provide focus for the chapter and motivate student learning. These objectives indicate what the student should be able to do after completing the chapter.

Chapter Opening Exercise

Introduction to the Topic

Each chapter starts with a review of the impor-

tant concepts of the previous chapter and provides a link to the material in the current chapter.

This step-by-step approach increases comprehension by providing continuity across the con-

A representative exercise opens the chapter and shows how the chapter content can be applied to a real world situation.



Introduction

The trighty competitive a tive retailing business has changed significantly



automotive retailing business has changed significantly due in part to consolidation by large, publicly owned deal-ahing proups. Traditionally, a local family owned and oper-ad the community dealership, which might have included are rived manufactures, like Pontiac and GMC Trucks of the construction of the provided of the provided of the pro-section of the provided of the p The two manufactures, the exhibits and two makes and register and the popular speep line. Recently, however, iskill y managed and well-financed companies have been quinng local dealerships across large regions of the coun-As these groups acquire the local dealerships, they often g standard saling practices, common software and hard thrology platforms and management reporting tech-The goal is to provide an improved buying expire r the consumer, while increasing the profitability of

Example/Solution

cepts.

After important concepts are introduced, a solved example is given to provide a how-to illustration for students and to show a relevant business or economics-based application that helps answer the question, "What will I use this for?" All examples provide a realistic scenario or application and make the math size and scale reasonable for introductory students.



Self-Reviews

Self-Reviews are interspersed throughout each chapter and closely patterned after the preceding Examples. They help students monitor their progress and provide immediate reinforcement for that particular technique.

Self-Review 3-2 Springers sold 95 Antonelii man s surts for the regular price of \$400. For the spring sale the surts were reduced to \$200 and 126 were sold. At the final clearance, the price were reduced to \$100 and the emanining 79 surts were sold. What was the weighted mean price of an Antonelli suit? Springers paid \$200 a suit for the 300 suits. Comment ves a \$25 com

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Engage Students and Promote Learning?

Statistics in Action

Statistics in Action articles are scattered throughout the text, usually about two per chapter. They provide unique and interesting applications and historical insights in the field of statistics.

Margin Notes

There are more than 300 concise notes in the margin. Each is aimed at reemphasizing the key concepts presented immediately adjacent to it.

Definitions

Definitions of new terms or terms unique to the study of statistics are set apart from the text and highlighted for easy reference and review.

Formulas

Formulas that are used for the first time are boxed and numbered for reference. In addition, a formula card is bound into the back of the text, which lists these key formulas.

Exercises

Exercises are included after sections within the chapter and at the end of the chapter. Section exercises cover the material studied in the section.









The text includes many software examples, using Excel, MegaStat[®], and MINITAB. Screen captures are highlighted with either a MINITAB or Excel logo in the margin.



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How Does This Text

BY CHAPTER

Chapter Summary

Each chapter contains a brief summary of the chapter material, including the vocabulary and the critical formulas.

Pronunciation Key

This tool lists the mathematical symbol, its meaning, and how to pronounce it. We believe this will help the student retain the meaning of the symbol and generally enhance course communications.

Chapter Exercises

Generally, the end of chapter exercises are the most challenging and integrate the chapter concepts. The answers and worked-out solutions for all odd-numbered exercises appear at the end of the text. For exercises with more than 20 observations, the data can be found on the Student CD and on the text's Web site. These files are in Excel and MINITAB formats.

Data Set Exercises

The last several exercises at the end of each chapter are based on four large data sets. These data sets are printed in Appendix A in the text and are also on the Student CD and on the text's Web site. These data sets present the students with real-world and more complex applications.

Chapter Summary

- A requency table is a grouping of into mutually ing the number of obs:
 A relative inducency tai is the fraction of the number of the

- Pronunciation Key SYMBOL. MEANING PRONUNCIATION Population mean mu Operation of adding siama Adding a group of values sigma X 1.3 Sample mean X bai

Chopter Exercises

- 23 Describe the similarities and differences of gualitative and guantitative variables. Be sure to include: a. What level of measurement is required for each variable type?
 - b. Can both types be used to describe both samples and populations?

Data Set Exercises

Software Commands

Software examples using Excel, MegaStat®, and MINITAB are included throughout the text. But, the explanations of the computer input commands for each program are placed at the end of the chapter. This allows students to focus on the statistical techniques rather than how to input data.

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Reinforce Student Learning?

Answers to Self-Review

The worked-out solutions to the Self-Reviews are provided at the end of each chapter.



BY SECTION

Section Reviews

After selected groups of chapters (1-4, 5-7, 8 and 9, 10-12, 13 and 14, 15 and 16, and 17 and 18), a Section Review is included. Much like a review before an exam, these include a brief overview of the chapters, glossary of key terms, multiple-choice questions, and problems for review.

Cases

The review also includes continuing cases and several small cases that let students make decisions using tools and techniques from a variety of chapters.

Practice Test

The Practice Test is intended to give students an idea of content that might appear on a test and how the test might be structured. The Practice Test includes both objective questions and problems covering the material studied in the section.

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