



CONSULTANTS

THINKERS

WORKERS

PERSONALITIES

We build People

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G
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Calibration Graphs

Service Company

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Data

<i>Sales</i>	<i>VA</i>	<i>Profit</i>	<i>Costs</i>	<i>ROI</i>	<i>ROI</i>	<i>CM</i>	<i>EntF</i>	<i>%VA</i>	<i>%ROI</i>	<i>%Pr</i>	<i>Pr'</i>	<i>CM'</i>
567771	188391	7725	560046.00	1.01	7619.89	379380	0.04	0.33	0.01	0.01	0.07	0.02
528114	188391	15082	513032.00	1.03	14651.28	339723	0.08	0.36	0.03	0.03	0.10	0.04
424203	155384	13127	411076.00	1.03	12720.78	268819	0.09	0.37	0.03	0.03	0.10	0.05
300442	104363	1313	299129.00	1.00	1307.26	196079	0.01	0.35	0.00	0.00	0.04	0.01
337311	138605	18182	319129.00	1.06	17201.94	198706	0.14	0.41	0.05	0.05	0.14	0.09
319795	128930	24941	294854.00	1.08	22995.84	190865	0.21	0.40	0.07	0.08	0.17	0.12
274462	108605	19,847	254615.00	1.08	18411.82	165857	0.20	0.40	0.07	0.07	0.16	0.11
234550	88122	12693	221857.00	1.06	12006.10	146428	0.15	0.38	0.05	0.05	0.14	0.08
188235	67023	8136	180099.00	1.05	7784.34	121212	0.13	0.36	0.04	0.04	0.12	0.06
156835	51950	3406	153429.00	1.02	3332.03	104885	0.07	0.33	0.02	0.02	0.08	0.03
181781	55622	857	180924.00	1.00	852.96	126159	0.02	0.31	0.00	0.00	0.04	0.01

BCI = 1.0123

VCI = 2.2647

BHI = 1.5141

Service Company

PRr = 0.98

VCr = 0.21

Correlation matrix

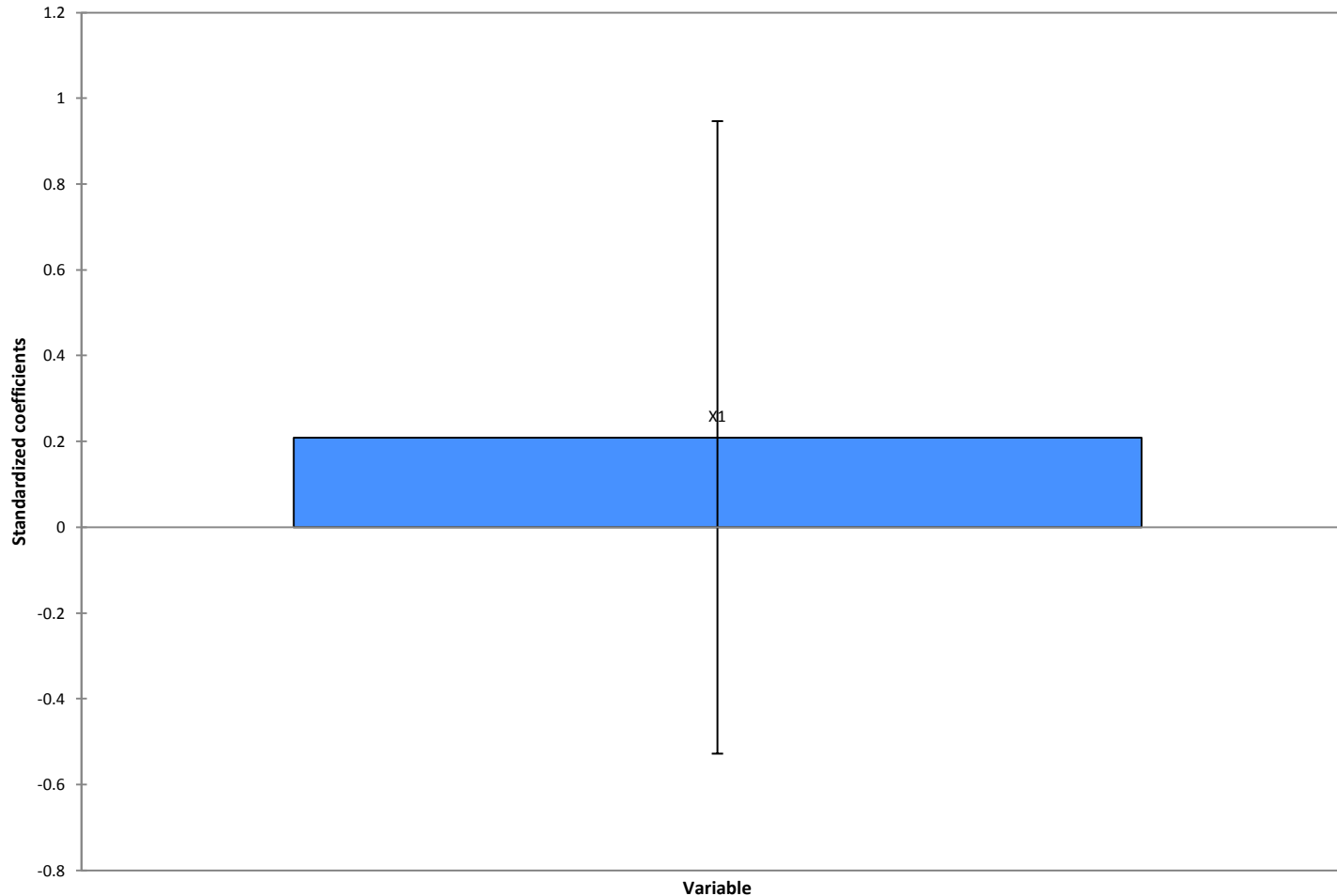
<i>Variables</i>	<i>CM</i>	<i>ROI</i>
<i>CM</i>	1.000	0.209
<i>ROI</i>	0.209	1.000

Goodness of fit statistics

<i>Observations</i>	<i>11.000</i>
<i>Sum of weights</i>	<i>11.000</i>
<i>DF</i>	<i>9.000</i>
<i>R²</i>	<i>0.044</i>
<i>Adjusted R²</i>	<i>-0.062</i>
<i>MSE</i>	<i>56485983.074</i>
<i>RMSE</i>	<i>7515.716</i>
<i>MAPE</i>	<i>197.996</i>
<i>DW</i>	<i>1.070</i>
<i>Cp</i>	<i>2.000</i>
<i>AIC</i>	<i>198.137</i>
<i>SBC</i>	<i>198.933</i>
<i>PC</i>	<i>1.381</i>

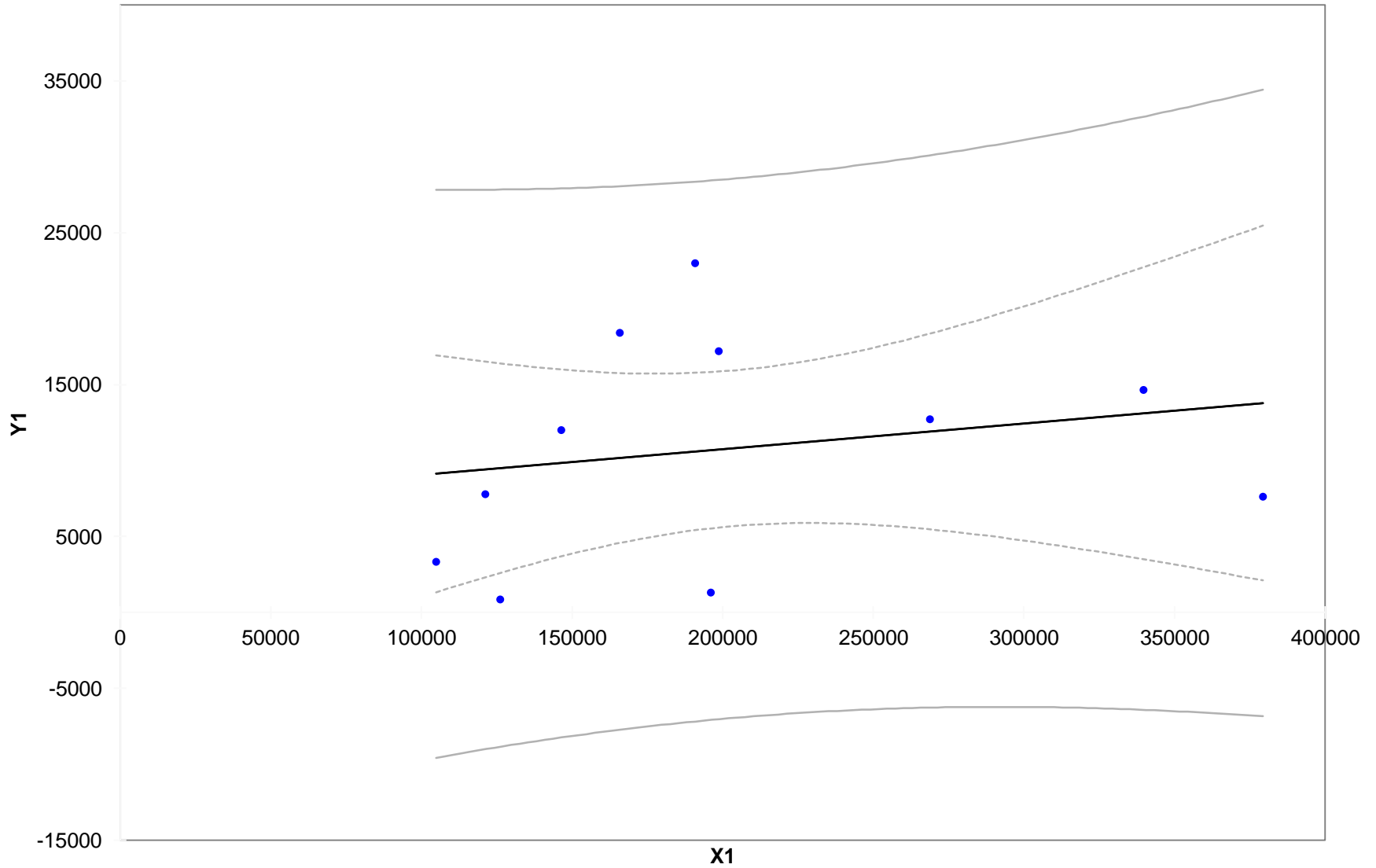
Standardized coefficients

Y1 / Standardized coefficients
(95% conf. interval)



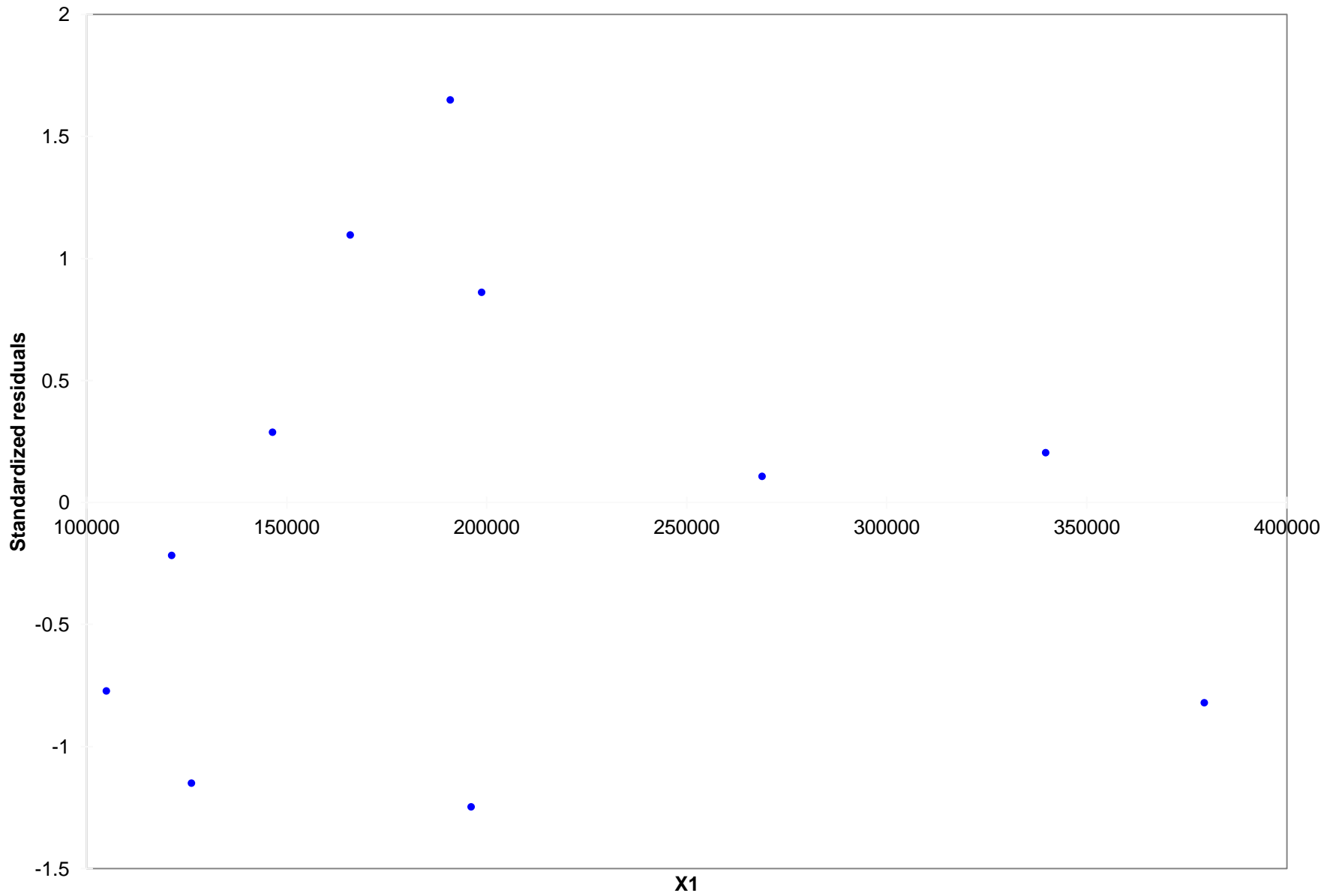
Source CM
Value 0.209
Standard error 0.326
t 0.642
Pr > |t| 0.537
Lower bound (95%) -0.528
Upper bound (95%) 0.947

Regression of Y1 by X1 ($R^2=0.044$)

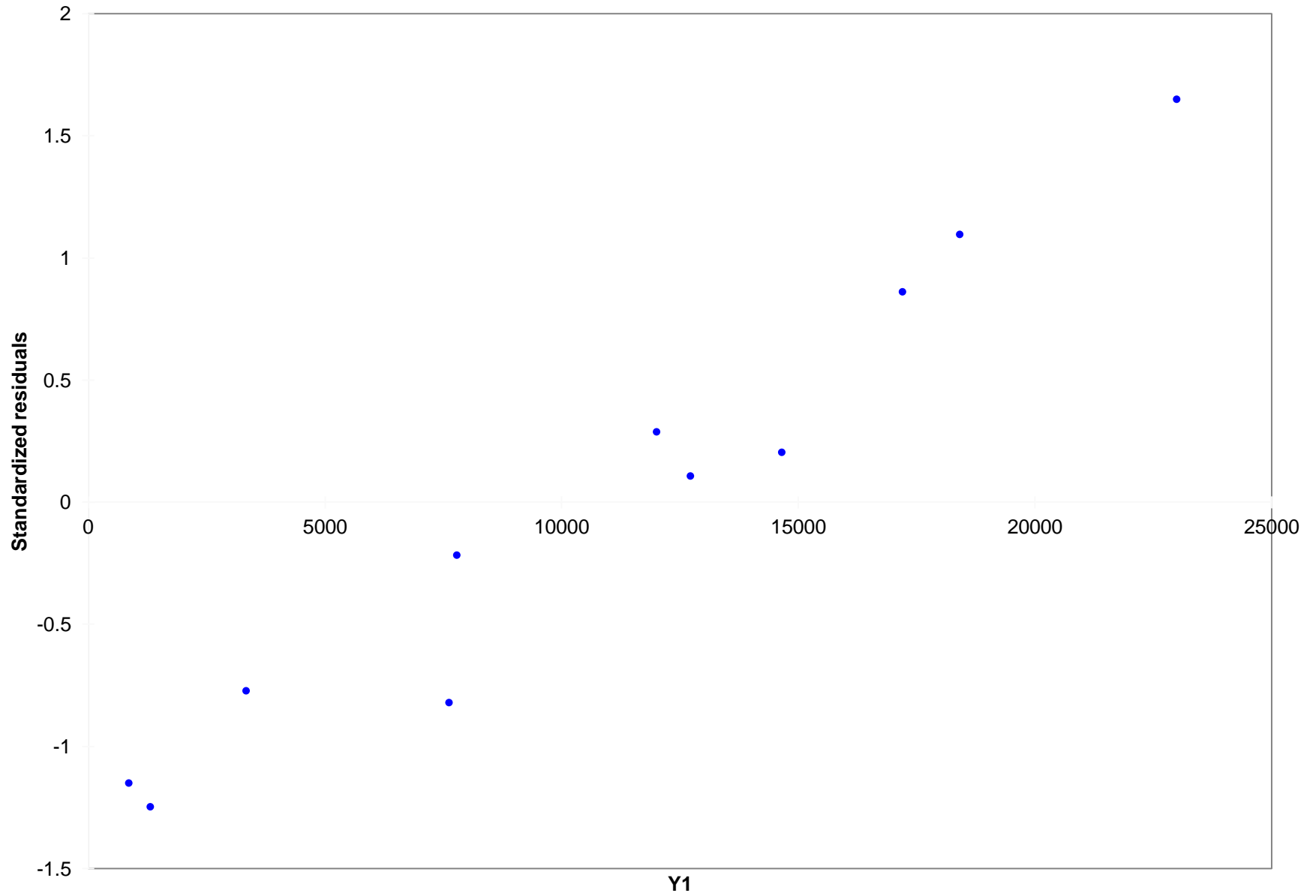


• Active — Model - - - - - Conf. interval (Mean 95%) — Conf. interval (Obs. 95%)

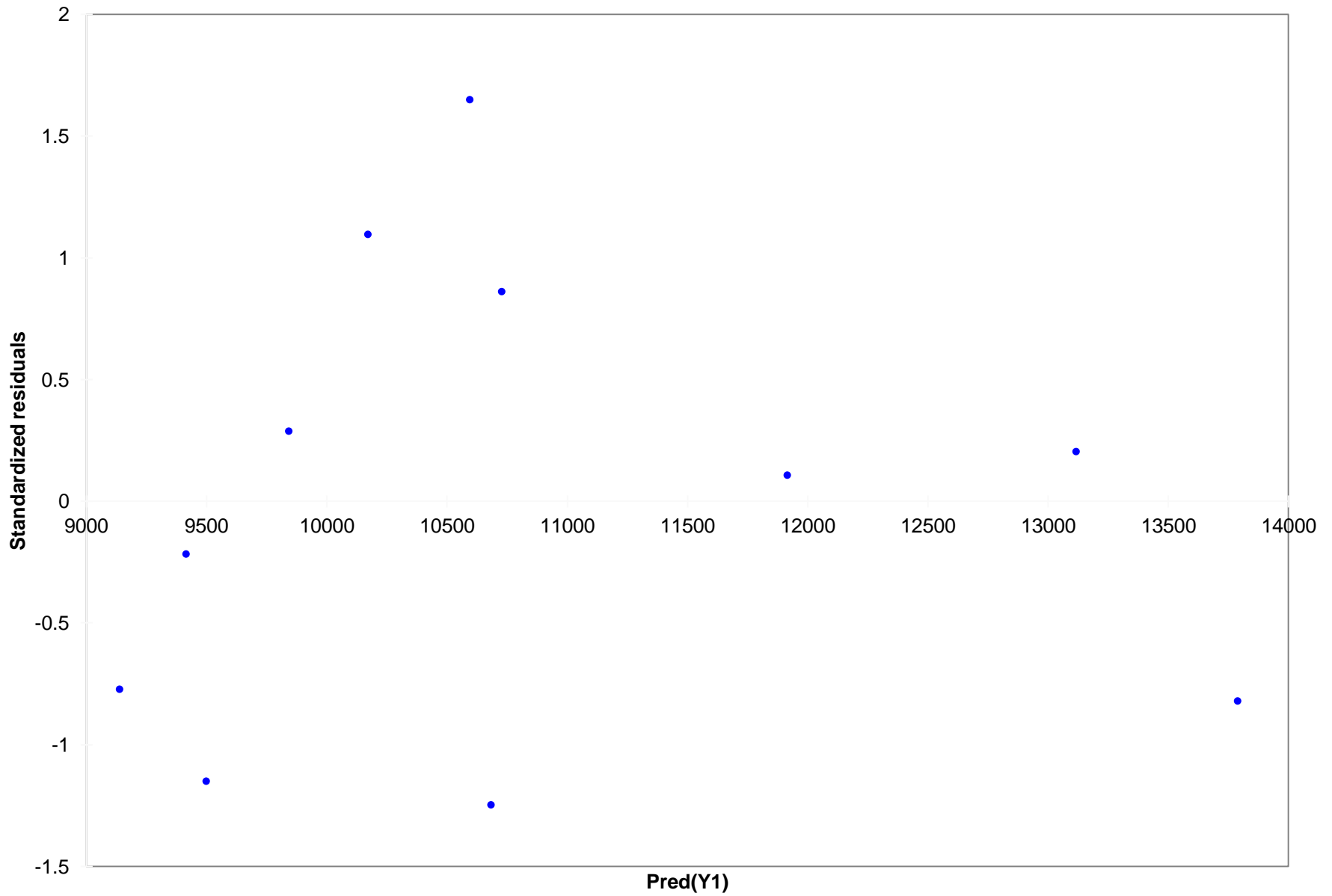
Standardized residuals / X1



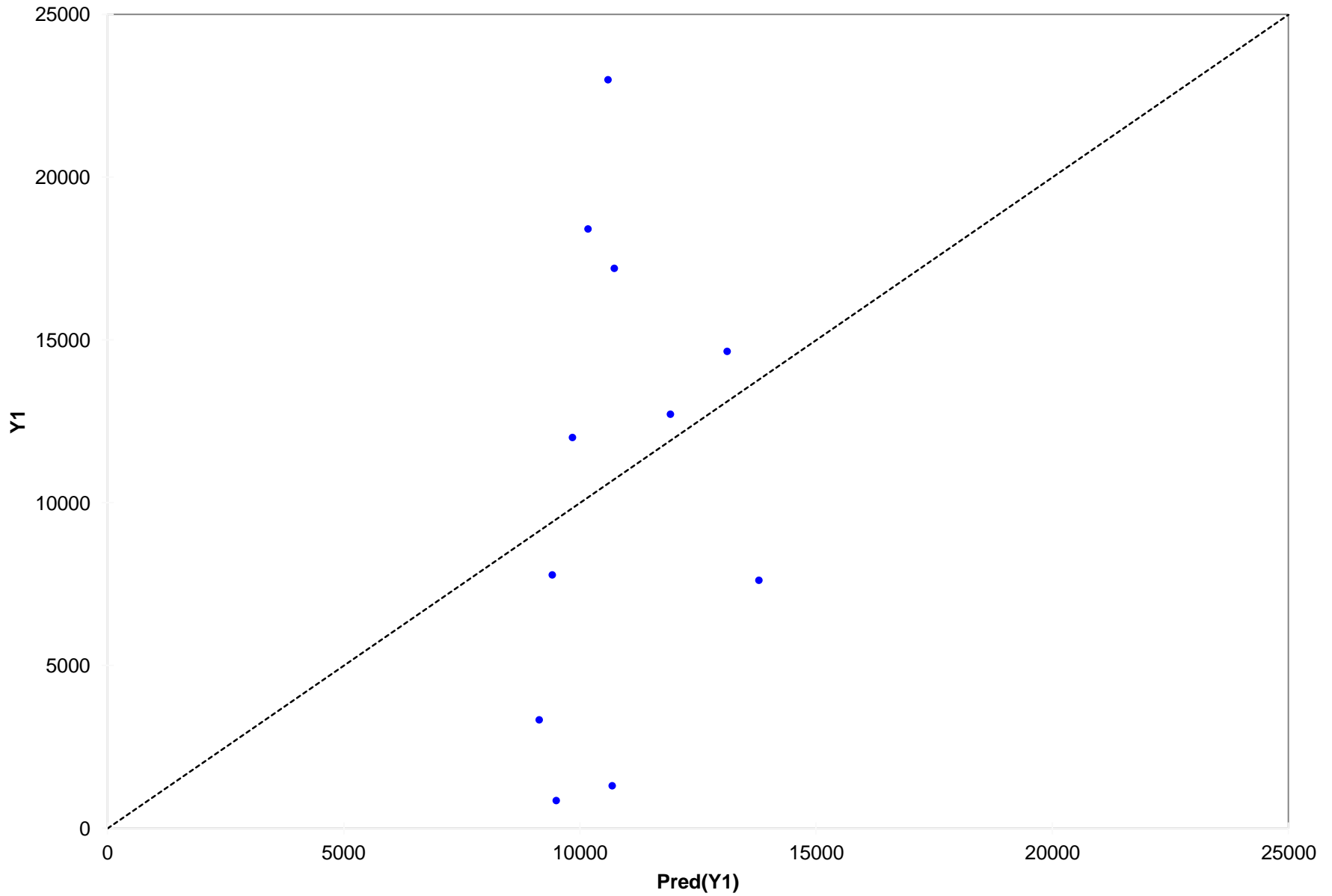
Y1 / Standardized residuals



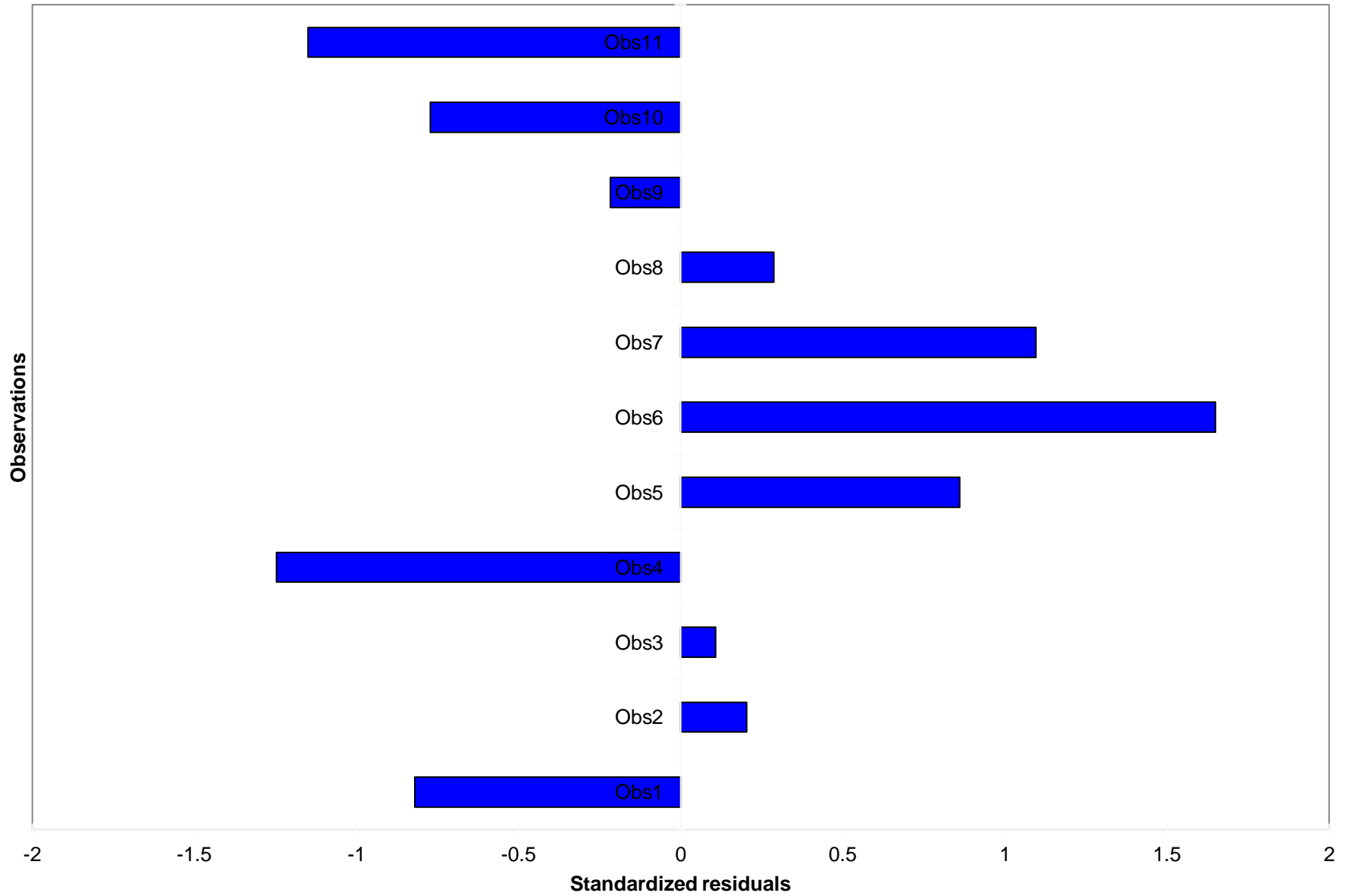
Pred(Y1) / Standardized residuals



Pred(Y1) / Y1

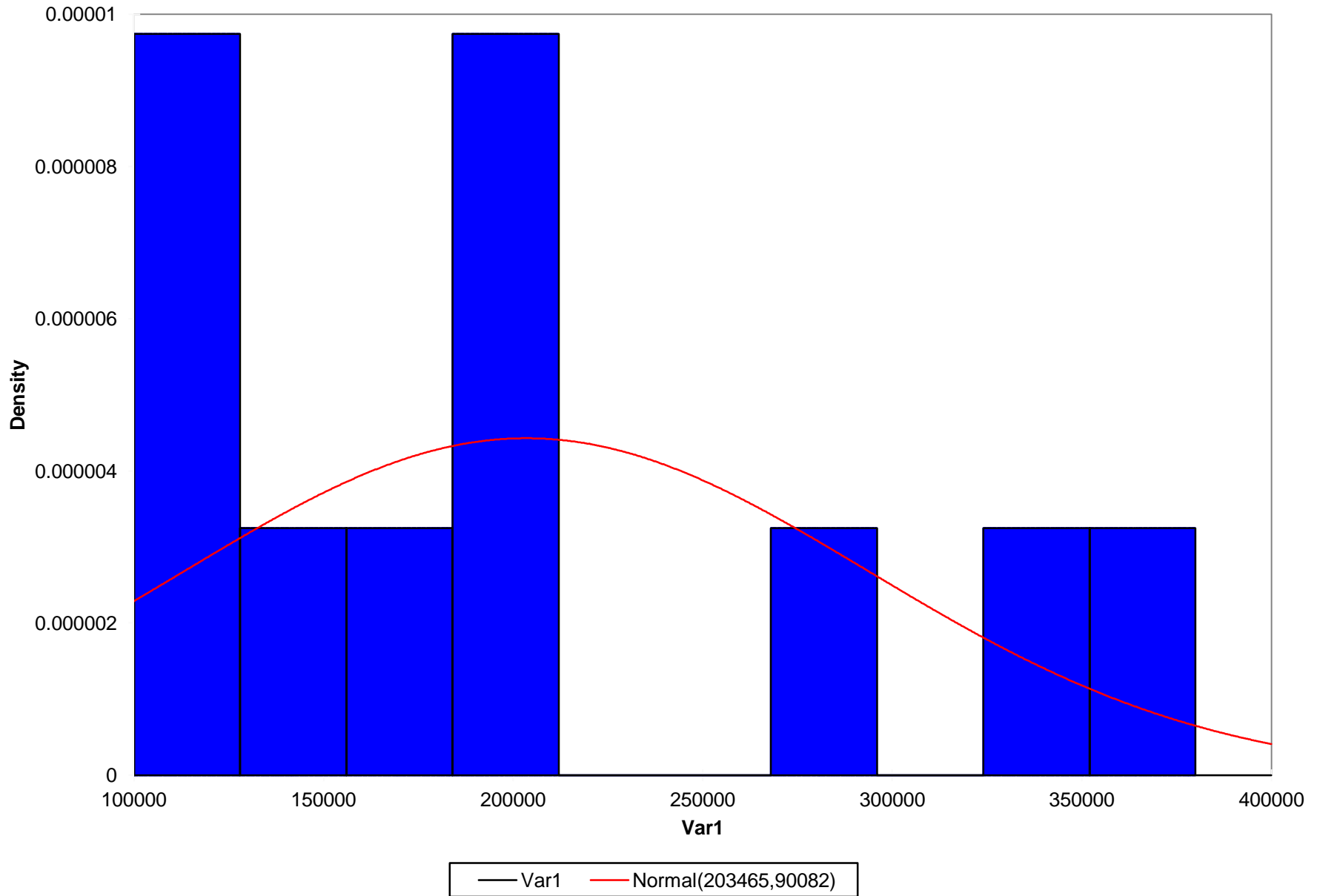


Standardized residuals / Y1



Histograms

Normality Test



<i>Statistic</i>	<i>Data</i>	<i>Parameters</i>
Mean	203464.818	203464.818
Variance	8114680725.964	8114680725.964
Skewness (Pearson)	0.751	0.000
Kurtosis (Pearson)	-0.916	0.000

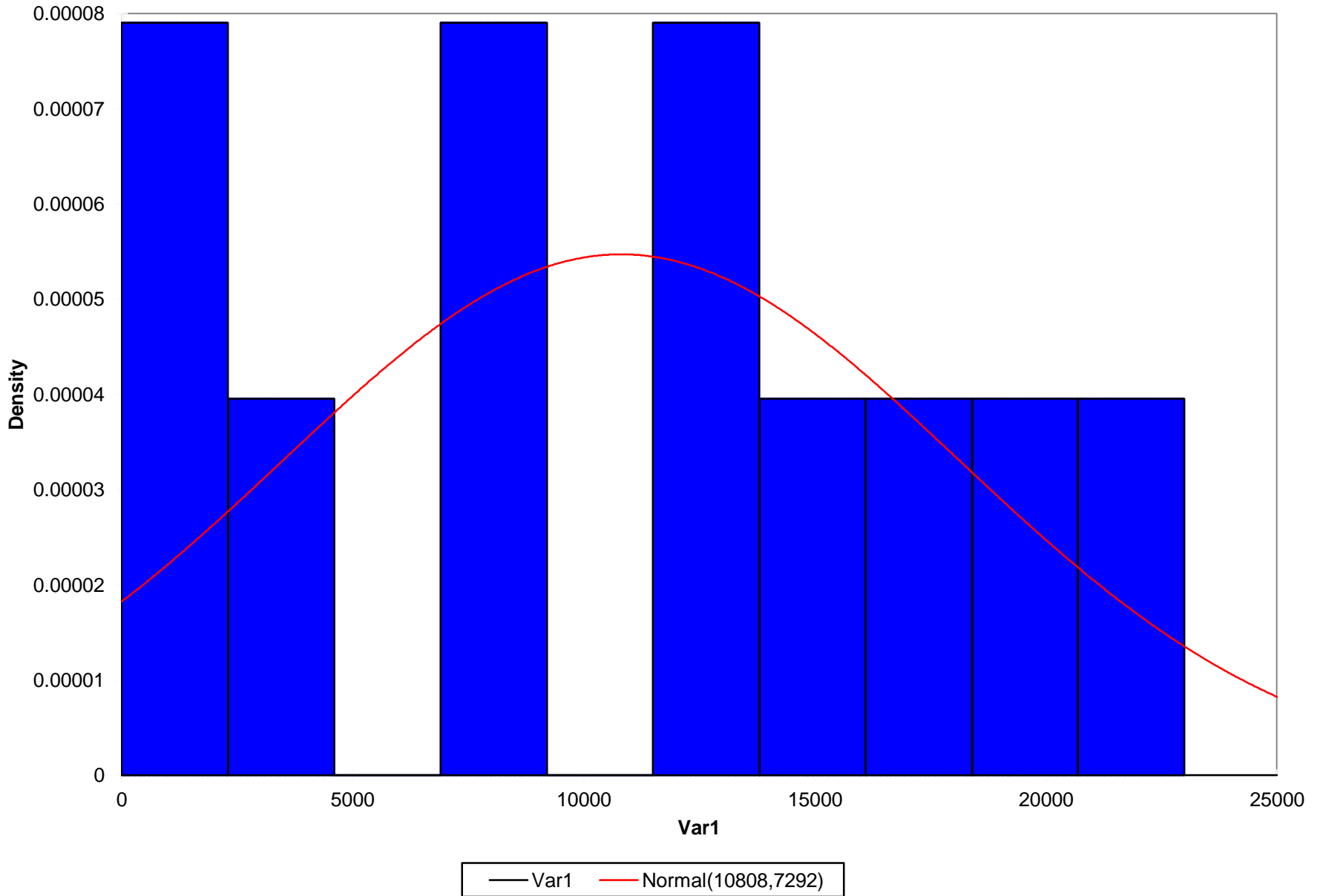
Kolmogorov-Smirnov test: $D = 0.248$; $p\text{-value} = 0.448$; $\text{Alpha} = 0.05$

Test interpretation:

- ✚ H_0 : The sample follows a Normal distribution***
- ✚ H_a : The sample does not follow a Normal distribution***
- ✚ As the computed p-value is greater than the significance level $\alpha=0.05$, one cannot reject the null hypothesis H_0***
- ✚ The risk to reject the null hypothesis H_0 while it is true is 44.77%***

Histograms

Normality Test: ~~ROI~~



<i>Statistic</i>	<i>Data</i>	<i>Parameters</i>
Mean	10807.658	10807.658
Variance	53167253.655	53167253.655
Skewness (Pearson)	0.060	0.000
Kurtosis (Pearson)	-1.437	0.000

Kolmogorov-Smirnov test: $D = 0.120$; $p\text{-value} = 0.995$; $\text{Alpha} = 0.05$

Test interpretation:

- +* H_0 : The sample follows a Normal distribution**
- +* H_a : The sample does not follow a Normal distribution**
- +* As the computed p-value is greater than the significance level **$\alpha=0.05$** , one cannot reject the null hypothesis **H_0****
- +* The risk to reject the null hypothesis H_0 while it is true is **99.51%****

Thank you



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