

STUDY DESCRIPTION  
 CLIENT NAME/PROJECT #  
 WATTS MARKETING RESEARCH  
 MONTH/YEAR OF RESEARCH

**Percentage**

- Value tables are for questions that ask a fill-in-the-blank with a number (i.e., percentages, # of times, # of people, etc.)
- The stubs are determined by the array of answers given
- Means are calculated based on the actual response

Q. 6 - % OF TIME THE DEPARTMENT SPENDS ON:  
 - MANAGING CLAIMS

	GEOGRAPHIC LOCATION				PURCHASING HABITS		PRINTED MATERIAL PRODUCED		TRAINING	GROUP TRAIN	OM/SFTY	RELATION	SELECT TRAIN MATERIALS		LOCATION		
	TOTAL	MID-WEST	SOUTH	EAST	WEST	SHOP		IN-HOUSE		BEST DESCRIBE JOB	1-ON-1 COUNSEL	COMBINE & SAME MATERIAL	SEPARATE & DIFF MATERIAL	ADMN/ MNGR	NURSES	CORP	PLANT
						PRICE	COLOR	25% <	> 25%								
TOTAL RESPONDENTS	206	72	37	60	34	126	63	72	101	57	178	156	43	92	94	45	158
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
- NO ANSWER	92	29	20	22	18	53	30	30	46	27	78	70	17	41	37	23	68
44.7%	40.3%	54.1%	36.7%	52.9%	42.1%	47.6%	41.7%	45.5%	47.4%	43.8%	44.9%	39.5%	44.6%	39.4%	51.1%	43.0%	
ONE OF THE TOP THREE TIME-CONSUMING ACTIVITIES	114	43	17	38	16	73	33	42	55	30	100	86	26	51	57	22	90
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
10% OR LESS	13	3	3	6	1	9	3	6	4	2	11	9	4	6	6	4	9
11.4%	7.0%	17.6%	15.8%	6.3%	12.3%	9.1%	14.3%	7.3%	6.7%	11.0%	10.5%	15.4%	11.8%	10.5%	18.2%	10.0%	
11% TO 15%	5	1	-	2	2	4	1	4	1	1	2	2	2	1	3	-	4
4.4%	2.3%	-	5.3%	12.5%	5.5%	3.0%	9.5%	1.8%	3.3%	2.0%	2.3%	7.7%	2.0%	5.3%	-	4.4%	
16% TO 20%	12	9	1	-	2	9	3	5	6	3	12	6	5	6	6	4	8
10.5%	20.9%	5.9%	-	12.5%	12.3%	9.1%	11.9%	10.9%	10.0%	12.0%	7.0%	19.2%	11.8%	10.5%	18.2%	8.9%	
20% TO 25%	12	2	1	6	3	5	5	4	6	3	12	10	2	5	6	2	10
10.5%	4.7%	5.9%	15.8%	18.8%	6.8%	15.2%	9.5%	10.9%	10.0%	12.0%	11.6%	7.7%	9.8%	10.5%	9.1%	11.1%	
26% TO 35%	18	7	2	8	1	10	6	11	5	3	14	16	2	7	12	3	15
15.8%	16.3%	11.8%	21.1%	6.3%	13.7%	18.2%	26.2%	9.1%	10.0%	14.0%	18.6%	7.7%	13.7%	21.1%	13.6%	16.7%	
36% TO 50%	28	10	6	9	3	17	8	7	16	9	27	22	6	15	10	4	24
24.6%	23.3%	35.3%	23.7%	18.8%	23.3%	24.2%	16.7%	29.1%	30.0%	27.0%	25.6%	23.1%	29.4%	17.5%	18.2%	26.7%	
MORE THAN 50%	26	11	4	7	4	19	7	5	17	9	22	21	5	11	14	5	20
22.8%	25.6%	23.5%	18.4%	25.0%	26.0%	21.2%	11.9%	30.9%	30.0%	22.0%	24.4%	19.2%	21.6%	24.6%	22.7%	22.2%	
MEAN	38.37	39.84	42.24	35.53	37.06	39.12	38.12	31.50	43.20	42.17	38.63	40.07	34.35	38.33	38.23	35.68	38.66
STANDARD DEVIATION	21.47	22.69	23.37	20.06	20.27	22.87	20.01	19.28	20.97	21.08	20.98	21.15	22.38	20.87	21.75	24.02	20.13
STANDARD ERROR	2.01	3.46	5.67	3.25	5.07	2.68	3.48	2.98	2.83	3.85	2.10	2.28	4.39	2.92	2.88	5.12	2.12
t VALUE	<=== -0.513 ==> <=== -0.353 ==> <=== 0.309 ==> <=== -3.793 ==> <=== 1.501 ==> <=== 0.032 ==> <=== -0.760 ==>																
2 TAIL CONFIDENCE LEVEL	<=== 1.448 ==> <68.3% 85% <68.3% <68.3% 99% 85% <68.3% <68.3%																
t VALUE	<===== 1.158 =====>																
2 TAIL CONFIDENCE LEVEL	68.3%																
t VALUE	<===== 0.634 =====>																
2 TAIL CONFIDENCE LEVEL	<68.3%																
t VALUE	<===== 0.000 =====>																
2 TAIL CONFIDENCE LEVEL	<68.3%																