## STELLA MARIS COLLEGE (AUTONOMOUS) CHENNAI - 86

(For candidates admitted from the academic year 2023-2024)

## B.COM. DEGREE EXAMINATION, APRIL 2024 <br> COMMERCE <br> SECOND SEMESTER




| 20. | A company which produces stationary items wants to diversify into the photocopy paper manufacturing business. The company has decided to first test market the product in three areas terms as the north, central and south areas. The company takes a random sample of five salesmen S1, S2, S3, S4 and S5 for this purpose. The sales volume generated by these five salesmen (in thousand rupees) and total sales in different regions are given in the Table below: <br> Perform a two-way analysis of Variance to examine: <br> 1. Whether the salesmen significantly differ in performance? <br> 2. Whether there is a significant difference in terms of sales capacity between the regions? <br> Take $95 \%$ as confidence level for testing the hypotheses. | 5 | K5 |
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