**HYPOTHESIS – PARAMETRIC (ONE WAY ANOVA)**

A Study compared the effects of four 1-month point-of-purchase promotions on sales. The unit sales for five stores using all four promotions in different months follow.

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| --- | --- | --- | --- | --- | --- | --- |
| **TABLE** | | **STORE** | | | | |
| **I** | **II** | **III** | **IV** | **V** |
| **SALES PROMOTION TYPES** | **Free Sample** | 78 | 87 | 81 | 89 | 85 |
| **One-pack gift** | 94 | 91 | 87 | 90 | 88 |
| **Cents off** | 73 | 78 | 69 | 83 | 76 |
| **Refund by mail** | 79 | 83 | 78 | 69 | 81 |
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Use one-way ANOVA to determine whether different promotions produce different effects on sales? (α = 0.05).