Statistics and Data Amalysis for Market Mark

MORKERS!

JOHN L. CRAFT

Statistics and Data Analysis for Market Analysis



JOHN L. CRAFT University of Iowa

with the assistance of LAWRENCE R. ASKLING



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Preface

This book is about the use of numbers in social work and other human service professions. It is designed to present basic statistical concepts directly applicable to the types of analytical problems encountered by social workers and others.

This book is intended for undergraduate and graduate students in social work and related disciplines. For several years students have requested a book written "just like you present it and explain it in class." This book is an attempt to honor those requests. The authors' classroom experience and work with human-service agencies over the years have clearly indicated that workers and administrators need a text that will help them understand and interpret the data generated by themselves and others in the delivery of human services.

We are deeply indebted to the scores of social-work students at the University of Iowa who have provided encouragement for and helpful criticism of the content of the book. They are truly "co-authors." A special debt of gratitude is due Dixie Kramer, who spent many hours skillfully translating the authors' handwritten narrative into the final product. We are grateful to John F. Else for his many helpful criticisms and suggestions.

We are especially grateful to Joyce Usher and Linda Pierce of F. E. Peacock Publishers, Inc., for their thoroughness, diligence and general positive demeanor throughout the preparation of this book.

Special thanks go to Tom Walz, who has contributed to the authors' professional and personal development in so many ways, many of which are not measurable by the statistical techniques presented in this book.

This book is dedicated to the memory of our friend and buddy, Bill Sackter. In his unique way Bill taught us and countless others the true meaning of love, compassion, and friendship. We are truly richer for having known him and shared his life.

I am grateful to the Literary Executor of the late Sir Ronald A. Fisher, F.R.S. to Dr. Frank Yates, F.R.S. and to Longman Group Ltd, London for permission to reprint Tables 8.1, 8.2 and 8.4 from their book Statistical Tables for Biological, Agricultural and Medical Research (6th Edition, 1974).

We are especially grateful to our wives, Marty and Jan, for their help, understanding, and sharing their lives with us. Their tolerance and encouragement have been very important to us.

JOHN L. CRAFT LAWRENCE R. ASKLING

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Chapter 1

Introduction

The focus of this book is on the analysis and interpretation of data generated by social workers in practice. Social-work practice involves a variety of decision-making levels and activities, from policy making, planning, and administration (macro-practice) to direct-service intervention (micro-practice) with individual clients. Social work practice involves continual decision making and research skills are an important and integral part of sound decision making.

Quality decision making requires that judgments be formed on the basis of good information. Social work research is concerned with the systematic collection, analysis, and interpretation of information for input into the decision-making process. Social work research can be considered a tool to aid the practitioner and policy maker in making the best informed decisions possible. The methods of social work research guide the production of practice-relevant information; the methods of social work practice determine how the information is utilized.

The research conducted in social work can be characterized by its diversity in both methods used and the investigators who use these methods for carrying out their inquiries. Social work research is noted for its eclectic nature in choosing a method or methods to investigate a particular problem.

Much of what we consider as social work research is carried out in the practice setting by practitioners themselves. These information gathering and analyzing activities are often applied in nature and limited in scope. Other social work research involves more extensive investigations, either in terms of time and effort invested in the study or in terms of the particular research design and data-analysis techniques employed.

University-based research conducted by social work faculty and students (latent practitioners) has grown markedly in the last decade. Some of the research done in the academic setting is directly related to practice concerns and some to more theoretical issues. University researchers (including students) often work hand in hand with caseworkers, supervisors, planners,

and administrators within agency settings in investigating and obtaining solutions to both short-range and long-range problems faced by these practicing professionals. Rather than maintain an artificial dichotomy between social work research and social work practice, it is becoming more and more recognized that social workers today can comfortably deal with both; thus, the term practitioner/researcher is now widely used to denote the integration of the two aspects of the social-worker role.

The social work research process is a multi-stage process that involves problem formulation, choosing an appropriate research design, devising data collection instruments, data collection, and data analysis and interpretation. The content of this book is concerned primarily with the data analysis and interpretation stages of the research process. This is not to say that the earlier stages are less important. Excellent readings are available on the logic of research, research designs, instrument construction, ethical considerations in conducting research, and other important research issues. But, unless social workers have a good understanding of what they can and should do with data once they have them, knowledge of methods and techniques for producing data lead them only part way to the end of the research maze. Social workers can and should use an in-depth understanding of data analysis as a guide in the selection and application of various research methods and techniques. So in our discussions here we will assume that the data under perusal were gathered while taking into account these other important research considerations. We will then begin from that point to see how we can better analyze and understand the data generated from our data-collection efforts.

Before we begin our journey through the labyrinth of data processing and analysis, it will be helpful to set the context or framework within which social work research is carried out.

Our primary interest in this book is to provide aid to the social worker in practice. We shall concentrate our topical presentations and discussions on those concepts and techniques that we feel are most important and useful in analyzing the kinds of information (data) that social workers deal with in action. Our goal is to help social workers learn how the appropriate use of statistical analysis will in turn help them make better sense out of the myriads of information surrounding them on a regular basis.

In doing social work research (broadly defined), social workers sometimes collect information on what are termed samples, and at other times on what are called populations. Sometimes these terms become confused. Both terms refer not only to people or events per se, but also rather to a collection of measurements made on these people or events. Thus, a population is a set of measurement scores on a defined number of people or events under study. If we are interested in studying all of the clients that receive services during a one-year period at a particular agency, then by definition the measurements on the clients over this one-year period are our population of scores. A sample is merely a subset of scores from the larger population of scores. If we picked one half of the clients from the one-year period, then this would be a sample of scores derived from the population of scores from the total one-year period.

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Whether we consider a set of scores to be a sample or population of scores depends in part on what the investigator intends to do with the outcome from an analysis of the data. If our interest is only in describing and interpreting a set of scores (data) that we have in hand, then we use descriptive statistics. The data can be considered as coming from either a sample or a population. The distinction is not useful in this case.

However, if our intent is to use this set of data in hand to try to understand an even larger body of data, then we apply *inferential statistics* on the sample data and make estimates about the characteristics of a larger body of data (population data). We will return to the concepts of samples and populations of scores at several points in this book.

As the preceding discussion indicates, social-work "researchers" today carry out their activities in a variety of settings, picking from a fairly extensive selection of research methods and techniques. Social workers use a variety of techniques to collect information (data) about clients, families, other workers, agencies, and communities. These include data derived from client-case research, agency records, questionnaires, interview schedules, management-information systems (MISs), and census data. Once a set of data is in hand, the social worker needs a large array of statistical tools available to aid in organizing, summarizing, describing, interpreting, and presenting the data. The objective is to use these tools to help expand the knowledged base and aid in improving delivery of service.

The following chapters detail what these tools are and when and how they can be used. The outcome will be the ability to do a complete descriptive analysis of a set of data, including frequency distributions; measures of central tendency, dispersion, and relative standing; measures of association and correlation; and communication of data by tables and graphs. Further, you will learn how to use a few of the more common tests of statistical significance. Real data from a variety of social work research efforts are used throughout the book to present the concepts and procedures.

Quite often we have a computer available to help us with our data analyses. If we are really fortunate, we have an experienced computer programmer attached to the computer. However, many times we have only a hand calculator at our disposal to aid with our computations. And, sometimes, we have just a pencil and paper. In any case, it is useful and even intrinsically pleasing to do some of the calculations while learning to use the variety of statistical procedures and techniques presented in this book. By doing some of the calculations, we get a "feel" for the data, as well as an understanding of what the procedures do and when they are appropriate to use. And, of course, after we have done several calculations, we will come to appreciate more fully just how valuable a computer is as an analytic aid.

Many students start a course in social work research and data analysis with either an abhorrence or trepidation of numbers (or both) and anything or anyone associated with them. Quite often these negative feelings die and are replaced by positive feelings of accomplishment and appreciation. The following simple numerical exercises are introduced to help rehearse some

fundamental mathematical manipulations. To many students these exercises will appear to be banal or just plain simple. Of course, you are entitled to your opinion, and we respect your right to object. But after you are through sneering, work the exercises anyway, for there is method in our madness. Everything we do has a purpose.

PROBLEMS

1. List the numbers 21 through 30, inclusive, in a single column on a piece of paper. Write in a second column the *number of times* each of the following numbers (21 through 30) occurs:

29 24	25	21	26	30
	29	23	27	26
24	30	29	27	28
21	28	27	26	27

- 2. Which number in problem 1 appears most often? least often?
- 3. In the following list there is one number that is greater than three of the others but also less than three of the others. What is the number?

 313; 98; 101; 7; 3613; 69; 25
- 4. There is a number, let us call it M, which is equal to your age plus the ages of two of your friends, divided by 3. Calculate the value of M.
- 5. Subtract 9 from each of the following numbers, being careful to watch the sign of the remainder.

Now square each of the remainders and add the squares; that is $(13-9)^2 + (14-9)^2 + (4-9)^2 + (8-9)^2 + (5-9)^2 + (10-9)^2 = ?$

- 6. Now divide the answer to problem 5 by 6 and take the square root of the quotient. Use a calculator or table of square roots.
- 7. Add the following numbers and square their sum: 2; 4; 6; 8; 10. This may be written as $(2+4+6+8+10)^2$.
- 8. Square each of the following numbers and add their squares: 2; 4; 6; 8; 10. Once you have done this, compare your answer to the answer to problem 7, and you will see that the square of the sum (problem 7) does not equal the sum of the squares (problem 8).
- 9. Arrange the following numbers in order from greatest to least: 35; 17; 2; 14; 21; 7; 11

Rank these seven numbers by assigning a 1 to the greatest number, a 2 to the next greater number, and so on until you assign a 7 to the least number.

- 10. Add the following set of numbers: 22; 24; 26; 28. Divide the sum by 4. Call this quotient A. Then add 10 to each of the four numbers, and again divide by 4. Call this quotient B. How does B compare with A?
- 11. Now divide 22, 24, 26 and 28 each by 2, then add the quotients, and then divide by 4. Call this result C. How does C compare with A in problem 10?

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12. We assume you have worked each of the eleven problems and found them enjoyable. Those of you who meet our assumption have performed every single mathematical operation and applied many of the formulas used in this text. You are to be commended. You are now ready to enter the remaining chapters of the book. Before you start, a word of warning! You must remember not to lug dirt to a hilltop.

Chapter 2

The Nature of Data

When we do a descriptive analysis of a set of data, we say we are doing descriptive statistics on the data, or we are using descriptive statistics on the data.

But what are these data to which we are applying all of these statistical procedures? We will define data as a set of numbers that represent categories or instances of variables. How we get and assign these numbers is a basic issue we will address shortly. But, first we will present two examples of the types of data with which social workers might be involved.

Table 2.1 presents a portion of a data set generated from a social work research project. The project is concerned with collecting information about persons who use the services of domestic-violence shelters in a midwestern state; it is part of an ongoing agency information system used to analyze and evaluate the agency's clientele and services.

What do we see when we look at Table 2.1? At first glance, all we see is a large set of numbers that appear to be meaningless. What do these numbers represent? Where did they come from? What do they tell us about shelter clients? We will have to do something to this set of numbers that will help us impart meaning to the numbers.

The numbers in Table 2.1 represent responses to a large number of questions asked of a sample of fifteen shelter clients. All responses were coded to numerical form for statistical analyses. One set of responses from one client is referred to as one case. Table 2.1 contains numerically coded responses from 15 cases. The first two lines (rows) contain responses from case 1. The next two lines are data from case 2, and so on through case 15. Each question in this context is called a variable. This study involved obtaining data related to 117 different variables. Thus, the data set in Table 2.1 contains numerically coded information on 117 variables for 15 cases.

Table 2.2 contains a small sample of data obtained from a central childabuse registry in a midwestern state. The original data are generated by childprotective service workers who fill out a reporting form for each of their cases.

TABLE 2.1. Selected data from a study of domesticviolence shelters

13252111 2212421652	86 8 66 1115	164121 3 1111121212
1122222221122122	3222222212222	2221412221 5 222212
11222222221122122 132951 121 22111263121	11155	21222221
12222211211222222 1222	212223212222222222	1221 5 211123
13252111 12211115511	566 3111155	163122 1 21111122212
11112211221112221 1122	222121121222222221	2222262221 22
1317211113112112163134	46416111111 111336	5163132 1121121222221
121222212222212121121	11222122222212222	122 192222112 2212221
12282121 1222 21 112	1 241114	153 31 1111121221211
11112211221122121 1222	21222212212122	2242122112 3212221
122121112 22233222112 12122222221212222 2	1 3311134	144132 1121111222222
12122222221212222 2	312222222	124222113223212221
122421222112211 12112	666 2 1213	161172 2 22221222211
12222221212 111222	2221222222222112211	22 3154 211222211221
122421212111221112112	46 24 1 14	1431221 221212212222
12122222121212222112122	222222122222	235231211221211222
122822 211412221134113	6 666666 211124	12512111211111221222
12222221122 142222	221 12121121212212	22232221211121211221
0420212121222 216612	66 6 66 521114	1 222 1121111221221
1222222221 151222	21222122212222	1202222 22 1222212
0439212121222111162117	1 3211177	162272 1221111111212
1222222122 12222122212	2222212212222	149212 15111223221
1249212121122122256111	444 2 1116	152142 1221211221221
2222221211 111122	2222 12222122	1502121 22 222221
123221 2 1222152135113	62 2 3111155	12317112 11121221222
12222221222 1 1221	122221222222	1262222 52 2212221
12221121 212111131113	62 8 28 3211111	141112 1 21111121222
1112221112111222141122	221221121122222221	22122112221111211221
12322121 2212121115115	66 21216	162 2111122211221222
1121221112121122131111	2222211222222	13122 211112211222

These are sent to a central office where the numerically coded information is entered into a computer for analysis. The analyses of these data are used by department staff for planning and allocation of resources.

What do the numbers in Table 2.2 tell us about child abuse in this midwestern state? Without further information, very little or nothing. What we must do is apply certain statistical procedures to the numbers to see what information they contain about child-abuse cases.

Once again, the information obtained about one client is called one case. Table 2.2 contains numerically-coded information on 34 variables for a sample of 40 child-abuse cases. Note in Table 2.2 that it only requires one line

TABLE 2.2. Selected data from a central childabuse registry

```
040 518792 1 1 7211 21431003108 534416403931000 11
 723 52179016 1 9613 20732003 86 325 3 26 33000150
 790 52979011 199922 31331003178 764416343743000 16
 240 6 579014 4899913161731201180112221645553
                                                               28
070 61279010 1 4813 20531030 0 334426303500000 900 61379010 1 2625 21031000130 41 16435100000 140 615790 5 1 6723 20831000170 424 2 40 00000
                                                                3
 773 61879010 3 4813 20031 00170 513312212101000 12
 780 6 179014 2 9613 20732000170 314 6 24 10100 10
570 6 779016 22 9411 21331003178 45 5
                                                                9
                                                       03000
773 61979016 7299933 20332000200 523 1 29 00000
                                                               б
770 62279012 4 6821100512000162 414 4 32
083 62279016999 731 20232000211 512222265242122
                                                                7
083 62279016999 741 20032000211 512222265242100
                                                                7
780 52979015 2 4511 21431000120 444 6 40 00000
                                                                3
780 6 879010 3 9633120832002137 91 222273442105 13
771 62179015 5699933 20942000170 413 6 40 00000
901 62279016 1 9111 10831000218 543316253400000 10
770 62279224 60 8721 21031000190 634426353500000
551 6 779011 7 2943 20532003201 713316333443003 32
551 6 779011 7 2953 20431003201 713316333443003 32
821 61179011 1 2421 203320 170 45 00000 5
425 521790 9 6 9633 20031002171 444416232433000
170 614790 9 1 823 20532003106 3
                                               30 12000
220 52979016 1 7211 11632062104 422266505130010 24
780 61879010 1 2623 20831000170 767814353500000 5 780 620790 9 3 4833 20531000160 434 5 32 00000 4 780 62879014 1 9613 20931000200 534416282900000 17
760 62879014 1 9613 20931000200 534416282900000 821 7 279015 1 2333 20232000190 5 00000 820 7 3790 9 3 4823 21131000170 8 00000 290 7 679016 1 2453 101320 210 73336634350 820 62779220 1 2411 20632000170 8 00000 090 62979015 1 713 20631100106 414466212430100
                                                                1
                                                                2
                                                                3
                                                                7
090 7 079011 1 2911 21632000218 474466404043000 10
090 7 279011 1 2921 21531000218 474466404043000 10
780 61879011 3 9623 20832000200 335456303100000 12
400 62379219 1 7214 51531003178 654314363631000
                                                               7
771 7 179222999 9111 10031000198 3133111734
07 7 579011 1 412 11632000101 314414424342100 6
775 62979012 52 7423 0631000208 623316322710100 11
```

The Nature of Data

to represent the information obtained from each of the 40 cases. In Table 2.1 two data lines were necessary for each of the 15 cases.

What do the numbers in Table 2.2 stand for? The first two numbers in each line indicate the county in which the child-abuse report was filed. The 26th and 27th numbers depict the perpetrators of the abuse. The 23d and 24th numbers (columns 23 and 24) show the age of the child. In a similar fashion, the remaining numbers in each line represent the categories of the remaining 31 variables, such as year of the report, type of service offered, sex of the child, and so on. It should be pointed out here that the 40 cases in Table 2.2 are only a small sample from a population of approximately 70,000 cases reported over a four-year period.

Now that we have seen some examples of numbers that make up a data set, it is necessary to take a closer look at how the numbers were obtained and what numerical meaning can be attached to them.

MEASUREMENT AND LEVELS OF MEASUREMENT

In the process of collecting data relevant to social work, we typically measure more than one variable at a time. A variable is some observable entity, object, or event that can take on more than one characteristic or value. These different characteristics or values that variables take on are often referred to as the categories of variables. The biological sex of people is a variable. Male and female are categories or instances of this variable. Age of people is a variable. The various years are categories of this variable. Type of counselling—individual, family, or group—is a variable. The three types of counselling listed are categories of this variable.

As is true with other professions and disciplines, social work practice is replete with variables. In fact, it is the delineation and study of sets and classes of variables that serve to help provide identity for a particular profession or discipline. It is the study of these variables and the linkages among them that foster the advancement of knowledge. Measurement plays a key role in this enterprise.

Recording an observation is known as measurement. Measuring a variable involves assigning values or symbols to observed instances or categories of a variable, according to specified rules. The rules that define the assignment of an appropriate value determine the level of measurement for a particular variable. The different levels are defined on the basis of the ordering and distance properties inherent in the measurement rules. These rules are very important because which particular statistical technique one should use on data depends, in large part, on at which level the data is measured.

There are four types or levels of measurement to be considered. For analytical purposes these four levels will usually involve the assignment of numerals to observed variables. Some variables take on fairly prescribed values, such as the variable age and number of service hours. Other variables take on less obvious values and often require an arbitrary coding scheme to

identify various categories adequately. Variables of this type include marital status and ethnicity.

Nominal Measurement

The nominal level of measurement is sometimes called the qualitative level and is the simplest form of measurement. The word nominal is derived from the Latin word for name, nomine. Hence, nominal measurement involves the assignment of names to the various categories of variables. We are primarily interested in the assignment of numeral names to variable categories. For example, instead of naming people as married, single, or divorced, we can name these categories of the variable marital status 1, 2, or 3. Or we can label them 5, 6, or 7. It is important here that we not consider these numeral names as numbers. We can perform neither arithmetic nor logical operations on data measured at the nominal level. Nothing is implied about the relationships that might exist among different categories. We must remember that at the nominal level of measurement, 1, 2, 3, and 4 are not numbers, they are numerals. But because nominal measurement is simple, does not mean it is of little use. In many situations, nominal-level statistics are the only appropriate measures to use. We will see evidence of this in the following chapters.

Ordinal Measurement

Ordinal measurement allows us to rank objects, events, and people according to some quality. Classifying people as low, moderate, or high in self-esteem implies that there is an ordering among the three categories. Assume we assign the numerals 1, 2, and 3 to these categories. Then people who fall in category 3 are judged to possess more self-esteem than those in category 2. Similarly, those in category 2 possess a higher level of self-esteem than those in category 1. What we have done is simply ranked people into these categories. Therefore, we know that there is a "distance" or interval between categories, but we do not know what that distance is. We can neither add these categories to one another nor perform other mathematical operations on them. But having our variable-categories rank ordered does give us a higher level of measurement than simply naming or labeling the categories.

Interval and Ratio Measurement

It is at the interval level of measurement that we can begin to perform arithmetic operations on data. Interval numbers have magnitude because they are based on a common unit of measurement. This means that the distance from one number to its adjacent number is equal to the distance from any other number on the continuum to its adjacent numbers. We say that such numbers are along an equal-interval scale.

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Consider three people with self-esteem scores of 25, 35, and 45. First of all, these people are classified into one of three self-esteem categories (nominal). Second, the scores follow in order along the dimension (ordinal). If we consider the difference between 25 and 35 units of self-esteem to be equal to the self-esteem difference between 35 and 45, then we are placing the variable self-esteem on a scale or dimension with equal intervals. We have thus measured the variable self-esteem along an interval scale. Measuring variables on an interval scale allows one to perform the operations of addition and subtraction on the numbers on the scale.

The ratio level is distinguished from the interval level in that ratio scales of measurement have an absolute zero. An absolute zero point for a measurement scale means that there is a point on the scale where none of the variable being measured exists. Commonly occurring ratio scales are the several physical measurements: length, weight, and time. Other variables of interest that can be considered to be ratio level are income and family size.

In social work research the distinction between the interval and ratio levels is usually not important; the same statistic often is used for both levels.

Many social work research projects include the analysis of data measured at several levels of measurement. The data in Tables 2.1 and 2.2 include several variables at each of the levels of measurement. One of our goals in research is to obtain such precision of measurement that we can say we are studying variables that lie along at least an interval scale. This then enables us to use more sophisticated statistical techniques in our analysis of data. Some social workers (and others) would argue that measurement in social work research at best has reached the ordinal level. There are, however, those who contend that variables of a psychological or social nature most likely approximate interval measurement. Hence, these variables can be treated as if they were, in fact, interval-level scales. It may be a long and arduous task to "prove" that we have measured such concepts as self-esteem and group cohesiveness on an interval scale. In most cases, the game of proof may not be worth the candle. The position taken here is that it is often necessary and appropriate to consider some ordinal-level measurement as interval-level measurement. But it is important that we and others recognize the possibility of error in analysis and interpretation that may arise from doing so.

Chapter 3

Organization and Presentation of Data

Descriptive statistics are used to untangle a seemingly unorganized set of data, such as those in Tables 2.1 and 2.2, and to provide meaning to the data. The purpose of this chapter is to examine some of the basic techniques for organizing and presenting data. Throughout this book we stress the utility of data. For data and data analyses to be useful to the social work practitioner and administrator, the data must first be meaningfully organized and presented.

FREQUENCY DISTRIBUTIONS

One of the first things we can do with a set of data to facilitate comprehension is to organize the data into a set of frequency distributions, one distribution for each variable in the data set. If we have ten variables in a data set, we can

TABLE 3.1. Ages of children from small sample of child-abuse registry

14	07	09	16	06
07	13	80	08	16
13	03	10	05	15
17	05	05	09	08
05	02	04	02	15
10	00	03	11	00
80	14	00	01	16
00	- 08	05	06	06
$\overline{}$				