



Many years ago, most stores in small towns knew their customers personally. If you walked into the hobby shop, the owner might tell you about a new bridge that had come in for your Lionel train set. The tailor knew your dad's size, and the hairdresser knew how your mom liked her hair. There are still some stores like that around today, but we're increasingly likely to shop at large stores, by phone, or on the Internet. Even so, when you phone an 800 number to buy new running shoes, customer service representatives may call you by your first name or ask about the socks you bought 6 weeks ago. Or the company may send an e-mail in October offering new head warmers for winter running. This company has millions of customers, and you called without identifying yourself. How did the sales rep know who you are, where you live, and what you had bought?

The answer is data. Collecting data on their customers, transactions, and sales lets companies track their inventory and helps them predict what their customers prefer. These data can help them predict what their customers may buy in the future so they know how much of each item to stock. The store can use the data and what it learns from the data to improve customer service, mimicking the kind of personal attention a shopper had 50 years ago.

Amazon.com opened for business in July 1995, billing itself as "Earth's Biggest Bookstore." By 1997, Amazon had a catalog of more than 2.5 million book titles and had sold books to more than 1.5 million customers in 150 countries. In 2006, the company's revenue reached \$10.7 billion. Amazon has expanded into selling a wide selection of merchandise, from \$400,000 necklaces<sup>1</sup> to yak cheese from Tibet to the largest book in the world.

Amazon is constantly monitoring and evolving its Web site to serve its customers better and maximize sales performance. To decide which changes to make to the site, the company experiments, collecting data and analyzing what works best. When you visit the Amazon Web site, you may encounter a different look or different suggestions and offers. Amazon statisticians want to know whether you'll follow the links offered, purchase the items suggested, or even spend a

*"Data is king at Amazon. Clickstream and purchase data are the crown jewels at Amazon. They help us build features to personalize the Web site experience."*

—Ronny Kohavi,  
Director of Data Mining  
and Personalization,  
Amazon.com



<sup>1</sup> Please get credit card approval before purchasing online.

longer time browsing the site. As Ronny Kohavi, director of Data Mining and Personalization, said, “Data trumps intuition. Instead of using our intuition, we experiment on the live site and let our customers tell us what works for them.”

## But What Are Data?

### THE W’S:

**WHO**

**WHAT**

and in what units

**WHEN**

**WHERE**

**WHY**

**HOW**

We bet you thought you knew this instinctively. Think about it for a minute. What exactly *do* we mean by “data”?

Do data have to be numbers? The amount of your last purchase in dollars is numerical data, but some data record names or other labels. The names in Amazon.com’s database are data, but not numerical.

Sometimes, data can have values that look like numerical values but are just numerals serving as labels. This can be confusing. For example, the ASIN (Amazon Standard Item Number) of a book, like 0321570448, may have a numerical value, but it’s really just another name for *Stats: Modeling the World*.

Data values, no matter what kind, are useless without their context. Newspaper journalists know that the lead paragraph of a good story should establish the “Five W’s”: *Who*, *What*, *When*, *Where*, and (if possible) *Why*. Often we add *How* to the list as well. Answering these questions can provide the **context** for data values. The answers to the first two questions are essential. If you can’t answer *Who* and *What*, you don’t have **data**, and you don’t have any useful information.

## Data Tables

Here are some data Amazon might collect:

B000001OAA	10.99	Chris G.	902	15783947	15.98	Kansas	Illinois	Boston
Canada	Samuel P.	Orange County	N	B000068ZVQ	Bad Blood	Nashville	Katherine H.	N
Mammals	10783489	Ohio	N	Chicago	12837593	11.99	Massachusetts	16.99
312	Monique D.	10675489	413	B0000015Y6	440	B000002BK9	Let Go	Y

**A S** **Activity: What Is (Are) Data?** Do you really know what’s data and what’s just numbers?

Try to guess what they represent. Why is that hard? Because these data have no *context*. If we don’t know *Who* they’re about or *What* they measure, these values are meaningless. We can make the meaning clear if we organize the values into a **data table** such as this one:

Purchase Order	Name	Ship to State/Country	Price	Area Code	Previous CD Purchase	Gift?	ASIN	Artist
10675489	Katharine H.	Ohio	10.99	440	Nashville	N	B0000015Y6	Kansas
10783489	Samuel P.	Illinois	16.99	312	Orange County	Y	B000002BK9	Boston
12837593	Chris G.	Massachusetts	15.98	413	Bad Blood	N	B000068ZVQ	Chicago
15783947	Monique D.	Canada	11.99	902	Let Go	N	B000001OAA	Mammals

Now we can see that these are four purchase records, relating to CD orders from Amazon. The column titles tell *What* has been recorded. The rows tell us *Who*. But be careful. Look at all the variables to see *Who* the variables are about. Even if people are involved, they may not be the *Who* of the data. For example, the *Who* here are the purchase orders (not the people who made the purchases).

A common place to find the *Who* of the table is the leftmost column. The other *W*'s might have to come from the company's database administrator.<sup>2</sup>

## Who

In general, the rows of a data table correspond to individual **cases** about *Whom* (or about which—if they're not people) we record some characteristics. These cases go by different names, depending on the situation. Individuals who answer a survey are referred to as *respondents*. People on whom we experiment are *subjects* or (in an attempt to acknowledge the importance of their role in the experiment) *participants*, but animals, plants, Web sites, and other inanimate subjects are often just called *experimental units*. In a database, rows are called *records*—in this example, purchase records. Perhaps the most generic term is **cases**. In the Amazon table, the cases are the individual CD orders.

Sometimes people just refer to data values as *observations*, without being clear about the *Who*. Be sure you know the *Who* of the data, or you may not know what the data say.

Often, the cases are a **sample** of cases selected from some larger **population** that we'd like to understand. Amazon certainly cares about its customers, but also wants to know how to attract all those other Internet users who may never have made a purchase from Amazon's site. To be able to generalize from the sample of cases to the larger population, we'll want the sample to be *representative* of that population—a kind of snapshot image of the larger world.

**A S** **Activity: Consider the Context** . . . Can you tell who's *Who* and what's *What*? And *Why*? This activity offers real-world examples to help you practice identifying the context.

### FOR EXAMPLE

#### Identifying the "Who"

In March 2007, *Consumer Reports* published an evaluation of large-screen, high-definition television sets (HDTVs). The magazine purchased and tested 98 different models from a variety of manufacturers.

**Question:** Describe the population of interest, the sample, and the *Who* of this study.

The magazine is interested in the performance of all HDTVs currently being offered for sale. It tested a sample of 98 sets, the "Who" for these data. Each HDTV set represents all similar sets offered by that manufacturer.

## What and Why

The characteristics recorded about each individual are called **variables**. These are usually shown as the columns of a data table, and they should have a name that identifies *What* has been measured. Variables may seem simple, but to really understand your variables, you must *Think* about what you want to know.

Although area codes are numbers, do we use them that way? Is 610 twice 305? Of course it is, but is that the question? Why would we want to know whether Allentown, PA (area code 610), is twice Key West, FL (305)? Variables play different roles, and you can't tell a variable's role just by looking at it.

Some variables just tell us what group or category each individual belongs to. Are you male or female? Pierced or not? . . . What kinds of things can we learn about variables like these? A natural start is to *count* how many cases belong in each category. (Are you listening to music while reading this? We could count

<sup>2</sup> In database management, this kind of information is called "metadata."

It is wise to be careful. The *What* and *Why* of area codes are not as simple as they may first seem. When area codes were first introduced, AT&T was still the source of all telephone equipment, and phones had dials.



To reduce wear and tear on the dials, the area codes with the lowest digits (for which the dial would have to spin least) were assigned to the most populous regions—those with the most phone numbers and thus the area codes most likely to be dialed. New York City was assigned 212, Chicago 312, and Los Angeles 213, but rural upstate New York was given 607, Joliet was 815, and San Diego 619. For that reason, at one time the numerical value of an area code could be used to guess something about the population of its region. Now that phones have push-buttons, area codes have finally become just categories.

By international agreement, the International System of Units links together all systems of weights and measures. There are seven base units from which all other physical units are derived:

- |                       |          |
|-----------------------|----------|
| • Distance            | Meter    |
| • Mass                | Kilogram |
| • Time                | Second   |
| • Electric current    | Ampere   |
| • Temperature         | °Kelvin  |
| • Amount of substance | Mole     |
| • Intensity of light  | Candela  |

**AS** **Activity: Recognize variables measured in a variety of ways.** This activity shows examples of the many ways to measure data.

**AS** **Activities: Variables.** Several activities show you how to begin working with data in your statistics package.

the number of students in the class who were and the number who weren't.) We'll look for ways to compare and contrast the sizes of such categories.

Some variables have measurement **units**. Units tell how each value has been measured. But, more importantly, units such as yen, cubits, carats, angstroms, nanoseconds, miles per hour, or degrees Celsius tell us the *scale* of measurement. The units tell us how much of something we have or how far apart two values are. Without units, the values of a measured variable have no meaning. It does little good to be promised a raise of 5000 a year if you don't know whether it will be paid in euros, dollars, yen, or Estonian krooni.

What kinds of things can we learn about measured variables? We can do a lot more than just counting categories. We can look for patterns and trends. (How much did you pay for your last movie ticket? What is the range of ticket prices available in your town? How has the price of a ticket changed over the past 20 years?)

When a variable names categories and answers questions about how cases fall into those categories, we call it a **categorical variable**.<sup>3</sup> When a measured variable with units answers questions about the quantity of what is measured, we call it a **quantitative variable**. These types can help us decide what to do with a variable, but they are really more about what we hope to learn from a variable than about the variable itself. It's the questions we ask a variable (the *Why* of our analysis) that shape how we think about it and how we treat it.

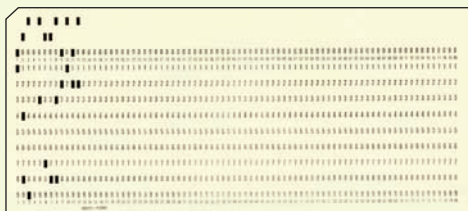
Some variables can answer questions only about categories. If the values of a variable are words rather than numbers, it's a good bet that it is categorical. But some variables can answer both kinds of questions. Amazon could ask for your *Age* in years. That seems quantitative, and would be if the company wanted to know the average age of those customers who visit their site after 3 a.m. But suppose Amazon wants to decide which CD to offer you in a special deal—one by Raffi, Blink-182, Carly Simon, or Mantovani—and needs to be sure to have adequate supplies on hand to meet the demand. Then thinking of your age in one of the categories—child, teen, adult, or senior—might be more useful. If it isn't clear whether a variable is categorical or quantitative, think about *Why* you are looking at it and what you want it to tell you.

A typical course evaluation survey asks, "How valuable do you think this course will be to you?": 1 = Worthless; 2 = Slightly; 3 = Middling; 4 = Reasonably; 5 = Invaluable. Is *Educational Value* categorical or quantitative? Once again, we'll look to the *Why*. A teacher might just count the number of students who gave each response for her course, treating *Educational Value* as a categorical variable. When she wants to see whether the course is improving, she might treat the responses as the *amount* of perceived value—in effect, treating the variable as quantitative. But what are the units? There is certainly an *order* of perceived worth: Higher numbers indicate higher perceived worth. A course that averages 4.5 seems more valuable than one that averages 2, but we should be careful about treating *Educational Value* as

<sup>3</sup> You may also see it called a *qualitative variable*.



One tradition that hangs on in some quarters is to name variables with cryptic abbreviations written in uppercase letters. This can be traced back to the 1960s, when the very first statistics computer programs were controlled with instructions punched on cards. The earliest punch card equipment used only uppercase letters, and the earliest statistics programs limited variable names to six or eight characters, so variables were called things like PRSRF3. Modern programs do not have such restrictive limits, so there is no reason for variable names that you wouldn't use in an ordinary sentence.



purely quantitative. To treat it as quantitative, she'll have to imagine that it has "educational value units" or some similar arbitrary construction. Because there are no natural units, she should be cautious. Variables like this that report order without natural units are often called "ordinal" variables. But saying "that's an ordinal variable" doesn't get you off the hook. You must still look to the *Why* of your study to decide whether to treat it as categorical or quantitative.

## FOR EXAMPLE

### Identifying "What" and "Why" of HDTVs.

**Recap:** A *Consumer Reports* article about 98 HDTVs lists each set's manufacturer, cost, screen size, type (LCD, plasma, or rear projection), and overall performance score (0–100).

**Question:** Are these variables categorical or quantitative? Include units where appropriate, and describe the "Why" of this investigation.

The "what" of this article includes the following variables:

- manufacturer (categorical);
- cost (in dollars, quantitative);
- screen size (in inches, quantitative);
- type (categorical);
- performance score (quantitative).

The magazine hopes to help consumers pick a good HDTV set.

## Counts Count

In Statistics, we often count things. When Amazon considers a special offer of free shipping to customers, it might first analyze how purchases are shipped. They'd probably start by counting the number of purchases shipped by ground transportation, by second-day air, and by overnight air. Counting is a natural way to summarize the categorical variable *Shipping Method*. So every time we see counts, does that mean the variable is categorical? Actually, no.

We also use counts to measure the amounts of things. How many songs are on your digital music player? How many classes are you taking this semester? To measure these quantities, we'd naturally count. The variables (*Songs*, *Classes*) would be quantitative, and we'd consider the units to be "number of . . ." or, generically, just "counts" for short.

So we use counts in two different ways. When we count the cases in each category of a categorical variable, the category labels are the *What* and the individuals counted are the *Who* of our data. The counts themselves are not the

**AS** **Activity: Collect data in an experiment on yourself.** With the computer, you can experiment on yourself and then save the data. Go on to the subsequent related activities to check your understanding.

data, but are something we summarize about the data. Amazon counts the number of purchases in each category of the categorical variable *Shipping Method*. For this purpose (the *Why*), the *What* is shipping method and the *Who* is purchases.

Shipping Method	Number of Purchases
Ground	20,345
Second-day	7,890
Overnight	5,432

Other times our focus is on the amount of something, which we measure by counting. Amazon might record the number of teenage customers visiting their site each month to track customer growth and forecast CD sales (the *Why*). Now the *What* is *Teens*, the *Who* is *Months*, and the units are *Number of Teenage Customers*. *Teen* was a category when we looked at the categorical variable *Age*. But now it is a quantitative variable in its own right whose amount is measured by counting the number of customers.

Month	Number of Teenage Customers
January	123,456
February	234,567
March	345,678
April	456,789
May	...
...	...

## Identifying Identifiers

What's your student ID number? It is numerical, but is it a quantitative variable? No, it doesn't have units. Is it categorical? Yes, but it is a special kind. Look at how many categories there are and at how many individuals are in each. There are as many categories as individuals and only one individual in each category. While it's easy to count the totals for each category, it's not very interesting. Amazon wants to know who you are when you sign in again and doesn't want to confuse you with some other customer. So it assigns you a unique identifier.

Identifier variables themselves don't tell us anything useful about the categories because we know there is exactly one individual in each. However, they are crucial in this age of large data sets. They make it possible to combine data from different sources, to protect confidentiality, and to provide unique labels. The variables *UPS Tracking Number*, *Social Security Number*, and Amazon's *ASIN* are all examples of identifier variables.

You'll want to recognize when a variable is playing the role of an identifier so you won't be tempted to analyze it. There's probably a list of unique ID numbers for students in a class (so they'll each get their own grade confidentially), but you might worry about the professor who keeps track of the average of these numbers from class to class. Even though this year's average ID number happens to be higher than last's, it doesn't mean that the students are better.

## Where, When, and How

**AS**

**Self-Test: Review concepts about data.** Like the Just Checking sections of this textbook, but interactive. (Usually, we won't reference the *ActivStats* self-tests here, but look for one whenever you'd like to check your understanding or review material.)

We must know *Who*, *What*, and *Why* to analyze data. Without knowing these three, we don't have enough to start. Of course, we'd always like to know more. The more we know about the data, the more we'll understand about the world.

If possible, we'd like to know the **When** and **Where** of data as well. Values recorded in 1803 may mean something different than similar values recorded last year. Values measured in Tanzania may differ in meaning from similar measurements made in Mexico.

**How** the data are collected can make the difference between insight and nonsense. As we'll see later, data that come from a voluntary survey on the Internet are almost always worthless. One primary concern of Statistics, to be discussed in Part III, is the design of sound methods for collecting data.

Throughout this book, whenever we introduce data, we'll provide a margin note listing the W's (and H) of the data. It's a habit we recommend. The first step of any data analysis is to know why you are examining the data (what you want to know), whom each row of your data table refers to, and what the variables (the columns of the table) record. These are the *Why*, the *Who*, and the *What*. Identifying them is a key part of the *Think* step of any analysis. Make sure you know all three before you proceed to *Show* or *Tell* anything about the data.



### JUST CHECKING

In the 2003 Tour de France, Lance Armstrong averaged 40.94 kilometers per hour (km/h) for the entire course, making it the fastest Tour de France in its 100-year history. In 2004, he made history again by winning the race for an unprecedented sixth time. In 2005, he became the only 7-time winner and once again set a new record for the fastest average speed. You can find data on all the Tour de France races on the DVD. Here are the first three and last ten lines of the data set. Keep in mind that the entire data set has nearly 100 entries.

- List as many of the W's as you can for this data set.
- Classify each variable as categorical or quantitative; if quantitative, identify the units.



Year	Winner	Country of origin	Total time (h/min/s)	Avg. speed (km/h)	Stages	Total distance ridden (km)	Starting riders	Finishing riders
1903	Maurice Garin	France	94.33.00	25.3	6	2428	60	21
1904	Henri Cornet	France	96.05.00	24.3	6	2388	88	23
1905	Louis Trousselier	France	112.18.09	27.3	11	2975	60	24
⋮								
1999	Lance Armstrong	USA	91.32.16	40.30	20	3687	180	141
2000	Lance Armstrong	USA	92.33.08	39.56	21	3662	180	128
2001	Lance Armstrong	USA	86.17.28	40.02	20	3453	189	144
2002	Lance Armstrong	USA	82.05.12	39.93	20	3278	189	153
2003	Lance Armstrong	USA	83.41.12	40.94	20	3427	189	147
2004	Lance Armstrong	USA	83.36.02	40.53	20	3391	188	147
2005	Lance Armstrong	USA	86.15.02	41.65	21	3608	189	155
2006	Óscar Periero	Spain	89.40.27	40.78	20	3657	176	139
2007	Alberto Contador	Spain	91.00.26	38.97	20	3547	189	141
2008	Carlos Sastre	Spain	87.52.52	40.50	21	3559	199	145

**There's a world of data on the Internet.** These days, one of the richest sources of data is the Internet. With a bit of practice, you can learn to find data on almost any subject. Many of the data sets we use in this book were found in this way. The Internet has both advantages and disadvantages as a source of data. Among the advantages are the fact that often you'll be able to find even more current data than those we present. The disadvantage is that references to Internet addresses can "break" as sites evolve, move, and die.

Our solution to these challenges is to offer the best advice we can to help you search for the data, wherever they may be residing. We usually point you to a Web site. We'll sometimes suggest search terms and offer other guidance.

Some words of caution, though: Data found on Internet sites may not be formatted in the best way for use in statistics software. Although you may see a data table in standard form, an attempt to copy the data may leave you with a single column of values. You may have to work in your favorite statistics or spreadsheet program to reformat the data into variables. You will also probably want to remove commas from large numbers and such extra symbols as money indicators (\$, ¥, £); few statistics packages can handle these.

## WHAT CAN GO WRONG?

- ▶ **Don't label a variable as categorical or quantitative without thinking about the question you want it to answer.** The same variable can sometimes take on different roles.
- ▶ **Just because your variable's values are numbers, don't assume that it's quantitative.** Categories are often given numerical labels. Don't let that fool you into thinking they have quantitative meaning. Look at the context.
- ▶ **Always be skeptical.** One reason to analyze data is to discover the truth. Even when you are told a context for the data, it may turn out that the truth is a bit (or even a lot) different. The context colors our interpretation of the data, so those who want to influence what you think may slant the context. A survey that seems to be about all students may in fact report just the opinions of those who visited a fan Web site. The question that respondents answered may have been posed in a way that influenced their responses.

### TI Tips

## Working with data

You'll need to be able to enter and edit data in your calculator. Here's how.

### To enter data:

Hit the **STAT** button, and choose **EDIT** from the menu. You'll see a set of columns labeled **L1**, **L2**, and so on. Here is where you can enter, change, or delete a set of data.

Let's enter the heights (in inches) of the five starting players on a basketball team: 71, 75, 75, 76, and 80. Move the cursor to the space under **L1**, type in 71, and hit **ENTER** (or the down arrow). There's the first player. Now enter the data for the rest of the team.

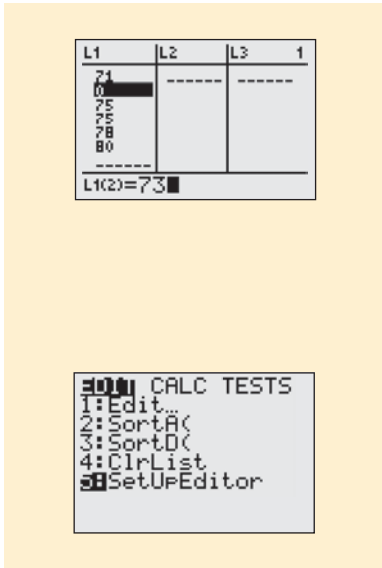
### To change a datum:

Suppose the 76" player grew since last season; his height should be listed as 78". Use the arrow keys to move the cursor onto the 76, then change the value and **ENTER** the correction.

L1	L2	L3	1
71	-----	-----	
75			
75			
76			
80			
L1(6)=			

L1	L2	L3	1
71	-----	-----	
75			
75			
78			
80			
-----			
L1(4)=78			





**To add more data:**

We want to include the sixth man, 73" tall. It would be easy to simply add this new datum to the end of the list. However, sometimes the order of the data matters, so let's place this datum in numerical order. Move the cursor to the desired position (atop the first 75). Hit **2ND INS**, then **ENTER** the 73 in the new space.

**To delete a datum:**

The 78" player just quit the team. Move the cursor there. Hit **DEL**. Bye.

**To clear the datalist:**

Finished playing basketball? Move the cursor atop the **L1**. Hit **CLEAR**, then **ENTER** (or down arrow). You should now have a blank datalist, ready for you to enter your next set of values.

**Lost a datalist?**

Oops! Is **L1** now missing entirely? Did you delete **L1** by mistake, instead of just *clearing* it? Easy problem to fix: buy a new calculator. No? OK, then simply go to the **STAT EDIT** menu, and run **SetUpEditor** to recreate all the lists.



## WHAT HAVE WE LEARNED?

We've learned that data are information in a context.

- ▶ The W's help nail down the context: *Who, What, Why, Where, When, and how*.
- ▶ We must know at least the *Who, What, and Why* to be able to say anything useful based on the data. The *Who* are the cases. The *What* are the *variables*. A variable gives information about each of the cases. The *Why* helps us decide which way to treat the variables.

We treat variables in two basic ways: as *categorical* or *quantitative*.

- ▶ Categorical variables identify a category for each case. Usually, we think about the counts of cases that fall into each category. (An exception is an identifier variable that just names each case.)
- ▶ Quantitative variables record measurements or amounts of something; they must have *units*.
- ▶ Sometimes we treat a variable as categorical or quantitative depending on what we want to learn from it, which means that some variables can't be pigeonholed as one type or the other. That's an early hint that in Statistics we can't always pin things down precisely.

### Terms

Context	8. The context ideally tells <i>Who</i> was measured, <i>What</i> was measured, <i>How</i> the data were collected, <i>Where</i> the data were collected, and <i>When</i> and <i>Why</i> the study was performed.
Data	8. Systematically recorded information, whether numbers or labels, together with its context.
Data table	8. An arrangement of data in which each row represents a case and each column represents a variable.
Case	9. A case is an individual about whom or which we have data.
Population	9. All the cases we wish we knew about.
Sample	9. The cases we actually examine in seeking to understand the much larger population.
Variable	9. A variable holds information about the same characteristic for many cases.
Units	10. A quantity or amount adopted as a standard of measurement, such as dollars, hours, or grams.
Categorical variable	10. A variable that names categories (whether with words or numerals) is called categorical.
Quantitative variable	10. A variable in which the numbers act as numerical values is called quantitative. Quantitative variables always have units.

## Skills



- ▶ Be able to identify the *Who*, *What*, *When*, *Where*, *Why*, and *How* of data, or recognize when some of this information has not been provided.
- ▶ Be able to identify the cases and variables in any data set.
- ▶ Be able to identify the population from which a sample was chosen.
- ▶ Be able to classify a variable as categorical or quantitative, depending on its use.
- ▶ For any quantitative variable, be able to identify the units in which the variable has been measured (or note that they have not been provided).



- ▶ Be able to describe a variable in terms of its *Who*, *What*, *When*, *Where*, *Why*, and *How* (and be prepared to remark when that information is not provided).

## DATA ON THE COMPUTER

**A S**
**Activity: Examine the**

**Data.** Take a look at your own data from your experiment (p. 12) and get comfortable with your statistics package as you find out about the experiment test results.

Most often we find statistics on a computer using a program, or *package*, designed for that purpose. There are many different statistics packages, but they all do essentially the same things. If you understand what the computer needs to know to do what you want and what it needs to show you in return, you can figure out the specific details of most packages pretty easily.

For example, to get your data into a computer statistics package, you need to tell the computer:

- ▶ Where to find the data. This usually means directing the computer to a file stored on your computer's disk or to data on a database. Or it might just mean that you have copied the data from a spreadsheet program or Internet site and it is currently on your computer's clipboard. Usually, the data should be in the form of a data table. Most computer statistics packages prefer the *delimiter* that marks the division between elements of a data table to be a *tab* character and the delimiter that marks the end of a case to be a *return* character.
- ▶ Where to put the data. (Usually this is handled automatically.)
- ▶ What to call the variables. Some data tables have variable names as the first row of the data, and often statistics packages can take the variable names from the first row automatically.

## EXERCISES

1. **Voters.** A February 2007 Gallup Poll question asked, "In politics, as of today, do you consider yourself a Republican, a Democrat, or an Independent?" The possible responses were "Democrat", "Republican", "Independent", "Other", and "No Response". What kind of variable is the response?
  2. **Mood.** A January 2007 Gallup Poll question asked, "In general, do you think things have gotten better or gotten worse in this country in the last five years?" Possible answers were "Better", "Worse", "No Change", "Don't Know", and "No Response". What kind of variable is the response?
  3. **Medicine.** A pharmaceutical company conducts an experiment in which a subject takes 100 mg of a substance orally. The researchers measure how many minutes it takes for half of the substance to exit the bloodstream. What kind of variable is the company studying?
  4. **Stress.** A medical researcher measures the increase in heart rate of patients under a stress test. What kind of variable is the researcher studying?
- (Exercises 5–12) For each description of data, identify *Who* and *What* were investigated and the population of interest.