```
LOGISTIC REGRESSION VARIABLES inpdt
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			Inovação no Produto		
	Observed		0	1	Percentage Correct
Step 0	Inovação no Produto	0	3539	0	100,0
		1	1275	0	,0
		Overall Percentage			73,5

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-1,021	,033	976,898	1	,000	,360

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,310	1	,578
		HFout	,264	1	,607
		HCos	15,617	1	,000
		HPer	8,007	1	,005
		HTec	8,825	1	,003
		HInf	3,149	1	,076

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HPar	5,142	1	,023
		HDom	3,779	1	,052
		HDem	14,968	1	,000
		HPrior	4,115	1	,043
		HMar	4,839	1	,028
		Overall Statistics	64,521	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	63,577	11	,000
	Block	63,577	11	,000
	Model	63,577	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	5502,096[a]	,013	,019

a. Estimation terminated at iteration number 4 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			Inovação no Produto		
	Observed		0	1	Percentage Correct
Step 1	Inovação no Produto	0	3539	0	100,0
		1	1274	1	,1
		Overall Percentage			73,5

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	-,021	,043	,252	1	,615	,979
	HFout	-,103	,041	6,338	1	,012	,902
	HCos	,153	,043	12,869	1	,000	1,165
	HPer	,036	,042	,739	1	,390	1,037
	HTec	,074	,045	2,709	1	,100	1,077
	HInf	-,045	,042	1,154	1	,283	,956
	HPar	,041	,036	1,307	1	,253	1,042
	HDom	-,008	,040	,036	1	,849	,992
	HDem	,144	,041	12,275	1	,000	1,154
	HPrior	-,051	,043	1,405	1	,236	,950

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HMar	-,109	,045	5,852	1	,016	,897
	Constant	-1,202	,065	343,358	1	,000	,301

```
LOGISTIC REGRESSION VARIABLES Inpdgd
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			Inovação no Produto: Bens [3]		
	Observed		0	1	Percentage Correct
Step 0	Inovação no Produto: Bens [3]	0	3836	0	100,0
		1	978	0	,0
		Overall Percentage			79,7

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-1,367	,036	1455,601	1	,000	,255

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,333	1	,564
		HFout	,073	1	,787
		HCos	10,045	1	,002
		HPer	5,423	1	,020
		HTec	5,716	1	,017
		HInf	2,575	1	,109
		HPar	4,586	1	,032
		HDom	5,982	1	,014
		HDem	12,619	1	,000
		HPrior	1,489	1	,222
		HMar	1,633	1	,201
		Overall Statistics	40,663	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	39,880	11	,000
	Block	39,880	11	,000
	Model	39,880	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	4819,839[a]	,008	,013

a. Estimation terminated at iteration number 4 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			Inovação no Produto: Bens [3]		
	Observed		0	1	Percentage Correct
Step 1	Inovação no Produto: Bens [3]	0	3836	0	100,0
		1	978	0	,0
		Overall Percentage			79,7

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	-,019	,047	,166	1	,683	,981
	HFout	-,092	,045	4,229	1	,040	,912
	HCos	,123	,047	6,963	1	,008	1,131
	HPer	,027	,046	,343	1	,558	1,027
	HTec	,051	,049	1,102	1	,294	1,053

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HInf	-,038	,046	,694	1	,405	,962
	HPar	,041	,039	1,107	1	,293	1,042
	HDom	,028	,043	,427	1	,514	1,029
	HDem	,123	,045	7,514	1	,006	1,131
	HPrior	-,045	,047	,917	1	,338	,956
	HMar	-,085	,049	3,026	1	,082	,918
	Constant	-1,547	,072	467,602	1	,000	,213

```
LOGISTIC REGRESSION VARIABLES Inpdsv
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			Inovação no Produto: serviços		
	Observed		0	1	Percentage Correct
Step 0	Inovação no Produto: serviços	0	3934	0	100,0
		1	880	0	,0
		Overall Percentage			81,7

a. Constant is included in the model.

b. The cut value is ,500

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,352	1	,553
		HFout	1,399	1	,237
		HCos	10,451	1	,001
		HPer	5,875	1	,015
		HTec	3,597	1	,058
		HInf	1,028	1	,311
		HPar	3,555	1	,059
		HDom	1,494	1	,222
		HDem	9,036	1	,003
		HPrior	,864	1	,353
		HMar	1,472	1	,225
		Overall Statistics	42,600	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	41,600	11	,000
	Block	41,600	11	,000
	Model	41,600	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	4537,602[a]	,009	,014

a. Estimation terminated at iteration number 4 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			Inovação no Produto: serviços		
	Observed		0	1	Percentage Correct
Step 1	Inovação no Produto: serviços	0	3934	0	100,0
		1	880	0	,0
		Overall Percentage			81,7

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	,015	,048	,098	1	,754	1,015
	HFout	-,148	,046	10,137	1	,001	,863
	HCos	,149	,048	9,584	1	,002	1,161
	HPer	,063	,048	1,746	1	,186	1,065
	HTec	,034	,051	,443	1	,505	1,035

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HInf	-,057	,048	1,408	1	,235	,945
	HPar	,050	,041	1,519	1	,218	1,052
	HDom	-,026	,045	,337	1	,562	,974
	HDem	,132	,046	8,117	1	,004	1,141
	HPrior	-,018	,049	,142	1	,706	,982
	HMar	-,089	,051	3,054	1	,081	,915
	Constant	-1,668	,074	502,200	1	,000	,189

```
LOGISTIC REGRESSION VARIABLES inpcs
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			Inovação processo		
	Observed		0	1	Percentage Correct
Step 0	Inovação processo	0	3059	0	100,0
		1	1755	0	,0
		Overall Percentage			63,5

a. Constant is included in the model.

b. The cut value is ,500

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	8,757	1	,003
		HFout	,811	1	,368
		HCos	27,001	1	,000
		HPer	12,588	1	,000
		HTec	12,663	1	,000
		HInf	3,981	1	,046
		HPar	4,929	1	,026
		HDom	,804	1	,370
		HDem	1,403	1	,236
		HPrior	2,716	1	,099
		HMar	7,801	1	,005
		Overall Statistics	94,883	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	94,731	11	,000
	Block	94,731	11	,000
	Model	94,731	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	6221,215[a]	,019	,027

a. Estimation terminated at iteration number 3 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			Inovação processo		
	Observed		0	1	Percentage Correct
Step 1	Inovação processo	0	2970	89	97,1
		1	1643	112	6,4
		Overall Percentage			64,0

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	,118	,040	8,862	1	,003	1,125
	HFout	-,179	,038	22,138	1	,000	,836
	HCos	,195	,040	24,073	1	,000	1,215
	HPer	,058	,039	2,233	1	,135	1,060
	HTec	,088	,042	4,423	1	,035	1,092

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HInf	-,037	,039	,867	1	,352	,964
	HPar	,042	,033	1,592	1	,207	1,043
	HDom	-,102	,037	7,545	1	,006	,903
	HDem	,052	,038	1,885	1	,170	1,054
	HPrior	,009	,040	,056	1	,813	1,009
	HMar	-,141	,042	11,590	1	,001	,868
	Constant	-,713	,059	147,707	1	,000	,490

```
COMPUTE ITec=inpdt * inpcs.
EXECUTE.
LOGISTIC REGRESSION VARIABLES ITec
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
,00	0
1,00	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			ITec		
	Observed		,00	1,00	Percentage Correct
Step 0	ITec	,00	3836	0	100,0
		1,00	978	0	,0
		Overall Percentage			79,7

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-1,367	,036	1455,601	1	,000	,255

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,944	1	,331
		HFout	,242	1	,623
		HCos	15,568	1	,000
		HPer	5,009	1	,025
		HTec	9,623	1	,002
		HInf	2,139	1	,144
		HPar	7,851	1	,005
		HDom	,482	1	,488
		HDem	10,627	1	,001
		HPrior	3,363	1	,067
		HMar	5,181	1	,023
		Overall Statistics	65,175	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	63,883	11	,000
	Block	63,883	11	,000
	Model	63,883	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	4795,836[a]	,013	,021

a. Estimation terminated at iteration number 4 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			ITec		
	Observed		,00	1,00	Percentage Correct
Step 1	ITec	,00	3836	0	100,0
		1,00	978	0	,0
		Overall Percentage			79,7

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	,010	,047	,049	1	,825	1,010

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFout	-,120	,045	7,279	1	,007	,887
	HCos	,166	,046	12,865	1	,000	1,181
	HPer	-,003	,046	,006	1	,941	,997
	HTec	,120	,049	5,957	1	,015	1,128
	HInf	-,072	,046	2,413	1	,120	,931
	HPar	,086	,039	4,746	1	,029	1,090
	HDom	-,070	,044	2,581	1	,108	,932
	HDem	,155	,045	12,113	1	,001	1,168
	HPrior	-,034	,047	,504	1	,478	,967
	HMar	-,127	,049	6,641	1	,010	,881
	Constant	-1,546	,072	465,568	1	,000	,213

```
COMPUTE ITec_g=inpdt  +  inpcs.
EXECUTE.
RECODE ITec_g (1=1) (2=1) INTO ITec_cod.
EXECUTE.
RECODE ITec_g (1=1) (2=1) (0=0) INTO ITec_cod.
EXECUTE.
LOGISTIC REGRESSION VARIABLES ITec_cod
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
,00	0
1,00	1

Block 0: Beginning Block

Classification Table[a,b]

Observed			Predicted ITec_cod ,00	Predicted ITec_cod 1,00	Percentage Correct
Step 0	ITec_cod	,00	2762	0	100,0
		1,00	2052	0	,0
		Overall Percentage			57,4

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-,297	,029	103,948	1	,000	,743

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	6,690	1	,010
		HFout	,875	1	,350
		HCos	28,871	1	,000
		HPer	17,281	1	,000
		HTec	12,889	1	,000
		HInf	5,454	1	,020
		HPar	3,627	1	,057
		HDom	,088	1	,766
		HDem	3,813	1	,051
		HPrior	3,693	1	,055
		HMar	8,004	1	,005
		Overall Statistics	93,546	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	93,870	11	,000
	Block	93,870	11	,000
	Model	93,870	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	6474,652[a]	,019	,026

a. Estimation terminated at iteration number 3 because parameter estimates changed by less than ,001.

Classification Table[a]

			Predicted		
			ITec_cod		
	Observed		,00	1,00	Percentage Correct
Step 1	ITec_cod	,00	2450	312	88,7
		1,00	1643	409	19,9
		Overall Percentage			59,4

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	,088	,039	5,167	1	,023	1,092
	HFout	-,174	,037	21,641	1	,000	,841
	HCos	,197	,039	25,714	1	,000	1,218
	HPer	,087	,038	5,242	1	,022	1,091
	HTec	,062	,041	2,326	1	,127	1,064
	HInf	-,023	,038	,362	1	,547	,977
	HPar	,015	,033	,210	1	,647	1,015
	HDom	-,055	,036	2,315	1	,128	,946
	HDem	,061	,037	2,652	1	,103	1,063
	HPrior	-,010	,039	,063	1	,801	,990
	HMar	-,136	,040	11,431	1	,001	,872
	Constant	-,471	,057	68,777	1	,000	,624

```
LOGISTIC REGRESSION VARIABLES NewMkt
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

Observed			Predicted		
			Novo para o mercado		
			0	1	Percentage Correct
Step 0	Novo para o mercado	0	4099	0	100,0
		1	715	0	,0
		Overall Percentage			85,1

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-1,746	,041	1856,409	1	,000	,174

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,018	1	,892
		HFout	1,231	1	,267
		HCos	6,834	1	,009
		HPer	2,418	1	,120
		HTec	2,026	1	,155
		HInf	1,670	1	,196
		HPar	9,402	1	,002
		HDom	,125	1	,724
		HDem	5,779	1	,016
		HPrior	5,456	1	,019
		HMar	6,626	1	,010
		Overall Statistics	51,097	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	49,866	11	,000
	Block	49,866	11	,000
	Model	49,866	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	3995,264[a]	,010	,018

a. Estimation terminated at iteration number 5 because parameter estimates changed by less than ,001.

Classification Table[a]

Observed			Predicted		
			Novo para o mercado		
			0	1	Percentage Correct
Step 1	Novo para o mercado	0	4099	0	100,0
		1	715	0	,0
		Overall Percentage			85,1

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	-,018	,053	,115	1	,734	,982
	HFout	-,122	,051	5,843	1	,016	,885
	HCos	,135	,052	6,697	1	,010	1,145
	HPer	,023	,052	,198	1	,656	1,023
	HTec	,013	,056	,053	1	,818	1,013
	HInf	-,011	,053	,045	1	,832	,989
	HPar	,145	,045	10,638	1	,001	1,156
	HDom	-,061	,049	1,531	1	,216	,941
	HDem	,143	,050	8,126	1	,004	1,154
	HPrior	-,056	,054	1,101	1	,294	,945
	HMar	-,124	,056	4,958	1	,026	,883
	Constant	-1,862	,080	537,652	1	,000	,155

```
LOGISTIC REGRESSION VARIABLES NewFrm
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
0	0
1	1

Block 0: Beginning Block

Classification Table[a,b]

Observed			Predicted		
			Novo para a empresa		
			0	1	Percentage Correct
Step 0	Novo para a empresa	0	3885	0	100,0
		1	929	0	,0
		Overall Percentage			80,7

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-1,431	,037	1534,758	1	,000	,239

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	5,180	1	,023
		HFout	1,323	1	,250
		HCos	19,401	1	,000
		HPer	14,141	1	,000
		HTec	17,942	1	,000
		HInf	7,417	1	,006
		HPar	8,337	1	,004
		HDom	16,241	1	,000
		HDem	20,177	1	,000
		HPrior	,223	1	,636
		HMar	,064	1	,801
		Overall Statistics	48,668	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	48,087	11	,000
	Block	48,087	11	,000
	Model	48,087	11	,000

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	4674,577[a]	,010	,016

a. Estimation terminated at iteration number 4 because parameter estimates changed by less than ,001.

Classification Table[a]

Observed			Predicted		
			Novo para a empresa		
			0	1	Percentage Correct
Step 1	Novo para a empresa	0	3885	0	100,0
		1	929	0	,0
		Overall Percentage			80,7

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	,010	,047	,045	1	,832	1,010
	HFout	-,087	,045	3,733	1	,053	,916
	HCos	,132	,047	7,731	1	,005	1,141
	HPer	,029	,047	,378	1	,538	1,029
	HTec	,105	,050	4,408	1	,036	1,111
	HInf	-,066	,047	1,982	1	,159	,936
	HPar	,017	,040	,179	1	,672	1,017
	HDom	,062	,044	1,946	1	,163	1,064
	HDem	,103	,046	5,077	1	,024	1,108
	HPrior	-,018	,048	,147	1	,701	,982
	HMar	-,082	,050	2,662	1	,103	,922
	Constant	-1,737	,075	535,692	1	,000	,176

```
COMPUTE IMkt=MktDes*MktMet.
EXECUTE.
COMPUTE IOrg=OrgSys * OrgStr * OrgRel.
EXECUTE.
LOGISTIC REGRESSION VARIABLES IOrg
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
,00	0
1,00	1

Block 0: Beginning Block

Classification Table[a,b]

			Predicted		
			IOrg		
	Observed		,00	1,00	Percentage Correct
Step 0	IOrg	,00	4252	0	100,0
		1,00	562	0	,0
		Overall Percentage			88,3

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-2,024	,045	2032,784	1	,000	,132

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	,163	1	,687
		HFout	,913	1	,339
		HCos	11,836	1	,001
		HPer	8,784	1	,003
		HTec	6,823	1	,009
		HInf	3,092	1	,079
		HPar	12,043	1	,001
		HDom	,203	1	,652
		HDem	4,386	1	,036
		HPrior	1,229	1	,268
		HMar	,440	1	,507
		Overall Statistics	40,727	11	,000

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	39,587	11	,000
	Block	39,587	11	,000
	Model	39,587	11	,000

Classification Table[a]

Observed			Predicted		
			lOrg		
			,00	1,00	Percentage Correct
Step 1	lOrg	,00	4252	0	100,0
		1,00	562	0	,0
		Overall Percentage			88,3

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	-,020	,058	,126	1	,723	,980
	HFout	-,172	,056	9,584	1	,002	,842
	HCos	,179	,057	9,795	1	,002	1,196
	HPer	,074	,058	1,620	1	,203	1,076
	HTec	,049	,062	,634	1	,426	1,050
	HInf	-,058	,058	1,004	1	,316	,943
	HPar	,131	,049	7,186	1	,007	1,141
	HDom	-,098	,055	3,224	1	,073	,907
	HDem	,083	,056	2,219	1	,136	1,087
	HPrior	,036	,058	,372	1	,542	1,036
	HMar	-,054	,061	,790	1	,374	,947
	Constant	-2,254	,092	606,077	1	,000	,105

```
LOGISTIC REGRESSION VARIABLES IMkt
  /METHOD=ENTER HFent HFout HCos HPer HTec HInf HPar HDom HDem HPrior HMar
  /CRITERIA=PIN(.05) POUT(.10) ITERATE(20) CUT(.5).
```

Logistic Regression

```
[DataSet1] C:\Documents and Settings\msilva\My Documents\CIS_Barreiras.sav
```

Case Processing Summary

Unweighted Cases[a]		N	Percent
Selected Cases	Included in Analysis	4814	100,0
	Missing Cases	1	,0
	Total	4815	100,0
	Unselected Cases	0	,0
	Total	4815	100,0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Ori...	Internal Value
,00	0
1,00	1

Block 0: Beginning Block

Classification Table[a,b]

Observed			Predicted		
			IMkt		
			,00	1,00	Percentage Correct
Step 0	IMkt	,00	4499	0	100,0
		1,00	315	0	,0
		Overall Percentage			93,5

a. Constant is included in the model.

b. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 0	Constant	-2,659	,058	2081,467	1	,000	,070

Variables not in the Equation

			Score	df	Sig.
Step 0	Variables	HFent	1,959	1	,162
		HFout	,494	1	,482
		HCos	17,933	1	,000
		HPer	4,719	1	,030
		HTec	3,478	1	,062
		HInf	3,502	1	,061
		HPar	3,019	1	,082
		HDom	2,182	1	,140
		HDem	12,375	1	,000
		HPrior	2,988	1	,084
		HMar	1,094	1	,296
		Overall Statistics	30,590	11	,001

Block 1: Method = Enter

Omnibus Tests of Model Coefficients

		Chi-square	df	Sig.
Step 1	Step	29,554	11	,002
	Block	29,554	11	,002
	Model	29,554	11	,002

Model Summary

Step	-2 Log likelihood	Cox & Snell R Square	Nagelkerke R Square
1	2297,198[a]	,006	,016

a. Estimation terminated at iteration number 6 because parameter estimates changed by less than ,001.

Classification Table[a]

Observed			Predicted		
			lMkt		
			,00	1,00	Percentage Correct
Step 1	lMkt	,00	4499	0	100,0
		1,00	315	0	,0
		Overall Percentage			93,5

a. The cut value is ,500

Variables in the Equation

		B	S.E.	Wald	df	Sig.	Exp(B)
Step 1	HFent	-,019	,074	,064	1	,800	,982
	HFout	-,102	,070	2,096	1	,148	,903
	HCos	,261	,073	12,906	1	,000	1,298
	HPer	,034	,074	,215	1	,643	1,035
	HTec	-,008	,079	,010	1	,919	,992
	HInf	-,007	,074	,009	1	,924	,993
	HPar	,002	,063	,001	1	,978	1,002
	HDom	-,082	,069	1,387	1	,239	,922
	HDem	,193	,071	7,415	1	,006	1,213
	HPrior	,091	,075	1,455	1	,228	1,095
	HMar	-,099	,079	1,586	1	,208	,905
	Constant	-3,051	,125	595,599	1	,000	,047