

Professional Associations and Deflection Tactics: A Theory and Exploratory
Analysis

Michael J. Sheridan, Michael Hartmann, and Erik Jonisz

The BRC Academy Journal of Business 7, no. 1 (2017): 23–43.

<http://dx.doi.org/10.15239/j.brcacadjb.2017.07.01.ja02>

Web Appendix

<http://dx.doi.org/10.15239/j.brcacadjb.2017.07.01.wa02>

Table I.

Descriptive Statistics

	n	Range	Minimum	Maximum	M	SD
Company size (number of employees)	879	8715	0	8715	102.66	487.147
Company age	879	261	0	261	25.03	25.108
Log of company revenue	879	15.81	9.21	25.02	13.7555	2.44366
Log of certifier revenue	879	9.08	11.12	20.20	14.2305	1.10331
Certifier age	879	169	2	171	37.63	32.230
Company OTA member	112					
Subsidiary status	142					
Company origin						
N. America	750					
Asia	12					
South America	35					
Europe	33					
Africa	14					
Grower						
Vegetable	272					
Livestock	66					
Processor						
Vegetable	89					
Livestock	32					
Distributor						
Vegetable	147					
Livestock	4					
Retailer	59					
Supplement						
Manufacturer	6					
Supplement Distributor	4					
Seed	8					
Other	81					
Business services	70					
Chemical	41					
Certifier origin						
N. America	759					
Asia	5					
S. America	11					
Europe	76					

Certifier OTA member

541

Certifier Government

143

Agency

Table II.

Classification of Dependent Variable^a

Observed			Predicted		
			DV		Percentage Correct
			0	1	
Step 1	DV	0	37	245	13.1
		1	24	573	96.0
	Overall Percentage				69.4

a. The cut value is .500

Table III.

Summary of Hierarchical Regression Analysis for Variables Predicting the Success of the Organic Trade Association's Deflection Tactics (N = 879)

Variable	Model 1			Model 25		
	B	S.E.	Odds Ratio	B	S.E.	Odds Ratio
Constant	-4.976	3.565	0.007 **	-1.503	0.803	0.222
Certifier Origin Europe	0.439	0.385	1.552	-0.681	0.261	0.506 ***
Certifier OTA Member	-0.614	0.163	0.541 **	0.651	0.153	1.918 ***
Certifier age	-0.009	0.004	0.991 *	-0.007	0.002	0.993 ***
Country of Origin Africa	2.212	0.858	9.136 **	-2.203	0.785	0.110 ***
Company size (number of employees)	0	0	1			
Company OTA member	-0.294	0.271	0.745			
Subsidiary status	0.101	0.242	1.106			
Company age	0.004	0.003	1.004			
Log of company revenue	0.015	0.04	1.015			
Log of certifier revenue	0.137	0.079	1.146			
Country of Origin Asia	0.53	0.732	1.699			
Country of Origin South America	0.251	0.513	1.286			
Country of Origin Europe	0.382	0.488	1.466			
Livestock Grower	-0.275	0.323	0.76			
Vegetable Processor	0.166	0.302	1.18			
Livestock Processor	0.034	0.451	1.035			
Vegetable Distributor	0.159	0.243	1.172			
Livestock Distributor	-0.124	1.22	0.883			
Retailer	0.087	0.32	1.091			
Supplement Manufacturer	1.741	1.229	5.704			
Supplement Distributor	-0.875	1.406	0.417			
Seed	-0.579	0.86	0.56			
Other	0.178	0.282	1.195			
Business Services	0.229	0.294	1.258			
Chemical	0.159	0.405	1.172			

Certifier Origin Asia	-0.271	1.134	0.762
Certifier Origin S. America	0.113	0.802	1.119
Certifier Government Agency	-0.127	0.354	0.881

Nagelkerke R ²	0.106	0.84
-2 Log Likelihood	1,031.951	1,046.555

Note: * p < .05, ** p < .01, *** p < 0.005