## Statistics for Business and Economics

## Tenth Edition, Global Edition



## Chapter 11 Simple Regression

## Section 11.1 Overview of Linear Models

- An equation can be fit to show the best linear relationship between two variables:

$$
Y=\beta_{0}+\beta_{1} X
$$

Where
$Y$ is the dependent variable and
$X$ is the independent variable
$\beta_{0}$ is the $Y$-intercept
$\beta_{1}$ is the slope

## Least Squares Regression

- Estimates for coefficients $\beta_{0}$ and $\beta_{1}$ are found using a Least Squares Regression technique
- The least-squares regression line, based on sample data, is

$$
\hat{y}=b_{0}+b_{1} x
$$

- Where $b_{1}$ is the slope of the line and $b_{0}$ is the $y$-intercept:

$$
b_{1}=\frac{\operatorname{Cov}(x, y)}{s_{x}^{2}}=r\left(\frac{s_{y}}{s_{x}}\right) \quad b_{0}=\bar{y}-b_{1} \bar{x}
$$

## Introduction to Regression Analysis

- Regression analysis is used to:
- Predict the value of a dependent variable based on the value of at least one independent variable
- Explain the impact of changes in an independent variable on the dependent variable

Dependent variable: the variable we wish to explain (also called the endogenous variable)

Independent variable: the variable used to explain the dependent variable (also called the exogenous variable)

## Section 11.2 Linear Regression Model

- The relationship between $X$ and $Y$ is described by a linear function
- Changes in $Y$ are assumed to be influenced by changes in $X$
- Linear regression population equation model

$$
y_{i}=\beta_{0}+\beta_{1} x_{i}+\varepsilon_{i}
$$

- Where $\beta_{0}$ and $\beta_{1}$ are the population model coefficients and $\varepsilon$ is a random error term.


## Simple Linear Regression Model (1 of 2)

The population regression model:


## Linear Regression Assumptions

- The true relationship form is linear ( $Y$ is a linear function of $X$, plus random error)
- The error terms, $\varepsilon_{i}$ are independent of the $x$ values
- The error terms are random variables with mean 0 and constant variance, $\sigma^{2}$ (the uniform variance property is called homoscedasticity)

$$
E\left[\varepsilon_{i}\right]=0 \text { and } E\left[\varepsilon_{i}^{2}\right]=\sigma^{2} \text { for }(i=1, \ldots, n)
$$

- The random error terms $\varepsilon_{i}$, are not correlated with one another, so that

$$
E\left[\varepsilon_{i} \varepsilon_{j}\right]=0 \text { for all } i \neq j
$$

## Simple Linear Regression Model (2 of 2)



## Simple Linear Regression Equation

The simple linear regression equation provides an estimate of the population regression line


The individual random error terms $e_{i}$ have a mean of zero

$$
e_{i}=\left(y_{i}-\hat{y}_{i}\right)=y_{i}-\left(b_{0}+b_{1} x_{i}\right)
$$

## Section 11.3 Least Squares Coefficient Estimators (1 of 2)

- $b_{0}$ and $b_{1}$ are obtained by finding the values of $b_{0}$ and $b_{1}$ that minimize the sum of the squared residuals (errors), SSE:
$\min \mathrm{SSE}=\min \sum_{i=1}^{n} e_{i}^{2}$

$$
\begin{aligned}
& =\min \sum\left(y_{i}-\hat{y}_{i}\right)^{2} \\
& =\min \sum\left[y_{i}-\left(b_{0}+b_{1} x_{i}\right)\right]^{2}
\end{aligned}
$$

Differential calculus is used to obtain the coefficient estimators $b_{0}$ and $b_{1}$ that minimize SSE

## Least Squares Coefficient Estimators (2 of 2)

- The slope coefficient estimator is

$$
b_{1}=\frac{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)\left(y_{i}-\bar{y}\right)}{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)^{2}}=\frac{\operatorname{Cov}(x, y)}{s_{x}^{2}}=r \frac{s_{y}}{s_{x}}
$$

- And the constant or $y$-intercept is

$$
b_{0}=\bar{y}-b_{1} \bar{x}
$$

## Simple Linear Regression Example

- A real estate agent wishes to examine the relationship between the selling price of a home and its size (measured in square feet)
- A random sample of 10 houses is selected
- Dependent variable ( $Y$ ) = house price in $\$ 1000$ s
- Independent variable $(X)=$ square feet


## Sample Data for House Price Model

| House Price in $\$ 1000 s$ <br> $(\boldsymbol{Y}$ | Square Feet <br> $(\boldsymbol{X})$ |
| :---: | :---: |
| 245 | 1400 |
| 312 | 1600 |
| 279 | 1700 |
| 308 | 1875 |
| 199 | 1100 |
| 219 | 1550 |
| 405 | 2350 |
| 324 | 2450 |
| 319 | 1425 |
| 255 | 1700 |

Copyright © 2023 Pearson Education Ltd.

## Graphical Presentation (1 of 2)

- House price model: scatter plot



## Regression Using Excel (1 of 2)

- Excel will be used to generate the coefficients and measures of goodness of fit for regression
- Data / Data Analysis / Regression



## Regression Using Excel (2 of 2)

## - Data / Data Analysis / Regression



Provide desired input:


## Excel Output (1 of 6)



## Excel Output (2 of 6)

Regression Statistics


Pearson

## Graphical Presentation (2 of 2)

- House price model: scatter plot and regression line

house price $=98.24833+0.10977$ (square feet)


# Interpretation of the Intercept, b Sub 0 

house price $=98.24833+0.10977$ (square feet)

- $b_{0}$ is the estimated average value of $Y$ when the value of $X$ is zero (if $X=0$ is in the range of observed $X$ values)
- Here, no houses had 0 square feet, so $b_{0}=98.24833$ just indicates that, for houses within the range of sizes observed, $\$ 98,248.33$ is the portion of the house price not explained by square feet


## Interpretation of the Slope Coefficient, b Sub 1

house price $=98.24833+0.10977$ (square feet)

- $b_{1}$ measures the estimated change in the average value of $Y$ as a result of a one-unit change in $X$
- Here, $b_{1}=.10977$ tells us that the average value of a house increases by $.10977(\$ 1000)=\$ 109.77$, on average, for each additional one square foot of size


## Section 11.4 Explanatory Power of a Linear Regression Equation

- Total variation is made up of two parts:

$$
\mathrm{SST}=\mathrm{SSR}+\mathrm{SSE}
$$

Total Sum of Squares

$\operatorname{SST}=\sum\left(y_{i}-\bar{y}\right)^{2} \quad \mathrm{SSR}=\sum\left(\hat{y}_{i}-\bar{y}\right)^{2} \quad \mathrm{SSE}=\sum\left(y_{i}-\hat{y}_{i}\right)^{2}$
where:

$$
\begin{aligned}
& \bar{y}=\text { Average value of the dependent variable } \\
& y_{i}=\text { Observed values of the dependent variable } \\
& \hat{y}_{i}=\text { Predicted value of } y \text { for the given } x_{i} \text { value }
\end{aligned}
$$

## Analysis of Variance (1 of 2)

- SST = total sum of squares
- Measures the variation of the $y_{i}$ values around their mean, $\bar{y}$
- SSR = regression sum of squares
- Explained variation attributable to the linear relationship between $x$ and $y$
- SSE = error sum of squares
- Variation attributable to factors other than the linear relationship between $x$ and $y$


## Analysis of Variance (2 of 2)



## Coefficient of Determination, $R$ Squared

- The coefficient of determination is the portion of the total variation in the dependent variable that is explained by variation in the independent variable
- The coefficient of determination is also called $R$-squared and is denoted as $R^{2}$

$$
\begin{gathered}
R^{2}=\frac{\mathrm{SSR}}{\mathrm{SST}}=\frac{\text { regression sum of squares }}{\text { total sum of squares }} \\
\text { note: } 0 \leq R^{2} \leq 1
\end{gathered}
$$

## Examples of Approximate r Squared Values (1 of 3)



Y

$$
r^{2}=1
$$

Perfect linear relationship between $X$ and $Y$ :
$100 \%$ of the variation in $Y$ is explained by variation in $X$


## Examples of Approximate r Squared Values (2 of 3)



$$
0<r^{2}<1
$$

Weaker linear relationships between $X$ and $Y$ :

Some but not all of the variation in $Y$ is explained by variation in $X$

## Examples of Approximate r Squared Values (3 of 3)



$$
r^{2}=0
$$

No linear relationship between $X$ and $Y$ :

The value of $Y$ does not depend on $X$. (None of the variation in $Y$ is explained by variation in $X$ )

## Excel Output (3 of 6)



|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 | -35.57720 | 232.07386 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 | 0.03374 | 0.18580 |

## Correlation and $R$ Squared

- The coefficient of determination, $R^{2}$, for a simple regression is equal to the simple correlation squared

$$
R^{2}=r^{2}
$$

## Estimation of Model Error Variance

- An estimator for the variance of the population model error is

$$
\hat{\sigma}^{2}=s_{e}^{2}=\frac{\sum_{i=1}^{n} e_{i}^{2}}{n-2}=\frac{\mathrm{SSE}}{n-2}
$$

- Division by $n-2$ instead of $n-1$ is because the simple regression model uses two estimated parameters, $b_{0}$ and $b_{1}$, instead of one

$$
s_{e}=\sqrt{s_{e}^{2}} \text { is called the standard error of the estimate }
$$

## Excel Output (4 of 6)



| ANOVA |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $d f$ |  | SS | $M S$ | Significance $F$ |
| Regression | 1 | 18934.9348 | 18934.9348 | 11.0848 | 0.01039 |
| Residual | 8 | 13665.5652 | 1708.1957 |  |  |
| Total | 9 | 32600.5000 |  |  |  |


|  | Coefficients | Standard Error | $\boldsymbol{t}$ Stat | $\boldsymbol{P}$-value | Lower 95\% | Upper 95\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 | -35.57720 | 232.07386 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 | 0.03374 | 0.18580 |

## Comparing Standard Errors

$s_{e}$ is a measure of the variation of observed $y$ values from the regression line



The magnitude of $S_{e}$ should always be judged relative to the size of the $y$ values in the sample data
i.e., $s_{e}=\$ 41.33 \mathrm{~K}$ is moderately small relative to house prices in the \$200-\$300K range

## Section 11.5 Statistical Inference: Hypothesis Tests and Confidence Intervals

- The variance of the regression slope coefficient $\left(b_{1}\right)$ is estimated by

$$
s_{b_{1}}^{2}=\frac{s_{e}^{2}}{\sum\left(x_{i}-\bar{x}\right)^{2}}=\frac{s_{e}^{2}}{(n-1) s_{x}^{2}}
$$

where:
$s_{b_{1}}=$ Estimate of the standard error of the least squares slope
$s_{e}=\sqrt{\frac{\mathrm{SSE}}{n-2}}=$ Standard error of the estimate

## Excel Output (5 of 6)



## Inference About the Slope: $\boldsymbol{t}$ Test (1 of 2)

- $t$ test for a population slope
- Is there a linear relationship between $X$ and $Y$ ?
- Null and alternative hypotheses

$$
\begin{array}{ll}
H_{0}: \beta_{1}=0 & \text { (no linear relationship) } \\
H_{1}: \beta_{1} \neq 0 & \text { (linear relationship does exist) }
\end{array}
$$

- Test statistic

$$
\begin{array}{ll}
t=\frac{b_{1}-\beta_{1}}{s_{b_{1}}} & \begin{array}{l}
\text { where: } \\
b_{1}=\text { regression slope coefficient } \\
\beta_{1}=\text { hypothesized slope }
\end{array} \\
\text { d.f. }=\mathrm{n}-2 & s_{b_{1}}=\text { standard error of the slope }
\end{array}
$$

## Inference About the Slope: $\boldsymbol{t}$ Test (2 of 2)

| House Price <br> in \$1000s <br> $(y)$ | Square Feet <br> $(x)$ |
| :---: | :---: |
| 245 | 1400 |
| 312 | 1600 |
| 279 | 1700 |
| 308 | 1875 |
| 199 | 1100 |
| 219 | 1550 |
| 405 | 2350 |
| 324 | 2450 |
| 319 | 1425 |
| 255 | 1700 |

## Estimated Regression Equation:

house price $=98.25+0.1098$ (sq.ft.)

The slope of this model is 0.1098
Does square footage of the house significantly affect its sales price?

## Inferences About the Slope: $t$ Test Example (1 of 3)

$H_{0}: \beta_{1}=0$
$H_{1}: \beta_{1} \neq 0$
From Excel output:

|  | Coefficients | Stapdard Error | $t$ Stat | $P$-value |
| :--- | ---: | ---: | :---: | :---: |
| Intercept | 98.24833 | 58.0334 | 1.69296 | 0.12892 |
| Square Feet | 0.10977 |  | 0.03297 | 3.32938 |

$$
t=\frac{b_{1}-\beta_{1}}{s_{b_{1}}}=\frac{0.10977-0}{0.03297}=3.32938
$$

## Inferences About the Slope: $t$ Test Example (2 of 3)

Test Statistic: $\boldsymbol{t}=\mathbf{3 . 3 2 9}$

| From Exce | From Excel outpu |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $H_{1}: \beta_{1} \neq 0$ | Coefficients Staplard E |  | ${ }^{\text {tsta}}$ |  |
| Intercept |  |  |  | 0.12892 |
| $t_{\text {s, }, 053}=2.3060 \quad$ Square Fe |  |  |  |  |
|  | Decision: <br> Reject $H_{0}$ |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| $-2.3060000$ | that square footage affects |  |  |  |
| Pearson copy | house price |  |  |  |
|  |  |  |  |  |

## Inferences About the Slope: $t$ Test Example (3 of 3)

$P$-value $=0.01039$
$H_{0}: \beta_{1}=0$ From Excel output:

$$
H_{1}: \beta_{1} \neq 0
$$

|  | Coefficients | Standard Error | $t$ Stat | $P$-value |
| :--- | ---: | ---: | :---: | :---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 |

This is a two-tail test, so the $p$-value is $P(t>3.329)+P(t<-3.329)$
$=0.01039$
(for 8 d.f.)

Pearson

## Confidence Interval Estimate for the Slope (1 o f2)

## Confidence Interval Estimate of the Slope:

$$
b_{1}-t_{n-2, \frac{\alpha}{2}} s_{b_{1}}<\beta_{1}<b_{1}+t_{n-2, \frac{\alpha}{2}} s_{b_{1}}
$$

$$
\text { d.f. }=n-2
$$

Excel Printout for House Prices:

|  | Coefficients | Standard Error | $\boldsymbol{t}$ Stat | $\boldsymbol{P}$-value | Lower 95\% | Upper 95\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 | -35.57720 | 232.07386 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 | 0.03374 | 0.18580 |

At $95 \%$ level of confidence, the confidence interval for the slope is $(0.0337,0.1858)$

# Confidence Interval Estimate for the Slope (2 of 2) 

|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 | -35.57720 | 232.07386 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 | 0.03374 | 0.18580 |

Since the units of the house price variable is $\$ 1000$ s, we are $95 \%$ confident that the average impact on sales price is between $\$ 33.70$ and $\$ 185.80$ per square foot of house size

This 95\% confidence interval does not include 0 .
Conclusion: There is a significant relationship between house price and square feet at the .05 level of significance

## Hypothesis Test for Population Slope Using the F Distribution (1 of 2)

- F Test statistic:

$$
F=\frac{\mathrm{MSR}}{\mathrm{MSE}}
$$

where

$$
\begin{aligned}
\mathrm{MSR} & =\frac{\mathrm{SSR}}{k} \\
\mathrm{MSE} & =\frac{\mathrm{SSE}}{n-k-1}
\end{aligned}
$$

where $F$ follows an $F$ distribution with $k$ numerator and $(n-k-1)$ denominator degrees of freedom
( $k=$ the number of independent variables in the regression model)

## Hypothesis Test for Population Slope Using the F Distribution (2 of 2)

- An alternate test for the hypothesis that the slope is zero:

$$
\begin{aligned}
& H_{0}: \beta_{1}=0 \\
& H_{1}: \beta_{1} \neq 0
\end{aligned}
$$

- Use the F statistic

$$
F=\frac{\mathrm{MSR}}{\mathrm{MSE}}=\frac{\mathrm{SSR}}{s_{e}^{2}}
$$

- The decision rule is

$$
\text { reject } H_{0} \text { if } F \geq F_{1, n-2, \alpha}
$$

## Excel Output (6 of 6)

Regression Statistics


|  | Coefficients | Standard Error | $\boldsymbol{t}$ Stat | $\boldsymbol{P}$-value | Lower 95\% | Upper 95\% |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Intercept | 98.24833 | 58.03348 | 1.69296 | 0.12892 | -35.57720 | 232.07386 |
| Square Feet | 0.10977 | 0.03297 | 3.32938 | 0.01039 | 0.03374 | 0.18580 |

## $F$-Test for Significance

$$
\begin{aligned}
& H_{0}: \beta_{1}=0 \\
& H_{1}: \beta_{1} \neq 0 \\
& \alpha=.05 \\
& d f_{1}=1 \quad d f_{2}=8
\end{aligned}
$$



## Test Statistic:

$F=\frac{\mathrm{MSR}}{\mathrm{MSE}}=11.08$
Decision:
Reject $H_{0}$ at $\alpha=0.05$

## Conclusion:

There is sufficient evidence that house size affects selling price

## Section 11.6 Prediction

- The regression equation can be used to predict a value for $y$, given a particular $x$
- For a specified value, $x_{n+1}$, the predicted value is

$$
\hat{y}_{n+1}=b_{0}+b_{1} x_{n+1}
$$

## Predictions Using Regression Analysis

Predict the price for a house with 2000 square feet:

$$
\begin{aligned}
\text { house price } & =98.25+0.1098 \text { (sq.ft.) } \\
& =98.25+0.1098(2000) \\
& =317.85
\end{aligned}
$$

The predicted price for a house with 2000 square feet is $317.85(\$ 1,000 \mathrm{~s})=\$ 317,850$

## Relevant Data Range

- When using a regression model for prediction, only predict within the relevant range of data



## Estimating Mean Values and Predicting Individual Values

Goal: Form intervals around $y$ to express uncertainty about the value of $y$ for a given $x_{i}$


## Confidence Interval for the Average $Y$, Given $X$

Confidence interval estimate for the expected value of $\boldsymbol{y}$ given a particular $x_{i}$
Confidence interval for $E\left(Y_{n+1} \mid X_{n+1}\right)$ :

$$
\hat{y}_{n+1} \pm t_{n-2, \frac{\alpha}{2}} s_{e} \sqrt{\left[\frac{1}{n}+\frac{\left(x_{n+1}-\bar{x}\right)^{2}}{\sum\left(x_{i}-\bar{x}\right)^{2}}\right]}
$$

Notice that the formula involves the term $\left(x_{n+1}-\bar{x}\right)^{2}$
so the size of interval varies according to the distance $x_{n+1}$ is from the mean, $\bar{x}$

## Prediction Interval for an Individual $Y$, Given $X$

Confidence interval estimate for an actual observed value of $\boldsymbol{y}$ given a particular $x_{i}$
Confidence interval for $\hat{y}_{n+1}$ :

## Example: Confidence Interval for the Average $\boldsymbol{Y}$, Given $\boldsymbol{X}_{\text {(1 of } 2)}$

Confidence Interval Estimate for $E\left(Y_{n+1} \mid X_{n+1}\right)$
Find the $95 \%$ confidence interval for the mean price of 2,000 square-foot houses
Predicted Price $\hat{y}_{i}=317.85$ ( $\$ 1,000 \mathrm{~s}$ )

$$
\hat{y}_{n+1} \pm t_{n-2, \frac{\alpha}{2}} s_{e} \sqrt{\frac{1}{n}+\frac{\left(x_{i}-\bar{x}\right)^{2}}{\sum\left(x_{i}-\bar{x}\right)^{2}}}=317.85 \pm 37.12
$$

The confidence interval endpoints are 280.73 and 354.97 , or from $\$ 280,730$ to $\$ 354,970$

## Example: Confidence Interval for the Average $\boldsymbol{Y}$, Given $\boldsymbol{X}_{\text {(2 of } 2)}$

Confidence Interval Estimate for $\hat{y}_{n+1}$
Find the $95 \%$ confidence interval for an individual house with 2,000 square feet
Predicted Price $\hat{y}_{i}=317.85(\$ 1,000 \mathrm{~s})$

$$
\hat{y}_{n+1} \pm t_{n-1, \frac{\alpha}{2}} s_{e} \sqrt{1+\frac{1}{n}+\frac{\left(x_{i}-\bar{x}\right)^{2}}{\sum\left(x_{i}-\bar{x}\right)^{2}}}=317.85 \pm 102.28
$$

The confidence interval endpoints are 215.57 and 420.13, or from $\$ 215,570$ to $\$ 420,130$

## Statistics for Business and Economics

## Tenth Edition, Global Edition



## Chapter 12 Multiple Regression

## Section 12.1 The Multiple Regression Model

Idea: Examine the linear relationship between
1 dependent $(Y) \& 2$ or more independent variables $\left(X_{i}\right)$

Multiple Regression Model with $K$ Independent Variables:


## Multiple Regression Equation

The coefficients of the multiple regression model are estimated using sample data

Multiple regression equation with $K$ independent variables:


In this chapter we will always use a computer to obtain the regression slope coefficients and other regression summary measures.

Pearson

## Three Dimensional Graphing (1 of 2)

## Two variable model



## Three Dimensional Graphing (2 of 2)

## Two variable model



## Section 12.2 Estimation of Coefficients

## Standard Multiple Regression Assumptions

- 1. The $x_{j i}$ terms are fixed numbers, or they are realizations of random variables $X_{j}$ that are independent of the error terms, $\varepsilon_{i}$
- 2. The expected value of the random variable $Y$ is a linear function of the independent $X_{j}$ variables.
-3. The error terms are normally distributed random variables with mean 0 and a constant variance, $\sigma^{2}$.

$$
E\left[\varepsilon_{i}\right]=0 \quad \text { and } E\left[\varepsilon_{i}^{2}\right]=\sigma^{2} \quad \text { for }(i=1, \ldots, n)
$$

(The constant variance property is called homoscedasticity)

## Standard Multiple Regression Assumptions

- 4. The random error terms, $\varepsilon_{i}$, are not correlated with one another, so that

$$
E\left[\varepsilon_{i} \varepsilon_{j}\right]=0 \text { for all } i \neq j
$$

- 5. It is not possible to find a set of numbers,
$c_{0}, c_{1}, \ldots, c_{k}$, such that

$$
c_{0}+c_{1} x_{1 i}+c_{2} x_{2 i}+\ldots+c_{K} x_{K i}=0
$$

(This is the property of no linear relation for the $X_{j} s$ )

## Example 1: 2 Independent Variables

- A distributor of frozen desert pies wants to evaluate factors thought to influence demand
- Dependent variable: Pie sales (units per week)
- Independent variables: $\left\{\begin{array}{l}\text { Price (in \$) } \\ \text { Advertising (\$100's) }\end{array}\right.$
- Data are collected for 15 weeks


## Pie Sales Example

| Week | Pie <br> Sales | Price <br> $\mathbf{( \$ )}$ | Advertising <br> $\mathbf{( \$ 1 0 0 s )}$ |
| :---: | :---: | :---: | :---: |
| 1 | 350 | 5.50 | 3.3 |
| 2 | 460 | 7.50 | 3.3 |
| 3 | 350 | 8.00 | 3.0 |
| 4 | 430 | 8.00 | 4.5 |
| 5 | 350 | 6.80 | 3.0 |
| 6 | 380 | 7.50 | 4.0 |
| 7 | 430 | 4.50 | 3.0 |
| 8 | 470 | 6.40 | 3.7 |
| 9 | 450 | 7.00 | 3.5 |
| 10 | 490 | 5.00 | 4.0 |
| 11 | 340 | 7.20 | 3.5 |
| 12 | 300 | 7.90 | 3.2 |
| 13 | 440 | 5.90 | 4.0 |
| 14 | 450 | 5.00 | 3.5 |
| 15 | 300 | 7.00 | 2.7 |

Multiple regression equation:

$$
\begin{aligned}
\text { Sales }= & \left.b_{0}+b_{1} \text { (Price }\right) \\
& +b_{2}(\text { Advertising })
\end{aligned}
$$



## Estimating a Multiple Linear Regression Equation

- Excel can be used to generate the coefficients and measures of goodness of fit for multiple regression
- Data / Data Analysis / Regression



## Multiple Regression Output



## The Multiple Regression Equation

| $\widehat{\text { Sales }}=306.526-24.975($ Price $)+74.131$ (Advertising) |
| :--- | :--- | :--- |
| where |
| Sales is in number of pies per week |
| Price is in $\$$ |
| Advertising is in \$100's. |


| $\mathbf{b}_{1}=-24.975:$ sales <br> will decrease, on <br> average, by 24.975 <br> pies per week for <br> each \$1 increase in <br> selling price, net of <br> the effects of changes <br> due to advertising | $\mathbf{b}_{2}=74.131$ : sales will <br> increase, on average, <br> by 74.131 pies per <br> week for each \$100 <br> increase in <br> advertising, net of the <br> effects of changes <br> due to price |
| :--- | :--- |

## Section 12.3 Explanatory Power of a Multiple Regression Equation

## Coefficient of Determination, $\boldsymbol{R}^{2}$

- Reports the proportion of total variation in $y$ explained by all $x$ variables taken together

$$
R^{2}=\frac{\mathrm{SSR}}{\mathrm{SST}}=\frac{\text { regression sum of squares }}{\text { total sum of squares }}
$$

- This is the ratio of the explained variability to total sample variability


## Coefficient of Determination, $R$ Squared

| Regression Statistics |  | $R^{2}=\frac{\mathrm{SSR}}{\mathrm{SST}}=\frac{29460.0}{56493.3}=.52148$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Multiple R |  |  |  |  |  |  |
| R Square | 0.52148 |  |  |  |  |  |
| Adjusted R Square | 0.44172 | 52.1\% of the variation in pie sales is explained by the variation in price and advertising |  |  |  |  |
| Standard Error | 47.46341 |  |  |  |  |  |  |
| Observations | 15 |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| ANOVA | df | $s s$ | MS | $F$ | Significance $F$ |  |
| Regression | 2 | 29460.027 | 14730.013 | 6.53861 | 0.01201 |  |
| Residual | 12 | 27033.306 | 2252.776 |  |  |  |
| Total | 14 | 56493.333 |  |  |  |  |
|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| Intercept | 306.52619 | 114.25389 | 2.68285 | 0.01993 | 57.58835 | 555.46404 |
| Price | -24.97509 | 10.83213 | -2.30565 | 0.03979 | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | 2.85478 | 0.01449 | 17.55303 | 130.70888 |

## Estimation of Error Variance

- Consider the population regression model

$$
y_{i}=\beta_{0}+\beta_{1} x_{1 i}+\beta_{2} x_{2 i}+\cdots+\beta_{K} x_{K i}+\varepsilon_{i}
$$

- The unbiased estimate of the variance of the errors is

$$
s_{e}^{2}=\frac{\sum_{i=1}^{n} e_{i}^{2}}{n-K-1}=\frac{\mathrm{SSE}}{n-K-1}
$$

where $e_{i}=y_{i}-\hat{y}_{i}$

- The square root of the variance, $s_{e}$, is called the standard error of the estimate


## Standard Error, s Sub Epsilon

| Regression Statistics |  | $s_{e}=47.463$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Multiple R <br> R Square <br> Adjusted R Square <br> Standard Error <br> Observations | $\begin{array}{r} \hline 0.72213 \\ 0.52148 \\ 0.44172 \\ 47.46341 \end{array}$ | The magnitude of this value can be compared to the average $y$ value |  |  |  |  |
| ANOVA | df | SS | MS | F | Significance $F$ |  |
| Regression | 2 | 29460.027 | 14730.013 | 6.53861 | 0.01201 |  |
| Residual | 12 | 27033.306 | 2252.776 |  |  |  |
| Total | 14 | 56493.333 |  |  |  |  |
|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| Intercept | 306.52619 | 114.25389 | 2.68285 | 0.01993 | 57.58835 | 555.46404 |
| Price | -24.97509 | 10.83213 | -2.30565 | 0.03979 | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | 2.85478 | 0.01449 | 17.55303 | 130.70888 |

Pearson

## Adjusted Coefficient of Determination, $\boldsymbol{R}$ Bar Squared (1 of 2)

- $R^{2}$ never decreases when a new $X$ variable is added to the model, even if the new variable is not an important predictor variable
- This can be a disadvantage when comparing models
-What is the net effect of adding a new variable?
- We lose a degree of freedom when a new $X$ variable is added
- Did the new $X$ variable add enough explanatory power to offset the loss of one degree of freedom?


## Adjusted Coefficient of Determination, $\boldsymbol{R}$ Bar Squared (2 of 2)

- Used to correct for the fact that adding non-relevant independent variables will still reduce the error sum of squares

$$
\bar{R}^{2}=1-\frac{\operatorname{SSE} /(n-K-1)}{\operatorname{SST} /(n-1)}
$$

(where $n=$ sample size, $K=$ number of independent variables)

- Adjusted $R^{2}$ provides a better comparison between multiple regression models with different numbers of independent variables
- Penalize excessive use of unimportant independent variables
- Value is less than $R^{2}$


## R Bar Squared

| Regression Statistics |  | $\bar{R}^{2}=.44172$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Multiple R | $0.72213$ |  |  |  |  |  |
| R Square | 0.52148 | $44.2 \%$ of the variation in pie sales is explained by the variation in price and advertising, taking into account the sample size and number of independent variables |  |  |  |  |
| Adjusted R Square | $0.44172$ |  |  |  |  |  |  |  |  |
| Standard Error | 47.46341 |  |  |  |  |  |  |  |  |
| Observations | 15 |  |  |  |  |  |  |  |  |
| ANOVA | df | SS | MS |  |  |  | $F$ | Significance $F$ |  |
| Regression | 2 | 29460.027 | 14730.013 | 6.53861 | 0.01201 |  |
| Residual | 12 | 27033.306 | 2252.776 |  |  |  |
| Total | 14 | 56493.333 |  |  |  |  |
|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| Intercept | 306.52619 | 114.25389 | 2.68285 | 0.01993 | 57.58835 | 555.46404 |
| Price | -24.97509 | 10.83213 | -2.30565 | 0.03979 | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | 2.85478 | 0.01449 | 17.55303 | 130.70888 |

## Section 12.4 Conf. Intervals and Hypothesis Tests for Regression Coefficients

The variance of a coefficient estimate is affected by:

- the sample size
- the spread of the $X$ variables
- the correlations between the independent variables, and
- the model error term

We are typically more interested in the regression coefficients $b_{j}$ than in the constant or intercept $b_{0}$

## Confidence Intervals (1 of 2)

Confidence interval limits for the population slope $\beta_{j}$

$$
b_{j} \pm t_{n-K-1, \frac{\alpha}{2}} S_{b_{j}}
$$

$$
\text { where } t \text { has }(n-K-1) \text { d.f. }
$$

|  | Coefficients | Standard Error |
| :--- | ---: | ---: |
| Intercept | 306.52619 | 114.25389 |
| Price | -24.97509 | 10.83213 |
| Advertising | 74.13096 | 25.96732 |

Here, $t$ has
$(15-2-1)=12$ d.f.

Example: Form a 95\% confidence interval for the effect of changes in price $\left(x_{1}\right)$ on pie sales:

$$
-24.975 \pm(2.1788)(10.832)
$$

So the interval is $-48.576<\beta_{1}<-1.374$

## Confidence Intervals (2 of 2)

Confidence interval for the population slope $\beta_{i}$

|  | Coefficients | Standard Error | ... | Lower 95\% | Upper 95\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Intercept | 306.52619 | 114.25389 | ... | 57.58835 | 555.46404 |
| Price | .........-24.97509 | 10.83213 |  | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | $\ldots$ | 17.55303 | 130.70888 |

Example: Excel output also reports these interval endpoints:
Weekly sales are estimated to be reduced by between 1.37 to 48.58 pies for each increase of $\$ 1$ in the selling price

## Hypothesis Tests

- Use $t$-tests for individual coefficients
- Shows if a specific independent variable is conditionally important
- Hypotheses:
$-H_{0}: \beta_{j}=0$ (no linear relationship)
$-H_{1}: \beta_{j} \neq 0$ (linear relationship does exist between $x_{j}$ and $y$ )


## Evaluating Individual Regression Coefficients (1 of 3)

$$
H_{0}: \beta_{j}=0 \text { (no linear relationship) }
$$

$H_{1}: \beta_{j} \neq 0$ (linear relationship does exist between $x_{i}$ and $y$ )

Test Statistic:

$$
t=\frac{b_{j}-0}{S_{b_{j}}} \quad(\mathrm{df}=n-k-1)
$$

## Evaluating Individual Regression Coefficients (2 of 3 )

| Regression Statistics |  | $t$-value for Price is $t=-2.306$, with $p$ value . 0398 <br> $t$-value for Advertising is $t=2.855$, with $p$-value . 0145 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Multiple R <br> R Square <br> Adjusted R Square <br> Standard Error <br> Observations | 0.72213 |  |  |  |  |  |
|  | 0.52148 |  |  |  |  |  |
|  | 0.44172 |  |  |  |  |  |
|  | 47.46341 |  |  |  |  |  |
|  | 15 |  |  |  |  |  |
|  |  | $\uparrow$ |  |  |  |  |
| ANOVA | df | ss | MS | F | Significance $F$ |  |
| Regression | 2 | 29460.027 | 14730.013 | 6.53861 | 0.01201 |  |
| Residual | 12 | 27033.306 | 2252.776 |  |  |  |
| Total | 14 | 56493.333 |  |  |  |  |
|  |  |  |  |  |  |  |
| Coefficients |  | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| Intercept | 306.52619 | 114.25389 | 2.68285 | 0.01993 | 57.58835 | 555.46404 |
| Price | -24.97509 | 10.83213 | -2.30565 | 0.03979 | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | 2.85478 | 0.01449 | 17.55303 | 130.70888 |

## Example 2: Evaluating Individual Regression Coefficients

$$
H_{0}: \beta_{j}=0 \quad \text { From Excel output: }
$$

$$
\begin{aligned}
& H_{1}: \beta_{j} \neq 0 \\
& \text { d.f. }=\mathbf{1 5}-\mathbf{2 - 1}=\mathbf{1 2} \\
& \alpha=.05 \\
& t_{12, .025}=\mathbf{2 . 1 7 8 8}
\end{aligned}
$$

|  | Coefficients | Standard Error | $t$ Stat |
| :--- | ---: | ---: | ---: |
| Price | -24.97509 | 10.83213 | -2.30565 |
| Advertising | 74.13096 | 25.96732 | 0.85478 |

The test statistic for each variable falls in the rejection region ( $p$-values < .05)
 Decision:
Reject $H_{0}$ for each variable Conclusion:
There is evidence that both Price and Advertising affect pie sales at $\alpha=.05$

## Section 12.5 Tests on Regression Coefficients

## Tests on All Coefficients

- F-Test for Overall Significance of the Model
- Shows if there is a linear relationship between all of the $X$ variables considered together and $Y$
- Use $F$ test statistic
- Hypotheses:
$H_{0}: \beta_{1}=\beta_{2}=\ldots=\beta_{K}=0$ (no linear relationship)
$H_{1}$ : at least one $\beta_{i} \neq 0$ (at least one independent variable affects $Y$


## F-Test for Overall Significance (1 of 3)

- Test statistic:

$$
F=\frac{\mathrm{MSR}}{s_{e}^{2}}=\frac{\mathrm{SSR} / K}{\mathrm{SSE} /(n-K-1)}
$$

where $F$ has $K$ (numerator) and

$$
(n-K-1) \text { (denominator) }
$$

degrees of freedom

- The decision rule is

Reject $H_{0}$ if $F=\frac{\text { MSR }}{s_{e}^{2}}>F_{K, n-K-1, \alpha}$

## F-Test for Overall Significance (2 of 3)

| Regression Statistics |  | $F=\frac{\mathrm{MSR}}{\mathrm{MSE}}=\frac{14730.0}{2252.8}=6.5386$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Multiple R <br> R Square <br> Adjusted R Square <br> Standard Error <br> Observations | 0.72213 <br> 0.52148 <br> 0.44172 <br> 47.46341 |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  | With 2 and 12 degrees of freedom |  | P-value for <br> the F-Test |  |  |
| ANOVA | df | SS | MS | F | Significance $F$ |  |
| Regression | 2 | 29460.027 | 14730.013 | 6.53861 | 0.01201 |  |
| Residual | 12 | 27033.306 | 2252.776 |  |  |  |
| Total | 14 | 56493.333 |  |  |  |  |
|  | Coefficients | Standard Error | $t$ Stat | $P$-value | Lower 95\% | Upper 95\% |
| Intercept | 306.52619 | 114.25389 | 2.68285 | 0.01993 | 57.58835 | 555.46404 |
| Price | -24.97509 | 10.83213 | -2.30565 | 0.03979 | -48.57626 | -1.37392 |
| Advertising | 74.13096 | 25.96732 | 2.85478 | 0.01449 | 17.55303 | 130.70888 |

## F-Test for Overall Significance (3 of 3 )

$$
H_{0}: \beta_{1}=\beta_{2}=0
$$

$H_{1}: \beta_{1}$ and $\beta_{2}$ not both zero

$$
\begin{aligned}
\alpha & =.05 \\
\mathrm{df}_{1} & =2 \quad \mathrm{df}_{2}=12
\end{aligned}
$$

Critical


## Test Statistic:

$$
\begin{aligned}
& F=\frac{\mathrm{MSR}}{\mathrm{MSE}}=6.5386 \\
& \text { Decision: }
\end{aligned}
$$

Since $F$ test statistic is in the rejection region ( $p$-value $<.05$ ), reject $H_{0}$

## Conclusion:

There is evidence that at least one independent variable affects $Y$

## Test on a Subset of Regression Coefficients ${ }_{(1 \text { of } 2)}$

- Consider a multiple regression model involving variables $X_{j}$ and $Z_{j}$, and the null hypothesis that the $Z$ variable coefficients are all zero:

$$
\begin{gathered}
y=\beta_{0}+\beta_{1} x_{1}+\cdots+\beta_{K} x_{K}+\alpha_{1} z_{1}+\cdots \alpha_{R} z_{R}+\varepsilon \\
H_{0}: \alpha_{1}=\alpha_{2}=\cdots=\alpha_{R}=0 \\
H_{1}: \text { at least one of } \alpha_{j} \neq 0(j=1, \ldots, R)
\end{gathered}
$$

## Test on a Subset of Regression Coefficients (2 of 2)

- Goal: compare the error sum of squares for the complete model with the error sum of squares for the restricted model
- First run a regression for the complete model and obtain SSE
- Next run a restricted regression that excludes the $Z$ variables (the number of variables excluded is $R$ ) and obtain the restricted error sum of squares $\operatorname{SSE}(R)$
- Compute the $F$ statistic and apply the decision rule for a significance level $\alpha$

$$
\text { Reject } H_{0} \text { if } F=\frac{(\operatorname{SSE}(\mathrm{R})-\mathrm{SSE}) / \mathrm{R}}{s_{e}^{2}}>F_{R, n-K-R-1, \alpha}
$$

## Section 12.6 Prediction

- Given a population regression model

$$
y_{i}=\beta_{0}+\beta_{1} x_{1 i}+\beta_{2} x_{2 i}+\cdots+\beta_{K} x_{K i}+\varepsilon_{i}(i=1,2, \ldots, n)
$$

- then given a new observation of a data point

$$
\left(x_{1, n+1}, x_{2, n+1}, \ldots, x_{K, n+1}\right)
$$

the best linear unbiased forecast of $\hat{y}_{n+1}$ is

$$
\hat{y}_{n+1}=b_{0}+b_{1} x_{1, n+1}+b_{2} x_{2, n+1}+\cdots+b_{K} x_{K, n+1}
$$

- It is risky to forecast for new $X$ values outside the range of the data used to estimate the model coefficients, because we do not have data to support that the linear model extends beyond the observed range.


## Predictions from a Multiple Regression Model

Predict sales for a week in which the selling price is $\$ 5.50$ and advertising is \$350:
$\widehat{\text { Sales }}=306.526-24.975($ Price $)+74.131$ (Advertising)
$=306.526-24.975(5.50)+74.131(3.5)$
$=428.62$

Predicted sales is 428.62 pies

Note that Advertising is in \$100's, so \$350 means that $X_{2}=3.5$

## Section 12.7 Transformations for Nonlinear Regression Models

- The relationship between the dependent variable and an independent variable may not be linear
- Can review the scatter diagram to check for nonlinear relationships
- Example: Quadratic model

$$
Y=\beta_{0}+\beta_{1} X_{1}+\beta_{2} X_{1}^{2}+\varepsilon
$$

- The second independent variable is the square of the first variable


## Quadratic Model Transformations

Quadratic model form:
Let $z_{1}=x_{1}$ and $z_{2}=x_{1}^{2}$
And specify the model as

$$
y_{i}=\beta_{0}+\beta_{1} z_{1 i}+\beta_{2} z_{2 i}+\varepsilon_{i}
$$

- where:
$\beta_{0}=Y$ intercept
$\beta_{1}=$ regression coefficient for linear effect of $X$ on $Y$
$\beta_{2}=$ regression coefficient for quadratic effect on $Y$
$\varepsilon_{i}=$ random error in $Y$ for observation $i$


## Linear vs. Nonlinear Fit



## Quadratic Regression Model

$$
Y_{i}=\beta_{0}+\beta_{1} X_{1 i}+\beta_{2} X_{1 i}^{2}+\varepsilon_{i}
$$

Quadratic models may be considered when the scatter diagram takes on one of the following shapes:


$$
\begin{aligned}
& \beta_{1}=\text { the coefficient of the linear term } \\
& \beta_{2}=\text { the coefficient of the squared term }
\end{aligned}
$$

## Testing for Significance: Quadratic Effect (1 of 3)

- Testing the Quadratic Effect
- Compare the linear regression estimate

$$
\hat{y}=b_{0}+b_{1} x_{1}
$$

- with quadratic regression estimate

$$
\hat{y}=b_{0}+b_{1} x_{1}+b_{2} x_{1}^{2}
$$

- Hypotheses
- $H_{0}: \beta_{2}=0$ (The quadratic term does not improve the model)
- $H_{1}: \beta_{2} \neq 0$ (The quadratic term improves the model)


## Testing for Significance: Quadratic Effect (2 of 3)

- Testing the Quadratic Effect


## Hypotheses

$-H_{0}: \beta_{2}=0$ (The quadratic term does not improve the model)
$-H_{1}: \beta_{2} \neq 0$ (The quadratic term improves the model)

- The test statistic is

$$
\begin{aligned}
& t=\frac{b_{2}-\beta_{2}}{S_{b_{2}}} \\
& \text { d.f }=n-3
\end{aligned}
$$

where:

$$
\left.\begin{array}{rl}
b_{2}= & \text { squared term slope } \\
& \text { coefficient }
\end{array}\right\} \begin{aligned}
\beta_{2}= & \text { hypothesized slope (zero) } \\
S_{b_{2}}= & \text { standard error of the slope }
\end{aligned}
$$

## Testing for Significance: Quadratic Effect (3 of 3)

- Testing the Quadratic Effect

Compare $R^{2}$ from simple regression to $\bar{R}^{2}$ from the quadratic model

- If $\bar{R}^{2}$ from the quadratic model is larger than $R^{2}$ from the simple model, then the quadratic model is a better model


## Example 3: Quadratic Model (1 of 3)

| Purity | Filter Time |
| :---: | :---: |
| 3 | 1 |
| 7 | 2 |
| 8 | 3 |
| 15 | 5 |
| 22 | 7 |
| 33 | 8 |
| 40 | 10 |
| 54 | 12 |
| 67 | 13 |
| 70 | 14 |
| 78 | 15 |
| 85 | 15 |
| 87 | 16 |
| 99 | 17 |

- Purity increases as filter time increases:



## Example 3: Quadratic Model (2 оз 3)

- Simple regression results:
$\hat{y}=-11.283+5.985$ Time

|  | Coefficients | Standard <br> Error | $\boldsymbol{t}$ Stat | $\boldsymbol{P}$-value |
| :--- | ---: | :---: | :---: | :---: |
| Intercept | -11.28267 | 3.46805 | -3.25332 | 0.00691 |
| Time | 5.98520 | 0.30966 | 19.32819 | $2.078 \mathrm{E}-10$ |


| Regression Statistics |  | $F$ | Significance $F$ |
| :--- | ---: | :--- | ---: |
| R Square | 0.96888 |  | 373.57904 |
| Adjusted $R$ Square | 0.96628 |  |  |
| Standard Error | 6.15997 |  |  |



## Example 3: Quadratic Model (3 of 3)

- Quadratic regression results:

$$
\hat{y}=1.539+1.565 \text { Time }+0.245(\text { Time })^{2}
$$

|  | Coefficients | Standard <br> Error | t Stat | P-value |
| :--- | ---: | :---: | ---: | ---: |
| Intercept | 1.53870 | 2.24465 | 0.68550 | 0.50722 |
| Time | 1.56496 | 0.60179 | 2.60052 | 0.02467 |
| Time-squared | 0.24516 | 0.03258 | $\mathbf{7 . 5 2 4 0 6}$ | $1.165 \mathrm{E}-05$ |


| Regression Statistics |  | $F$ | Significance $F$ |
| :---: | :---: | :---: | :---: |
| R Square | 0.99494 | 1080.7330 | $2.368 \mathrm{E}-13$ |
| Adjusted R Square | 0.99402 |  |  |
| Standard Error | 2.59513 |  |  |

The quadratic term is significant and improves the model: $R^{2}$ is higher and $s_{e}$ is lower, residuals are now random


Pearson

## Logarithmic Transformations

## The Exponential Model:

- Original exponential model

$$
Y=\beta_{0} X_{1}^{\beta_{1}} X_{2}^{\beta_{2}} \varepsilon
$$

- Transformed logarithmic model

$$
\log (Y)=\log \left(\beta_{0}\right)+\beta_{1} \log \left(X_{1}\right)+\beta_{2} \log \left(X_{2}\right)+\log (\varepsilon)
$$

## Interpretation of coefficients

For the logarithmic model:

$$
\log Y_{i}=\log \beta_{0}+\beta_{1} \log X_{1 i}+\log \varepsilon_{i}
$$

- When both dependent and independent variables are logged:
- The estimated coefficient $b_{k}$ of the independent variable $X_{k}$ can be interpreted as
a 1 percent change in $X_{k}$ leads to an estimated $b_{k}$ percentage change in the average value of $Y$
- $b_{k}$ is the elasticity of $Y$ with respect to a change in $X_{k}$


## Section 12.8 Dummy Variables for Regression Models

- A dummy variable is a categorical independent variable with two levels:
- yes or no, on or off, male or female
- recorded as 0 or 1
- Regression intercepts are different if the variable is significant
- Assumes equal slopes for other variables
- If more than two levels, the number of dummy variables needed is (number of levels - 1)


## Dummy Variable Example (1 of 2 )

$$
\hat{y}=b_{0}+b_{1} x_{1}+b_{2} x_{2}
$$

## Let:

$y=$ Pie Sales
$x_{1}=$ Price
$x_{2}=$ Holiday ( $x_{2}=1$ if a holiday occurred during the week) ( $x_{2}=0$ if there was no holiday that week)

## Dummy Variable Example (2 of 2 )

$$
\begin{aligned}
& \hat{y}=b_{0}+b_{1} x_{1}+b_{2}(1)= \\
& \hat{y}=b_{0}+b_{1} x_{1}+b_{2}(0)=\underbrace{(\begin{array}{c}
\left.b_{0}+b_{2}\right)
\end{array}+\underbrace{b_{1} x_{1} x_{1}}_{\begin{array}{c}
\text { Same } \\
\text { slope }
\end{array}} \text { No Holiday }}_{\begin{array}{c}
\text { Different } \\
\text { intercept } \\
b_{0}
\end{array}} \text { Holiday } \\
& \text { ales) }
\end{aligned}
$$



$$
\begin{aligned}
& \text { If } H_{0}: \beta_{2}=0 \text { is } \\
& \text { rejected, then } \\
& \text { "Holiday" has a } \\
& \text { significant effect } \\
& \text { on pie sales }
\end{aligned}
$$

## Interpreting the Dummy Variable Coefficient

## Example: Sales $=300-30$ (Price) +15 (Holiday)

Sales: number of pies sold per week Price: pie price in \$

Holiday: $:\{1$ If a holiday occurred during the week
Holiday: $\left\{\begin{array}{l}1 \text { If no holiday occurred }\end{array}\right.$
$b_{2}=15$ : on average, sales were 15 pies greater in weeks with a holiday than in weeks without a holiday, given the same price

## Differences in Slope

- Hypothesizes interaction between pairs of $x$ variables
- Response to one $x$ variable may vary at different levels of another $x$ variable
- Contains two-way cross product terms

$$
\begin{aligned}
-\hat{y} & \left.=b_{0}+b_{1} x_{1}+b_{2} x_{2}+b_{3} x_{2}\right) \\
& =b_{0}+b_{1} x_{1}+b_{2} x_{2}+b_{3}\left(x_{1} x_{2}\right)
\end{aligned}
$$

## Effect of Interaction

- Given:

$$
\begin{aligned}
Y & =\beta_{0}+\beta_{2} X_{2}+\left(\beta_{1}+\beta_{3} X_{2}\right) X_{1} \\
& =\beta_{0}+\beta_{1} X_{1}+\beta_{2} X_{2}+\beta_{3} X_{1} X_{2}
\end{aligned}
$$

- Without interaction term, effect of $X_{1}$ on $Y$ is measured by $\beta_{1}$
- With interaction term, effect of $X_{1}$ on $Y$ is measured by $\beta_{1}+\beta_{3} X_{2}$
- Effect changes as $X_{2}$ changes


## Interaction Example

Suppose $x_{2}$ is a dummy variable and the estimated regression equation is $\hat{y}=1+2 x_{1}+3 x_{2}+4 x_{1} x_{2}$


Slopes are different if the effect of $x_{1}$ on $y$ depends on $x_{2}$ value

## Significance of Interaction Term

- The coefficient $b_{3}$ is an estimate of the difference in the coefficient of $x_{1}$ when $x_{2}=1$ compared to when $x_{2}=0$
- The $t$ statistic for $b_{3}$ can be used to test the hypothesis

$$
\begin{aligned}
& H_{0}: \beta_{3}=0 \mid \beta_{1} \neq 0, \beta_{2} \neq 0 \\
& H_{1}: \beta_{3} \neq 0 \mid \beta_{1} \neq 0, \beta_{2} \neq 0
\end{aligned}
$$

- If we reject the null hypothesis we conclude that there is a difference in the slope coefficient for the two subgroups


## Section 12.9 Multiple Regression Analysis Application Procedure

Errors (residuals) from the regression model:

$$
e_{i}=\left(y_{i}-\hat{y}_{i}\right)
$$

Assumptions:

- The errors are normally distributed
- Errors have a constant variance
- The model errors are independent


## Analysis of Residuals

- These residual plots are used in multiple regression:
- Residuals vs. $\hat{y}_{i}$
- Residuals vs. $x_{1 i}$
- Residuals vs. $x_{2 i}$
- Residuals vs. time (if time series data)

Use the residual plots to check for violations of regression assumptions

