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## Mathematical Model

- You have a small business producing custom t-shirts.
- Without marketing, your business has revenue (sales) of $\$ 1000$ per week.
- Every dollar you spend marketing will increase revenue by 2 dollars.
- Let variable X represent amount spent on marketing and let variable $Y$ represent revenue per week.
- Write a mathematical model that relates $X$ to $Y$


## Mathematical Linear Model

Linear Model
Example

| $Y=\beta_{0}+\beta_{1} X$ | $Y=1000+2 X$ |
| :--- | :--- |
| $Y:$ Dependent Variable | $Y:$ Revenue |
| $X:$ Independent Variable | $X:$ Marketing |
| $\beta_{0}: Y$-intercept | $\beta_{0}: \$ 1000$ |
| $\beta_{1}:$ Slope | $\beta_{1}: \$ 2$ per $\$ 1$ marketing |

## Statistical Model

- You have a small business producing custom t-shirts.
- Without marketing, your business has expected revenue (sales) of $\$ 1000$ per week.
- Every dollar you spend marketing will increase revenue by an expected value of 2 dollars.
- Let variable X represent amount spent on marketing and let variable $Y$ represent revenue per week.
- Let $\varepsilon$ represent the difference between Expected Revenue and Actual Revenue (Residual Error)
- Write a statistical model that relates $X$ to $Y$


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## Statistical Linear Model

Regression Model
$Y=\beta_{0}+\beta_{1} X+\varepsilon$
$Y$ : Dependent Variable
$X$ : Independent Variable
$\beta_{0}: Y$-intercept
$\beta_{1}$ : Slope
$\varepsilon: \operatorname{Normal}(0, \sigma)$

## Example

$Y=1000+2 X+\varepsilon$
$Y$ : Revenue
$X$ : Marketing
$\beta_{0}: \$ 1000$
$\beta_{1}$ : \$2 per \$1marketing

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## Regression Analysis

urpose: to determine the regression equation; it is used to predict the value of the dependent response variable (Y) based on the independent explanatory variable (X).

- Procedure:
- select a sample from the population
- list the paired data for each observation
- draw a scatter diagram to give a visual portrayal of the relationship
- determine the regression equation.


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## Regression Analysis

the regression equation: $\hat{Y}=b_{0}+b_{1} X$, where:

- $\hat{Y}$ is the average predicted value of $Y$ for any $X$.
- $b_{0}$ is the Y -intercept, or the estimated $Y$ value when $X=0$
- $b_{1}$ is the slope of the line, or the average change in $\hat{Y}$ for each change of one unit in $X$
- the least squares principle is used to obtain $b_{1}$ and $b_{0}$

$$
\begin{array}{ll}
S S X=\Sigma X^{2}-\frac{1}{n}(\Sigma X)^{2} & b_{1}=\frac{S S X Y}{S S X} \\
S S Y=\Sigma Y^{2}-\frac{1}{n}(\Sigma Y)^{2} & b_{0}=\bar{Y}-b_{1} \bar{X}
\end{array}
$$

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## Estimation of Population Parameters

- From sample data, find statistics that will estimate the 3 population parameters
- Slope parameter
- $b_{1}$ will be an estimator for $\beta_{1}$
- Y-intercept parameter
- $b_{0}$ will be an estimator for $\beta_{0}$
- Standard deviation
- $S_{e}$ will be an estimator for $\sigma$


## Assumptions Underlying Linear Regression

- For each value of $X$, there is a group of $Y$ values, and these $Y$ values are normally distributed.
- The means of these normal distributions of $Y$ values all lie on the straight line of regression.
- The standard deviations of these normal distributions are equal.
- The $Y$ values are statistically independent. This means that in the selection of a sample, the $Y$ values chosen for a particular $X$ value do not depend on the $Y$ values for any other $X$ values.


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## Example continued

- Find the Regression line
- SSX = 580
- SSY = 380
- SSXY = -445
- $b_{1}=-.767$
- $b_{0}=45.647$
. $\hat{Y}=45.647-.767 \mathrm{X}$

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Determining Regression Line

- Residual error for any observation is the difference between the observed and expected values of $Y \mid X$.
- For a given point $(\mathrm{X}, \mathrm{Y}), \hat{Y}=b_{0}+b_{1} X$
- Residual error for this point $=\mathrm{Y}-\hat{Y}$
- We then minimize total error by combing all residuals
- Regression Line minimizes SSE = the sum of the squared residual errors

$$
S S E=\sum(Y-\hat{Y})^{2}
$$

## Interpreting Regression Line

- Slope is the change in $Y$ per the change in $X$.
- Example
- $\hat{Y}=45.647-.767 \mathrm{X}$

Each increase of 1 inch of rainfall decreases Sales by 0.767


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| ANOVA Table for Simple <br> Linear Regression |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Source SS df MS <br> Regression SSR 1 SSR/dfR <br> MSR/MSE    <br> Error/Residual SSE $\mathrm{n}-2$ SSE/dfE <br> TOTAL SSY $\mathrm{n}-1$  |  |  |  |  |

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## Hypothesis Testing Example

- $\mathrm{H}_{0}$ : There is no difference in Sales of Sunglasses due to Rainfall
- $H_{a}$ : There is a difference in Sales of Sunglasses due to Rainfall
- $\mathrm{H}_{0}$ : Sales of Sunglasses and Rainfall are uncorrelated
- $H_{a}$ : Sales of Sunglasses and Rainfall are correlated
- $\mathrm{H}_{0}: \beta_{1}=0$
- $\mathrm{H}_{\mathrm{a}}: \beta_{1} \neq 0$


## Example continued

- Test the Hypothesis $\mathrm{H}_{0}: \beta_{1}=0, \alpha=5 \%$

| Source | SS | df | MS | F | p -value |
| :--- | ---: | :---: | :---: | :---: | :---: |
| Regression | 341.422 | 1 | 341.422 | 26.551 | 0.0142 |
| Error | 38.578 | 3 | 12.859 |  |  |
| TOTAL | 380.000 | 4 |  |  |  |

- Reject Ho p-value < $\alpha$

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## Example continued

- Find SSE and the

| standard error: | $x$ | $y$ | $\hat{y}$ | $y-\hat{y}$ | $(y-\hat{y})^{2}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | 1040 | 37.97 | 2.03 | 4.104 |  |
| - SSR $=341.422$ | 1535 | 34.14 | 0.86 | 0.743 |  |
| - SSE $=38.578$ | 2025 | 30.30 | -5.30 | 28.108 |  |
| - MSE $=12.859$ | 3025 | 22.63 | 2.37 | 5.620 |  |
| - $\mathrm{S}_{\mathrm{e}}=3.586$ | 4015 | 14.96 | 0.04 | 0.002 |  |
|  |  |  | Total | 38.578 |  |




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## The Coefficient of Correlation, r

- The Coefficient of Correlation (r) is a measure of the strength of the relationship between two variables.
- It requires interval or ratio-scaled data (variables).
- It can range from -1.00 to 1.00 .
- Values of -1.00 or 1.00 indicate perfect and strong correlation.
- Values close to 0.0 indicate weak correlation.
- Negative values indicate an inverse relationship and positive values indicate a direct relationship.

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## Example continued

$$
r^{2}=\frac{341.422}{380.000}=0.8985=89.85 \%
$$

- $89.85 \%$ of the variability of Sales of Sunglasses is explained by Rainfall
- $10.15 \%$ of the variability of Sales of Sunglasses is unexplained


## $r^{2}$ : Coefficient of Determination

- $r^{2}$ is the proportion of the total variation in the dependent variable $Y$ that is explained or accounted for by the variation in the independent variable X .

$$
r^{2}=\frac{\text { SSR }}{\text { SSTotal }}
$$

## Example continued

| X | Y | $\mathrm{X}^{2}$ | $\mathrm{Y}^{2}$ | XY |
| ---: | ---: | ---: | ---: | ---: |
| 10 | 40 | 100 | 1600 | 400 |
| 15 | 35 | 225 | 1225 | 525 |
| 20 | 25 | 400 | 625 | 500 |
| 30 | 25 | 900 | 625 | 750 |
| 40 | 15 | 1600 | 225 | 600 |
| 115 | 140 | 3225 | 4300 | 2775 |

$$
\bullet \text { SSX }=3225-115^{2} / 5=580
$$

$$
\cdot \text { SSY }=4300-140^{2} / 5=380
$$

$$
\cdot \operatorname{SSXY}=2775-(115)(140) / 5=-445
$$

## Prediction Interval

- The prediction interval for an individual value of $Y$ for a given value of $X$ is given by:

$$
\hat{Y} \pm t \cdot s_{e} \cdot \sqrt{1+\frac{1}{n}+\frac{(X-\bar{X})^{2}}{S S X}}
$$

- Degrees of freedom for $t=n-2$


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## Example - Minitab output

- Sales $=$ 45.65-0.767 Rainfall
- Variable Setting
- Rainfall 25
- Fit SE Fit 95\% CI 95\% PI
- $26.46551 .63111(21.2746,31.6564)(13.9282,39.0028)$


## Residual Analysis

- Residuals for Simple Linear Regression
- The residuals should represent a linear model.
- The standard error (standard deviation of the residuals) should not change when the value of $X$ changes.
- The residuals should follow a normal distribution.
- Look for any potential extreme values of $X$.
- Look for any extreme residual errors

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## Chapter 13 Slides



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Select Statistics $>$ Regression $>$ Regression, then choose the Response (Y-variable) and model (Xvariable)


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## Using Minitab to Run Regression

The results at the beginning are the regression equation, the intercept and slope, the standard error of the residuals, and the $r^{2}$
The regression equation is
$\mathrm{mpg}=30.2$ - 0.0466 EngineSize

$$
\begin{array}{lrrrr}
\text { Predictor } & \text { Coef } & \text { SE Coef } & \text { T } & \text { P } \\
\text { Konstant } & 30.203 & 1.361 & 22.20 & 0.000 \\
\text { EngineSize } & -0.046598 & 0.005378 & -8.66 & 0.000 \\
& & & & \\
S=2.95688 & \text { R-Sq }=80.78 & \text { R-Sq }(\text { adj })=79.68
\end{array}
$$

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## Using Minitab to Run Regression

Finally, the residuals show the potential outliers.

| Obs | EngineSize | mpg | Fit | SE Fit | Residual | St Resid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | 400 | 15.000 | 11.564 | 1.167 | 3.436 | 1.26 |
| 2 | 455 | 14.000 | 9.001 | 1.421 | 4.999 | 1.93 |
| 3 | 113 | 24.000 | 24.937 | 0.880 | -0.937 | -0.33 |
| 4 | 198 | 22.000 | 20.976 | 0.673 | 1.024 | 0.36 |
| 5 | 199 | 18.000 | 20.930 | 0.672 | -2.930 | -1.02 |
| 6 | 200 | 21.000 | 20.883 | 0.671 | 0.117 | 0.04 |
| 7 | 97 | 27.000 | 25.683 | 0.939 | 1.317 | 0.47 |
| 8 | 97 | 26.000 | 25.683 | 0.939 | 0.317 | 0.11 |
| 9 | 110 | 25.000 | 25.077 | 0.891 | -0.077 | -0.03 |
| 10 | 107 | 24.000 | 25.217 | 0.902 | -1.217 | -0.43 |
| 11 | 104 | 25.000 | 25.357 | 0.913 | -0.357 | -0.13 |
| 12 | 121 | 26.000 | 24.565 | 0.853 | 1.435 | 0.51 |
| 13 | 199 | 21.000 | 20.930 | 0.672 | 0.070 | 0.02 |
| 14 | 360 | 10.000 | 13.427 | 0.998 | -3.427 | -1.23 |
| 15 | 307 | 10.000 | 15.897 | 0.807 | -5.897 | -2.07R |
| 16 | 318 | 11.000 | 15.385 | 0.842 | -4.385 | -1.55 |
| 17 | 400 | 9.000 | 11.564 | 1.167 | -2.564 | -0.94 |
| 18 | 97 | 27.000 | 25.683 | 0.939 | 1.317 | 0.47 |
| 19 | 140 | 28.000 | 23.679 | 0.792 | 4.321 | 1.52 |
| 20 | 400 | 15.000 | 11.564 | 1.167 | 3.436 | 1.26 |

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## Using Minitab to Run Regression

Click the results box, and choose the fits and residuals to get all predictions.


## Using Minitab to Run Regression

Next is the ANOVA table, which tests the significance of the regression model.

Analysis of Variance

| Source | DF | SS | MS | F | P |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Regression | 1 | 656.42 | 656.42 | 75.08 | 0.000 |
| Residual Error | 18 | 157.38 | 8.74 |  |  |
| Total | 19 | 813.80 |  |  |  |

## Using Minitab to Run Regression

- Find a 95\% confidence interval for the expected MPG of a car with an engine size of 250 ci .
- Find a 95\% prediction interval for the actual MPG of a car with an engine size of 250 ci .
mpg $=30.20-0.04660$ EngineSize

Variable Setting
EngineSize 250 $\begin{array}{rrcc}\text { Fit } & \text { SE Fit } & \text { 95\% CI } & \text { 95\% PI } \\ 18.5533 & 0.679201 & (17.1264,19.9803) & \text { (12.1793, 24.9273) }\end{array}$

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