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## Statistics for <br> Business \& Economics

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Simple Linear Regression

## Learning Objectives

L01 Define the terms used in correlation analysis.
LO 2 Calculate, test, and interpret the relationship between two variables using the correlation coefficient.
L03 Apply regression analysis to estimate the linear relationship between two variables

LO 4 Interpret the regression analysis.
L05 Calculate and interpret confidence and prediction intervals.

## Simple Linear Regression Analysis

Simple Linear Regression analysis is a statistical procedure develop a linear equation showing how the variables are related. In regression terminology, the variable being predicted is called the dependent variable. The variable being used to predict the value of the dependent variable is called the independent variable.

## Examples

1. Is there a relationship between the amount Healthtex spends per month on advertising and its sales in the month?
2. Can we base a predict of the cost to heat a home in January on the number of square feet in the home?
3. Modeling the relationship between the miles per gallon achieved by large pickup trucks and the size of the engine?
4. Modeling the relationship between the number of hours that students studied for an exam and the score earned?

## Regression Analysis

In regression analysis we use the independent variable $(X)$ to estimate the dependent variable ( $Y$ ).

- The relationship between the variables is linear.
- Both variables must be at least interval scale.
- The least squares criterion is used to determine the equation.

REGRESSION EQUATION An equation that expresses the linear relationship between two variables.

LEAST SQUARES PRINCIPLE Determining a regression equation by minimizing the sum of the squares of the vertical distances between the actual $Y$ values and the predicted values of $Y$.



## Regression Model and Regression Equation

## SIMPLE LINEAR REGRESSION MODEL

$$
y=\beta_{0}+\beta_{1} x+\epsilon
$$

$\beta 0$ (the y-intercept of the regression line) and $\beta_{1}$ (the slope) are referred to as the parameters of the model, and $\varepsilon$ (the Greek letter epsilon) is a random variable referred to as the error term. The error term accounts for the variability in $y$ that cannot be explained by the linear relationship between $x$ and $y$.
In practice, the parameter values are not known and must be estimated using sample data. Sample statistics (denoted $b 0$ and $b 1$ ) are computed as estimates of the population parameters $\beta 0$ and $\beta_{1}$.

ESTIMATED SIMPLE LINEAR REGRESSION EQUATION

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

$$
\begin{gathered}
b_{1}=\frac{\sum\left(x_{i}-\bar{x}\right)\left(y_{i}-\bar{y}\right)}{\sum\left(x_{i}-\bar{x}\right)^{2}} \\
b_{0}=\bar{y}-b_{1} \bar{x}
\end{gathered}
$$

## Regression Equation - Example

The sales manager gathered information on the number of sales calls made and the number of copiers sold for a random sample of 10 sales representatives. Use the least squares method to determine a linear equation to express the relationship between the two variables.
What is the expected number of copiers sold by a representative who made 20 calls?

| Sales Representative | Number of Sales Calls | Number of Copiers Sold | The regression equation is |
| :---: | :---: | :---: | :---: |
| Tom Keller | 20 | 30 | $Y=a+b X$ |
| Jeff Hall | 40 | 60 |  |
| Brian Virost | 20 | 40 | $Y=18.9476+1.1842 X$ |
| Greg Fish | 30 | 60 |  |
| Susan Welch | 10 | 30 | $Y=18.9476+1.1842(20)$ |
| Carlos Ramirez | 10 | 40 | ^ |
| Rich Niles | 20 | 40 | $Y=42.6316$ |
| Mike Kiel | 20 | 50 |  |
| Mark Reynolds | 20 | 30 |  |
| Soni Jones | 30 | 70 |  |

## Regression Equation - Example

## Regression Ānalysis



The equation of the fitted regression line is $\mathbf{y}^{\prime}=\mathbf{1 8 . 9 4 7 4 + 1 . 1 8 4 2} \mathbf{x}$ Hence, a representative who made 20 calls, we expect the number of copiers sold by him to be 42 on average.

## The Coefficient of Correlation, $r$

The Coefficient of Correlation ( $r$ ) a descriptive measure of the strength of linear association between two variables, $x$ and $y$.

- It shows the direction and strength of the linear relationship between two interval or ratioscale variables
- It can range from -1.00 to +1.00 .
- Values close to 0.0 indicate weak correlation.
- Negative values indicate an inverse relationship and positive values indicate a dirrect relationship.
■ Values of -1.00 or +1.00 indicate perfect and strong correlation.



## The Coefficient of Determination, $r^{2}$

The coefficient of determination $\left(r^{2}\right)$ is the proportion of the total variation in the dependent variable $(\mathrm{Y})$ that is explained or accounted for by the variation in the independent variable ( X ). It is the square of the coefficient of correlation.

- It ranges from 0 to 1 .
- It does not give any information on the direction of the relationship between the variables.


## Example

In the pervious example, compute and interpret the correlation coefficient and the coefficient of determination.

Regression Analysis

| $\mathrm{r}^{2}$ | 0.576 |
| :---: | :---: |
| r | 0.759 |

The correlation coefficient is 0.759 which indicates strong direct relationship between number of calls and number of copiers sold. The coefficient of determination is 0.576 which means that $57.6 \%$ of the variation in the number of copiers sold is explained or accounted for by the variation in the number of calls.

## 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, and the best estimate are the standard error of the estimates $\boldsymbol{S}_{y . x}$.
- 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.


## The Standard Error of the Estimate

The standard error of the estimate measures the scatter, or dispersion, of the observed values around the line of regression.

## Example



In the previous example, we found

## STANDARD ERROR OF THE ESTIMATE

Regression Analysis

$$
s=\sqrt{\mathrm{MSE}}=\sqrt{\frac{\mathrm{SSE}}{n-2}}
$$

Std. Error 9.901
n10
k1
Dep. Var. Copiers

## ANOVA

table

| Source | SS | df | MS | F | p-value |
| ---: | ---: | ---: | ---: | ---: | ---: |
| Regressi |  |  |  |  |  |
| on | $1,065.7895$ | 1 | $1,065.7895$ | 10.87 | .0109 |
| Residual | 784.2105 | 8 | 98.0263 |  |  |
| Total | $1,850.0000$ | 9 |  |  |  |

## Testing for Significance

To test for a significant regression relationship, we must conduct a hypothesis test to determine whether the value of $\beta_{1}$ is zero.

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

If the value of $\beta_{1}$ is not equal to zero, $H_{0}$ is rejected, we would conclude that the two variables are related.

## Example

In the previous example, test the significance of the regression at 5\% significance level

| Regression output |
| ---: |
| variables coefficients |
| Intercept |
| Calls |


| std. error | $\mathrm{t}(\mathrm{df}=8)$ | p -value | confidence interval <br> $95 \%$ <br> lower | 29\% <br> upper | The p-value for testing the <br> significance of the <br> regression relationship |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 0.3591 | 3.297 | .0109 | 0.3560 | 2.0124 |  |

The p-value 0.0109 is less than 0.05 indicating the rejection of the null hypothesis, thus the two variables are related.

## Confidence Interval for $\beta_{1}$

The form of a confidence interval for $\beta_{1}$ is as follows:

$$
b_{1} \pm t_{a / 2} s_{b_{1}}
$$

The point estimate of $\beta_{1}$ is $b_{1}$ and the margin of error is $t_{\alpha / 2} s_{b_{1}}$

## Example

In the previous example, find the $95 \%$ confidence interval estimate of the slop $\beta 1$.


Thus, the $95 \%$ confidence interval estimate of $\beta_{1}$ is ( $0.3560,2.0124$ ). Note that the confidence interval estimate dose not include zero which indicates that the slop value is significantly different form zero.

## Confidence and Prediction Interval Estimates of y.

- A confidence interval reports the mean value of $Y$ for a given $X$.

$$
\hat{Y} \pm t\left(S_{y} \cdot x\right) \sqrt{\frac{1}{n}+\frac{(X-\bar{X})^{2}}{\sum(X-\bar{X})^{2}}}
$$

- A prediction intervall reports the range of values of $Y$ for a particular value of $X$.

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

where
$\hat{Y}$ is the predicted value for any selected $X$ value.
$X$ is any selected value of $X$.
$\bar{X}$ is the mean of the $X \mathrm{~s}$, found by $\Sigma X / n$.
$n$ is the number of observations.
$S_{y \cdot x}$ is the standard error of estimate.
$t$ is the value of $t$ from Appendix B. 2 with $n-2$ degrees of freedom.

## Confidence and Predication Interval - Example

## Example

In the previous example, find the $95 \%$ confidence interval for the average number of copiers sold and the $95 \%$ predication interval for the number of copiers sold when number of calls is 20 .


Thus, the $95 \%$ confidence interval for the average number of copiers sold is between 35.224 and 50.039 when the number of calls is 20 .
The $95 \%$ prediction interval for the number of copiers sold is between 18.629 and 66.635 when the number of calls is 20 .

## Summary

Dependent variable The variable that is being predicted or explained. Independent variable The variable that is doing the predicting or explaining.
Simple linear regression Regression analysis involving one independent variable and one dependent variable in which the relationship between the variables is approximated by a straight line.
Regression model The equation that describes how $y$ is related to $x$ and an error term.
Regression equation The equation that describes how the mean or expected value of the dependent variable is related to the independent variable.
Estimated regression equation The estimate of the regression equation developed from sample data by using the least squares method. Least squares method A procedure used to develop the estimated regression equation.

## Summary

Coefficient of determination A measure of the goodness of fit of the estimated regression equation. It can be interpreted as the proportion of the variability in the dependent variable $y$ that is explained by the estimated regression equation.
Correlation coefficient A measure of the strength of the linear relationship between two variables (previously discussed in Chapter 3). Standard error of the estimate The square root of the mean square error, denoted by $s$. It is the estimate of $\sigma$, the standard deviation of the error term.
ANOVA table The analysis of variance table used to summarize the computations associated with the $F$ test for significance.
Confidence interval The interval estimate of the mean value of $y$ for a given value of $x$.
Prediction interval The interval estimate of an individual value of $y$ for a given value of $x$.

