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- although it may seem overly simplistic, linear regression is extremely useful both conceptually and practically.


## Linear regression for the advertising data

Consider the advertising data shown on the next slide.
Questions we might ask:

- Is there a relationship between advertising budget and sales?
- How strong is the relationship between advertising budget and sales?
- Which media contribute to sales?
- How accurately can we predict future sales?
- Is the relationship linear?
- Is there synergy among the advertising media?


## Advertising data





## Simple linear regression using a single predictor $X$.

- We assume a model

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

where $\beta_{0}$ and $\beta_{1}$ are two unknown constants that represent the intercept and slope, also known as coefficients or parameters, and $\epsilon$ is the error term.

- Given some estimates $\hat{\beta}_{0}$ and $\hat{\beta}_{1}$ for the model coefficients, we predict future sales using

$$
\hat{y}=\hat{\beta}_{0}+\hat{\beta}_{1} x
$$

where $\hat{y}$ indicates a prediction of $Y$ on the basis of $X=x$. The hat symbol denotes an estimated value.

## Estimation of the parameters by least squares

- Let $\hat{y}_{i}=\hat{\beta}_{0}+\hat{\beta}_{1} x_{i}$ be the prediction for $Y$ based on the $i$ th value of $X$. Then $e_{i}=y_{i}-\hat{y}_{i}$ represents the $i$ th residual


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- We define the residual sum of squares (RSS) as

$$
\mathrm{RSS}=e_{1}^{2}+e_{2}^{2}+\cdots+e_{n}^{2},
$$

or equivalently as
$\operatorname{RSS}=\left(y_{1}-\hat{\beta}_{0}-\hat{\beta}_{1} x_{1}\right)^{2}+\left(y_{2}-\hat{\beta}_{0}-\hat{\beta}_{1} x_{2}\right)^{2}+\ldots+\left(y_{n}-\hat{\beta}_{0}-\hat{\beta}_{1} x_{n}\right)^{2}$.

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- The least squares approach chooses $\hat{\beta}_{0}$ and $\hat{\beta}_{1}$ to minimize the RSS. The minimizing values can be shown to be

$$
\begin{aligned}
& \hat{\beta}_{1}=\frac{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)\left(y_{i}-\bar{y}\right)}{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)^{2}}, \\
& \hat{\beta}_{0}=\bar{y}-\hat{\beta}_{1} \bar{x},
\end{aligned}
$$

where $\bar{y} \equiv \frac{1}{n} \sum_{i=1}^{n} y_{i}$ and $\bar{x} \equiv \frac{1}{n} \sum_{i=1}^{n} x_{i}$ are the sample means.

## Example: advertising data



The least squares fit for the regression of sales onto TV.
In this case a linear fit captures the essence of the relationship, although it is somewhat deficient in the left of the plot.

## Assessing the Accuracy of the Coefficient Estimates

- The standard error of an estimator reflects how it varies under repeated sampling. We have
$\operatorname{SE}\left(\hat{\beta}_{1}\right)^{2}=\frac{\sigma^{2}}{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)^{2}}, \quad \mathrm{SE}\left(\hat{\beta}_{0}\right)^{2}=\sigma^{2}\left[\frac{1}{n}+\frac{\bar{x}^{2}}{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)^{2}}\right]$
where $\sigma^{2}=\operatorname{Var}(\epsilon)$


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$$

where $\sigma^{2}=\operatorname{Var}(\epsilon)$

- These standard errors can be used to compute confidence intervals. A $95 \%$ confidence interval is defined as a range of values such that with $95 \%$ probability, the range will contain the true unknown value of the parameter. It has the form

$$
\hat{\beta}_{1} \pm 2 \cdot \mathrm{SE}\left(\hat{\beta}_{1}\right)
$$

## Confidence intervals - continued

That is, there is approximately a $95 \%$ chance that the interval

$$
\left[\hat{\beta}_{1}-2 \cdot \mathrm{SE}\left(\hat{\beta}_{1}\right), \hat{\beta}_{1}+2 \cdot \mathrm{SE}\left(\hat{\beta}_{1}\right)\right]
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For the advertising data, the $95 \%$ confidence interval for $\beta_{1}$ is [0.042, 0.053]

## Hypothesis testing

- Standard errors can also be used to perform hypothesis tests on the coefficients. The most common hypothesis test involves testing the null hypothesis of
$H_{0}$ : $\quad$ There is no relationship between $X$ and $Y$ versus the alternative hypothesis
$H_{A}: \quad$ There is some relationship between $X$ and $Y$.


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$$

- Mathematically, this corresponds to testing

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

versus

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

since if $\beta_{1}=0$ then the model reduces to $Y=\beta_{0}+\epsilon$, and $X$ is not associated with $Y$.

## Hypothesis testing - continued

- To test the null hypothesis, we compute a $t$-statistic, given by

$$
t=\frac{\hat{\beta}_{1}-0}{\operatorname{SE}\left(\hat{\beta}_{1}\right)}
$$

- This will have a $t$-distribution with $n-2$ degrees of freedom, assuming $\beta_{1}=0$.
- Using statistical software, it is easy to compute the probability of observing any value equal to $|t|$ or larger. We call this probability the $p$-value.


## Results for the advertising data

|  | Coefficient | Std. Error | t-statistic | p-value |
| :--- | ---: | ---: | ---: | ---: |
| Intercept | 7.0325 | 0.4578 | 15.36 | $<0.0001$ |
| TV | 0.0475 | 0.0027 | 17.67 | $<0.0001$ |

## Assessing the Overall Accuracy of the Model

- We compute the Residual Standard Error

$$
\mathrm{RSE}=\sqrt{\frac{1}{n-2} \mathrm{RSS}}=\sqrt{\frac{1}{n-2} \sum_{i=1}^{n}\left(y_{i}-\hat{y}_{i}\right)^{2}},
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- $R$-squared or fraction of variance explained is

$$
R^{2}=\frac{\mathrm{TSS}-\mathrm{RSS}}{\mathrm{TSS}}=1-\frac{\mathrm{RSS}}{\mathrm{TSS}}
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- It can be shown that in this simple linear regression setting that $R^{2}=r^{2}$, where $r$ is the correlation between $X$ and $Y$ :

$$
r=\frac{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)\left(y_{i}-\bar{y}\right)}{\sqrt{\sum_{i=1}^{n}\left(x_{i}-\bar{x}\right)^{2}} \sqrt{\sum_{i=1}^{n}\left(y_{i}-\bar{y}\right)^{2}}} .
$$

## Advertising data results

| Quantity | Value |
| :--- | :--- |
| Residual Standard Error | 3.26 |
| $R^{2}$ | 0.612 |
| F-statistic | 312.1 |

## Multiple Linear Regression

- Here our model is

$$
Y=\beta_{0}+\beta_{1} X_{1}+\beta_{2} X_{2}+\cdots+\beta_{p} X_{p}+\epsilon
$$

- We interpret $\beta_{j}$ as the average effect on $Y$ of a one unit increase in $X_{j}$, holding all other predictors fixed. In the advertising example, the model becomes
sales $=\beta_{0}+\beta_{1} \times \mathrm{TV}+\beta_{2} \times$ radio $+\beta_{3} \times$ newspaper $+\epsilon$.


## Interpreting regression coefficients

- The ideal scenario is when the predictors are uncorrelated - a balanced design:
- Each coefficient can be estimated and tested separately.
- Interpretations such as "a unit change in $X_{j}$ is associated with a $\beta_{j}$ change in $Y$, while all the other variables stay fixed", are possible.
- Correlations amongst predictors cause problems:
- The variance of all coefficients tends to increase, sometimes dramatically
- Interpretations become hazardous - when $X_{j}$ changes, everything else changes.
- Claims of causality should be avoided for observational data.


## The woes of (interpreting) regression coefficients

"Data Analysis and Regression" Mosteller and Tukey 1977

- a regression coefficient $\beta_{j}$ estimates the expected change in $Y$ per unit change in $X_{j}$, with all other predictors held fixed. But predictors usually change together!


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- Example: $Y$ total amount of change in your pocket; $X_{1}=\#$ of coins; $X_{2}=\#$ of pennies, nickels and dimes. By itself, regression coefficient of $Y$ on $X_{2}$ will be $>0$. But how about with $X_{1}$ in model?


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- $Y=$ number of tackles by a football player in a season; $W$ and $H$ are his weight and height. Fitted regression model is $\hat{Y}=b_{0}+.50 \mathrm{~W}-.10 \mathrm{H}$. How do we interpret $\hat{\beta}_{2}<0$ ?


## Two quotes by famous Statisticians

"Essentially, all models are wrong, but some are useful"
George Box

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"The only way to find out what will happen when a complex system is disturbed is to disturb the system, not merely to observe it passively"

Fred Mosteller and John Tukey, paraphrasing George Box

## Estimation and Prediction for Multiple Regression

- Given estimates $\hat{\beta}_{0}, \hat{\beta}_{1}, \ldots \hat{\beta}_{p}$, we can make predictions using the formula

$$
\hat{y}=\hat{\beta}_{0}+\hat{\beta}_{1} x_{1}+\hat{\beta}_{2} x_{2}+\cdots+\hat{\beta}_{p} x_{p}
$$

- We estimate $\beta_{0}, \beta_{1}, \ldots, \beta_{p}$ as the values that minimize the sum of squared residuals

$$
\begin{aligned}
\operatorname{RSS} & =\sum_{i=1}^{n}\left(y_{i}-\hat{y}_{i}\right)^{2} \\
& =\sum_{i=1}^{n}\left(y_{i}-\hat{\beta}_{0}-\hat{\beta}_{1} x_{i 1}-\hat{\beta}_{2} x_{i 2}-\cdots-\hat{\beta}_{p} x_{i p}\right)^{2}
\end{aligned}
$$

This is done using standard statistical software. The values $\hat{\beta}_{0}, \hat{\beta}_{1}, \ldots, \hat{\beta}_{p}$ that minimize RSS are the multiple least squares regression coefficient estimates.


## Results for advertising data

|  | Coefficient | Std. Error | t-statistic | p-value |
| :--- | ---: | ---: | ---: | ---: |
| Intercept | 2.939 | 0.3119 | 9.42 | $<0.0001$ |
| TV | 0.046 | 0.0014 | 32.81 | $<0.0001$ |
| radio | 0.189 | 0.0086 | 21.89 | $<0.0001$ |
| newspaper | -0.001 | 0.0059 | -0.18 | 0.8599 |

Correlations:

|  | TV | radio | newspaper | sales |
| :--- | :---: | :---: | :---: | :---: |
| TV | 1.0000 | 0.0548 | 0.0567 | 0.7822 |
| radio |  | 1.0000 | 0.3541 | 0.5762 |
| newspaper |  |  | 1.0000 | 0.2283 |
| sales |  |  |  | 1.0000 |

## Some important questions

1. Is at least one of the predictors $X_{1}, X_{2}, \ldots, X_{p}$ useful in predicting the response?

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## Some important questions

1. Is at least one of the predictors $X_{1}, X_{2}, \ldots, X_{p}$ useful in predicting the response?
2. Do all the predictors help to explain $Y$, or is only a subset of the predictors useful?
3. How well does the model fit the data?
4. Given a set of predictor values, what response value should we predict, and how accurate is our prediction?

## Is at least one predictor useful?

For the first question, we can use the F-statistic

$$
F=\frac{(\mathrm{TSS}-\mathrm{RSS}) / p}{\operatorname{RSS} /(n-p-1)} \sim F_{p, n-p-1}
$$

| Quantity | Value |
| :--- | :--- |
| Residual Standard Error | 1.69 |
| $R^{2}$ | 0.897 |
| F-statistic | 570 |

