

Second evaluation – Quantitative Methods in Marketing (Part 2 of 2)

Deadline: December 1st, 2020

The database *donation.dta* contains information on a charity campaign to fund an humanitarian program. The campaign consisted in sending by mail letters requesting voluntary money donations. The letters were addressed to 4,268 households. The database is composed by the following variables:

obs: observation number

gift: value of the donation (in USD)

resplastmail: dummy variable indicating if household has answered to the previous campaign (*resplastmail* = 1 if answered/donated in the previous campaign, = 0 otherwise)

weekslastresp: number of weeks since last answer/donation

propresponse: percentage of participation (donation of positive values) in previous campaigns

mailsperyear: number of mailings received by year

giftlastresponse: value of the donation in the previous campaign the household has participated

averagegift: average donation in the previous campaigns

- a) Estimate a tobit model using *gift* as the dependent variable and specify the regression with the following explanatory variables: *resplastmail*, *propresponse*, *averagegift*. Comment your results.
- b) Compute the marginal effects considering only those people with a nonzero contribution in the current campaign (i.e., the conditional marginal effect). Comment your results.
- c) Compute the marginal effects considering all households (i.e., the unconditional marginal effects). Comment your results.