

# Answering sheet Assignment Marketing Models

## Student information

Name:

Student Number:

## Details Data

Number of the dataset used for solving the exercise:

## Details Coding

Which computer language/program did you use?:

What was the version number of the software that you used?:

## Estimation Results:

Fill in the next table using your estimation output:

| parameter       | ML estimate | standard error |
|-----------------|-------------|----------------|
| Heinz 28 ounces | 0           | N.A.           |
| Heinz 32 ounces |             |                |
| Heinz 40 ounces |             |                |
| Hunts 32 ounces |             |                |
| price           |             |                |
| display         |             |                |
| feature         |             |                |

Maximum Log Likelihood value:

McFadden  $R^2$ :

## Partial Effects:

Fill in the table with average partial effects of prices where element  $(j,k)$  denotes the marginal change in the choice probability of brand  $j$  due to a change in the price of brand  $k$ .

| brand           | average partial effects of price |                 |                 |                 |
|-----------------|----------------------------------|-----------------|-----------------|-----------------|
|                 | Heinz 28 ounces                  | Heinz 32 ounces | Heinz 40 ounces | Hunts 32 ounces |
| Heinz 28 ounces |                                  |                 |                 |                 |
| Heinz 32 ounces |                                  |                 |                 |                 |
| Heinz 40 ounces |                                  |                 |                 |                 |
| Hunts 32 ounces |                                  |                 |                 |                 |

**Effects of Hunts display promotion:**

Fill in the table with the average effects of a display promotion for Hunts 32 ounces (with no feature promotion for Hunts and no feature nor display promotion for any other brand-sizes) on the probabilities of all 4 brand-sizes relative to a scenario in which there are no feature nor display promotions for any brand-sizes (including Hunts).

| brand  | Heinz 28 ounces | Heinz 32 ounces | Heinz 40 ounces | Hunts 32 ounces |
|--------|-----------------|-----------------|-----------------|-----------------|
| Effect |                 |                 |                 |                 |

**Hausman Test:**

Test the assumption of the independence of irrelevant alternatives by implementing a Hausman test comparing the unrestricted model with a restricted model that does not include the Heinz 40 ounces observations.

|                |  |
|----------------|--|
| Test Statistic |  |
| P-value        |  |