

# Week 2, HW3: Interpretation and Cross Validation

Instructor: Jacob LaRiviere

Email: [ilariv@microsoft.com](mailto:ilariv@microsoft.com)

- 1) Let's return to the orange juice dataset and investigate how store demographics are related to demand.
  - a. Take the "fully interacted" model from HW2 ( $\text{logmove} \sim \text{log(price)} * \text{brand} * \text{feat}$ ) and add in the store demographics as linear features (e.g.  $+ \text{demo1} + \text{demo2} + \dots$ ).
  - b. What demographics are significantly ( $t > 2$ ) related to demand?
  - c. How much did the adjusted R-squared improve with the addition of these variables?
  - d. Use 5-fold cross validation to compare the MSE of the model with and without sociodemographic controls.
    - i. There are two ways to do this. The first is by hand.
    - ii. The second is using built in functions. I'm giving you code to do it by hand.
- 2) Let's focus on two variables `HVAL150` ("percent of HHs with homes  $> \$150K$ ") and one of your choosing.
  - a. What are the means and percentiles of each of these variables?  
**HINT:** `summary(oj$HVAL150)`
  - b. Using your coefficient estimates from the regression in 1b:
    - i. If we move from the median value of `HVAL150` to the 75<sup>th</sup> percentile (3<sup>rd</sup> quartile), how much does  $\text{log(quantity)}$  change each week on average?  
**HINT:** using `coef(reg_output) ["var_name"]` exports the coefficient on "var\_name" from the regression model "reg\_output". Similarly, `summary(df$var_name)` will output a bunch of summary statistics for the variable var\_name in data frame df. Using `summary(df$var_name) ["3rd Qu. "]` will take the level of the 3<sup>rd</sup> quantile from the summary of var\_name.  
Because we estimate things in logs you'll want to take the exponent of everything.
    - ii. If we move from the median value of `HVAL150` to the 75<sup>th</sup> percentile (3<sup>rd</sup> quartile), how much does  $\text{log(quantity)}$  change each week on average?
    - iii. Based on this analysis, which is the more important predictor of demand?
  - c. Now let's see if these variables impact price sensitivity. Add two interaction terms (with  $\text{logprice}$ ) to the model to test this.
    - i. What are the coefficients on the interaction terms?
    - ii. Recall, positive values indicate lower price sensitivity and negative values indicate greater price sensitivity. Do your estimates make sense based on your intuition?
    - iii. What are the coefficient estimates on the constants `HVAL150` and your variable of choice? How do they compare to your regression from 1b?
    - iv. Similar to 2b, if we move from the median value of each variable to the 3<sup>rd</sup> quartile, how much does elasticity change? Based on this, which is more important to price sensitivity?

- 3) Tuna fish question! Create make a new dataframe which takes the previous week's prices as a variable on the same line as the current week. This would enable you to see if there is *intertemporal* substitution.

- a. There are going to be a couple of steps. First is creating a new dataframe which is like the old one except that the week variable will change by a single week

```
df1 <-oj
df1$week<-df1$week+1
# df1 now has NEXT week and not the current one. If we merge this by
#weeks now, this is last week's price (e.g., "lagged price").
myvars <- c("price", "week", "brand","store")
df1 <- df1[myvars]
oj_with_lagged_prices <- merge(oj, df1, by=c("brand","store","week"))
```

Investigate the Df2 and rename the lagged store values needed for a lagged price within the same store

- b. Now run a regression with this week's log(quantity) on current and last week's price.  
c. What do you notice about the previous week's elasticity? Does this make sales more or less attractive from a profit maximization perspective? Why?  
d. Use cross validation to find the best model (in terms of lowest out of sample MSE) with your musical pairs program. The winning team gets a special prize!!!!