# Class 5a: Multiple Linear Regression

**Business Forecasting** 

# Roadmap

#### This set of classes

• What is a multiple linear regression

#### **Motivation**

- Suppose that you are managing a hospital
- You want to predict how long a patient will stay at the urgent care
  - You need this information to see how many rescources you need (doctors, beds, etc)
- You collect the data on
  - The Duration of the visit
  - Characteristics of the patient
  - What kind of problem the patient came with
  - What type of bed they got
  - How many other patients there are currently at urgent care
- If we know these values, can we predict how long patient will stay?

# **Data**

Show 10	<b>∨</b> entries							
ID ♦	Duration 🛊	Occupancy 🔷	SEXO 🛊	EDAD 🌲	TIPOCAMA -	MOTATE \$\displaystyle{\pi}\$		
2693326	22	3	FEMENINO	19	SIN CAMA	MÉDICA		
3687260	113	8	FEMENINO	50	CAMA DE OBSERVACION	MÉDICA		
8332891	11	1	FEMENINO	20	SIN CAMA	GINECO-OBSTÉTRICA		
2719030	15	1	FEMENINO	22	SIN CAMA	MÉDICA		
2671304	15	1	FEMENINO	4	SIN CAMA	MÉDICA		
5450507	67	4	FEMENINO	48	SIN CAMA	GINECO-OBSTÉTRICA		
2782600	320	22	FEMENINO	78	NO ESPECIFICADO	MÉDICA		
2247738	380	12	MASCULINO	42	SIN CAMA	MÉDICA		
4385048	7	2	MASCULINO	26	SIN CAMA	MÉDICA		
2984341	29	3	FEMENINO	55	CAMA DE OBSERVACION	MÉDICA		
Showing 1 to 10 of 4,998 entries Prev				Previous	1 2 3 4	5 500 Next		

- Multiple linear regression is similar to single linear regression
- But you can use more than just one x (predictor)
- We model y as a linear function of multiple variables
- Since you can use many explanatory variables (Xs) you can usually get much better predictions

• Back to hospital example:

Suppose that the outcome  $y_i$  (duration) is a linear function of  $x_1$  (Occupancy) and  $x_2$  (age)

$$y_i = eta_0 + eta_1 x_{i1} + eta_2 x_{i2} + u_i$$

- $\beta_0$  represents the average value of  $y_i$  when  $x_1$  and  $x_2$  are 0.
- ullet  $eta_1$  represents the change in  $y_i$  while changing  $x_1$  by one unit and keeping  $x_2$  constant
- ullet  $eta_2$  represents the change in  $y_i$  while changing  $x_2$  by one unit and keeping  $x_1$  constant

Once I estimated the parameters, I can predict how long a patient will stay. Consider a patient who is 20 years old (age) and there are 5 other people in the urgent care at the same time (occupancy), then predicted stay is:

$$\hat{y}_i = \hat{eta}_0 + \hat{eta}_1 * 5 + \hat{eta}_2 * 10$$

#### Example 1

What can predict hourly wage in the US?

```
##
## Call:
## lm(formula = wage ~ exper + looks + female + married + educ,
      data = beautv)
##
##
## Residuals:
##
     Min 10 Median 30
                               Max
## -7.520 -2.190 -0.599 1.149 72.998
##
## Coefficients:
##
             Estimate Std. Error t value Pr(>|t|)
## (Intercept) -1.66350
                     0.86433 - 1.925
                                         0.0545 .
         0.08280 0.01065 7.778 1.53e-14 ***
## exper
## looks 0.39694 0.17618 2.253 0.0244 *
## female -2.37281 0.26662 -8.899 < 2e-16 ***
## married 0.69044 0.27502 2.511 0.0122 *
## educ
          0.44112 0.04623 9.542 < 2e-16 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 4.192 on 1254 degrees of freedom
## Multiple R-squared: 0.1944,
                                Adjusted R-squared: 0.1912
```

#### Example 2

What can predict prices of houses in the US?

```
##
## Call:
## lm(formula = price ~ rooms + baths + age + land, data = hprice3)
##
## Residuals:
     Min 10 Median 30
##
                               Max
## -92853 -24120 -2654 16466 166082
##
## Coefficients:
##
               Estimate Std. Error t value Pr(>|t|)
## (Intercept) -8.942e+03 1.403e+04 -0.637 0.52449
        6.647e+03 2.646e+03 2.512 0.01249 *
## rooms
## baths 2.674e+04 3.337e+03 8.013 2.18e-14 ***
## age -1.975e+02 6.246e+01 -3.163 0.00172 **
## land
         5.695e-02 4.833e-02 1.178 0.23952
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 33130 on 316 degrees of freedom
## Multiple R-squared: 0.42, Adjusted R-squared: 0.4126
## F-statistic: 57.2 on 4 and 316 DF, p-value: < 2.2e-16
```

#### Example 3

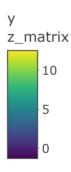
What can predict whether you liked someone romantically?

```
##
## Call:
## lm(formula = Like ~ Attractive + Intelligent + Fun + Ambitious +
      SharedInterests, data = SpeedDating2)
##
##
## Residuals:
##
      Min
             10 Median
                                 Max
                           30
## -4.2155 -0.6209 0.0768 0.6328 4.0277
##
## Coefficients:
##
                Estimate Std. Error t value Pr(>|t|)
## (Intercept)
                 0.30415
                          0.29653
                                   1.026 0.30556
## Attractive
                 0.39021 0.03440 11.345 < 2e-16 ***
## Intelligent
                 ## Fun
                 ## Ambitious
                -0.02309
                          0.03612 - 0.639 0.52305
## SharedInterests 0.18108
                          0.02832 6.393 3.92e-10 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
  Residual standard error: 1.113 on 470 degrees of freedom
    (76 observations deleted due to missingness)
##
```

• With one regressor, relationship was visualized with a line, what about now?

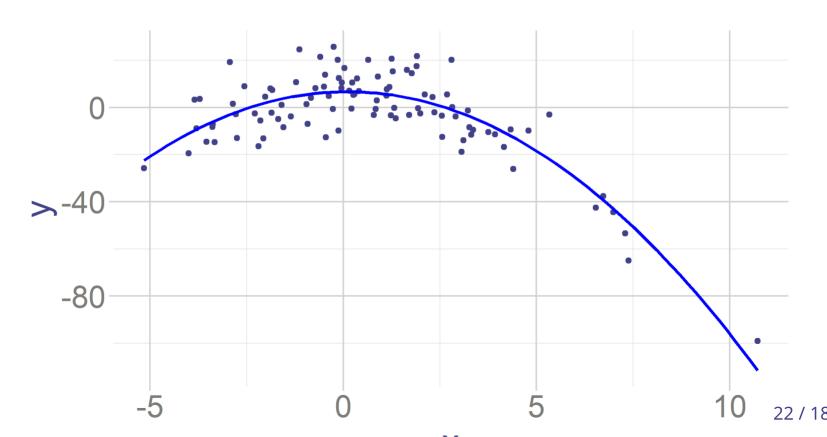
100 observations simulated from an a regression line:

$$y_i = 5 + 2x_{i1} + 1x_{i2} + u_i$$



100 observations simulated from an a regression line:

$$y_i = 5 + 2\underbrace{x_i}_{x_{i1}} - 1\underbrace{x_i^2}_{x_{i2}} + u_i$$

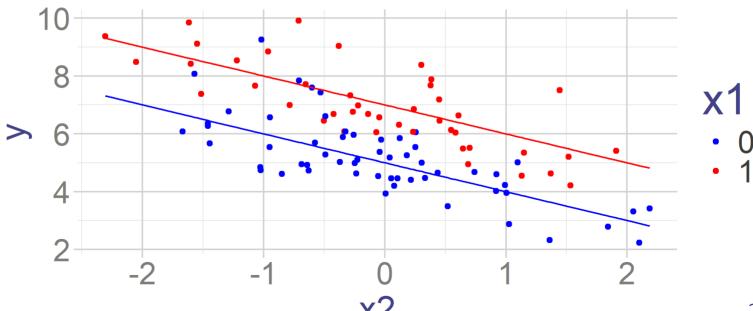


Suppose that:

$$x_1 = \left\{egin{array}{ll} 1 & ext{if female} \ 0 & ext{if male} \end{array}
ight.$$

100 observations simulated from an a regression line:

$$y_i = 5 + 2x_{i1} - 1x_{i2} + u_i$$



Now imagine a regression with k variables:

$$y_i=eta_0+eta_1x_{i1}+eta_2x_{i2}+\ldots+eta_kx_{ik}+u_i$$

- Maybe you are trying to predict customer spending based on what they looked at and  $x_{ij}$  represent how long customer i looked at item j
- Maybe you are trying to predict sales in a store i, and  $x_{ij}$  represent prices of the products, their competitors' products, how many people live around and how rich are they etc...
- We can no longer visualize it (because we can't visualize more than 3 dimensions)

We can also write it in the vector form:

$$y_i = eta_0 + eta_1 x_{i1} + eta_2 x_{i2} + \ldots + eta_k, x_{ik} + u_i$$

In vector form is:

$$\mathbf{y} = \mathbf{X}eta + \mathbf{u}$$
  $\begin{bmatrix} y_1 \ y_2 \ dots \ y_n \end{bmatrix} = \begin{bmatrix} 1 & x_{11} & x_{12} & \dots & x_{1k} \ 1 & x_{21} & x_{22} & \dots & x_{2k} \ dots & dots & dots & dots \ 1 & x_{n1} & x_{n2} & \dots & dots \ x_{n imes (k+1)} \end{bmatrix} egin{bmatrix} eta_0 \ eta_1 \ dots \ eta_1 \ dots \ eta_k \end{bmatrix} + egin{bmatrix} u_1 \ u_2 \ dots \ eta_k \end{bmatrix}$ 

#### **Full Rank**

#### Important Assumption: X is full rank

- ullet Has same rank as the number of parameters: p=k+1
- Also known as: no perfect multicolinearity
- Technically: columns of X should be linearly independent
- Intuitively: none of the variables are perfectly correlated. If they are perfectly correlated, then we don't need one of the columns because we can perfectly predict one column with information from another column.
- Suppose that one column is income in USD, and the second one is income
  measured in Pesos. They are perfectly correlated. Once we know income in
  USD, income in Pesos does not bring any additional information. We would not
  be able to estimate the effect of both income in USD and income in Pesos at
  the same time.

Full Rank Matrix: Matrix Not of Full Rank:

$$\begin{bmatrix} 1 & 2 & 3 \\ 4 & 5 & 6 \\ 7 & 8 & 9 \end{bmatrix} \qquad \begin{bmatrix} 1 & 2 & 4 \\ 4 & 5 & 10 \\ 7 & 8 & 16 \end{bmatrix}$$

#### **Goal:**

• Estimate the vector of parameters  $\beta$ 

#### **Procedure**

Find

$$\mathbf{b} = egin{bmatrix} b_0 \ b_1 \ dots \ b_k \end{bmatrix}$$

• Which minimizes the squared errors in the problem:

$$y_i = b_0 + b_1 x_{i1} + b_2 x_{i2} + \ldots + b_k x_{ik} + e_i$$

That is minimize

$$SSE = \sum_{i} e_{i}^{2} = \sum_{i} (y_{i} - \hat{y}_{i})^{2} = \mathbf{e}'\mathbf{e} = (\mathbf{y} - \hat{\mathbf{y}})'(\mathbf{y} - \hat{\mathbf{y}}) = (\mathbf{y} - \mathbf{X}\mathbf{b})'(\mathbf{y} - \mathbf{X}\mathbf{b})$$

We can do it with scalars

$$egin{aligned} rac{\partial SSE}{\partial \hat{eta}_0} &= -2\sum_{i=1}^n \left(y_i - (\hat{eta}_0 + \hat{eta}_1 x_{i1} + \ldots + \hat{eta}_k x_{ik})
ight) = 0 \ rac{\partial SSE}{\partial \hat{eta}_1} &= -2\sum_{i=1}^n x_{i1} \left(y_i - (\hat{eta}_0 + \hat{eta}_1 x_{i1} + \ldots + \hat{eta}_k x_{ik})
ight) = 0 \ &dots \ rac{\partial SSE}{\partial \hat{eta}_k} &= -2\sum_{i=1}^n x_{ik} \left(y_i - (\hat{eta}_0 + \hat{eta}_1 x_{i1} + \ldots + \hat{eta}_k x_{ik})
ight) = 0 \end{aligned}$$

• We have k+1 equations with k+1 unknowns.

- Or we can do it with vectors
- First rewrite the sum of squares:

$$SSE(b) = (\mathbf{y} - \mathbf{X}\mathbf{b})'(\mathbf{y} - \mathbf{X}\mathbf{b}) = \mathbf{y}'\mathbf{y} - 2\mathbf{b}'\mathbf{X}'\mathbf{y} + \mathbf{b}'\mathbf{X}'\mathbf{X}\mathbf{b}$$

• Then minimize it with respect to **b** 

$$\frac{\partial}{\partial \mathbf{b}}(\mathbf{y}'\mathbf{y} - 2\mathbf{b}'\mathbf{X}'\mathbf{y} + \mathbf{b}'\mathbf{X}'\mathbf{X}\mathbf{b}) = -2\mathbf{X}'\mathbf{y} + 2\mathbf{X}'\mathbf{X}\mathbf{b}$$

•  $\hat{eta}$  is the solution of such minimization (our OLS estimator)

$$-2\mathbf{X}'\mathbf{y} + 2\mathbf{X}'\mathbf{X}\hat{\boldsymbol{\beta}} = 0$$

$$\mathbf{X}'\mathbf{X}\hat{\boldsymbol{\beta}} = \mathbf{X}'\mathbf{y}$$

$$\hat{\boldsymbol{\beta}} = (\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{y}$$

Looking more closely at the **first order condition**:

$$\underbrace{\begin{bmatrix} n & \sum_{i=1}^n x_{i1} & \dots & \sum_{i=1}^n x_{ik} \\ \sum_{i=1}^n x_{i1} & \sum_{i=1}^n x_{i1}^2 & \dots & \sum_{i=1}^n x_{i1} x_{ik} \\ \vdots & \vdots & \ddots & \vdots \\ \sum_{i=1}^n x_{ik} & \sum_{i=1}^n x_{ik} x_{i1} & \dots & \sum_{i=1}^n x_{ik}^2 \end{bmatrix}}_{\mathbf{X}'\mathbf{X}} \begin{bmatrix} \hat{\beta}_0 \\ \hat{\beta}_1 \\ \vdots \\ \hat{\beta}_k \end{bmatrix} = \underbrace{\begin{bmatrix} \sum_{i=1}^n y_i \\ \sum_{i=1}^n x_{i1} y_i \\ \vdots \\ \hat{\beta}_k \end{bmatrix}}_{\mathbf{X}'\mathbf{y}}$$

Looking more closely and it's **solution**:

$$\underbrace{\begin{bmatrix} \hat{\beta}_{0} \\ \hat{\beta}_{1} \\ \vdots \\ \hat{\beta}_{k} \end{bmatrix}}_{\hat{\beta}} = \underbrace{\begin{bmatrix} n & \sum_{i=1}^{n} x_{i1} & \dots & \sum_{i=1}^{n} x_{ik} \\ \sum_{i=1}^{n} x_{i1} & \sum_{i=1}^{n} x_{i1}^{2} & \dots & \sum_{i=1}^{n} x_{i1} x_{ik} \\ \vdots & \vdots & \ddots & \vdots \\ \sum_{i=1}^{n} x_{ik} & \sum_{i=1}^{n} x_{ik} x_{i1} & \dots & \sum_{i=1}^{n} x_{ik}^{2} \end{bmatrix}}_{(\mathbf{X}'\mathbf{X})^{-1}} \underbrace{\begin{bmatrix} \sum_{i=1}^{n} y_{i} \\ \sum_{i=1}^{n} x_{i1} y_{i} \\ \vdots \\ \sum_{i=1}^{n} x_{ik} y_{i} \end{bmatrix}}_{\mathbf{X}'\mathbf{y}}$$
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8. [45 puntos] The following table shows the results of an experiment to determine the effect of various factors on a production index while manufacturing denim textile for trousers. The input factors are: temperature, time, hardness of material from Supplier A, and hardness of material from Supplier B.

label	variable				
y	production index				
$x_1$	temperature				
$x_2$	time				
$x_3$	hardness, supplier A				
$x_4$	hardness, supplier B				

	$x_1$										
1	-1	-1	-1	-1	70	9	-1	-1	1	1	49
2	1	-1	-1	1	88	10	1	1	-1	-1	88
3	1	-1	-1	-1	89	11	-1	1	1	1	52
4	1	-1	1	-1	81	12	1	-1	1	1	82
5	-1	1	1	-1	62	13	1	1	-1	1	86
6	-1	-1	1	-1	60	14	-1	-1	-1	1	60
7	1	1	1	1	79	15	1	1	1	-1	81
	-1										

The sum for the response variable for this sample (n = 16) is  $\sum_{\ell=1}^{n} y_{\ell} = 1156$ . On the other hand, the control variables (x's) have been experimentally manipulated or standardised so they may only take two possible values denoting low and high levels of each input such that:

- i)  $\sum_{\ell=1}^{n} x_{i\ell} = 0$ ;
- ii)  $\sum_{\ell=1}^{n} x_{i\ell}^{2} = 16$ , for i = 1, 2, 3, 4;
- iii) Also they are mutually orthogonal. This is,  $\sum_{\ell=1}^{n} x_{i\ell} x_{j\ell} = 0$ , for  $i \neq j$ .

This is often performed in market research and experimental designs.

When estimating the model

$$y_{\ell} = \beta_0 + \beta_1 x_{\ell 1} + \beta_2 x_{\ell 2} + \beta_3 x_{\ell 3} + \beta_4 x_{\ell 4} + \epsilon_{\ell} \quad (\ell = 1, \dots, n)$$
 (1)

you obtained the following output using R

$$X'y = \begin{pmatrix} 1156\\192\\-2\\-64\\-44 \end{pmatrix}$$

# **Practice theory**

Lista 5.1 Q9 and 6a

# Special Case: k=1

What if we have just one x?

$$egin{aligned} \left[ egin{aligned} \hat{eta}_0 \ \hat{eta}_1 \end{aligned} 
ight] = \left[ egin{aligned} n & \sum_{i=1}^n x_{i1} \ \sum_{i=1}^n x_{i1} & \sum_{i=1}^n x_{i1} \end{aligned} 
ight]^{-1} \left[ egin{aligned} \sum_{i=1}^n y_i \ \sum_{i=1}^n x_{i1} y_i \end{aligned} 
ight] \ \hat{eta}_i & \sum_{i=1}^n x_{i1} y_i \end{aligned} 
ight] \ \hat{eta}_i & \sum_{i=1}^n x_{i1} y_i \end{aligned}$$

$$egin{aligned} \left[ \hat{eta}_0 \ \hat{eta}_1 
ight] = \left[ egin{aligned} rac{\sum_{i=1}^n x_{i1}^2}{n \sum_{i=1}^n x_{i1}^2 - (\sum_{i=1}^n x_{i1})^2} & rac{-\sum_{i=1}^n x_{i1}}{n \sum_{i=1}^n x_{i1}^2 - (\sum_{i=1}^n x_{i1})^2} & rac{n \sum_{i=1}^n x_{i1}^2 - (\sum_{i=1}^n x_{i1})^2}{n \sum_{i=1}^n x_{i1}^2 - (\sum_{i=1}^n x_{i1})^2} 
ight] \left[ \sum_{i=1}^n y_i \sum_{i=1}^n x_{i1} y_i 
ight] \ \end{array} 
ight] \end{aligned}$$

which gives:

$$egin{bmatrix} \hat{eta}_0 \ \hat{eta}_1 \end{bmatrix} = egin{bmatrix} ar{y} - ar{x}_1 rac{\sum (x_{1i}y_i - nar{y}ar{x}_1)}{\sum_{i=1}^n x_{i1}^2 - nar{x}_1^2} \ rac{\sum_i x_{1i}y_i - nar{x}_1ar{y}}{\sum_{i=1}^n x_{i1}^2 - nar{x}_1^2} \end{bmatrix}$$

#### **Predictions**

To make predictions based on the estimated regressors we use:

$${\hat y}_i = {\hat eta}_0 + {\hat eta}_1 x_{i1} + {\hat eta}_2 x_{i2} {+} \ldots {+} {\hat eta}_k x_{ik}$$

Or in the vector form:

$$\mathbf{\hat{y}} = \mathbf{X}\hat{eta} = \mathbf{X}{(\mathbf{X}'\mathbf{X})}^{-1}\mathbf{X}'\mathbf{y} = \mathbf{H}\mathbf{y}$$

Where  $\mathbf{H} = \mathbf{X}(\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'$  is called a hat matrix.

#### Residuals

To get residuals, we calculate:

$$e_i = y_i - \hat{y}_i = y_i - \hat{eta}_0 + \hat{eta}_1 x_{i1} + \hat{eta}_2 x_{i2} + \ldots + \hat{eta}_k x_{ik}$$

Or in the vector form:

$$\mathbf{e} = \mathbf{y} - \mathbf{\hat{y}} = y - \mathbf{X}\mathbf{\hat{\beta}} = \mathbf{y} - \mathbf{X}(\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{y} = (\mathbf{I} - \mathbf{H})\mathbf{y}$$

#### **Summary**

- We are trying to find  $\beta$ s which minimize the prediction error
- It turns out that we get minimal errors when we set  $\beta$  to be:  $\hat{\beta} = (X'X)^{-1}X'y$
- If we have just one regressors, we get back the same formular as we already derived

•

# **Practice Theory**

Lista 5.1 Q7

Similar to Lista 5.1 Q8. What's the impact of hours studied and hours slept on the exam score?

Dataset:

Student	Hours Studied $(x_1)$	Hours Slept $(x_2)$	$\boxed{\text{Exam Score } (y)}$
1	3	8	80
2	4	7	85
3	6	6	92
4	5	7	88

X matrix:

$$X = egin{bmatrix} 1 & 3 & 8 \ 1 & 4 & 7 \ 1 & 6 & 6 \ 1 & 5 & 7 \end{bmatrix}$$

Response Vector (y):

$$y = egin{bmatrix} 80 \ 85 \ 92 \ 88 \end{bmatrix}$$

# What these matrices mean and do?!

- Now we have more regressors, and we want to know SEPARATE impact of each.
- What would happen if we change just that one thing (hours of sleep) and keep everything else constant (hours studied)?
- But how do we keep other things constant? Hours slept and hours studied could be correlated
- So when we compare people with different hours of sleep, there is risk we also compare people with different hours studied
- How do we know that the change we see is coming from hours of sleep, not hours of studied?
- Cross terms in the matrix discount this correlation
- Intuitively, this makes variables "uncorrelated" and allows to get their own impacts.

Multiply X' by X:

$$X'X = egin{bmatrix} 1 & 1 & 1 & 1 \ 3 & 4 & 6 & 5 \ 8 & 7 & 6 & 7 \end{bmatrix} egin{bmatrix} 1 & 3 & 8 \ 1 & 4 & 7 \ 1 & 6 & 6 \ 1 & 5 & 7 \end{bmatrix} = egin{bmatrix} 4 & 18 & 28 \ 18 & 86 & 123 \ 28 & 123 & 198 \end{bmatrix}$$

Find the inverse  $(X'X)^{-1}$ 

$$(X'X)^{-1} = egin{bmatrix} 474.75 & -30 & -48.5 \ -30 & 2 & 3 \ -48.5 & 3 & 5 \end{bmatrix}$$

Next let's find X'y

$$X'y = egin{bmatrix} 1 & 1 & 1 & 1 \ 3 & 4 & 6 & 5 \ 8 & 7 & 6 & 7 \end{bmatrix} egin{bmatrix} 80 \ 85 \ 92 \ 88 \end{bmatrix} = egin{bmatrix} 345 \ 1572 \ 2403 \end{bmatrix}$$

So, our coefficients are:

$$\beta = \begin{bmatrix} \hat{\beta}_0 \\ \hat{\beta}_1 \\ \hat{\beta}_2 \end{bmatrix} = \underbrace{\begin{bmatrix} 474.75 & -30 & -48.5 \\ -30 & 2 & 3 \\ -48.5 & 3 & 5 \end{bmatrix}}_{(X'X)^{-1}} \underbrace{\begin{bmatrix} 345 \\ 1572 \\ 2403 \end{bmatrix}}_{X'y} = \begin{bmatrix} 83.25 \\ 3 \\ -1.5 \end{bmatrix}$$

#### Interpretation

- Score with 0 hours of sleep and 0 of studying is 83.25
- 1 more hour of studying (without changing sleep hours) increases score by 3
- 1 more hour of sleep (without changing study hours) decreases score by 1.5

We can find predicted values:

$$\hat{y} = X\hat{eta} = egin{bmatrix} 1 & 3 & 8 \ 1 & 4 & 7 \ 1 & 6 & 6 \ 1 & 5 & 7 \end{bmatrix} egin{bmatrix} 83.25 \ 3 \ -1.5 \end{bmatrix} = egin{bmatrix} 80.25 \ 84.75 \ 92.25 \ 87.75 \end{bmatrix}$$

And the residuals:

$$e=y-\hat{y}=y-X\hat{eta}=egin{bmatrix} 80 \ 85 \ 92 \ 88 \end{bmatrix}-egin{bmatrix} 80.25 \ 84.75 \ 92.25 \ 87.75 \end{bmatrix}=egin{bmatrix} -0.25 \ 0.25 \ -0.25 \ 0.25 \end{bmatrix}$$

#### **Example from data:**

```
# Fit a linear regression model
lm_model <- lm(Duration ~ Occupancy+EDAD, data = Sample_urg)</pre>
# Display the summary of the linear regression model
summary(lm_model)
##
## Call:
## lm(formula = Duration ~ Occupancy + EDAD, data = Sample_urg)
##
## Residuals:
      Min 10 Median 30
##
                                     Max
## -773.65 -26.61 -17.27 -0.57 1252.75
##
## Coefficients:
##
              Estimate Std. Error t value Pr(>|t|)
## (Intercept) 23.23422 2.48416 9.353 < 2e-16 ***
## Occupancy 3.70354 0.10090 36.705 < 2e-16 ***
        0.20626 0.06747 3.057 0.00225 **
## EDAD
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 98.99 on 4995 degrees of freedom
## Multiple R-squared: 0.2169, Adjusted R-squared: 0.2166
## F-statistic: 691.8 on 2 and 4995 DF, p-value: < 2.2e-16
```

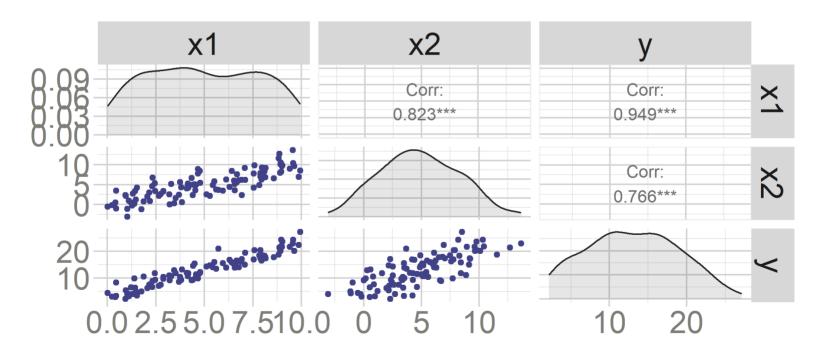
#### **Practice**

Predict how long a patient will stay if there 10 other patients in the hospital and the patient is 50 years old.

#### **Correlations vs Coefficients**

Note, that  $x_1$  and  $x_2$  can both have positive correlation with  $y_i$ , but different coefficients!

• Suppose  $x_1$  is study hours,  $x_2$  is coffee cups drunk by a student, and y is student's score on the exam.



#### **Correlations vs Coefficients**

```
##
## Call:
## lm(formula = v \sim x1 + x2, data = data)
##
## Residuals:
     Min 10 Median 30
##
                                Max
## -2.779 -1.422 -0.418 1.096 6.305
##
## Coefficients:
              Estimate Std. Error t value Pr(>|t|)
##
## (Intercept) 3.13966 0.38033 8.255 7.68e-13 ***
## x1 2.06132 0.11686 17.640 < 2e-16 ***
## x2
            -0.08510 0.09798 -0.868 0.387
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 1.88 on 97 degrees of freedom
## Multiple R-squared: 0.9018, Adjusted R-squared: 0.8997
## F-statistic: 445.2 on 2 and 97 DF, p-value: < 2.2e-16
```

- Why coffee has 0 impact?
- Because it only helps to study longer, but comparing students who study the same amount, drinking more coffee is not better.

#### **OLS Properties**

- As usual, we asked whether it's unbiased and what is its variance.
- Unbiased:

$$E(\hat{\beta}) = E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{y}) = E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'(\mathbf{X}\beta + \mathbf{u}))$$

$$= E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'(\mathbf{X}\beta + \mathbf{u})) = E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{X}\beta) + E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{u})$$

$$= \beta + (\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{E}(\mathbf{u}) = \beta + 0 + \beta$$

Where  $E((\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{u})$  if E(u)=0 (our usual assumption).

Variance

$$Var(\hat{eta}) = Cov(\hat{eta}) = egin{bmatrix} var(\hat{eta}_0) & cov(\hat{eta}_0,\hat{eta}_1) & \dots & cov(\hat{eta}_0,\hat{eta}_k) \ cov(\hat{eta}_1,\hat{eta}_0) & var(\hat{eta}_1) & \dots & cov(\hat{eta}_1,\hat{eta}_k) \ dots & dots & dots & dots \ cov(\hat{eta}_k,\hat{eta}_0) & cov(\hat{eta}_k,\hat{eta}_1) & \dots & var(\hat{eta}_k) \ \end{pmatrix} egin{bmatrix} (k+1) imes(k+1) \end{pmatrix}$$

 So it's a matrix with variance of single parameters on the diagonal and covariances off the diagonal.

10. [5 puntos] An estimation of a linear regression model of the form:

$$\hat{y}_i = \hat{\beta}_0 + \hat{\beta}_1 x_{i1} + \hat{\beta}_1 x_{i2}$$

with 30 observations reported the following results:

$$\hat{\beta} = (0.4510, 0.34703, 0.41490)^T \quad ; \quad \text{cov}(\hat{\beta}) = \begin{pmatrix} 0.07784 & -0.00808 & -0.00738 \\ 0.0175 & -0.00014 \\ 0.00164 \end{pmatrix}$$

with  $s^2 = 0.02389$  and  $R^2 = 0.8752$ . If you intent to test the hypothesis

$$H_0: \beta_1 = \beta_2$$
 vs.  $H_0: \beta_1 \neq \beta_2$ 

then, the corresponding observed test statistic is approximately:

a) none of the above

### **Variance**

First, note that:

$$\hat{\beta} = (\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{X}\beta + \mathbf{u} = \beta + (\mathbf{X}'\mathbf{X})^{-1}\mathbf{X}'\mathbf{u}$$

Let's use this

$$var(\hat{\beta}) = \mathbb{E}[(\hat{\beta} - \mathbb{E}[\hat{\beta}])(\hat{\beta} - \mathbb{E}[\hat{\beta}])']$$

$$= \mathbb{E}[(X'X)^{-1}X'\mathbf{u}((X'X)^{-1}X'\mathbf{u})'] = (X'X)^{-1}X'\mathbb{E}[\mathbf{u}\mathbf{u}']X(X'X)^{-1}$$

$$= (X'X)^{-1}X'(I\sigma^{2})X(X'X)^{-1} = \sigma^{2}(X'X)^{-1}$$

- Where two last inequalies come from?
  - $\circ$  From  $\sigma^2$  being constant and errors having zero covariance.

So

$$var(\hat{eta}_k) = \sigma^2(X'X)_{k+1,k+1}^{-1}$$

where  $(X'X)_{k+1,k+1}^{-1}$  is element in k+1 row and k+1 column of  $(X'X)^{-1}$  matrix. First one is intercept!

$$cov(\hat{\beta}) = \begin{bmatrix} 0.07784 & -0.00808 & -0.00738 \\ -0.00808 & 0.0175 & -0.00014 \\ -0.00738 & -0.00014 & 0.00164 \end{bmatrix} =$$

And the residuals:

$$\operatorname{cov}(\hat{eta}) = \underbrace{0.02389}_{\sigma^2} imes \underbrace{ egin{bmatrix} 3.2583 & -0.3382 & -0.3089 \ -0.3382 & 0.7325 & -0.0059 \ -0.3089 & -0.0059 & 0.0686 \end{bmatrix} }_{(X'X)^{-1}}$$

$$var(\hat{\beta}_1) = 0.02389 \times 0.7325 = 0.0175$$
  
 $cov(\hat{\beta}_1, \hat{\beta}_0) = 0.02389 \times -0.3382 = -0.00808$ 

#### **Variance**

- Where the hell do we get the  $\sigma^2$  from?!
- Same as before:

$$\hat{\sigma}^2 = rac{\sum_i e_i^2}{n-p}$$

- ullet Where  $e_i$  is fitted residual and p is number of parameters p=k+1
- k is number of variables
- +1 because of intercept
- This is called mean squared error as well

The easiest way to compute this sum is:

$$\sum_i e_i^2 = \mathbf{e}'\mathbf{e} = (\mathbf{y} - \mathbf{X}\hat{eta})'(\mathbf{y} - \mathbf{X}\hat{eta}) = \mathbf{y}'\mathbf{y} - \hat{eta}'\mathbf{X}'\mathbf{y}$$

#### **Gauss Markov Theorem (Again)**

#### **Assumptions**

- $E(u_i) = 0$
- $var(u_i) = \sigma^2$
- $cov(u_i, u_j) = 0$
- X is full rank

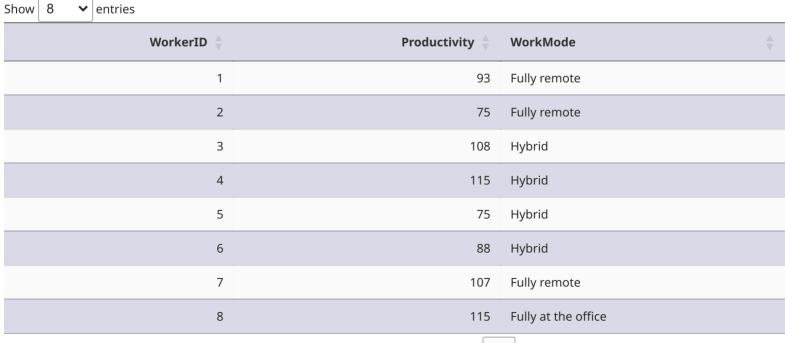
#### NO NEED FOR NORMALITY

Theorem: OLS is BLUE: Best, Linear, Unbiased Estimator

- It has the lowest variance among linear and unbiased estimators
- What's a linear estimator?
  - $\circ$  It's an estimator where eta coefficients are linear functions of outcomes
  - $\circ$  Anything of the form b=Cy where C is p x n matrix.
  - $\circ$  So  $b_1 = c_{11}y_1 + c_{12}y_2 + \ldots + c_{13}y_3$
  - $\circ$  Example  $b_1 = rac{1}{n}y_1 + \ldots + rac{1}{n}y_n$
- ullet How is OLS linear?  $\hat{eta} = Cy = \underbrace{(X'X)^{-1}X'}_{G}y$

# Categorical Variables in a Regression

- Suppose we want to learn whether mode of work affects workers productivity.
- Each worker can be in one of these 3 categories:
  - Fully at the office
  - Fully remote
  - Hybrid



- How do we estimate the impact of categorical variable?
- We turn it into a series of binary variables (or indicator variables)!

$$D_{i,Remote} = egin{cases} 1 & WorkMode_i = FullyRemote \ 0 & otherwise \end{cases}$$

$$D_{i,Hybrid} = egin{cases} 1 & WorkMode_i = Hybrid \ 0 & otherwise \end{cases}$$

Shov	w 6 🕶	entries								
W	orkerID 🌲	Productivity 🔷	WorkMode 🛊	WorkModeFully.at.the.office	WorkMod	deFully.re	emote	<u>*</u>	WorkModeHybr	id 🛊
	1	112	Fully at the office	1				0		0
	2	124	Hybrid	0				0		1
	3	108	Hybrid	0				0		1
	4	76	Fully at the office	1				0		0
	5	125	Fully remote	0				1		0
	6	111	Fully at the office	1				0		0
Showing 1 to 6 of 100 entries				Previous 1	2 3	4	5		17 Next	

• For each person, only one of these dummies is equal to 1!

- We will add these dummies into a regression, but not all of them!
- If we have m categories, we will add m-1 dummies. Why?

$$y_i = \beta_0 + \beta_1 D_{i1} + \beta_2 D_{i2} + \ldots + \beta_{m-1} D_{im-1} + u_i$$

• In our Example:

$$y_i = \beta_0 + \beta_1 D_{i,Hybrid} + \beta_2 D_{i,Remote} + u_i$$

Because otherwise X would not be full rank!

Full Rank Matrix: Matrix Not of Full Rank:

$$\begin{bmatrix} 1 & 1 & 0 \\ 1 & 0 & 0 \\ 1 & 0 & 1 \end{bmatrix} \qquad \begin{bmatrix} 1 & 1 & 0 & 0 \\ 1 & 0 & 0 & 1 \\ 1 & 0 & 1 & 0 \end{bmatrix}$$

- ullet Intuitively, if I know that the values of  $D_{i,Hybrid}$  and  $D_{i,Remote}$ , I know the value of  $D_{i,Office}$
- Ex: if they don't work hybrid and don't work remote, I know they work at the office
- So including it does not bring any new information

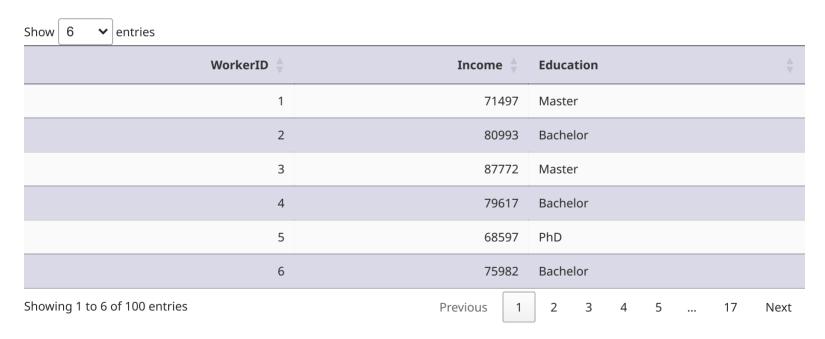
• R automatically transform categorical variable to dummies and excludes one of them

```
# Fit a linear regression model
lm_model <- lm(Productivity ~ WorkMode, data = d)</pre>
# Display the summary of the linear regression model
summary(lm_model)
##
## Call:
## lm(formula = Productivity ~ WorkMode, data = d)
##
## Residuals:
      Min
               10 Median
##
                              30
                                    Max
## -34.774 -12.636 0.946 14.410 34.667
##
## Coefficients:
##
                      Estimate Std. Error t value Pr(>|t|)
## (Intercept)
                       101.590 2.695 37.697 <2e-16 ***
## WorkModeFully remote -7.256 4.087 -1.775 0.079 .
## WorkModeHybrid
                 6.184 4.050 1.527
                                                   0.130
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 16.83 on 97 degrees of freedom
## Multiple R-squared: 0.09125, Adjusted R-squared: 0.07251
## F-statistic: 4.87 on 2 and 97 DF, p-value: 0.009652
```

# **Interpretation of Coefficients**

- Coefficient on a dummy  $D_1$  tells us by how much y changes when we change category from the excluded one to the category 1.
- In our example
  - Excluded category is: work fully at the office this is our comparision group
  - $\circ$   $eta_{hybrid}=6.184$ : employees working in hybrid mode have on average 6.184 higher productivity score compared to the ones working at the office
  - $\circ$   $\beta_{remote} = -7.256$ : employees working in fully remotely have on average 7.256 lower productivity score compared to the ones working at the office
  - The t-test on these coefficients tells us whether these differences in means across categories are significant!
- ullet Bottom line: the coefficients on the dummies show the average difference between y in that category compared to the excluded category (holding everything else unchanged)

Suppose we have a categorical variable representing education level. We run a regression of income on the education level. Interpret the coefficients.

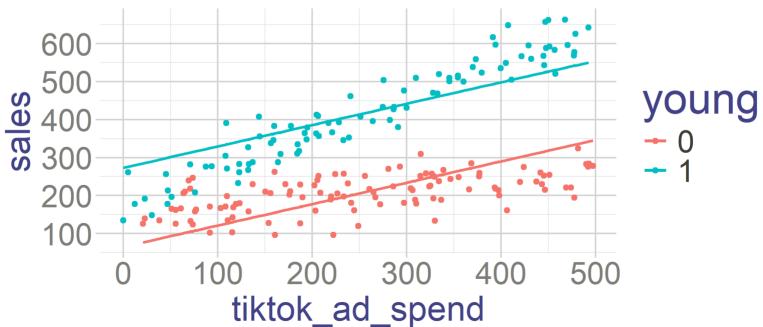


```
# Fit a linear regression model
lm_model <- lm(Income ~ Education, data = d)</pre>
# Display the summary of the linear regression model
summarv(lm model)
##
## Call:
## lm(formula = Income ~ Education, data = d)
##
## Residuals:
##
     Min
             10 Median 30
                                Max
## -25868 -10865 -1413 10204 28280
##
## Coefficients:
##
                    Estimate Std. Error t value Pr(>|t|)
                      70342
                                 3125 22.509 < 2e-16 ***
## (Intercept)
## EducationPhD
                 14639 4008 3.652 0.000424 ***
## EducationMaster 22303 4157 5.365 5.59e-07 ***
## EducationBachelor 16993 4273 3.977 0.000135 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 13980 on 96 degrees of freedom
## Multiple R-squared: 0.2401, Adjusted R-squared: 0.2164
## F-statistic: 10.11 on 3 and 96 DF, p-value: 7.517e-06
```

#### Consider a regression:

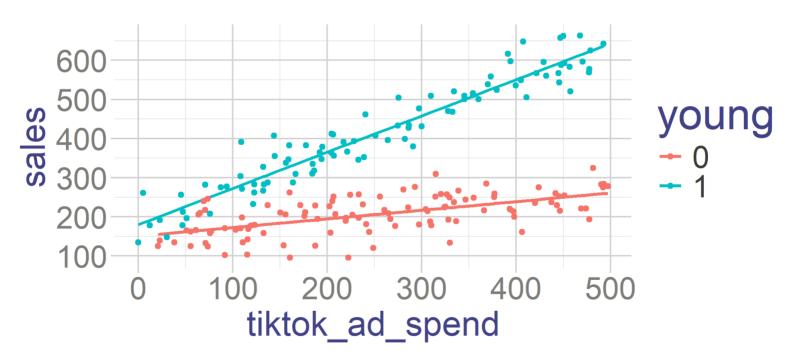
$$Purchases_i = \beta_0 + \beta_1 TikTok \ ads_i + \beta_2 Age < 25_i + u_i$$

- Where tiktok ads is how much the company spends on tiktok ads
- Age<25 is a dummy variable that is 1 if the person is younger than 25
- Purchases is how much person i spent on clothes from a company.



```
##
## Call:
## lm(formula = sales ~ tiktok_ad_spend + young, data = data)
##
## Residuals:
       Min 10 Median
##
                                 30
                                        Max
## -141.883 -50.858 0.821 47.398 145.724
##
## Coefficients:
                  Estimate Std. Error t value Pr(>|t|)
##
## (Intercept) 64.73544 10.12217 6.395 1.14e-09 ***
## tiktok_ad_spend 0.56359 0.03244 17.373 < 2e-16 ***
## young1
                 208.29233 8.89550 23.415 < 2e-16 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 62.69 on 197 degrees of freedom
## Multiple R-squared: 0.8149, Adjusted R-squared: 0.813
## F-statistic: 433.7 on 2 and 197 DF, p-value: < 2.2e-16
```

- Do ads on tik tok affect in the same way older and younger people?
- In other words: one additional dollar on tik-tok ads increases purchases more if you are young?
- We want allow the coefficient on ads to differ by age group.



• Run the regression:

$$\text{Purchases}_i = \beta_0 + \beta_1 \text{TikTok ads}_i + \beta_2 \text{Age} < 25_i + \beta_3 \text{TikTok ads}_i * \text{Age} < 25_i + u_i$$

ullet What's the coefficient on ads when you are older  $Age < 25_i = 0$ ?

Purchases<sub>i</sub> = 
$$\beta_0 + \beta_1 \text{TikTok ads}_i + \beta_2 * 0 + \beta_3 \text{TikTok ads}_i * 0 + u_i$$
  
Purchases<sub>i</sub> =  $\beta_0 + \beta_1 \text{TikTok ads}_i + u_i$ 

ullet What's the coefficient on ads when you are younger  $Age < 25_i = 1$ ?

$$Purchases_{i} = \beta_{0} + \beta_{1} TikTok \ ads_{i} + \beta_{2} * 1 + \beta_{3} TikTok \ ads_{i} * 1 + u_{i}$$

$$Purchases_{i} = \beta_{0} + \beta_{2} + (\beta_{1} + \beta_{3}) TikTok \ ads_{i} + u_{i}$$

We can estimate  $\beta_3$  and it will tell us by how much bigger is the coefficient on ads for young compared to the coefficient on ads for old.

- $\beta_1$  is the slope for old
- $\beta_1 + \beta_3$  is the slope for young
- ullet  $eta_3$  is the difference in slopes, which we can test like other coefficients

```
##
## Call:
## lm(formula = sales ~ tiktok ad spend * young, data = data)
##
## Residuals:
##
       Min
                10 Median 30
                                       Max
## -103.867 -25.348 -1.574 24.928 110.078
##
## Coefficients:
                        Estimate Std. Error t value Pr(>|t|)
##
## (Intercept)
                                  8.13287 18.498 < 2e-16 ***
                       150.44290
## tiktok_ad_spend
                      29.35544 11.85879 2.475 0.0142 *
## young1
## tiktok_ad_spend:young1  0.70583  0.04115  17.152  < 2e-16 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 39.74 on 196 degrees of freedom
## Multiple R-squared: 0.926, Adjusted R-squared: 0.9249
## F-statistic: 817.6 on 3 and 196 DF, p-value: < 2.2e-16
```

- One additional dollar on ads increases purchases among old by 0.222 dollars
- One additional dollar on ads increases purchases among young by 0.222+0.706=0.928 dollars

• More generally, we can rewrite a regression:

$$y_i = eta_0 + eta_1 x_{i1} + eta_2 x_{i2} + eta_3 x_{i1} * x_{i2} + u_i$$

As

$$y_i = eta_0 + (eta_1 + eta_3 x_{i2}) x_{i1} + eta_2 x_{i2} + u_i$$

- $eta_3$  answers the following question:
  - If I increase  $x_{i2}$  by one, by how much the coefficient on  $x_{i1}$  changes?
  - If  $x_{i2}$  is categorical: by how much the effect of  $x_{i1}$  changes when  $x_{i2}=1$  compared to when  $x_{i2}=0$ ?
  - ullet Suppose y is mortality,  $x_1$  is temperature,  $x_2$  is age
    - $\circ$  What would you expect  $\beta_3$  to be?

#### Exam example

2. [5 puntos] You are conducting a study to investigate the effects of a new diet and an exercise programme on weight loss. Consider 100 subjects who recorded weight loss (w) measured in kg at the end of three months in the program. Some of the subjects participating in the study were asked to implement the new diet. All individuals exercised regularly during the study period and recorded the number of weekly exercise hours (h). A following linear model is fitted based on the collected data:

$$\hat{w} = -1.4 + 7.2d + 1.5h + 3.4dh$$

where d is a dummy variable indicating whether the individual followed the new diet. Then, without making any inference, it can be said that:

- a) on average, people who neither exercise nor follow the new diet have a negative weight, which does not make sense.
- b) on average, people who follow the new diet but do not exercise have an increase in weight greater than 5 kg.
- c) on average, for people who do not follow the new diet, exercising an hour per week decreases their weight by approximately 4.5 kg.
- d) on average, for people who follow the new diet, exercising an hour per week decreases their weight by 10.7 kg.

- Suppose you want to know who benefits the most from working from home.
   You collect survey data for each employee on the job satisfaction, whether
  they work in the office or from home, and the distance between the office and
  home
- Who do you think benefits most from working from home?
- How would you test this?

$$Satisfaction_i = \beta_0 + \beta_1 WFH_i + \beta_2 Distance_i + \beta_3 WFH_i * Distance_i + u_i$$

- What's the interpretation of  $\beta_3$ ?
- By how much the effect of working from home on satisfaction changes when we increase distance by one unit (km)
- Which sign do you expect  $\beta_3$  to have?
- Exercise: Lista 5.1, 10 a) and b)

When choosing a partner, do women or men care more about physical attractivness?

```
##
## Call:
## lm(formula = Like ~ Attractive * gender, data = SpeedDating2)
##
## Residuals:
##
      Min
              10 Median
                             30
                                   Max
## -4.7963 -0.6257 0.0914 0.7890 4.7155
##
## Coefficients:
                    Estimate Std. Error t value Pr(>|t|)
##
## (Intercept)
                    2.69922    0.26783    10.078    <2e-16 ***
## Attractive
                  ## genderM
                   -0.78822 0.40226 -1.959 0.0506.
## Attractive:genderM 0.12864
                              0.05953 2.161
                                               0.0312 *
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 1.292 on 540 degrees of freedom
    (8 observations deleted due to missingness)
## Multiple R-squared: 0.4732, Adjusted R-squared: 0.4703
## F-statistic: 161.7 on 3 and 540 DF. p-value: < 2.2e-16
```

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### Goodness of fit

• We can use again the R square to measure the goodness of fit.

$$R^2 = 1 - rac{\sum (y_i - \hat{y}_i)^2}{\sum (y_i - ar{y}_i)^2}$$

- However, there is one problem with it.
  - $\circ$  Even if we add variables unrelated to y, the  $\mathbb{R}^2$  would typically still increase by a bit
  - Even if in population there is 0 relationship with this variable, our sample is small so we will never get exactly 0 relationship
  - o Sampling noise will make coefficient slightly positive or negative
  - $\circ$  So the increase in  $\mathbb{R}^2$  will reflect that noise in our sample
  - $\circ$  The more coefficients we include, the higher  $R^2$
  - We can adjust it, by accounting for the number of parameters used

$$R_{Adj}^2 = 1 - rac{\sum (y_i - {\hat y}_i)^2/(n-p)}{\sum (y_i - {ar y}_i)^2/(n-1)}$$

- ullet More parameters ->  $\downarrow (n-p) o \uparrow \sum (y_i \hat{y}_i)^2/(n-p) o \downarrow R^2_{Adj}$
- ullet So it balances off the mechanical effect of higher  $R^2$  due to more regressors 118 / 189

```
##
## Call:
## lm(formula = Duration ~ Occupancy + EDAD, data = Sample_urg[Sample_urg$SEXO
      "NO ESPECIFICADO", ])
##
##
## Residuals:
##
      Min 10 Median 30
                                    Max
## -773.65 -26.61 -17.27 -0.57 1252.75
##
## Coefficients:
##
             Estimate Std. Error t value Pr(>|t|)
## (Intercept) 23.23422 2.48416 9.353 < 2e-16 ***
## Occupancy 3.70354 0.10090 36.705 < 2e-16 ***
## EDAD 0.20626 0.06747 3.057 0.00225 **
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 98.99 on 4995 degrees of freedom
## Multiple R-squared: 0.2169, Adjusted R-squared: 0.2166
## F-statistic: 691.8 on 2 and 4995 DF, p-value: < 2.2e-16
```

```
##
## Call:
## lm(formula = Duration ~ Occupancy + EDAD + Random_var, data = Sample_urg[Sa
##
      "NO ESPECIFICADO", ])
##
## Residuals:
      Min 10 Median 30
##
                                  Max
## -773.18 -26.60 -17.26 -0.47 1253.34
##
## Coefficients:
##
             Estimate Std. Error t value Pr(>|t|)
## (Intercept) 23.09257 2.49595 9.252 < 2e-16 ***
## Occupancy 3.70288 0.10091 36.693 < 2e-16 ***
## EDAD
        ## Random_var 0.02755 0.04680 0.589 0.55616
## ---
## Signif. codes: 0 '*** 0.001 '** 0.01 '* 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 99 on 4994 degrees of freedom
## Multiple R-squared: 0.217, Adjusted R-squared: 0.2165
## F-statistic: 461.2 on 3 and 4994 DF, p-value: < 2.2e-16
```

ullet Adding random variable increased  $R^2$  but decreased  $R^2_{Adj}$ 

# Statistical Properties of OLS

### Inference

• Let's add the assumption that errors are normally distributed:

$$\mathbf{u} \sim N(0, \sigma I)$$

Which means that:

$$y \sim N(Xeta, \sigma I)$$

- With inference we can:
  - $\circ~$  Do hypothesis testing on single coefficients, ex:  $H_0:eta_2=0$
  - Find confidence intervals for a single coefficients
  - $\circ~$  Do hypothesis testing on multiple coefficients: ex:  $H_0:eta_1=eta_2$

# Test for a Single Coefficient

Under the above assumptions:

$$\hat{eta} \sim N(eta, \sigma \sqrt{(X'X)^{-1}})$$

And

$$\hat{eta}_j \sim N(eta, \sigma \sqrt{(X'X)_{j+1,j+1}^{-1}})$$

Normalizing we get that:

$$rac{\hat{eta}_j - eta_j}{s\sqrt{(X'X)_{j+1,j+1}^{-1}}} \sim t_{n-p}$$

- This test statistic has student t distribution with n-p degrees of freedom
  - $\circ~$  Because the  $rac{s^2(n-p)}{\sigma^2} \sim \chi_{n-p}$
- Where p is the number of parameters (coefficients)
- p=k+1: k regressors and 1 intercept

# Test for a single coefficient

#### Suppose:

- $H_0: \beta_j = \beta_{j0}$
- $H_A: \beta_j \neq \beta_{j0}$

Then, we use test statistic:

$$t_{test} = rac{\hat{eta}_{j} - eta_{j0}}{s\sqrt{(X'X)_{j+1,j+1}^{-1}}}$$

And we reject if  $t_{test} > t_{lpha/2,n-p}$  or  $t_{test} < -t_{lpha/2,n-p}$ 

Where  $t_{\alpha/2,n-p}$  is  $1-\alpha/2$  quantile of student t with n-p degrees of freedom **NOTE:** This is a test for  $\beta_j$  given all other regressors. It's not the same as the test statistic with only one regressor!

#### Suppose:

```
• H_0: \beta_{Age} = 0
 • H_A: \beta_{Age} \neq 0
##
## Call:
## lm(formula = Duration ~ Occupancy + EDAD, data = Sample_urg)
##
## Residuals:
      Min
           10 Median 30
##
                                     Max
## -773.65 -26.61 -17.27 -0.57 1252.75
##
## Coefficients:
##
              Estimate Std. Error t value Pr(>|t|)
## (Intercept) 23.23422 2.48416 9.353 < 2e-16 ***
## Occupancy 3.70354 0.10090 36.705 < 2e-16 ***
## EDAD
        0.20626 0.06747 3.057 0.00225 **
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.01 '*' 0.05 '.' 0.1 ' ' 1
##
## Residual standard error: 98.99 on 4995 degrees of freedom
## Multiple R-squared: 0.2169, Adjusted R-squared: 0.2166
```

10. [5 puntos] An estimation of a linear regression model of the form:

$$\hat{y}_i = \hat{\beta}_0 + \hat{\beta}_1 x_{i1} + \hat{\beta}_1 x_{i2}$$

with 30 observations reported the following results:

$$\hat{\beta} = (0.4510, 0.34703, 0.41490)^T \quad ; \quad \text{cov}(\hat{\beta}) = \begin{pmatrix} 0.07784 & -0.00808 & -0.00738 \\ & 0.0175 & -0.00014 \\ & & 0.00164 \end{pmatrix}$$

with  $s^2 = 0.02389$  and  $R^2 = 0.8752$ . If you intent to test the hypothesis

$$H_0: \beta_1 = \beta_2$$
 vs.  $H_0: \beta_1 \neq \beta_2$ 

then, the corresponding observed test statistic is approximately:

a) none of the above

# Confidence Interval for a Single Coefficient

We can also use this distribution to construct confidence intervals:

An interval for  $\beta_i$  with confidence level  $1-\alpha$  is:

$$\begin{aligned} CI_{1-\alpha} &= \{\hat{\beta}_j - t_{\alpha/2, n-p} SE(\hat{\beta}_j), \hat{\beta}_j + t_{\alpha/2, n-p} SE(\hat{\beta}_j)\} \\ &= \{\hat{\beta}_j - t_{\alpha/2, n-p} s \sqrt{(X'X)_{j+1, j+1}^{-1}}, \hat{\beta}_j + t_{\alpha/2, n-p} s \sqrt{(X'X)_{j+1, j+1}^{-1}}\} \end{aligned}$$

#### **Intepretation:**

- ullet We are 1-lpha % confident that the true parameter is within this CI
- $\bullet\,$  If we take repeated samples,  $1-\alpha$  % of such constructed confidence intervals would contain true  $\beta$

For our age coefficient we had:

- $\hat{eta}_{Age}=0.206$
- $SE(\hat{\beta}) = 0.067$
- ullet Our n=5000 so we can use normal approximation

So 95% CI for  $eta_{Age}$  is:

$$CI_{1-\alpha} = \{\hat{eta}_j - t_{\alpha/2,n-p} SE(\hat{eta}_j), \hat{eta}_j + t_{\alpha/2,n-p} SE(\hat{eta}_j)\}$$

$$= \{0.206 - 1.96 * 0.067, 0.206 + 1.96 * 0.067\}$$

$$= \{0.075, 0.337\}$$

- Note that the CI does not contain 0
- ullet What does it imply for hypothesis testing with  $H_0:eta_{age}=0$ ?
- Exercise: lista 5.1 4a) and b)

# CI for mean response

Suppose that we want an average prediction for individuals with these characteristics:

$$\mathbf{x_0} = egin{bmatrix} 1 \ x_{01} \ x_{02} \ dots \ x_{0k} \end{bmatrix}$$

Ex: What's average wait time if  $x{01}=10$  (10 other people are there) and are age 52  $(x{02}=52)$ 

How accurate is our prediction?

$$\hat{y}_0 = \mathbf{x_0}' \hat{\beta}$$

The prediction is unbiased:

$$E(\hat{y}_0) = \mathbf{x_0}'\beta$$

and it's variance is:

$$\begin{aligned} var(\hat{y}_0) &= var(\mathbf{x_0}'\hat{\beta}) \\ &= \mathbf{x_0}' var(\hat{\beta})\mathbf{x_0} \\ &= \sigma^2 \mathbf{x_0}' (\mathbf{X}'\mathbf{X})^{-1} \mathbf{x_0} \end{aligned}$$

So it's distribution is:

$$\hat{y}_0 \sim N(\mathbf{x_0}'eta, \sqrt{\sigma^2\mathbf{x_0}'(\mathbf{X}'\mathbf{X})^{-1}\mathbf{x_0}})$$

Hence:

$$CI_{1-lpha} = \{\hat{y}_0 \pm t_{n-2,rac{lpha}{2}} \sqrt{\sigma^2 \mathbf{x_0'}(\mathbf{X'X})^{-1} \mathbf{x_0}}\}$$

What's the 95% CI for average wait time when there is 10 people at the Urgent Care  $x_{Occupancy}=10$  for a person who is of age 52  $x_{age}=52$  ?

- What do we need to answer this question?
- $\hat{eta} = \{\hat{eta_0}, \hat{eta}_{Occupancy}, \hat{eta}_{age}\} = \{23.236, 3.7, 0.2\}$
- $\hat{\sigma} = 98.97$
- $(X'X)^{-1} =$

```
## (Intercept) Occupancy EDAD

## (Intercept) 6.297395e-04 -5.434372e-06 -1.331625e-05

## Occupancy -5.434372e-06 1.038940e-06 -5.573690e-08

## EDAD -1.331625e-05 -5.573690e-08 4.644967e-07
```

ullet Prediction:  $\hat{y_0} = 23.236*1 + 3.7*10 + 0.2*52 = 70.636$ 

• 
$$\sqrt{\mathbf{x_0}'(\mathbf{X}'\mathbf{X})^{-1}\mathbf{x_0}} = \sqrt{[1, 10, 52](\mathbf{X}'\mathbf{X})^{-1}[1, 10, 52]'} = 0.021$$

• Standard Deviation: 
$$SE(\hat{y_0}) = \sqrt{\sigma^2 \mathbf{x_0}' (\mathbf{X'X})^{-1} \mathbf{x_0}} = 2.07837$$

$$CI_{95} = \{70.636 \pm 1.96 * 2.07837\} \approx \{67, 75\}$$

#### Or simply in R:

```
lm_model <- lm(Duration ~ Occupancy+EDAD, data = Sample_urg)</pre>
new_data<- data.frame(Occupancy= c(10), EDAD=52)</pre>
predict(lm_model, newdata = new_data, interval = "confidence", level = (
## $fit
   fit lwr
##
                           upr
## 1 70.9952 66.93326 75.05714
##
## $se.fit
## [1] 2.071955
##
## $df
## [1] 4995
##
## $residual.scale
## [1] 98.99182
```

#### CI for new observation

#### Reminder:

- When we look at average response,  $u_i$  doesn't play a role (because on average errors are 0)
- ullet When we look at a single observation,  $u_i$  matters, so it increases the variance of prediction error

So variance is now the previous variance plus the variance of  $u_i$ 

$$egin{aligned} var(y_0 - \hat{y}_0) &= var(x_0eta + u_i - x_0\hat{eta}) \ &= var(u_0) + var(x_0\hat{eta}) \ &= \sigma^2 + \sigma^2\mathbf{x_0}'(\mathbf{X}'\mathbf{X})^{-1}\mathbf{x_0} \end{aligned}$$

So the confidence interval for a single observation is slightly wider:

$$CI_{1-lpha} = \{\hat{y}_0 \pm t_{n-2,rac{lpha}{2}} \sqrt{\sigma^2(1+\mathbf{x_0}'(\mathbf{X}'\mathbf{X})^{-1}\mathbf{x_0})}\}$$

We are less certain about predicting outcome for a single person, compared to average outcome among namy people.

- Does our model helps to explain any variation in  $y_i$ ?
- $H_0: \beta_1 = \beta_2 = \dots \beta_k = 0$
- $H_A: eta_j 
  eq 0$  for at least one j
- It's the same procedure as before!
  - Explained variation should be large compared to unexplained variation if the model works
- We can again do the decomposition in SST, SSR, and SSE:
  - $\circ~SS_T$  is total sum of squares  $\sum_i (y_i ar{y})^2$  , n-1 DoF
  - $\circ~SS_R$  is regression sum of squares  $\sum_i (\hat{y_i} ar{y})^2$  , k DoF
  - $\circ~SS_E$  is residual error sum of squares  $\sum_i (y_i \hat{y_i})^2$  , n-k-1 DoF

Source	Sum of Squares	<b>Degrees of Freedom</b>	DoF
Regression	13557462	2	k
Residual Error	48947909	4995	n-k-1
Total	62505371	4997	n-1

F-stat and its distribution under the null

$$F_{stat} = rac{SSR/(k)}{SSE/(n-k-1)} \sim \underbrace{F_{k,n-k-1}}_{ ext{Dist under }H_0}$$

Alternative way to think about it:

- $H_0: y = eta_0 + u$  restricted model (  $x_1$  and  $x_2$  don't matter)
- $H_A: y = \beta_0 + \beta_1 x_1 + \beta_2 x_2 + u$

If  $H_A$  is true, unrestricted model should explain more of y

$$F_{stat} = rac{SSR/(k)}{SSE/(n-k-1)} = rac{egin{array}{c} ext{Extra Sum of Squares} \ ext{SSR}_{H_A} - SSR_{H_0} \ ext{k} - (k_0) \ ext{SSE}_{H_A} \ ext{n} - k - 1 \ \end{array}}{rac{SSE_{H_A}}{n-k-1}} = rac{egin{array}{c} ext{Extra Sum of Squares} \ ext{SSE}_{H_0} - SSE_{H_A} \ ext{k} - (k_0) \ ext{SSE}_{H_A} \ ext{n} - k - 1 \ \end{array}}{rac{SSE_{H_A}}{n-k-1}}$$

- $SSR_{H_A}$  is the regression sum of square from unrestricted model with k degrees of freedom (2)
- $SSR_{H_0}$  is the regression sum of squres from the restricted model wiht  $k_0$  degrees of freedom (0) it's the number of regressors in restricted model
- $SSE_{H_A}$  is the residual sum of squres in the unrestricted model

```
linearHypothesis(lm_model, c("Occupancy=0", "EDAD=0"))
```

```
##
## Linear hypothesis test:
## Occupancy = 0
## EDAD = 0
##
##
## Model 1: restricted model
## Model 2: Duration ~ Occupancy + EDAD
##
## Res.Df RSS Df Sum of Sq F Pr(>F)
## 1 4997 62505371
## 2 4995 48947909 2 13557462 691.75 < 2.2e-16 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1</pre>
```

7. [5 puntos] Suppose your local gym is offering three types of subscriptions: a limited subscription (you can only attend 4 classes a week), a full subscription (you can attend unlimited number of classes), and a luxury subscription (unlimited classes, plus genetic tests, nutritional and sleep coaching). Your gym measures how much muscles a member gained after 3 months since the start of the subscription (mi measured in kilograms). To evaluate these programs, you regress mi on the category of membership represented using dummies or indicator variables and a term for the intercept. You perform an ANOVA to assess the significance of the regression and obtained the following ANOVA table. Unfortunately, your dog ate parts of the printout of the table and only this information has been preserved:

Source	Df	Sum Squares
Regression	27 100	500
Residuals		
Total	256	1200

- We can use the above logic to test how much more we can explain by including one more coeffcient
- Suppose we want to compare a regression model with only Occupancy vs both Occupancy and age
- $H_0: y = \beta_0 + \beta_1 Occupancy + u$  restricted model
- $H_A: y = eta_0 + eta_1 Occupancy + eta_2 Age + u$  unrestricted model

$$F_2 = egin{array}{c} rac{\sum \operatorname{Extra Sum of Squares}}{SSR_{H_A} - SSR_{H_0}} & \sum rac{\sum \operatorname{Extra Sum of Squares}}{SSE_{H_0} - SSE_{H_A}} \ \hline rac{k - (k_0)}{n - k - 1} & = rac{\sum SSE_{H_A}}{n - k - 1} & \sim F_{k - k_0, n - k - 1} \ \hline 
ho ext{Dist under } H_0 \end{array}$$

ullet In our case k=2 and  $k_0=1$ , so the null distribution is  $F_{1,n-3}$ 

- Sequential testing:
- ullet Occupancy  $F_1$  is the additional effect of including Occupancy to a model without any regressors
  - $\circ H_0: y = \beta_0 + u$  restricted model
  - $\circ H_A: y = \beta_0 + \beta_1 Occupancy + u$  unrestricted model
- ullet EDAD  $F_2$  is the additional effect of including Age once we already have Occupancy in the model
  - $\circ \ H_0: y = eta_0 + eta_1 Occupancy + u$  restricted model
  - $\circ H_A: y = \beta_0 + \beta_1 Occupancy + \beta_2 Age + u$  unrestricted model

- ullet  $F_k$  (last coef) is equivalent to  $t_k^2$  in our full model
- ullet But  $F_1$  is not equivalent to  $t_1^2$  in our full model

```
Estimate Std. Error t value Pr(>|t|)
##
  (Intercept) 23.2342216 2.48416121 9.352944 1.255500e-20
## Occupancy 3.7035443 0.10090081 36.704802 2.396768e-261
## EDAD 0.2062604 0.06746688 3.057209 2.245903e-03
## Analysis of Variance Table
##
## Response: Duration
##
             Df
                 Sum Sq Mean Sq F value Pr(>F)
## Occupancy 1 13465872 13465872 1374.1553 < 2.2e-16 ***
## EDAD 1
                  91590 91590 9.3465 0.002246 **
## Residuals 4995 48947909 9799
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
```

ullet Why reordering variables changes  $F_{stats}$ ?

```
## Analysis of Variance Table
##
## Response: Duration
                 Sum Sq Mean Sq F value Pr(>F)
##
             Df
## Occupancy 1 13465872 13465872 1374.1553 < 2.2e-16 ***
## EDAD
                  91590 91590 9.3465 0.002246 **
        1
## Residuals 4995 48947909 9799
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
## Analysis of Variance Table
##
## Response: Duration
##
             Df Sum Sq Mean Sq F value Pr(>F)
                 355320 355320 36.259 1.851e-09 ***
## EDAD
         1
## Occupancy 1 13202142 13202142 1347.243 < 2.2e-16 ***
## Residuals 4995 48947909
                           9799
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
```

- Because it changes which regressors we already have in the model
- Do squares always add up to the same thing?

## Testing multiple coefficients (skip)

Suppose we have a model with three predictors

$$y = eta_0 + eta_1 Occupancy + eta_2 Age + eta_3 Male + u$$

We can test for a subset of predictors, for example if Age and Sex matter

• 
$$H_0: \beta_2 = \beta_3 = 0 \rightarrow y = \beta_0 + \beta_1 Occupancy + u$$

• 
$$H_A: \beta_2 \neq 0 \text{ or } \beta_3 \neq 0$$

$$\rightarrow y = \beta_0 + \beta_1 Occupancy + \beta_2 Age + \beta_3 Male + u$$

$$F_{test} = rac{\overbrace{SSR_{H_A} - SSR_{H_0}}^{ ext{Extra Sum of Squares}}}{rac{SSE_{H_A}}{n-3-1}} = rac{\overbrace{SSE_{H_0} - SSE_{H_A}}^{ ext{Extra Sum of Squares}}}{rac{SSE_{H_A}}{n-3-1}} \sim F_{2,n-4}$$

```
##
## Linear hypothesis test:
## EDAD = 0
## SEXOMASCULINO = 0
##
## Model 1: restricted model
## Model 2: Duration ~ Occupancy + EDAD + SEXO
##
## Res.Df RSS Df Sum of Sq F Pr(>F)
## 1 4996 49039499
## 2 4994 48728235 2 311264 15.95 1.244e-07 ***
## ---
## Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
```

## Testing for multiple coefficients

A cool thing about the regression is that we can test relationships between the coefficients:

#### For example:

• Is the impact of additional year of education the same as impact of additional year of work experience in a regression:

$$income_i = \beta_0 + \beta_1 \text{education}_i + \beta_2 \text{experience}_i + u_i$$

ullet That corresponds to null hypothesis  $H_0:eta_1=eta_2$  or  $H_0:eta_1-eta_2=0$ 

#### **Another Example:**

• Suppose that employees can go through a sales training, and/or get a better office (these are binary variables). We want to evaluate impact of these measures on their sales:

$$Sales_i = \beta_0 + \beta_1 \operatorname{training}_i + \beta_2 \operatorname{office}_i + u_i$$

• We wonder if giving an employee both of them would increase sales by more than 100:  $H_A: eta_1+eta_2>100$ 

### Relationships between coefficients

Suppose we have a model:

$$y=eta_0+eta_1x_1+eta_2x_2+\dotseta_kx_k+u$$

• We want to test if the difference between impact of  $x_1$  and  $x_2$  is equal to c

#### **Hypothesis**

- $H_0: \beta_1 \beta_2 = c$
- $H_A: \beta_1 \beta_2 \neq c$ 
  - $\circ$  Special case: c=0 => testing equality  $eta_1=eta_2$

#### Test statistic and its distribution under the null

$$T_{test} = rac{\hat{eta}_1 - \hat{eta}_2 - c}{SE(\hat{eta}_1 - \hat{eta}_2)} = rac{\hat{eta}_1 - \hat{eta}_2 - c}{\sqrt{var(\hat{eta}_1) + var(\hat{eta}_2) - 2cov(\hat{eta}_1, \hat{eta}_2)}} \sim t_{n-k-1}$$

ullet Calculate p-value as  $2P(t_{n-k-1}>|T_{test}|)$ 

### Relationships between coefficients

 In the same way we can test whether one coefficient is larger than another by some amount

#### **Hypothesis**

- $H_0: \beta_1 \beta_2 = c$
- $H_A: \beta_1 \beta_2 > c$ 
  - $\circ~$  Special case: c=0 => testing inequality  $eta_1>eta_2$

#### Test statistic and its distribution under the null

$$T_{test} = rac{\hat{eta}_1 - \hat{eta}_2 - c}{SE(\hat{eta}_1 - \hat{eta}_2)} = rac{\hat{eta}_1 - \hat{eta}_2 - c}{\sqrt{var(\hat{eta}_1) + var(\hat{eta}_2) - 2cov(\hat{eta}_1, \hat{eta}_2)}} \sim t_{n-k-1}$$

- Calculate p-value as  $P(t_{n-k-1} > T_{test})$
- ullet If alternative is  $H_A:eta_1-eta_2 < c$ , then  $P(t_{n-k-1} < T_{test})$

 Test if one more person at the hospital has larger effect than being one year older

```
##
## Call:
  lm(formula = Duration ~ Occupancy + EDAD + SEXO, data = Sample_urg)
##
##
  Coefficients:
##
     (Intercept)
                     0ccupancy
                                         EDAD
                                               SEXOMASCULINO
        18.5463
                        3.6803
                                      0.2047
##
                                                     13.8988
##
                (Intercept)
                                Occupancy
                                                   EDAD SEXOMASCULINO
               7.12075807 -0.0481948400 -0.1296097547 -2.8941142167
   (Intercept)
  Occupancy
                -0.04819484 0.0101612131 -0.0005422531 -0.0143206543
## EDAD
                -0.12960975 -0.0005422531 0.0045323658 -0.0009536548
## SEXOMASCULINO -2.89411422 -0.0143206543 -0.0009536548 8.5804013484
```

• Hypotheses:

$$\circ H_0: \beta_O = \beta_A$$
  
 $\circ H_A: \beta_O > \beta_A$ 

Calculate the test statistic

$$T_{test} = rac{eta_O - eta_A}{\sqrt{var(\hat{eta_O}) + var(\hat{eta_A}) - 2cov(\hat{eta_O}, \hat{eta_A})}} = rac{3.6803 - 0.2047}{\sqrt{0.01 + 0.0045 - 2*(-0.00054)}} = 27.84$$

Calculate p-value

$$P-value = P(t_{n-k-1} > T_{test}) = P(t_{4994} > 27.84) \approx 0$$

#### Conclusion

 we reject that impact of one more year is smaller or equal to the impact of one more person

### Sum of coefficients

Suppose we have a model:

$$y=eta_0+eta_1x_1+eta_2x_2+\dotseta_kx_k+u$$

ullet We want to test if the sum of impact of  $x_1$  and  $x_2$  is equal to c

#### **Hypothesis**

- $H_0: \beta_1 + \beta_2 = c$
- $H_A: \beta_1 + \beta_2 \neq c$

#### Test statistic and its distribution under the null

$$T_{test} = rac{\hat{eta}_1 + \hat{eta}_2 - c}{SE(\hat{eta}_1 + \hat{eta}_2)} = rac{\hat{eta}_1 + \hat{eta}_2 - c}{\sqrt{var(\hat{eta}_1) + var(\hat{eta}_2) + 2cov(\hat{eta}_1, \hat{eta}_2)}} \sim t_{n-k-1}$$

- ullet Calculate p-value as  $2P(|t_{n-k-1}|>T_{test})$
- If  $H_A:eta_1+eta_2 < c$ , then  $P(t_{n-k-1} < T_{test})$
- If  $H_A: eta_1+eta_2>c$ , then  $P(t_{n-k-1}>T_{test})$

• Test if the total impact of increasing Occupancy by one person and being male is larger than 17

```
##
## Call:
  lm(formula = Duration ~ Occupancy + EDAD + SEXO, data = Sample_urg)
##
##
  Coefficients:
##
     (Intercept)
                     Occupancy
                                          EDAD
                                                SEXOMASCULINO
        18.5463
                        3.6803
##
                                       0.2047
                                                      13.8988
##
                 (Intercept)
                                Occupancy
                                                    EDAD SEXOMASCULINO
                7.12075807 -0.0481948400 -0.1296097547 -2.8941142167
   (Intercept)
  Occupancy
                -0.04819484 0.0101612131 -0.0005422531 -0.0143206543
## EDAD
                -0.12960975 -0.0005422531 0.0045323658 -0.0009536548
## SEXOMASCULINO -2.89411422 -0.0143206543 -0.0009536548 8.5804013484
```

### **Standarized Coefficients**

- ullet Coefficients depend on the units of measurement of the x
- ullet Since x can have different units or magnitudes, we can't directly compare them

#### **Example:**

ecobici trips<sub>i</sub> = 
$$\beta_0 + \beta_1$$
temperature<sub>i</sub> +  $\beta_2$ polution<sub>i</sub> +  $u_i$ 

- It doesn't make sense to compare  $eta_1$  to  $eta_2$  to see what has bigger effect
- These variables have very different magnitudes
  - Increasing temperature by one unit (1 degree celcius) is different than increasing polution by one unit (1 μg/m3)
- To make them directly comparable, we want to make them unitless (standarized)
- Does increasing temperature by one standard deviation has the same effect as inreasing polution by one standard deviation?

#### Standarized coeffcients

Basically, we standardize all the variables and run the regression:

$$rac{y_i - ar{y}}{s_y} = \gamma_1 rac{x_{i1} - ar{x}_1}{s_{x_1}} + \gamma_2 rac{x_{i2} - ar{x}_2}{s_{x_2}} + \ldots + \gamma_k rac{x_{ik} - ar{x}_k}{s_{x_k}} + u_i$$

So then  $\gamma_k$  measures the impact of one standard deviation increase of  $x_k$  on standard deviation in y

But there is a short cut to calculate these standard coefficients

$$\gamma_k = eta_k rac{s_{x_k}}{s_y}$$

Urgent Care duration example:

- $s_y = 111.82$
- $s_{Age} = 20.82$
- $s_{Occupancy} = 13.921$

We calculated that  $\hat{eta}_{Aqe} = 0.206$  and  $\hat{eta}_{Occupancy} = 3.703$ 

#### Standardized coefficients

$$\hat{\gamma}_{Age} = \hat{\beta}_{Age} \frac{s_{Age}}{s_y} = 0.206 \frac{20.82}{111.82} = 0.0383$$

$$\hat{\gamma}_{Occupancy} = \hat{\beta}_{Occupancy} \frac{s_{Occupancy}}{s_y} = 3.703 \frac{13.921}{111.82} = 0.461$$

8. [20 puntos] A publisher wants to predict book sales during the first month after its release (y), measured in dollars. For this purpose, a linear model is fitted using historical information corresponding to 65 previous launches and the sales they scored during the first month. The information includes data on the number of promotional events  $(x_1)$ , expenditure on digital marketing in dollars  $(x_2)$ , an indicator variable whether this is the first book of the author  $(x_3)$  or if the author is a debutant, where  $x_3 = 1$  if affirmative and zero otherwise, and lastly the number of pages in the book  $(x_4)$ .

From the estimation, the regression equation was recovered as

$$\hat{y} = 2,500 + 300x_1 + 7x_2 + 1500x_3 - 10x_4$$

as well as the following statistics

$$s_Y = 500.00$$
;  $s_{X_1} = 300.00$ ;  $s_{X_2} = 1,000.00$ ;  $s_{X_3} = 0.50$ ;  $s_{X_4} = 150.00$ 

where s denotes the standard deviations for the variable of interest as well as for the regressors, and

$$s^2 = 500 \quad ; \qquad \qquad \cos(\hat{\beta}) = \left( \begin{array}{ccccc} 5000.00 & -10.00 & 0.00 & 5.00 & 0.00 \\ 2000.00 & -5.00 & -3.00 & 0.20 \\ & & 50.00 & 0.00 & -0.05 \\ & & & 1000.00 & 0.00 \\ & & & 25 \end{array} \right)$$

and where  $s^2$  denotes the estimated variance of the error term in the model. Based on the information provided, answer the following questions justifying your answer:

- a) [2 puntos] Determine the sales that the model would predict for a book launch that will have 5 promotional events with the author having had other publications before, where the new book will have 300 pages, and a budget of 4,000 dollars in digital marketing expenses.
- b) [3 puntos] Determine which of the variables, the number of promotional events or the number of pages, is the most important.
- c) [7 puntos] Through an appropriate hypothesis test, determine if the variability of book sales during the first month can be explained by this linear model. Justify your answer by using the p-value. Indicate the assumptions in which your basing your work.
- d) [8 puntos] Determine if the effect of spending an additional dollar on digital marketing counteracts or nullifies the effect of having an additional page. Argue using a significance level of  $\alpha = 0.05$ , making your calculations explicit and clearly defining the rejection region associated with the test. Indicate the assumptions in which your basing your work.

#### **Practice**

#### Lista 05.1

- Changing age by one standard deviation increases duration by 3.8% of a standard deviation
- Changing Occupancy one standard deviation increases duration by 46% of a standard deviation