



**LECTURES 22** 

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- Most popular model
- Idea is to fit a linear relationship between
  - A quantitative outcome variable (Y) and
  - A set of p predictors  $\{X_1, X_2, X_3, ..., X_p\}$
- Assumption: relationship as expressed in the following model equation holds true for the target population

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + ... + \beta_p X_p + \varepsilon$$

Where  $\beta_0$ , ...,  $\beta_p$  are coefficients and  $\epsilon$  is the noise or unexplained part



- Objectives:
  - Understanding the relationships between outcome variable and predictors
    - Followed in statistical approach
  - Predicting values of outcome variable for new records
    - Followed in data mining approach
- Applications in data mining
  - Predicting credit card spending, life of an equipment, sales etc.



- Model Building and Results Interpretation phases differ depending on the objective:
  - Explanatory (predicting the impact of promotional offer on sales)
  - Predictive (predicting sales)

Selection of suitable data mining techniques depends on the goal itself



#### **Explanatory Modeling**

- Fits the data closely
- Full sample is used to estimate best-fit model

 Performance metrics measure how close model fits the data

#### **Predictive Modeling**

- Predicts new records accurately
- Sample is partitioned into training, validation, and test sets and training partition is used to estimate the model
- Performance metrics measure how well model predicts new observations



#### **Explanatory Modeling**

- Model might not have best predictive accuracy
- Statistical techniques with assumed or hypothesized relationships and scarce data (primary data)

#### **Predictive Modeling**

- Model might not be best-fit of data
- Machine learning techniques with no assumed structure and large datasets (secondary data)



- Estimates for target population
  - Coefficients:  $\beta_0$ , ...,  $\beta_p$  and
  - σ, std. deviation of noise (ε)
  - Cannot be measured directly due to unavailability of data on entire population
- Estimation technique:
  - Ordinary least squares (OLS)
    - Computes the sample estimates which minimize the sum of squared deviations between actual values and predicted values



Ordinary least squares (OLS)

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

- Unbiased predictions (on average, closer to actual values)
- Smallest average squared error

Given following assumptions hold true

- Noise follows a normal distribution
- Linear relationship holds true
- Observations are independent
- Homoskedasticity: variability in the outcome variable is same irrespective of the values of the predictors



- Partitioning in data mining modeling allows relaxation from the first assumption
- In statistical modeling, same sample is used to fit the model and assess its reliability
  - Predictions of new records lack reliability
  - First assumption is required to derive confidence intervals for predictions
- Example: Open RStudio



# Key References

- Data Science and Big Data Analytics: Discovering, Analyzing, Visualizing and Presenting Data by EMC Education Services (2015)
- Data Mining for Business Intelligence: Concepts, Techniques, and Applications in Microsoft Office Excel with XLMiner by Shmueli, G., Patel, N. R., & Bruce, P. C. (2010)

# Thanks...