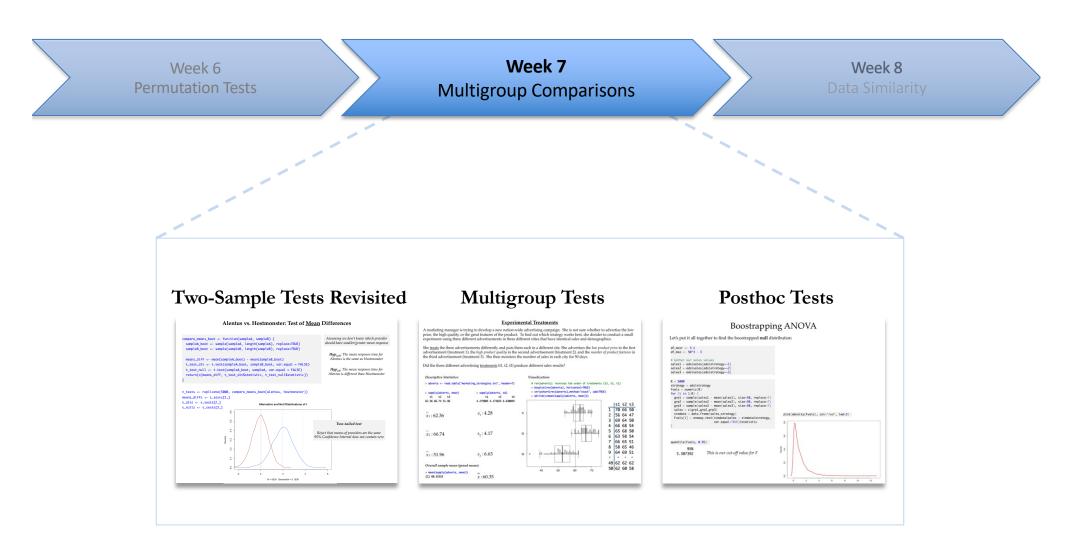
Business Analytics Using Computational Statistics



Student Self-Assessment Exersize

>> Thank you for taking part in our hybrid BACS class: online and offline!



It can be hard to know how others are doing

It can be difficult to know whether your studying approach is working

We will give you a graded "self-assessment" survey to understand your study habits *Anonymous*: professor and TAs will not see your individual responses *Interactive*: we will provide you an overview of class responses

This will help you:

Reflect: chance to think about efforts **Compare**: see how others study and work

This will help us:

Appreciate: know how our students are working Improve: find ways we can accommodate your learning style

Picking Packages

TidyR

Reshape2

Still maintained and updated

Seems to be "superseded" by TidyR

Simpler Syntax

Works on more than data.frames

Used in many books/tutorials

Still found in online tutorials

Part of larger "tidy" universe

Custom built for reshaping (less overhead?)



There's a **lot of decisions** that should go into adopting a package for your work.

Consider the factors that are **important for you**

There are no right or wrong choices
(you may learn more by switching between packages)

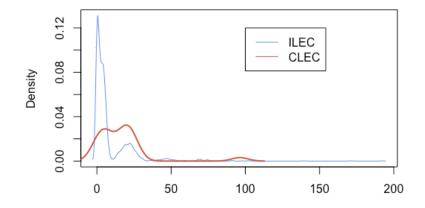
```
library(tidyR)
verizon <- read.csv("verizon_wide.csv")

verizon_long <- gather(verizon_wide, na.rm = TRUE, key = "provider", value = "time")
providers <- split(x = verizon_long$time, f = verizon_long$provider)</pre>
```

t-Test of Sample Means

Assumptions of Two-Sample t-Tests:

- 1. Ratio/Interval scale (continuous numbers)
- 2. Normal distribution of data
- 3. Homogeneity of variance (constant variance)



Student's t-Test assuming equal variances

t.test(providers\$CLEC, providers\$ILEC, alt="greater", var.equal=TRUE)

```
# t = 2.6125, df = 1685, p-value = 0.004534
```



Our assumptions are important: we arrive at contrary conclusions at $\alpha = 0.01$

Welch's t-Test assuming <u>unequal variances</u>

t.test(providers\$CLEC, providers\$ILEC, alt="greater", var.equal=FALSE)

```
# t = 1.9834, df = 22.346, p-value = 0.02987
```



How should we decide what to assume?

Assessing Normality

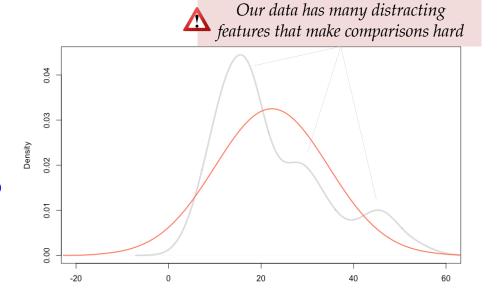
How can we visually compare distributions?

Density Plots

We can plot the <u>distributions</u> of our data against perfect normal

Let's take 1000 quantiles from a normal distribution with same central tendencey and dispersion as our original data

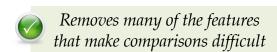
```
probs1000 <- seq(0, 1, 0.001)
qnorm1000 <- qnorm(probs1000, mean=mean(d123), sd=sd(d123))
plot(density(d123), main=NA, xlab=NA)
plot(density(qnorm1000))</pre>
```



Quantile Plots

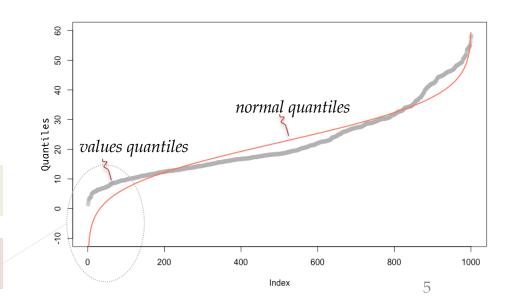
We can plot the quantiles of our data against perfect normal

plot(quantile(d123, probs=probs1000))
lines(qnorm(probs1000, mean=mean(d123), sd=sd(d123)))





Differences in the plots are difficult to distinguish



Normal Quantile-Quantile Plot

For each normal quantile, what is quantile of our values?

```
quantile_quantile_plot <- function(values) {
  probs1000 <- seq(0, 1, 0.001)
  q_vals <- quantile(values, probs1000)
  q_norm <- qnorm(probs1000, mean=mean(values), sd=sd(values))
  plot(q_norm, q_vals, ...)
  abline(a=0, b=1, col="red", lwd=2)
}</pre>
```

quantile_quantile_plot(d123)



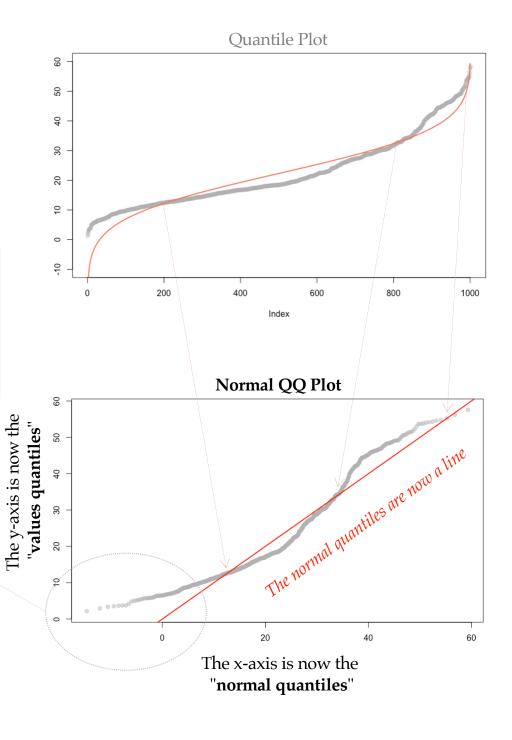
The comparison is now against a linear basis



Departures from normality are now more apparent

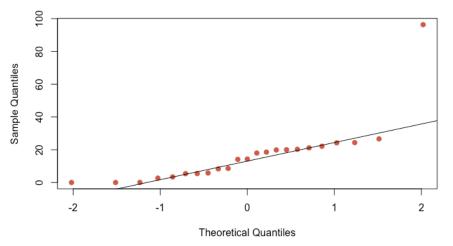
Compare to R's built-in Normal QQ plot functions:

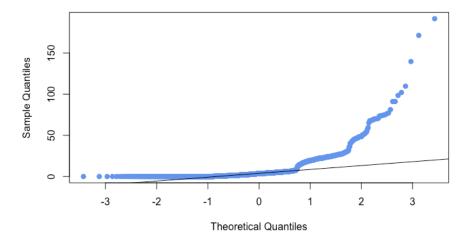
```
qqnorm(d123) # Draws normal qq plot
qqline(d123) # Draws diagonal normal line
```



Does our data match assumptions of normality?

qqnorm(providers\$CLEC, col="coral3", pch=19); qqline(providers\$CLEC)
qqnorm(providers\$ILEC, col="cornflowerblue", pch=19); qqline(providers\$ILEC)







We should likely prefer our **non-parametric tests**

Now that you know exactly how Normal-QQ plots work, use the built-in functions qqnorm(), qqLine() in your work

Permutation Tests of Sample Means

```
observed_diff <- mean(providers$CLEC) - mean(providers$ILEC)</pre>
permute_diff <- function(values, groups) {</pre>
  permuted <- sample(values, replace = FALSE)</pre>
  grouped <- split(permuted, groups)</pre>
  mean(grouped$CLEC) - mean(grouped$ILEC)
nperms <- 10000
set.seed(895702709) # seed from: round(runif(1)*10^9)
permuted diffs <- replicate(nperms, permute diff(verizon long$time, verizon long$provider))</pre>
hist(permuted diffs, breaks = "fd", probability = TRUE, ...)
                                                                              Null Distribution of Differences
lines(density(permuted diffs), lwd=2)
abline(v=observed diff, col="coral3", lwd=3)
                                                                Density
                                                                       -20
                                                                                -10
                                                                                                   10
                                                                                                            20
                                                                                      permuted diffs
```

p_1tailed <- sum(permuted_diffs > observed_diff) / nperms
[1] 0.0186



Assumption free conclusion: we cannot reject H_{null}

Wilcoxon Test of Samples

```
gt_eq <- function(a, b) {
    ifelse(a > b, 1, 0) + ifelse(a == b, 0.5, 0)
}

W <- sum(outer(providers$CLEC, providers$ILEC, FUN = gt_eq))
# [1] 26820

n1 = length(providers$CLEC) # 23
n2 = length(providers$ILEC) # 1664

wilcox_p_1tail <- 1 - pwilcox(W, n1, n2) # 0.0003688341
wilcox_p_2tail <- 2 * wilcox_p_1tail # 0.0007376683

wilcox.test(providers$CLEC, providers$ILEC, alternative = "greater", paired = FALSE)
W = 26820, p-value = 0.0004565</pre>
```



Assumption free conclusion: Values in the two samples are distinct (values seem shifted)

Mean of samples are not distinguishable

BUT

CLEC-vs-ILEC customers seem to be treated differently

Comparing Multiple (3+) Groups



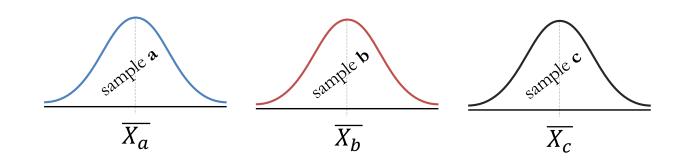
	Y Y	* *	4 4
*	t1 [‡]	t2 [‡]	t3 [‡]
1	70	66	50
2	56	64	47
3	69	64	50
4	66	68	54
5	65	68	50
6	63	58	54
7	66	65	51
8	58	65	46
9	64	69	51
10	63	64	60
11	70	74	43
12	61	74	53
13	65	62	44
14	59	71	59
37	63	66	39
38	65	67	55
39	59	65	45
40	63	70	53
41	58	72	50
42	63	72	60
43	65	67	52
44	64	71	58
45	58	69	55
46	64	74	57
47	59	60	62
48	57	64	57
49	62	62	62
50	62	60	58



Why would we want to compare multiple groups?

Why not just compare two groups at a time?

Do multiple populations have similar means?



Do multiple populations have the similar distributions?



When might we ask each these questions?

Are these questions different?

Advertising Example

A marketing manager is trying to develop a new nation-wide advertising campaign. She is not sure whether to advertise the low price, the high quality, or the great features of the product. To find out which strategy works best, she conducts an experiment using three different advertisements in three different cities that have nearly identical sales and demographics. She monitors the sales in each city for 50 days. Assume: the 3 strategies might not have run at the same time; the 3 cities are very similar; people did not share their reviews between cities

She treats the three advertisements differently:

- the *low product price* is advertised in the first city (t1)
- the high product quality is advertised in the second city (t2)
- the number of product features is advertized in the third city (t3)



- 1. Did the three strategies produce different sales, on average?
- 2. Did the three strategies produce difference sales numbers?

adverts <- read.table("marketing_strategies.txt", header=TRUE)</pre>

Descriptive Statistics:

sapply(adverts, mean) 62.36 66.74 51.96

sapply(adverts, sd) t3

4.279805 4.173825 6.630049

$$\bar{x}_1$$
: 62.36 s_1 : 4.28

$$\bar{x}_2:66.74$$
 $s_2:4.17$

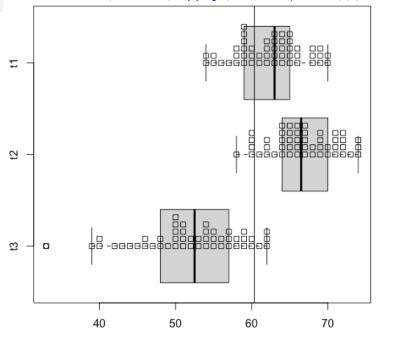
$$\bar{x}_3:51.96$$
 $s_3:6.63$

Overall sample mean (grand mean):

mean(sapply(adverts, mean)) =
$$x:60.35$$

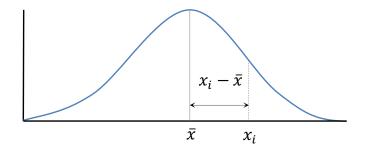
rev() reverses order

boxplot(rev(adverts), horizontal=TRUE) stripchart(rev(adverts),method="stack", add=TRUE) abline(v=mean(sapply(adverts, mean)))



	t1	t2	t3
1	70	66	50
2	56	64	47
3	69	64	50
4	66	68	54
5	65	68	50
6	63	58	54
7	66	65	51
8	58	65	46
9	64	69	51
•	•	•	•
49	62	62	62
50	62	60	58

Parametric Approach: Analyze Variances



Absolute Deviation

$$|x_i - \bar{x}|$$

Mean Absolute Deviation

$$\frac{\sum |x_i - \bar{x}|}{N}$$

Variability

$$\sum (x_i - \bar{x})^2$$

"Sum of Squares"

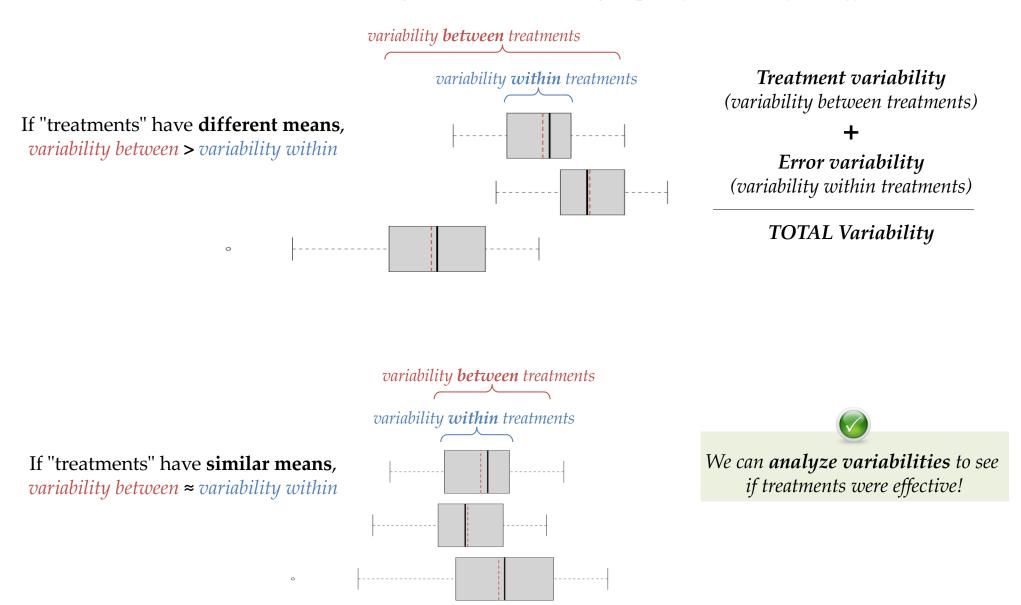
Variance

$$\frac{\sum (x_i - \bar{x})^2}{n - 1}$$

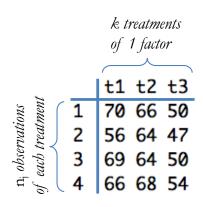
"Mean Squares" (average variability?)

Sources of Variance: Between/Within Treatments

Treatment: what was changed to create different groups (e.g., advertising strategy)



One-way Analysis of Variance (ANOVA)



 $n_i \times k = n_T$ total observaitons

SSTR: sum of squares due to treatments (treatment variability)

MSTR: mean square due to treatments (treatment variance)

SSE: sum of squares due to error (error variability)

MSE: mean square due to error (error variance)

between-treatments variance: (variance of treatment means from grand mean)
$$MSTR = \frac{SSTR}{df_{MSTR}} = \frac{\sum_{j=1}^{k} n_j (x_j - x_j)^2}{k - 1}$$

within-treatments variance: (average variance within treatments)

$$MSE = \frac{SSE}{df_{MSE}} = \frac{\sum_{j=1}^{K} (n_j - 1)s_j^2}{n_T - k}$$

 $F = \frac{MSTR}{MSE}$

Ratio of variances follows **F** distrbution

k: number of treatments

n_i: sample size of treatment j

s_j: standard deviation of treatment j

n_T: size of all treatments combined

 \bar{x}_j : mean of sample j

 $\frac{1}{x}$: grand mean (mean of all sample means)

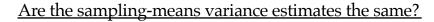
df: degrees of freedom

 H_{null} : The means of the three treatment populations are the same

$$\mu_1 = \mu_2 = \mu_3$$

 $\mathbf{H}_{\mathbf{alt}}$: The means of the three treatments populations are not the same

$$\mu_1 \neq \mu_2; \ \mu_1 \neq \mu_3; \ \mu_2 \neq \mu_3$$

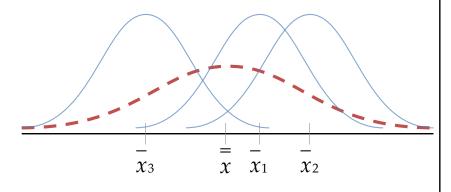


between-treatments **estimate of variance** "variance between treatment <u>means</u>"

within-treatments estimate of variance "average variance of all treatments"

 s^2 = (error variance)

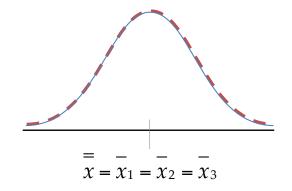
If H_{null} is false (**H**_{alt} is true)



between-treatments variance > with

within-treatments variance

If H_{null} is true



between-treatments variance = within-treatments variance

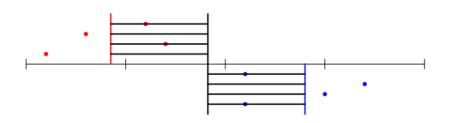
between-treatments estimate of variance

"variance between treatment means"

 s^2 = (treatment variance) + (error variance)

Will be larger than MSE if H_{null} is false

$$MSTR = \frac{SSTR}{df_{MSTR}} = \frac{\sum_{j=1}^{k} n_j (\overline{x}_j - \overline{x})^2}{k - 1}$$



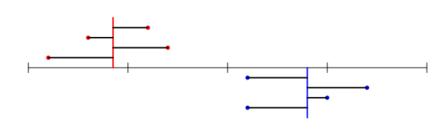
within-treatments estimate of variance

"average variance of all treatments"

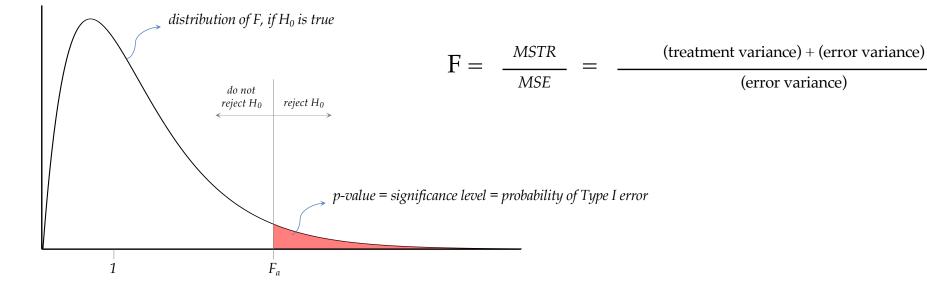
$$s^2$$
 = (error variance)

$$MSE = \frac{SSE}{df_{MSE}} = \frac{\sum_{j=1}^{k} s_j^2}{k}$$
 if treatment sizes are the same

$$MSE = \frac{SSE}{df_{MSE}} = \frac{\sum_{j=1}^{K} (n_j - 1)s_j^2}{n_T - k}$$
 if treatment sizes are different



(error variance)



One-way ANOVA the long way in R

functional iteration -- we don't need to explicitly loop through all the treatments!

$$MSTR = \frac{SSTR}{df_{MSTR}} = \frac{\sum_{j=1}^{k} n_{j} (\bar{x}_{j} - \bar{x})^{2}}{k - 1} = \frac{5763.21}{3 - 1} = 2881.61$$

$$MSTR = \frac{SSTR}{df_{MSTR}} = \frac{\sum_{j=1}^{k} n_{j} (\bar{x}_{j} - \bar{x})^{2}}{k-1} = \frac{5763.21}{3-1} = 2881.61$$

$$sstr <- 50*sum((sapply(adverts, mean) - mean(sapply(adverts, mean)))^{2})$$

$$df_{MSTR} = \frac{SSTR}{df_{MSTR}} = \frac{5763.21}{k-1} = 2881.61$$

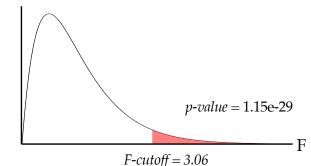
$$mstr <- 3-1$$

$$mstr <- sstr/df mstr$$

$$MSE = \frac{SSE}{df_{MSE}} = \frac{\sum_{j=1}^{k} (n_j - 1)s_j^2}{n_T - k} = \frac{3905.06}{150 - 3} = 26.56$$

$$F = \frac{MSTR}{MSE} = \frac{2881.61}{26.56} = 108.47$$

f_value <- mstr/mse</pre>



p_value <- pf(f_value, df_mstr, df_mse, lower.tail=FALSE)</pre>

One-way ANOVA the easy way in R

1 2 3 4	t1 70 56 69	t2 66 64 64 68	t3 50 47 50 54	
3	69	64	50	
4	66	68	54	

```
strategy sales
           t1
                 70
1
2
                 56
           t1
3
                 69
           t1
                 66
          t1
51
          t2
                 66
52
          t2
                 64
53
          t2
                 64
54
          t2
                 68
          ::.
t3
101
                 50
102
          t3
                 47
103
          t3
                 50
```

104

54

```
Change shape data of data to row-wise format
library(reshape2)
ads <- melt(adverts, id.vars = NULL,
variable.name = "strategy",
value.name = "sales")
```

Run oneway.test() function for one-way ANOVA

The tilde ~ separates dependent and independent variables

```
oneway.test(ads$sales ~ factor(ads$strategy), var.equal=TRUE)

One-way analysis of means

factor() tells R that this is a categorical variable

data: ads$sales and ads$strategy

F = 108.4737, num df = 2, denom df = 147, p-value < 2.2e-16
```

Alternatively, run the more general **aov()** function for ANOVA

```
summary( aov( ads$sales ~ factor(ads$strategy)) )
```

```
Df Sum Sq Mean Sq F value Pr(>F)
factor(ads$strategy) 2 5763 2881.6 108.5 <2e-16 ***
Residuals 147 3905 26.6
---
Signif. codes: 0 '***' 0.001 '**' 0.05 '.' 0.1 ' ' 1
```

Requirements for ANOVA

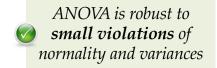
ANOVA requires some assumptions to be met:

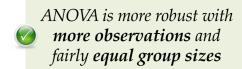
- 1. Each treatment/population's response variable is normally distributed
- 2. The **variance** (s²) of the response variables is the same for all treatments/populations



3. The **observations are independent**: the response variables are not related between groups

But it is fairly robust to small violations







But what should we do if we must greatly violate these assumptions?

Kruskal Wallis Test of Multiple Samples

strategy [‡]	sales [‡]	ranks [‡]
t1	70	136.5
t1	56	40.0
t1	69	131.0
t1	66	113.5
t1	65	104.5
	t1 t1 t1 t1	t1 70 t1 56 t1 69 t1 66

51	t2	66	113.5
52	t2	64	94.5
53	t2	64	94.5
54	t2	68	125.0
55	t2	68	125.0
			0

102 103		50	11.0 17.0
104	t3	54	30.5
105	t3	50	17.0

1. Rank all the combined values across groups

Use the rank() function in R

```
      sales_ranks
      <- rank(...)</th>

      [1] 136.5
      40.0 131.0 113.5 104.5 86.5 113.5 48.5 94.5 86.5 136.5 71.5 104.5 56.0 115]

      [15] 131.0 56.0 94.5 65.0 56.0 131.0 30.5 30.5 113.5 104.5 94.5 71.5 36.0 125.0 125.0 65.0 86.5 104.5 56.0 86.5 48.5 86.5 125.0 65.0 86.5 104.5 56.0 86.5 48.5 86.5 125.0 125.0 125.0 48.5 125.0 125.0 125.0 48.5 125.0 125.0 125.0 48.5 125.0 125.0 125.0 48.5 125.0 125.0 125.0 125.0 48.5 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125.0 125
```

2. **Group the ranks** into original groups

```
group_ranks <- split(. . .)</pre>
```

3. **Sum the ranks** for each group

group_ranksums

```
t1 t2 t3 4159.0 5645.5 1520.5
```

4. Apply the Kruskal Wallis formula to sum the squared ranks

$$Kruskal \ Wallis \ H = \frac{12}{N(N+1)} \sum_{i=1}^k \frac{R_i^2}{n_i} - 3(N+1)$$

$$n_i - number \ of \ observations \ in \ group$$

H # [1] 92.49268

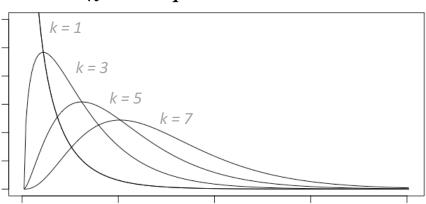
5. **Find p-value** of H from χ^2 distribution

p-value tells you significance of test

$$kw_p \leftarrow 1 - pchisq(H, df=k-1)$$
 $k-number of groups$

kw_p[1] 0

χ^2 "Chi-square" distribution



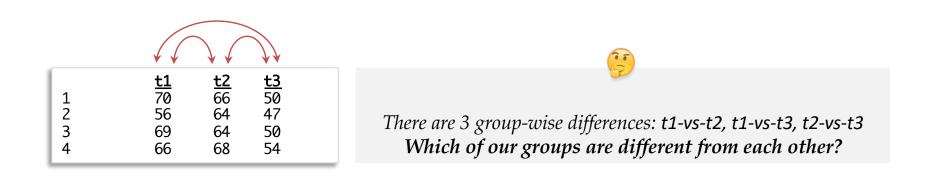
R has a built-in Kruskal-Wallis Test!

kruskal.test(sales ~ strategy, data = ads)

Kruskal-Wallis chi-squared = 92.679, df = 2, p-value < 2.2e-16

Note: There will be some difference in the calculation of H because kruskal.test() accounts for ties in ranks...

Multigroup Post-Hoc Tests



Tempting to use Two-Sample Tests Post-hoc



t.test(adverts\$t1, adverts\$t2)

t.test(adverts\$t1, adverts\$t3)

t.test(adverts\$t2, adverts\$t3)



wilcox.test(adverts\$t1, adverts\$t2)
wilcox.test(adverts\$t1, adverts\$t3)
wilcox.test(adverts\$t2, adverts\$t3)



Do not use two-sample methods to test two-way differences between multiple groups!

Family-Wise Error



Imagine rolling **one** 20-sided dice; probability of getting a "1" each time is 5%

This is the **single** risk as type I error at 5% significance



family of dice

Imagine rolling **five** 20-sided dice; probability of getting a "1" each time is **22**%

```
rbinom(n=1, size=5, prob=0.05) 0, 0, 1, 0, 0, 0, 0, 1, 0
```

This is the **family-wise** risk of type I error at 5% significance

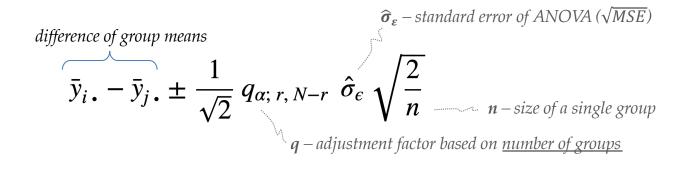
```
sum(replicate(n, sum(rbinom(n=1, size=5, prob=0.05) >= 1))) / n
[1] 0.22659
```



When evaluating many hypotheses, you are quite likely to commit type I error We cannot assess a family of tests using the same method to assess a single test

Tukey Test: Post-Hoc Test for ANOVA

Confidence interval of difference of means



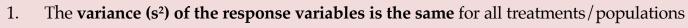
TukeyHSD(anova_model, conf.level = 0.01)

diff lwr upr p adj t2-t1 4.38 4.240815 4.519185 **0.000112** t3-t1 -10.40 -10.539185 -10.260815 **0.000000** t3-t2 -14.78 -14.919185 -14.640815 **0.000000**



Considers number of groups Considers unexplained variance (MSE)

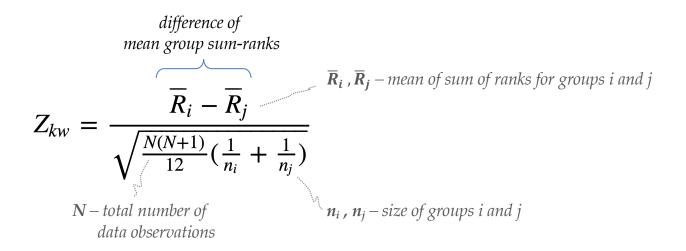
Assumptions of Tukey Test





2. The **observations** are **independent**: the response variables are not related between groups

Dunn Test: Posthoc Tests for Kruskal Wallis



```
# install.packages(FSA)
library(FSA)
dunnTest(sales ~ strategy, data = ads, method = "bonferroni")
```

```
Comparison Z P.unadj P.adj
1 t1 - t2 -3.42499 6.148226e-04 1.844468e-03
2 t1 - t3 6.07927 1.207306e-09 3.621918e-09
3 t2 - t3 9.50426 2.014750e-21 6.044251e-21
```



No assumptions of variance homogeneity **No assumptions** of equal group sizes

Parametric vs. Non-Parametric Methods

	Parametric Methods	Non-parametric Methods
Assumptions	Distribution parameters of original data	
Approach	Statistical (simple, elegant formulas)	Computational (resampling/ranks)
Advantage	More statistical power if assumptions are met	Better when assumptions violated More intuitive for non-statisticians?
Disadvantage	Often not applicable to real world data	Procedures get complicated quickly

	Parametric Tests	Non-parametric Tests
Assumptions	Distribution parameters of original data	
Information	Mean, Variance	Median, Ranks, Deviation
One-sample test	t-Tests	Bootstrap
Two-sample test	t-Tests	Bootstrapped t-Tests Parametric Test Wilcoxon Test Signed-Rank Test
Multi-group test	ANOVA	Bootstrapped ANOVA Kruskal Wallis Test
Posthoc multigroup comparisons	Tukey Test	Dunn Test