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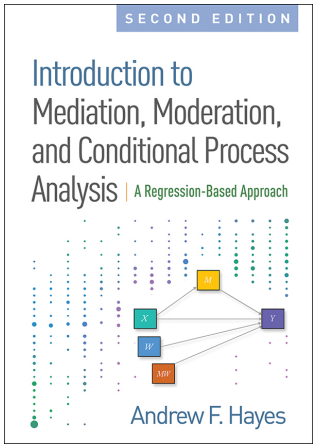

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Introduction to Mediation, Moderation, and Conditional Process Analysis

SECOND EDITION

A Regression-Based Approach

Andrew F. Hayes

"This second edition is a welcome addition to advanced regression books that can be used in doctoral courses in the social sciences or by social science researchers. Hayes maintains his usual level of clarity while adding coverage of such important topics as multicategorical variables for mediation, moderation, and conditional process models. Enhanced presentation of tabular materials, coupled with new plots, add to the reader's understanding of analyses. Incorporation of R syntax at points in the book is great, as many researchers turn to R for its open access and improved graphics capabilities. I loved the first edition for my first-year doctoral course, and will use the second edition in its place."
— **Ramona L. Paetzold**, DBA, Department of Management, Texas A&M University

"Since I began using the first edition of this text in my graduate statistics classes in 2014, the number of theses and dissertations that include mediation and/or moderation analysis in our department has increased dramatically. Valuable new material in the second edition includes 13 new models, including models with categorical variables and models with both parallel and serial mediation, as well as the recently developed index of moderated mediation. My copy of the first edition is filled with my annotations on the examples of PROCESS output—in the second edition, Hayes has provided useful annotations of his own. I highly recommend this book for statistics classes that include OLS mediation and moderation. It is also a terrific resource for researchers wishing to keep up with advances in moderation and mediation analysis."
— **Karl L. Wuensch**, **PhD**, Department of Psychology, East Carolina University

"This book provides clear instruction that is accessible to graduate students while also useful to seasoned researchers looking to expand their skills for more complex regression-based analyses. The second edition provides increased clarity in interpreting PROCESS output and documents PROCESS v3, which allows for great flexibility in analyzing models. Other useful developments in the second edition include chapters on multicategorical variables, incorporation of the index of moderated mediation, and the appendix of instructions on how to customize PROCESS for models not covered by the templates. Hayes's approach is cutting edge in both philosophy and pragmatics. I've used the first edition extensively as a course text as well as in my own research, and am excited to move to the second edition."
— **Elizabeth J. Kiel**, **PhD**, Department of Psychology, Miami University

"Using lucid prose and abundant, worked-through examples, Hayes walks readers through the promise and potential pitfalls of two of the most essential—yet convoluted—tasks in social science research. Novices will find this book to be a thorough, accessible description of ordinary least squares regression and a smart tutorial on mediation and moderation, but it is also much more. Any seasoned researcher who has slogged through the arcane computation and agonizing decision making related to the estimation and interpretation of direct and indirect effects, or the visualization and presentation of interactions, will find this volume (with the

accompanying PROCESS macro) to be a veritable Swiss Army knife, and will return to it time and time again."
— **Jeffrey G. Parker**, **PhD**, Department of Psychology, University of Alabama

"This text is a wonderful combination of traditional mediation and moderation using regression and extensions into more complex variations. Coverage is clear and thorough—perfect for intermediate to advanced regression learners. Updates in the second edition include a new chapter with answers to many very important and common questions, which will be extremely helpful to learners. I can't wait to use this second edition with my students."
— **Jocelyn H. Bolin**, **PhD**, Department of Educational Psychology, Ball State University

Lauded for its easy-to-understand, conversational discussion of the fundamentals of mediation, moderation, and conditional process analysis, this book has been fully revised with 50% new content, including sections on working with multicategorical antecedent variables, the use of PROCESS version 3 for SPSS and SAS for model estimation, and annotated PROCESS v3 outputs. Using the principles of ordinary least squares regression, Andrew F. Hayes carefully explains procedures for testing hypotheses about the conditions under and the mechanisms by which causal effects operate, as well as the moderation of such mechanisms. Hayes shows how to estimate and interpret direct, indirect, and conditional effects; probe and visualize interactions; test questions about moderated mediation; and report different types of analyses. Data for all the examples are available on the companion website (*www.afhayes.com*), along with links to download PROCESS.

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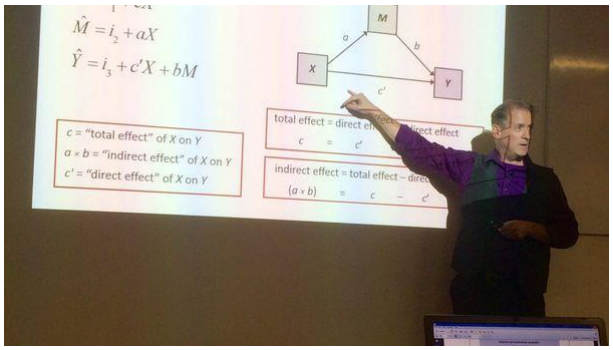

Take a course taught by Andrew F. Hayes on the use of PROCESS at one of these locations and dates remaining in 2019:

Statistical Horizons, Philadelphia, PA, USA, 8-9 November 2019

Mediation, Moderation, and Conditional Process Analysis . This 2-day course is offered by Statistical Horizons and will emphasize the use of PROCESS for SPSS and SAS. It will take place in Philadelphia at Temple University Center City and includes about 13 hours of in-class instructional time. Details and enrollment information are available at www.statisticalhorizons.com

Look for courses on PROCESS offered by Andrew Hayes through the **Global School in Empirical Research Methods** in June 2020. www.gserm.ch

The most current schedule is available at www.processmacro.org. If you would like to inquire about scheduling a private workshop at your institution, send an email to workshop@processmacro.org

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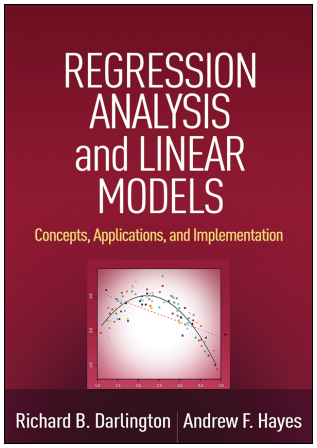

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Regression Analysis and Linear Models

Concepts, Applications, and Implementation

Richard B. Darlington and **Andrew F. Hayes**

"This is a thorough and accessible introduction to regression analysis as conducted and reported in the psychology research literature. In addition to the basics, there is up-to-date coverage of more advanced topics—for example, interaction effects, path analysis, and mediation. Accompanying examples of statistical software code and output enable students to quickly utilize linear models in the analysis of their own data. This is the right textbook for first-year psychology graduate students, and I plan to continue using it."
— **Daniel Ozer**, **PhD**, Department of Psychology, University of California, Riverside

"This fantastic introduction to the general linear model takes the reader from first principles through to widely used techniques such as mediation and path analysis. The clear writing makes it a pleasure to read. Students will find the book an invaluable resource. There are plenty of insights, too, for even seasoned researchers and data analysts. Instructors and students will appreciate the logical structure and chapters that break the material up into manageable chunks."
— **Andy Field**, **PhD**, Professor of Child Psychopathology, University of Sussex, United Kingdom

"If you want to get the most bang for your buck out of your statistical training, investing in learning regression and linear models is the way to go. Nonetheless, many people find linear modeling to be confusing at first. This book breaks down all walls to mastering this fundamental analysis by providing a complete guide in an approachable, conversational style. The book begins with a comprehensive introduction to linear models and continues on to cover the most useful advanced topics, such as logistic regression and mediation and path analysis. A 'must-have' desk reference for entry-level learners and long-time practitioners alike."
— **Elizabeth Page-Gould**, **PhD**, Canada Research Chair in Social Psychophysiology, University of Toronto

"A terrific addition to the regression literature. I am often asked, 'How do I determine which regressor(s) is/are the most important?' The treatment of this topic is excellent, and the authors have done a fantastic job of bringing important issues to light. The applied nature of the text and the interweaving of software syntax and output are major improvements over similar books. I like the fact that the book has software package information for SPSS, SAS, and STATA. It has a nice balance; not too technical on the statistical side, but not simply a 'how to' on the software side. I could see this book being used as the main text in our department's graduate-level regression course."
— **Scott C. Roesch**, **PhD**, Department of Psychology, San Diego State University

"This is a great textbook for students who have only basic knowledge of statistics yet would like to gain a deep conceptual understanding of regression. The book is up to date in current methods in regression, with strong examples using SAS/SPSS/STATA."
— **Chris Oshima**, **PhD**, Department of Educational Policy Studies, Georgia State University

Emphasizing conceptual understanding over mathematics, this user-friendly text introduces linear regression analysis to students and researchers across the social, behavioral, consumer, and health sciences. Coverage includes model construction and estimation, quantification and measurement of multivariate and partial associations, statistical control, group comparisons, moderation analysis, mediation and path analysis, and regression diagnostics, among other important topics. Engaging worked-through examples demonstrate each technique, accompanied by helpful advice and cautions. The use of SPSS, SAS, and STATA is emphasized, with an appendix on regression analysis using R. The companion website (*www.afhayes.com*) provides datasets for the book's examples as well as the RLM macro for SPSS and SAS.

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