



# A/B Testing:

→ It is a statistical method used to compare two versions of a product or service to determine which one performs better.

- Version A: current layout of the product page.
- Version B: A modified layout of the product page.

$V_A$  conversion rate = 30 out of 500 (6%)

$V_B$  conversion rate = 45 out of 500 (9%)

⇒ we want to determine whether the difference between 2 versions is statistically significant.

→ Hypothesis Test: specifically a two-sample proportion z-test to compare the conversion rates.

$H_0$ : no difference in conversion rates b/w A & B  $P_A = P_B$

$H_a$ : difference between version A and B  $P_A \neq P_B$

$$Z = \frac{(p_A - p_B)}{\sqrt{\frac{s_A^2}{n_A} + \frac{s_B^2}{n_B}}}$$

$$Z = \frac{(p_A - p_B)}{\sqrt{\frac{p_A(1-p_A)}{n_A} + \frac{p_B(1-p_B)}{n_B}}}$$

$$Z = \frac{(0.06 - 0.09)}{\sqrt{\frac{0.06(1-0.06)}{500} + \frac{0.09(1-0.09)}{500}}}$$

$$Z = \frac{-0.03}{\sqrt{\frac{0.0564}{500} + \frac{0.0819}{500}}}$$

$$Z = -1.806$$

↳ two-tailed p-value is approximately = 0.071

$$\alpha = 0.05$$

p-value >  $\alpha$

↳ fail to reject  $H_0$



$\chi^2$ -Test:

same way we can test:

→ T-test

→  $\chi^2$ -test

→ Fisher's Exact Test

	converted	Not converted	T
Layout A	20	80	100
Layout B	30	70	100
T	50	150	200

$$\chi^2 = \sum \frac{(O_i - E_i)^2}{E_i}$$

$$E_i = \frac{(\text{row total})(\text{column total})}{\text{grand total}}$$

25	75
25	75

$$\begin{aligned}\chi^2 &= \frac{(20-25)^2}{25} + \frac{(80-75)^2}{75} + \frac{(30-25)^2}{25} + \frac{(70-75)^2}{75} \\ &= 1 + \frac{1}{3} + 1 + \frac{1}{3} = 2 + \frac{2}{3} \\ &= 2.67\end{aligned}$$

$$df = (r-1) * (c-1)$$

$$= (2-1) * (2-1) = 1$$

Now get values from  $\chi^2$ -table  
and compare with  $\alpha = 0.05$