



# Tutorial Business Analytics

Tutorial 4: Generalized Linear Models  
Decision Sciences & Systems (DSS)  
Department of Informatics  
TU München

# Tutorial Business Analytics

## Agenda

1. Generalized Linear Models
2. Logistic Regression
3. Poisson Regression
4. Maximum Likelihood Estimation
5. Evaluation and Goodness-of-Fit

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## Generalized Linear Models

- GLMs are a general class of linear models
- Consist of three components:
- **Random:** Identifies dependent variable  $\mu$  and probability distribution
- **Systematic:** Identifies the set of explanatory variables  $(X_1, \dots, X_k)$
- **Link function:** Identifies function of  $\mu$  that is linear

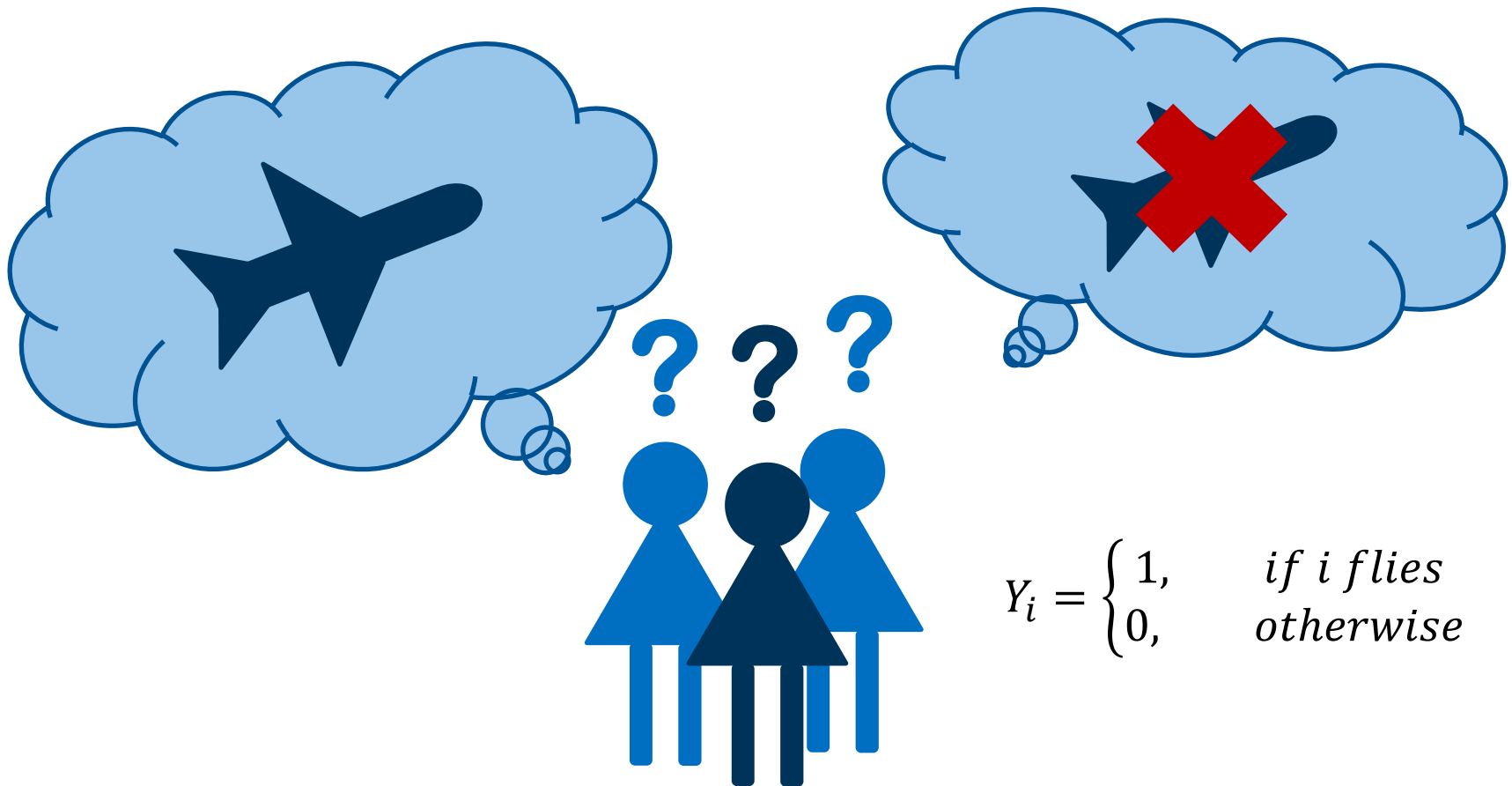
$$g(\mu) = \beta_0 + \beta_1 X_1 + \dots + \beta_k X_k$$

**Example:** Linear regression uses identity link ( $g(\mu) = \mu$ )

**Question:** Which link function could be useful for a binary dependent variable?

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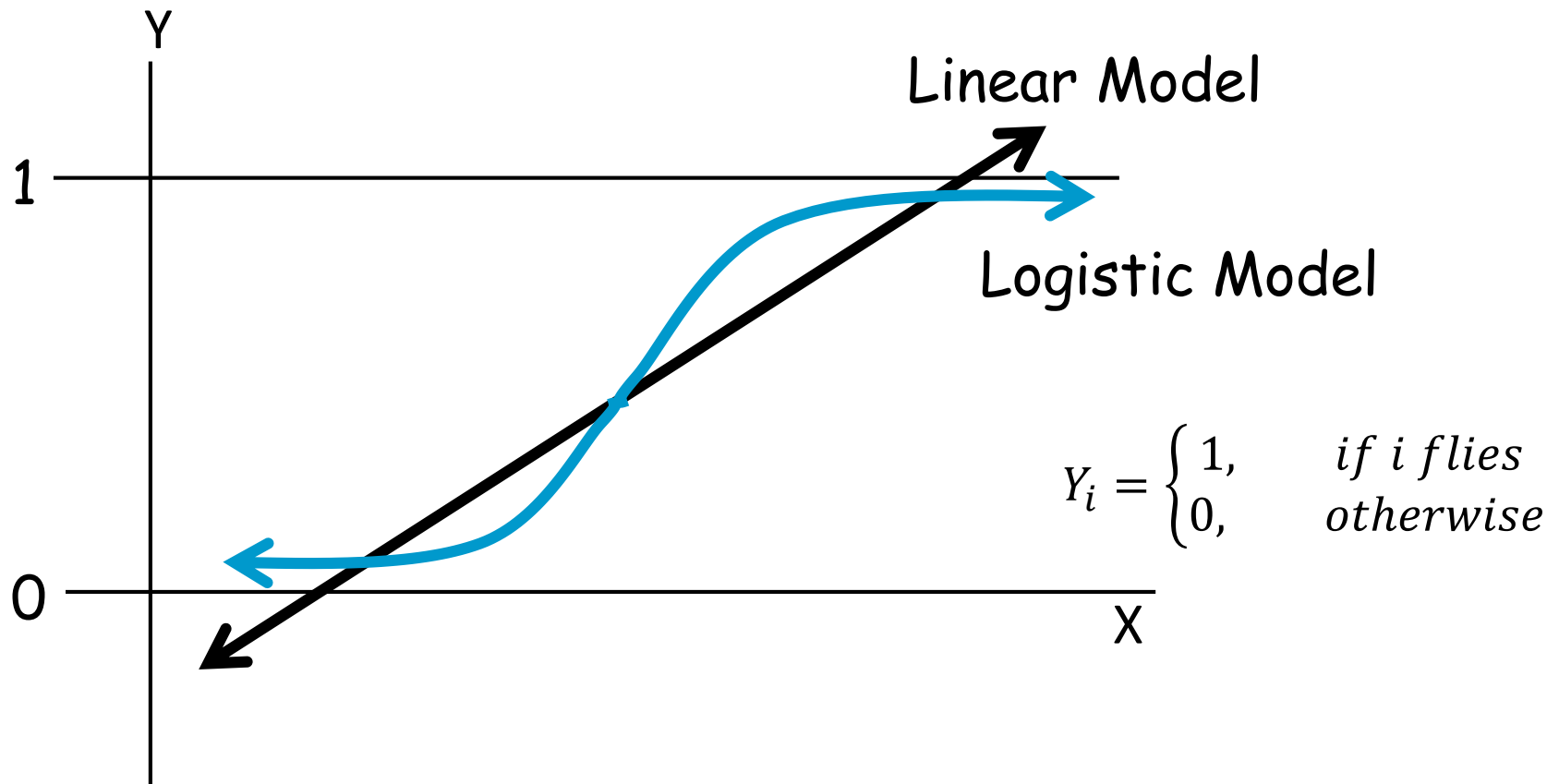
## Logistic Regression - Motivation



$$Y_i = \begin{cases} 1, & \text{if } i \text{ flies} \\ 0, & \text{otherwise} \end{cases}$$

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## Logistic Regression - Motivation



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## From Logistic Function to Logit

Logistic Function:

$$p(x_i) = \frac{e^{x_i' \beta}}{1 + e^{x_i' \beta}}$$

transform ...

Logit:

$$\ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = x_i' \beta$$

$$\Leftrightarrow \frac{p(x_i)}{1-p(x_i)} = e^{x_i' \beta} \quad \text{odds}$$

Logistic Regression:

$$\ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = x_i' \beta + \varepsilon_i$$

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Interpreting the coefficient of logistic regression

$$x_{ij} \in x_i: \quad \ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = x_i' \beta$$

$$(x_{ij} + 1) \in \tilde{x}_i: \quad \ln\left(\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}\right) = \tilde{x}_i' \beta$$

$$\ln\left(\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}\right) - \ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = \tilde{x}_i' \beta - x_i' \beta = \beta_j$$

$$\Leftrightarrow \quad \beta_j = \ln\left(\frac{\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}}{\frac{p(x_i)}{1-p(x_i)}}\right)$$

$$\Leftrightarrow \quad e^{\beta_j} = \frac{\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}}{\frac{p(x_i)}{1-p(x_i)}} \quad \text{odds ratio}$$

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Summary: Interpreting the coefficient of logistic regression

Effect of change in  $x_{ij}$ : on **log-odds (A)**, **odds (B)** and **probability (C)**

$$\Delta x_{ij} = 1 > 0$$

$$\Rightarrow \Delta \ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = \ln\left(\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}\right) - \ln\left(\frac{p(x_i)}{1-p(x_i)}\right) = \beta_j \quad \text{(A)}$$

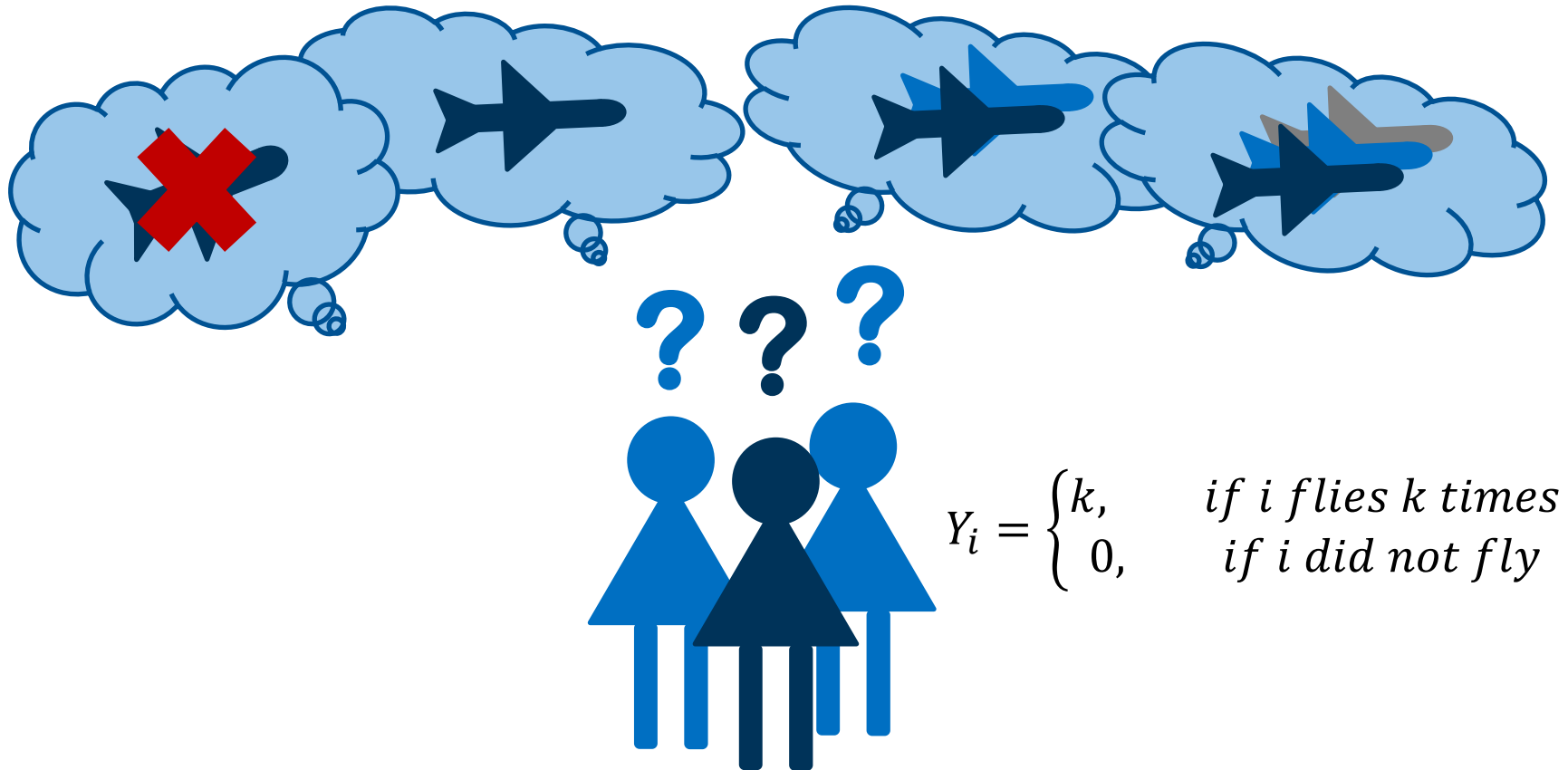
$$\Leftrightarrow e^{\beta_j} = \frac{\frac{p(\tilde{x}_i)}{1-p(\tilde{x}_i)}}{\frac{p(x_i)}{1-p(x_i)}} \quad \text{(B), (C)}$$

$\beta_j$	$\ln\left(\frac{p}{1-p}\right)$ (A)	$\frac{p}{1-p}$ (B)	$p$ (C)
$\beta_j > 0$	increases by $\beta_j$	increases by a factor of $e^{\beta_j}$	Magnitude of increase unknown
$\beta_j < 0$	decreases by $\beta_j$	decreases by a factor of $e^{\beta_j}$	Magnitude of decrease unknown



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## Poisson Regression – Motivation



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## From Incidence Rate to Link Function

Incidence Rate:  $\mu(x) = e^{x_i' \beta}$

transform ...

Link Function:  $\ln(\mu(x)) = x_i' \beta$

Poisson Regression:  $\ln(\mu(x)) = x_i' \beta + \varepsilon_i$

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Interpreting the coefficient of poisson regression

$$x_{ij} \in x_i: \quad \ln(\mu(x_i)) = x_i' \beta$$

$$(x_{ij} + 1) \in \tilde{x}_i: \quad \ln(\mu(\tilde{x}_i)) = \tilde{x}_i' \beta$$

$$\ln(\mu(\tilde{x}_i)) - \ln(\mu(x_i)) = \tilde{x}_i' \beta - x_i' \beta = \beta_j$$

$$\Leftrightarrow \quad \beta_j = \ln\left(\frac{\mu(\tilde{x}_i)}{\mu(x_i)}\right)$$

$$\Leftrightarrow \quad e^{\beta_j} = \frac{\mu(\tilde{x}_i)}{\mu(x_i)} \quad \text{incidence rate ratio}$$

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Summary: Interpreting the coefficient of poisson regression

Effect of change in  $x_{ij}$ : on **log-incidence rate (A)**, **incidence rate (B)**

$$\Delta x_{ij} = 1 > 0$$

$$\Rightarrow \Delta \ln(\mu(x_i)) = \ln(\mu(\tilde{x}_i)) - \ln(\mu(x_i)) = \beta_j \quad \text{(A)}$$

$$\Leftrightarrow e^{\beta_j} = \frac{\mu(\tilde{x}_i)}{\mu(x_i)} \quad \text{(B)}$$

$\beta_j$	$\ln(\mu(x_i))$ (A)	$\mu(x_i)$ (B)
$\beta_j > 0$	increases by $\beta_j$	<b>increases by a factor of <math>e^{\beta_j}</math></b>
$\beta_j < 0$	decreases by $\beta_j$	<b>decreases by a factor of <math>e^{\beta_j}</math></b>

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## Maximum Likelihood Estimation

Goal: Maximize the joint probability of observing the set of dependent variables of the random sample

- Logistic regression:  $L = \prod_{i=1}^n p^{y_i}(1 - p)^{1-y_i}$  with  $p = \frac{e^{X\beta}}{1+e^{X\beta}}$
- Poisson regression:  $L = \prod_{i=1}^n p$  with  $p = \frac{e^{X\beta y}}{y!} e^{-e^{X\beta}}$

Use numerical algorithm to find the maximum → gradient ascent

$k = 1$ , feasible start point  $\beta^{(1)} \in \mathbb{R}^n$ , parameter  $\varepsilon > 0$

While (  $\|\nabla L(\beta^{(k)})\| \geq \varepsilon$  ) {

- Choose step size  $\alpha > 0$
- Set  $\beta^{(k+1)} = \beta^{(k)} + \alpha \nabla L(\beta^{(k)})$
- $k++$

}

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## Evaluation and Goodness-of-Fit

- Null deviance:  $-2\ln(L(\text{null}))$
- Residual deviance:  $-2\ln(L(\text{fitted}))$
- McFadden  $R^2$ :

$$R_{McFadden}^2 = 1 - \frac{LL(\text{fitted})}{LL(\text{null})}$$

- Likelihood ratio test: Does fitted model explain significantly more variance than null model?

$$D = -2\ln\left(\frac{L(\text{null})}{L(\text{fitted})}\right) = -2(LL(\text{null}) - LL(\text{fitted}))$$

- Wald test: Is a particular coefficient significant?

$$H_0: \beta_i = 0$$

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## Exemplary R Output

```
> model <- glm( diabetes ~ glucose + mass + age, data = diabData, family = binomial)
> summary(model)
```

```
Call:
glm(formula = diabetes ~ glucose + mass + age, family = binomial,
    data = diabData)
```

Deviance Residuals:

Min	1Q	Median	3Q	Max
-2.6030	-0.6666	-0.3815	0.6765	2.4804

Coefficients:

	Estimate	Std. Error	z value	Pr(> z )	
(Intercept)	-9.677346	1.041873	-9.288	< 2e-16	***
glucose	0.036266	0.004906	7.391	1.45e-13	***
mass	0.077860	0.020120	3.870	0.000109	***
age	0.054075	0.013236	4.085	4.40e-05	***

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Signif. codes: 0 '\*\*\*' 0.001 '\*\*' 0.01 '\*' 0.05 '.' 0.1 ' ' 1

(Dispersion parameter for binomial family taken to be 1)

Null deviance: 498.10 on 391 degrees of freedom  
Residual deviance: 354.37 on 388 degrees of freedom  
AIC: 362.37

Number of Fisher Scoring iterations: 5

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