Director of List Management.

### Problem 1:

Product manager wanted to know if the new size variant for the data policy disclaimer box on a specific partner site impacted user drop off of that site.



Method: two two-sample tests of proportions were performed with two variants vs a control

Variant 1: 1.5 x normal px width Variant 2: 0.5 x normal px width Control: 1 x normal px width

with  $t_{\alpha} = t_{0.05}$ 

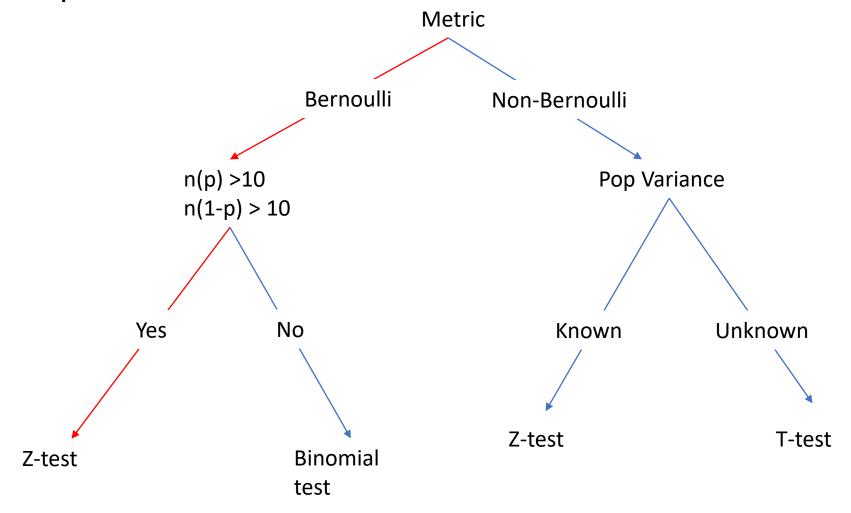
#### Results:

Treatment effect from Variant 1 was both statistically and practically significant, and the new feature was approved for launch

Treatment effect from Variant 2 was neither statistically nor practically significant, and feature deployment was suspended

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# Decision path



- Bernoulli Population: conversion or no conversion
- Control group:  $n \times \hat{p} = 1000 \times 1\% = 10$  10> 10
- Treatment group:  $n \times \hat{p} = 1000 \times 2\% = 20 \times 20 > 10$

# 1. Hypothesis

$$H_0: \, \hat{p}_{trmt} - \, \hat{p}_{ctrl} = 0$$

# 2. <u>Measurements</u>

number of users:  $n_{ctrl}$ ,  $n_{trmt}$  users who clicked:  $x_{ctrl}$ ,  $x_{trmt}$ 

# 3. Estimated probabilities

Estimated probability of clicks in cntl  $\hat{p} = \frac{x_{ctrl}}{n_{ctrl}} = \frac{10}{1000}$ Estimated probability of clicks in trmt  $\hat{p} = \frac{x_{trmt}}{n_{trmt}} = \frac{20}{1000}$ 

## 4. Z-Test statistic

- Difference Estimate
  - $\Delta \hat{p} = \hat{p}_{trmt} \hat{p}_{ctrl} = 0.020 0.010 = 0.010$
- Standard Error:
  - "Pooled" probability of a click across two groups:  $P(\widehat{p}) = \frac{x_{ctrl} + x_{trmt}}{n_{ctrl} + n_{trmt}} = \frac{10 + 20}{1000 + 1000} = 0.015$

• 
$$SE_{pool} = \sqrt{\hat{p}(1-\hat{p})\left(\frac{1}{n_{ct}} + \frac{1}{n_{tr}}\right)} = \sqrt{0.015(1-0.015)\left(\frac{1}{1000} + \frac{1}{1000}\right)} = 0.00543$$

- $t stat = \frac{\hat{p}_{trmt} \hat{p}_{ctrl}}{SE} = \frac{0.010}{0.00543} = 1.84$
- 5. Margin of Error (CI)

$$m = z \times SE_{pool} = 1.96 \times 0.00543 = 0.0106$$
, CI of  $\Delta \hat{p}$ :  $0.010 \pm 0.0106 = 0.0014 - 0.0226$ 

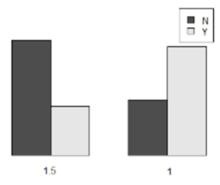
6. <u>Is t-stat > critical z-score( $\alpha$ : 0.05) = |1.96|?</u>

No → not statistically significant, accept null

7. Is  $\hat{p}_{tr} > CI$ ?

No → not practically significant, do not launch feature

#### Proportions of Registrations per Disclaimer Box width



Disclaimer Box width as times standard size in pixel

#### R CODE

```
#Contingency Table
tab = table(dataframe$Y, dataframe$X)
barplot(tab, beside = T, legend = T)
                                                                           t-stat <- function((Xtr, Xctrl, ntr, nctrl) {
                                                                           P Trt <- Xtr/ntr
                                                                           P Ctrl <- Xctrl/nctrl
                                                                           t_stat <- (Ptr - Pctrl) / SE(Xtr, Xctrl, ntr, nctrl)
SE <- function(Xtr, Xctrl, ntr, nctrl){
P pool <- (Xtr + Xcntl) / (ntr + nctrl)
 B < -A(1 - A)
 C <- 1/Ntr
 D <- 1/Nctrl
E <- C+D
 Final <- sqrt(A*B*E)
 return(Final)
Stat_signif <- function(Xtr, Xctrl, ntr, nctrl, crit_z_score=1.96) {
t <- t-stat(Xtr, Xctrl, ntr, nctrl)
M <- crit z score *SE(Xtr, Xctrl, ntr, nctrl)
P <- Xtr/ntr
P diff <- (Xtr/ntr) - (Xctrl/nctrl)
Upper <- P diff + M
Lower <- P_diff - M
If (t > crit z acore) {
  print("statistically significant")
     print("not statistically significant")
If (P > Upper | | P < Lower) {
  print("practically significant")
     print("not practically significant")
```