

# Marketing Mix Modelling

## Instructors:

### Bharath J P V :

Enthusiast Data Scientist with a strong background in Mathematics and Statistics. Completed My Master in Statistics. Have experience teaching Mathematics and Statistics for more than a year. I taught for more than 1000 students and helped them make their careers in their respective fields. I believe in "we rise by lifting others". Following this principle, I hope to make your life easier.

## Curriculum:

### Introduction

- Course introduction Preview
- Who is this course for?
- Course overview
- Course outcome

### Introduction to Marketing Mix models

- Introduction to Marketing Mix Models Preview
- Understanding Marketing Mix Models

### Data for Marketing Mix Models

- Workflow of marketing mix models
- Data request and Data Sources
- Data Categories

## **Data PreProcessing**

- Data Exploration
- Data Processing
- AdStock
- Decay Function and Diminishing Returns

## **Regression analysis**

- Introduction to correlation and regression
- Variance and Coefficient of determination
- Standard Error and Residual Analysis
- VIF, Durbin-Watson and Jarque-Bera Test
- F-Statistic and t-Statistic Preview
- Model Fitting and evaluation

## **Advance regression technique**

- Feature Selection
- Contribution, ROI and Diminishing Returns
- Log-Linear Model
- Nested Model

## **Optimization**

- Predictions and Optimization