is also a measure of the linear relationship between X and Y.[5] This suggests that we might be able to use $r = \text{Cor}(X, Y)$ instead of R^2 in order to assess the fit of the linear model. In fact, it can be shown that in the simple linear regression setting, $R^2 = r^2$. In other words, the squared correlation and the R^2 statistic are identical. However, in the next section we will discuss the multiple linear regression problem, in which we use several predictors simultaneously to predict the response. The concept of correlation between the predictors and the response does not extend automatically to this setting, since correlation quantifies the association between a single pair of variables rather than between a larger number of variables. We will see that R^2 fills this role.

3.2   Multiple Linear Regression

Simple linear regression is a useful approach for predicting a response on the basis of a single predictor variable. However, in practice we often have more than one predictor. For example, in the `Advertising` data, we have examined the relationship between sales and TV advertising. We also have data for the amount of money spent advertising on the radio and in newspapers, and we may want to know whether either of these two media is associated with sales. How can we extend our analysis of the advertising data in order to accommodate these two additional predictors?

One option is to run three separate simple linear regressions, each of which uses a different advertising medium as a predictor. For instance, we can fit a simple linear regression to predict sales on the basis of the amount spent on radio advertisements. Results are shown in Table 3.3 (top table). We find that a \$1,000 increase in spending on radio advertising is associated with an increase in sales by around 203 units. Table 3.3 (bottom table) contains the least squares coefficients for a simple linear regression of sales onto newspaper advertising budget. A \$1,000 increase in newspaper advertising budget is associated with an increase in sales by approximately 55 units.

However, the approach of fitting a separate simple linear regression model for each predictor is not entirely satisfactory. First of all, it is unclear how to make a single prediction of sales given levels of the three advertising media budgets, since each of the budgets is associated with a separate regression equation. Second, each of the three regression equations ignores the other two media in forming estimates for the regression coefficients. We will see shortly that if the media budgets are correlated with each other in the 200

---

[5] We note that in fact, the right-hand side of (3.18) is the sample correlation; thus, it would be more correct to write $\widehat{\text{Cor}(X, Y)}$; however, we omit the "hat" for ease of notation.

Simple regression of `sales` on `radio`

	Coefficient	Std. Error	t-statistic	p-value
`Intercept`	9.312	0.563	16.54	< 0.0001
`radio`	0.203	0.020	9.92	< 0.0001

Simple regression of `sales` on `newspaper`

	Coefficient	Std. Error	t-statistic	p-value
`Intercept`	12.351	0.621	19.88	< 0.0001
`newspaper`	0.055	0.017	3.30	< 0.0001

TABLE 3.3. *More simple linear regression models for the* `Advertising` *data. Coefficients of the simple linear regression model for number of units sold on* Top: *radio advertising budget and* Bottom: *newspaper advertising budget. A $1,000 increase in spending on radio advertising is associated with an average increase in sales by around 203 units, while the same increase in spending on newspaper advertising is associated with an average increase in sales by around 55 units. (Note that the* `sales` *variable is in thousands of units, and the* `radio` *and* `newspaper` *variables are in thousands of dollars.)*

markets that constitute our data set, then this can lead to very misleading estimates of the individual media effects on sales.

Instead of fitting a separate simple linear regression model for each predictor, a better approach is to extend the simple linear regression model (3.5) so that it can directly accommodate multiple predictors. We can do this by giving each predictor a separate slope coefficient in a single model. In general, suppose that we have p distinct predictors. Then the multiple linear regression model takes the form

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \cdots + \beta_p X_p + \epsilon, \tag{3.19}$$

where X_j represents the jth predictor and β_j quantifies the association between that variable and the response. We interpret β_j as the *average effect on Y of a one unit increase in X_j, holding all other predictors fixed.* In the advertising example, (3.19) becomes

$$\texttt{sales} = \beta_0 + \beta_1 \times \texttt{TV} + \beta_2 \times \texttt{radio} + \beta_3 \times \texttt{newspaper} + \epsilon. \tag{3.20}$$

3.2.1 Estimating the Regression Coefficients

As was the case in the simple linear regression setting, the regression coefficients $\beta_0, \beta_1, \ldots, \beta_p$ in (3.19) are unknown, and must be estimated. Given estimates $\hat{\beta}_0, \hat{\beta}_1, \ldots, \hat{\beta}_p$, we can make predictions using the formula

$$\hat{y} = \hat{\beta}_0 + \hat{\beta}_1 x_1 + \hat{\beta}_2 x_2 + \cdots + \hat{\beta}_p x_p. \tag{3.21}$$
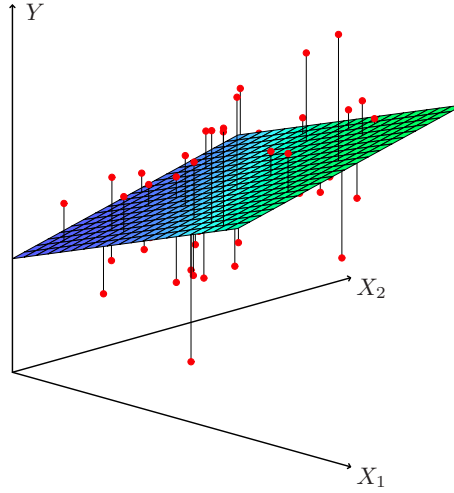
FIGURE 3.4. *In a three-dimensional setting, with two predictors and one response, the least squares regression line becomes a plane. The plane is chosen to minimize the sum of the squared vertical distances between each observation (shown in red) and the plane.*

The parameters are estimated using the same least squares approach that we saw in the context of simple linear regression. We choose $\beta_0, \beta_1, \ldots, \beta_p$ to minimize the sum of squared residuals

$$
\begin{aligned}
\text{RSS} &= \sum_{i=1}^{n}(y_i - \hat{y}_i)^2 \\
&= \sum_{i=1}^{n}(y_i - \hat{\beta}_0 - \hat{\beta}_1 x_{i1} - \hat{\beta}_2 x_{i2} - \cdots - \hat{\beta}_p x_{ip})^2. \quad (3.22)
\end{aligned}
$$

The values $\hat{\beta}_0, \hat{\beta}_1, \ldots, \hat{\beta}_p$ that minimize (3.22) are the multiple least squares regression coefficient estimates. Unlike the simple linear regression estimates given in (3.4), the multiple regression coefficient estimates have somewhat complicated forms that are most easily represented using matrix algebra. For this reason, we do not provide them here. Any statistical software package can be used to compute these coefficient estimates, and later in this chapter we will show how this can be done in `R`. Figure 3.4 illustrates an example of the least squares fit to a toy data set with $p = 2$ predictors.

Table 3.4 displays the multiple regression coefficient estimates when TV, radio, and newspaper advertising budgets are used to predict product sales

	Coefficient	Std. Error	t-statistic	p-value
Intercept	2.939	0.3119	9.42	< 0.0001
TV	0.046	0.0014	32.81	< 0.0001
radio	0.189	0.0086	21.89	< 0.0001
newspaper	-0.001	0.0059	-0.18	0.8599

TABLE 3.4. *For the* `Advertising` *data, least squares coefficient estimates of the multiple linear regression of number of units sold on radio, TV, and newspaper advertising budgets.*

	TV	radio	newspaper	sales
TV	1.0000	0.0548	0.0567	0.7822
radio		1.0000	0.3541	0.5762
newspaper			1.0000	0.2283
sales				1.0000

TABLE 3.5. *Correlation matrix for* `TV`, `radio`, `newspaper`, *and* `sales` *for the* `Advertising` *data.*

using the `Advertising` data. We interpret these results as follows: for a given amount of TV and newspaper advertising, spending an additional $1,000 on radio advertising leads to an increase in sales by approximately 189 units. Comparing these coefficient estimates to those displayed in Tables 3.1 and 3.3, we notice that the multiple regression coefficient estimates for `TV` and `radio` are pretty similar to the simple linear regression coefficient estimates. However, while the `newspaper` regression coefficient estimate in Table 3.3 was significantly non-zero, the coefficient estimate for `newspaper` in the multiple regression model is close to zero, and the corresponding p-value is no longer significant, with a value around 0.86. This illustrates that the simple and multiple regression coefficients can be quite different. This difference stems from the fact that in the simple regression case, the slope term represents the average effect of a $1,000 increase in newspaper advertising, ignoring other predictors such as `TV` and `radio`. In contrast, in the multiple regression setting, the coefficient for `newspaper` represents the average effect of increasing newspaper spending by $1,000 while holding `TV` and `radio` fixed.

Does it make sense for the multiple regression to suggest no relationship between `sales` and `newspaper` while the simple linear regression implies the opposite? In fact it does. Consider the correlation matrix for the three predictor variables and response variable, displayed in Table 3.5. Notice that the correlation between `radio` and `newspaper` is 0.35. This reveals a tendency to spend more on newspaper advertising in markets where more is spent on radio advertising. Now suppose that the multiple regression is correct and newspaper advertising has no direct impact on sales, but radio advertising does increase sales. Then in markets where we spend more on radio our sales will tend to be higher, and as our correlation matrix

shows, we also tend to spend more on newspaper advertising in those same markets. Hence, in a simple linear regression which only examines `sales` versus `newspaper`, we will observe that higher values of `newspaper` tend to be associated with higher values of `sales`, even though newspaper advertising does not actually affect sales. So `newspaper` sales are a surrogate for `radio` advertising; `newspaper` gets "credit" for the effect of `radio` ad sales.

This slightly counterintuitive result is very common in many real life situations. Consider an absurd example to illustrate the point. Running a regression of shark attacks versus ice cream sales for data collected at a given beach community over a period of time would show a positive relationship, similar to that seen between `sales` and `newspaper`. Of course no one (yet) has suggested that ice creams should be banned at beaches to reduce shark attacks. In reality, higher temperatures cause more people to visit the beach, which in turn results in more ice cream sales and more shark attacks. A multiple regression of attacks versus ice cream sales and temperature reveals that, as intuition implies, the former predictor is no longer significant after adjusting for temperature.

3.2.2   Some Important Questions

When we perform multiple linear regression, we usually are interested in answering a few important questions.

1. *Is at least one of the predictors $X_1, X_2, \ldots, X_p$ useful in predicting the response?*

2. *Do all the predictors help to explain Y, or is only a subset of the predictors useful?*

3. *How well does the model fit the data?*

4. *Given a set of predictor values, what response value should we predict, and how accurate is our prediction?*

We now address each of these questions in turn.

One: Is there a relationship between the response and predictors?

Recall that in the simple linear regression setting, in order to determine whether there is a relationship between the response and the predictor we can simply check whether $\beta_1 = 0$. In the multiple regression setting with p predictors, we need to ask whether all of the regression coefficients are zero, i.e. whether $\beta_1 = \beta_2 = \cdots = \beta_p = 0$. As in the simple linear regression setting, we use a hypothesis test to answer this question. We test the null hypothesis,

$$H_0 : \beta_1 = \beta_2 = \cdots = \beta_p = 0$$

Quantity	Value
Residual Standard Error	1.69
R^2	0.897
F-statistic	570

TABLE 3.6. *More information about the least squares model for the regression of number of units sold on TV, newspaper, and radio advertising budgets in the* `Advertising` *data. Other information about this model was displayed in Table 3.4.*

versus the alternative

$$H_a : \text{ at least one } \beta_j \text{ is non-zero.}$$

This hypothesis test is performed by computing the *F-statistic*,

$$F = \frac{(\text{TSS} - \text{RSS})/p}{\text{RSS}/(n - p - 1)}, \tag{3.23}$$

where, as with simple linear regression, $\text{TSS} = \sum(y_i - \bar{y})^2$ and $\text{RSS} = \sum(y_i - \hat{y}_i)^2$. If the linear model assumptions are correct, one can show that

$$E\{\text{RSS}/(n - p - 1)\} = \sigma^2$$

E = expected value

and that, provided H_0 is true,

$$E\{(\text{TSS} - \text{RSS})/p\} = \sigma^2.$$

Hence, when there is no relationship between the response and predictors, one would expect the F-statistic to take on a value close to 1. On the other hand, if H_a is true, then $E\{(\text{TSS} - \text{RSS})/p\} > \sigma^2$, so we expect F to be greater than 1.

The F-statistic for the multiple linear regression model obtained by regressing `sales` onto `radio`, `TV`, and `newspaper` is shown in Table 3.6. In this example the F-statistic is 570. Since this is far larger than 1, it provides compelling evidence against the null hypothesis H_0. In other words, the large F-statistic suggests that at least one of the advertising media must be related to `sales`. However, what if the F-statistic had been closer to 1? How large does the F-statistic need to be before we can reject H_0 and conclude that there is a relationship? It turns out that the answer depends on the values of n and p. When n is large, an F-statistic that is just a little larger than 1 might still provide evidence against H_0. In contrast, a larger F-statistic is needed to reject H_0 if n is small. When H_0 is true and the errors ϵ_i have a normal distribution, the F-statistic follows an F-distribution.[6] For any given value of n and p, any statistical software

---

[6]Even if the errors are not normally-distributed, the F-statistic approximately follows an F-distribution provided that the sample size n is large.

package can be used to compute the p-value associated with the F-statistic using this distribution. Based on this p-value, we can determine whether or not to reject H_0. For the advertising data, the p-value associated with the F-statistic in Table 3.6 is essentially zero, so we have extremely strong evidence that at least one of the media is associated with increased `sales`.

In (3.23) we are testing H_0 that all the coefficients are zero. Sometimes we want to test that a particular subset of q of the coefficients are zero. This corresponds to a null hypothesis

$$H_0 : \quad \beta_{p-q+1} = \beta_{p-q+2} = \ldots = \beta_p = 0,$$

where for convenience we have put the variables chosen for omission at the end of the list. In this case we fit a second model that uses all the variables *except* those last q. Suppose that the residual sum of squares for that model is RSS_0. Then the appropriate F-statistic is

$$F = \frac{(\text{RSS}_0 - \text{RSS})/q}{\text{RSS}/(n - p - 1)}. \tag{3.24}$$

Notice that in Table 3.4, for each individual predictor a t-statistic and a p-value were reported. These provide information about whether each individual predictor is related to the response, after adjusting for the other predictors. It turns out that each of these are exactly equivalent[7] to the F-test that omits that single variable from the model, leaving all the others in — i.e. $q=1$ in (3.24). So it reports the *partial effect* of adding that variable to the model. For instance, as we discussed earlier, these p-values indicate that `TV` and `radio` are related to `sales`, but that there is no evidence that `newspaper` is associated with `sales`, in the presence of these two.

Given these individual p-values for each variable, why do we need to look at the overall F-statistic? After all, it seems likely that if any one of the p-values for the individual variables is very small, then *at least one of the predictors is related to the response*. However, this logic is flawed, especially when the number of predictors p is large.

For instance, consider an example in which $p = 100$ and $H_0 : \beta_1 = \beta_2 = \ldots = \beta_p = 0$ is true, so no variable is truly associated with the response. In this situation, about 5% of the p-values associated with each variable (of the type shown in Table 3.4) will be below 0.05 by chance. In other words, we expect to see approximately 5 *small* p-values even in the absence of any true association between the predictors and the response. In fact, we are almost guaranteed that we will observe at least one p-value below 0.05 by chance! Hence, if we use the individual t-statistics and associated p-values in order to decide whether or not there is any association between the variables and the response, there is a very high chance that we will incorrectly conclude that there is a relationship. However, the F-statistic

---

[7]The square of each t-statistic is the corresponding F-statistic.

does not suffer from this problem because it adjusts for the number of predictors. Hence, if H_0 is true, there is only a 5% chance that the F-statistic will result in a p-value below 0.05, regardless of the number of predictors or the number of observations.

The approach of using an F-statistic to test for any association between the predictors and the response works when p is relatively small, and certainly small compared to n. However, sometimes we have a very large number of variables. If $p > n$ then there are more coefficients β_j to estimate than observations from which to estimate them. In this case we cannot even fit the multiple linear regression model using least squares, so the F-statistic cannot be used, and neither can most of the other concepts that we have seen so far in this chapter. When p is large, some of the approaches discussed in the next section, such as *forward selection*, can be used. This *high-dimensional* setting is discussed in greater detail in Chapter 6.

high-dimensional

Two: Deciding on Important Variables

As discussed in the previous section, the first step in a multiple regression analysis is to compute the F-statistic and to examine the associated p-value. If we conclude on the basis of that p-value that at least one of the predictors is related to the response, then it is natural to wonder *which* are the guilty ones! We could look at the individual p-values as in Table 3.4, but as discussed, if p is large we are likely to make some false discoveries.

It is possible that all of the predictors are associated with the response, but it is more often the case that the response is only related to a subset of the predictors. The task of determining which predictors are associated with the response, in order to fit a single model involving only those predictors, is referred to as *variable selection*. The variable selection problem is studied extensively in Chapter 6, and so here we will provide only a brief outline of some classical approaches.

variable selection

Ideally, we would like to perform variable selection by trying out a lot of different models, each containing a different subset of the predictors. For instance, if $p = 2$, then we can consider four models: (1) a model containing no variables, (2) a model containing X_1 only, (3) a model containing X_2 only, and (4) a model containing both X_1 and X_2. We can then select the *best* model out of all of the models that we have considered. How do we determine which model is best? Various statistics can be used to judge the quality of a model. These include *Mallow's C_p*, *Akaike information criterion* (AIC), *Bayesian information criterion* (BIC), and *adjusted R^2*. These are discussed in more detail in Chapter 6. We can also determine which model is best by plotting various model outputs, such as the residuals, in order to search for patterns.

Mallow's C_p

Akaike information criterion

Bayesian information criterion

adjusted R^2

Unfortunately, there are a total of 2^p models that contain subsets of p variables. This means that even for moderate p, trying out every possible subset of the predictors is infeasible. For instance, we saw that if $p = 2$,

then there are $2^2 = 4$ models to consider. But if $p = 30$, then we must consider $2^{30} = 1,073,741,824$ models! This is not practical. Therefore, unless p is very small, we cannot consider all 2^p models, and instead we need an automated and efficient approach to choose a smaller set of models to consider. There are three classical approaches for this task:

This is pretty elegant, I like it —>

- *Forward selection.* We begin with the *null model* — a model that contains an intercept but no predictors. We then fit p simple linear regressions and add to the null model the variable that results in the lowest RSS. We then add to that model the variable that results in the lowest RSS for the new two-variable model. This approach is continued until some stopping rule is satisfied.

  forward selection
  null model

- *Backward selection.* We start with all variables in the model, and remove the variable with the largest p-value — that is, the variable that is the least statistically significant. The new $(p-1)$-variable model is fit, and the variable with the largest p-value is removed. This procedure continues until a stopping rule is reached. For instance, we may stop when all remaining variables have a p-value below some threshold.

  backward selection

These are all actually pretty cool! All elegant and cool!

The mixed selection is really neat too!

- *Mixed selection.* This is a combination of forward and backward selection. We start with no variables in the model, and as with forward selection, we add the variable that provides the best fit. We continue to add variables one-by-one. Of course, as we noted with the `Advertising` example, the p-values for variables can become larger as new predictors are added to the model. Hence, if at any point the p-value for one of the variables in the model rises above a certain threshold, then we remove that variable from the model. We continue to perform these forward and backward steps until all variables in the model have a sufficiently low p-value, and all variables outside the model would have a large p-value if added to the model.

  mixed selection

Backward selection cannot be used if $p > n$, while forward selection can always be used. Forward selection is a greedy approach, and might include variables early that later become redundant. Mixed selection can remedy this.

Three: Model Fit

Two of the most common numerical measures of model fit are the RSE and R^2, the fraction of variance explained. These quantities are computed and interpreted in the same fashion as for simple linear regression.

Recall that in simple regression, R^2 is the square of the correlation of the response and the variable. In multiple linear regression, it turns out that it equals $\text{Cor}(Y, \hat{Y})^2$, the square of the correlation between the response and

the fitted linear model; in fact one property of the fitted linear model is that it maximizes this correlation among all possible linear models.

An R^2 value close to 1 indicates that the model explains a large portion of the variance in the response variable. As an example, we saw in Table 3.6 that for the Advertising data, the model that uses all three advertising media to predict sales has an R^2 of 0.8972. On the other hand, the model that uses only TV and radio to predict sales has an R^2 value of 0.89719. In other words, there is a *small* increase in R^2 if we include newspaper advertising in the model that already contains TV and radio advertising, even though we saw earlier that the p-value for newspaper advertising in Table 3.4 is not significant. It turns out that R^2 will always increase when more variables are added to the model, even if those variables are only weakly associated with the response. This is due to the fact that adding another variable to the least squares equations must allow us to fit the training data (though not necessarily the testing data) more accurately. Thus, the R^2 statistic, which is also computed on the training data, must increase. The fact that adding newspaper advertising to the model containing only TV and radio advertising leads to just a tiny increase in R^2 provides additional evidence that newspaper can be dropped from the model. Essentially, newspaper provides no real improvement in the model fit to the training samples, and its inclusion will likely lead to poor results on independent test samples due to overfitting.

In contrast, the model containing only TV as a predictor had an R^2 of 0.61 (Table 3.2). Adding radio to the model leads to a substantial improvement in R^2. This implies that a model that uses TV and radio expenditures to predict sales is substantially better than one that uses only TV advertising. We could further quantify this improvement by looking at the p-value for the radio coefficient in a model that contains only TV and radio as predictors.

The model that contains only TV and radio as predictors has an RSE of 1.681, and the model that also contains newspaper as a predictor has an RSE of 1.686 (Table 3.6). In contrast, the model that contains only TV has an RSE of 3.26 (Table 3.2). This corroborates our previous conclusion that a model that uses TV and radio expenditures to predict sales is much more accurate (on the training data) than one that only uses TV spending. Furthermore, given that TV and radio expenditures are used as predictors, there is no point in also using newspaper spending as a predictor in the model. The observant reader may wonder how RSE can increase when newspaper is added to the model given that RSS must decrease. In general RSE is defined as

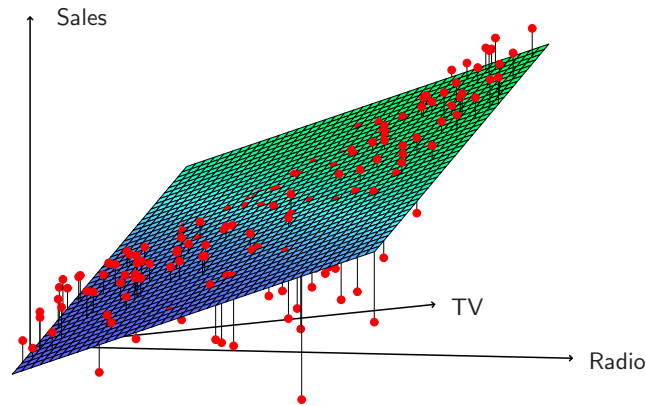$$\text{RSE} = \sqrt{\frac{1}{n-p-1}\text{RSS}}, \tag{3.25}$$

FIGURE 3.5. *For the* `Advertising` *data, a linear regression fit to* `sales` *using* `TV` *and* `radio` *as predictors. From the pattern of the residuals, we can see that there is a pronounced non-linear relationship in the data.*

which simplifies to (3.15) for a simple linear regression. Thus, models with more variables can have higher RSE if the decrease in RSS is small relative to the increase in p.

In addition to looking at the RSE and R^2 statistics just discussed, it can be useful to plot the data. Graphical summaries can reveal problems with a model that are not visible from numerical statistics. For example, Figure 3.5 displays a three-dimensional plot of `TV` and `radio` versus `sales`. We see that some observations lie above and some observations lie below the least squares regression plane. Notice that there is a clear pattern of negative residuals, followed by positive residuals, followed by negative residuals. In particular, the linear model seems to overestimate `sales` for instances in which most of the advertising money was spent exclusively on either `TV` or `radio`. It underestimates `sales` for instances where the budget was split between the two media. This pronounced non-linear pattern cannot be modeled accurately using linear regression. It suggests a *synergy* or *interaction* effect between the advertising media, whereby combining the media together results in a bigger boost to sales than using any single medium. In Section 3.3.2, we will discuss extending the linear model to accommodate such synergistic effects through the use of interaction terms.

Four: Predictions

Once we have fit the multiple regression model, it is straightforward to apply (3.21) in order to predict the response Y on the basis of a set of values for the predictors $X_1, X_2, \ldots, X_p$. However, there are three sorts of uncertainty associated with this prediction.

1. The coefficient estimates $\hat{\beta}_0, \hat{\beta}_1, \ldots, \hat{\beta}_p$ are estimates for $\beta_0, \beta_1, \ldots, \beta_p$. That is, the *least squares plane*

$$\hat{Y} = \hat{\beta}_0 + \hat{\beta}_1 X_1 + \cdots + \hat{\beta}_p X_p$$

   is only an estimate for the *true population regression plane*

$$f(X) = \beta_0 + \beta_1 X_1 + \cdots + \beta_p X_p.$$

   The inaccuracy in the coefficient estimates is related to the *reducible error* from Chapter 2. We can compute a *confidence interval* in order to determine how close $\hat{Y}$ will be to $f(X)$.

2. Of course, in practice assuming a linear model for $f(X)$ is almost always an approximation of reality, so there is an additional source of potentially reducible error which we call *model bias*. So when we use a linear model, we are in fact estimating the best linear approximation to the true surface. However, here we will ignore this discrepancy, and operate as if the linear model were correct.

3. Even if we knew $f(X)$ — that is, even if we knew the true values for $\beta_0, \beta_1, \ldots, \beta_p$ — the response value cannot be predicted perfectly because of the random error ϵ in the model (3.21). In Chapter 2, we referred to this as the *irreducible error*. How much will Y vary from $\hat{Y}$? We use *prediction intervals* to answer this question. Prediction intervals are always wider than confidence intervals, because they incorporate both the error in the estimate for $f(X)$ (the reducible error) and the uncertainty as to how much an individual point will differ from the population regression plane (the irreducible error).

We use a *confidence interval* to quantify the uncertainty surrounding the *average* `sales` over a large number of cities. For example, given that $\$100,000$ is spent on `TV` advertising and $\$20,000$ is spent on `radio` advertising in each city, the 95% confidence interval is $[10,985, \ 11,528]$. We interpret this to mean that 95% of intervals of this form will contain the true value of $f(X)$.[8] On the other hand, a *prediction interval* can be used

confidence interval

prediction interval

---

[8] In other words, if we collect a large number of data sets like the `Advertising` data set, and we construct a confidence interval for the average `sales` on the basis of each data set (given $\$100,000$ in `TV` and $\$20,000$ in `radio` advertising), then 95% of these confidence intervals will contain the true value of average `sales`.

to quantify the uncertainty surrounding `sales` for a *particular* city. Given that $100,000 is spent on `TV` advertising and $20,000 is spent on `radio` advertising in that city the 95% prediction interval is $[7,930,\ 14,580]$. We interpret this to mean that 95% of intervals of this form will contain the true value of Y for this city. Note that both intervals are centered at $11,256$, but that the prediction interval is substantially wider than the confidence interval, reflecting the increased uncertainty about `sales` for a given city in comparison to the average `sales` over many locations.

3.3   Other Considerations in the Regression Model

3.3.1   *Qualitative Predictors*

In our discussion so far, we have assumed that all variables in our linear regression model are *quantitative*. But in practice, this is not necessarily the case; often some predictors are *qualitative*.

For example, the `Credit` data set displayed in Figure 3.6 records `balance` (average credit card debt for a number of individuals) as well as several quantitative predictors: `age`, `cards` (number of credit cards), `education` (years of education), `income` (in thousands of dollars), `limit` (credit limit), and `rating` (credit rating). Each panel of Figure 3.6 is a scatterplot for a pair of variables whose identities are given by the corresponding row and column labels. For example, the scatterplot directly to the right of the word "Balance" depicts `balance` versus `age`, while the plot directly to the right of "Age" corresponds to `age` versus `cards`. In addition to these quantitative variables, we also have four qualitative variables: `gender`, `student` (student status), `status` (marital status), and `ethnicity` (Caucasian, African American or Asian).

Predictors with Only Two Levels

Suppose that we wish to investigate differences in credit card balance between males and females, ignoring the other variables for the moment. If a qualitative predictor (also known as a *factor*) only has two *levels*, or possible values, then incorporating it into a regression model is very simple. We simply create an indicator or *dummy variable* that takes on two possible numerical values. For example, based on the `gender` variable, we can create a new variable that takes the form

factor

level

dummy variable

$$x_i = \begin{cases} 1 & \text{if } i\text{th person is female} \\ 0 & \text{if } i\text{th person is male,} \end{cases} \tag{3.26}$$
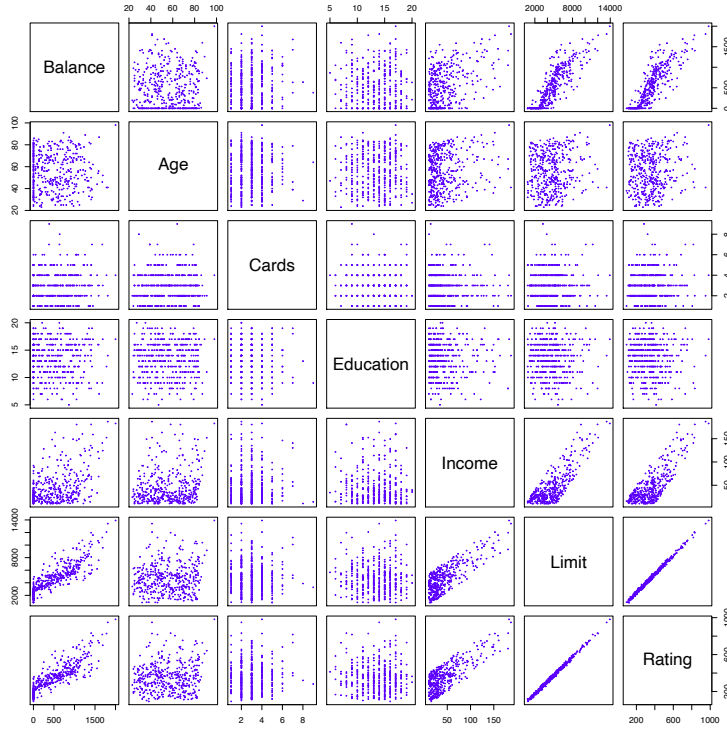
FIGURE 3.6. *The* `Credit` *data set contains information about* `balance`*,* `age`*,* `cards`*,* `education`*,* `income`*,* `limit`*, and* `rating` *for a number of potential customers.*

and use this variable as a predictor in the regression equation. This results in the model

$$y_i = \beta_0 + \beta_1 x_i + \epsilon_i = \begin{cases} \beta_0 + \beta_1 + \epsilon_i & \text{if } i\text{th person is female} \\ \beta_0 + \epsilon_i & \text{if } i\text{th person is male.} \end{cases} \quad (3.27)$$

Now β_0 can be interpreted as the average credit card balance among males, $\beta_0 + \beta_1$ as the average credit card balance among females, and β_1 as the average difference in credit card balance between females and males.

Table 3.7 displays the coefficient estimates and other information associated with the model (3.27). The average credit card debt for males is estimated to be \$509.80, whereas females are estimated to carry \$19.73 in additional debt for a total of \$509.80 + \$19.73 = \$529.53. However, we notice that the p-value for the dummy variable is very high. This indicates

	Coefficient	Std. Error	t-statistic	p-value
`Intercept`	509.80	33.13	15.389	< 0.0001
`gender[Female]`	19.73	46.05	0.429	0.6690

TABLE 3.7. *Least squares coefficient estimates associated with the regression of* `balance` *onto* `gender` *in the* `Credit` *data set. The linear model is given in (3.27). That is, gender is encoded as a dummy variable, as in (3.26).*

that there is no statistical evidence of a difference in average credit card balance between the genders.

The decision to code females as 1 and males as 0 in (3.27) is arbitrary, and has no effect on the regression fit, but does alter the interpretation of the coefficients. If we had coded males as 1 and females as 0, then the estimates for β_0 and β_1 would have been 529.53 and -19.73, respectively, leading once again to a prediction of credit card debt of $\$529.53 - \$19.73 = \$509.80$ for males and a prediction of $\$529.53$ for females. Alternatively, instead of a 0/1 coding scheme, we could create a dummy variable

$$x_i = \begin{cases} 1 & \text{if } i\text{th person is female} \\ -1 & \text{if } i\text{th person is male} \end{cases}$$

and use this variable in the regression equation. This results in the model

$$y_i = \beta_0 + \beta_1 x_i + \epsilon_i = \begin{cases} \beta_0 + \beta_1 + \epsilon_i & \text{if } i\text{th person is female} \\ \beta_0 - \beta_1 + \epsilon_i & \text{if } i\text{th person is male} \end{cases}.$$

Now β_0 can be interpreted as the overall average credit card balance (ignoring the gender effect), and β_1 is the amount that females are above the average and males are below the average. In this example, the estimate for β_0 would be $\$519.665$, halfway between the male and female averages of $\$509.80$ and $\$529.53$. The estimate for β_1 would be $\$9.865$, which is half of $\$19.73$, the average difference between females and males. It is important to note that the final predictions for the credit balances of males and females will be identical regardless of the coding scheme used. The only difference is in the way that the coefficients are interpreted.

Qualitative Predictors with More than Two Levels

When a qualitative predictor has more than two levels, a single dummy variable cannot represent all possible values. In this situation, we can create additional dummy variables. For example, for the `ethnicity` variable we create two dummy variables. The first could be

$$x_{i1} = \begin{cases} 1 & \text{if } i\text{th person is Asian} \\ 0 & \text{if } i\text{th person is not Asian,} \end{cases} \tag{3.28}$$

	Coefficient	Std. Error	t-statistic	p-value
Intercept	531.00	46.32	11.464	< 0.0001
ethnicity[Asian]	-18.69	65.02	-0.287	0.7740
ethnicity[Caucasian]	-12.50	56.68	-0.221	0.8260

TABLE 3.8. *Least squares coefficient estimates associated with the regression of* `balance` *onto* `ethnicity` *in the* `Credit` *data set. The linear model is given in (3.30). That is, ethnicity is encoded via two dummy variables (3.28) and (3.29).*

and the second could be

$$x_{i2} = \begin{cases} 1 & \text{if } i\text{th person is Caucasian} \\ 0 & \text{if } i\text{th person is not Caucasian.} \end{cases} \quad (3.29)$$

Then both of these variables can be used in the regression equation, in order to obtain the model

$$y_i = \beta_0 + \beta_1 x_{i1} + \beta_2 x_{i2} + \epsilon_i = \begin{cases} \beta_0 + \beta_1 + \epsilon_i & \text{if } i\text{th person is Asian} \\ \beta_0 + \beta_2 + \epsilon_i & \text{if } i\text{th person is Caucasian} \\ \beta_0 + \epsilon_i & \text{if } i\text{th person is African American.} \end{cases} \quad (3.30)$$

Now β_0 can be interpreted as the average credit card balance for African Americans, β_1 can be interpreted as the difference in the average balance between the Asian and African American categories, and β_2 can be interpreted as the difference in the average balance between the Caucasian and African American categories. There will always be one fewer dummy variable than the number of levels. The level with no dummy variable — African American in this example — is known as the *baseline*.

From Table 3.8, we see that the estimated `balance` for the baseline, African American, is \$531.00. It is estimated that the Asian category will have \$18.69 less debt than the African American category, and that the Caucasian category will have \$12.50 less debt than the African American category. However, the p-values associated with the coefficient estimates for the two dummy variables are very large, suggesting no statistical evidence of a real difference in credit card balance between the ethnicities. Once again, the level selected as the baseline category is arbitrary, and the final predictions for each group will be the same regardless of this choice. However, the coefficients and their p-values do depend on the choice of dummy variable coding. Rather than rely on the individual coefficients, we can use an F-test to test $H_0 : \beta_1 = \beta_2 = 0$; this does not depend on the coding. This F-test has a p-value of 0.96, indicating that we cannot reject the null hypothesis that there is no relationship between `balance` and `ethnicity`.

Using this dummy variable approach presents no difficulties when incorporating both quantitative and qualitative predictors. For example, to regress `balance` on both a quantitative variable such as `income` and a qualitative variable such as `student`, we must simply create a dummy variable

baseline

for `student` and then fit a multiple regression model using `income` and the dummy variable as predictors for credit card balance.

There are many different ways of coding qualitative variables besides the dummy variable approach taken here. All of these approaches lead to equivalent model fits, but the coefficients are different and have different interpretations, and are designed to measure particular *contrasts*. This topic is beyond the scope of the book, and so we will not pursue it further.

contrast

3.3.2 *Extensions of the Linear Model*

The standard linear regression model (3.19) provides interpretable results and works quite well on many real-world problems. However, it makes several highly restrictive assumptions that are often violated in practice. Two of the most important assumptions state that the relationship between the predictors and response are *additive* and *linear*. The additive assumption means that the effect of changes in a predictor X_j on the response Y is independent of the values of the other predictors. The linear assumption states that the change in the response Y due to a one-unit change in X_j is constant, regardless of the value of X_j. In this book, we examine a number of sophisticated methods that relax these two assumptions. Here, we briefly examine some common classical approaches for extending the linear model.

additive
linear

Removing the Additive Assumption

In our previous analysis of the `Advertising` data, we concluded that both `TV` and `radio` seem to be associated with `sales`. The linear models that formed the basis for this conclusion assumed that the effect on `sales` of increasing one advertising medium is independent of the amount spent on the other media. For example, the linear model (3.20) states that the average effect on `sales` of a one-unit increase in `TV` is always β_1, regardless of the amount spent on `radio`.

However, this simple model may be incorrect. Suppose that spending money on radio advertising actually increases the effectiveness of TV advertising, so that the slope term for `TV` should increase as `radio` increases. In this situation, given a fixed budget of \$100,000, spending half on `radio` and half on `TV` may increase `sales` more than allocating the entire amount to either `TV` or to `radio`. In marketing, this is known as a *synergy* effect, and in statistics it is referred to as an *interaction* effect. Figure 3.5 suggests that such an effect may be present in the advertising data. Notice that when levels of either `TV` or `radio` are low, then the true `sales` are lower than predicted by the linear model. But when advertising is split between the two media, then the model tends to underestimate `sales`.

Consider the standard linear regression model with two variables,

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \epsilon.$$

According to this model, if we increase X_1 by one unit, then Y will increase by an average of β_1 units. Notice that the presence of X_2 does not alter this statement — that is, regardless of the value of X_2, a one-unit increase in X_1 will lead to a β_1-unit increase in Y. One way of extending this model to allow for interaction effects is to include a third predictor, called an *interaction term*, which is constructed by computing the product of X_1 and X_2. This results in the model

$$Y = \beta_0 + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_1 X_2 + \epsilon. \tag{3.31}$$

How does inclusion of this interaction term relax the additive assumption? Notice that (3.31) can be rewritten as

$$\begin{aligned} Y &= \beta_0 + (\beta_1 + \beta_3 X_2)X_1 + \beta_2 X_2 + \epsilon \\ &= \beta_0 + \tilde{\beta}_1 X_1 + \beta_2 X_2 + \epsilon \end{aligned} \tag{3.32}$$

where $\tilde{\beta}_1 = \beta_1 + \beta_3 X_2$. Since $\tilde{\beta}_1$ changes with X_2, the effect of X_1 on Y is no longer constant: adjusting X_2 will change the impact of X_1 on Y.

For example, suppose that we are interested in studying the productivity of a factory. We wish to predict the number of `units` produced on the basis of the number of production `lines` and the total number of `workers`. It seems likely that the effect of increasing the number of production lines will depend on the number of workers, since if no workers are available to operate the lines, then increasing the number of lines will not increase production. This suggests that it would be appropriate to include an interaction term between `lines` and `workers` in a linear model to predict `units`. Suppose that when we fit the model, we obtain

$$\begin{aligned} \texttt{units} &\approx 1.2 + 3.4 \times \texttt{lines} + 0.22 \times \texttt{workers} + 1.4 \times (\texttt{lines} \times \texttt{workers}) \\ &= 1.2 + (3.4 + 1.4 \times \texttt{workers}) \times \texttt{lines} + 0.22 \times \texttt{workers} \end{aligned}$$

In other words, adding an additional line will increase the number of units produced by $3.4 + 1.4 \times \texttt{workers}$. Hence the more `workers` we have, the stronger will be the effect of `lines`.

We now return to the `Advertising` example. A linear model that uses `radio`, `TV`, and an interaction between the two to predict `sales` takes the form

$$\begin{aligned} \texttt{sales} &= \beta_0 + \beta_1 \times \texttt{TV} + \beta_2 \times \texttt{radio} + \beta_3 \times (\texttt{radio} \times \texttt{TV}) + \epsilon \\ &= \beta_0 + (\beta_1 + \beta_3 \times \texttt{radio}) \times \texttt{TV} + \beta_2 \times \texttt{radio} + \epsilon. \end{aligned} \tag{3.33}$$

We can interpret β_3 as the increase in the effectiveness of TV advertising for a one unit increase in radio advertising (or vice-versa). The coefficients that result from fitting the model (3.33) are given in Table 3.9.

The results in Table 3.9 strongly suggest that the model that includes the interaction term is superior to the model that contains only *main effects*.

main effect

	Coefficient	Std. Error	t-statistic	p-value
Intercept	6.7502	0.248	27.23	< 0.0001
TV	0.0191	0.002	12.70	< 0.0001
radio	0.0289	0.009	3.24	0.0014
TV×radio	0.0011	0.000	20.73	< 0.0001

TABLE 3.9. *For the* `Advertising` *data, least squares coefficient estimates associated with the regression of* `sales` *onto* `TV` *and* `radio`, *with an interaction term, as in (3.33).*

The p-value for the interaction term, `TV`×`radio`, is extremely low, indicating that there is strong evidence for $H_A : \beta_3 \neq 0$. In other words, it is clear that the true relationship is not additive. The R^2 for the model (3.33) is 96.8%, compared to only 89.7% for the model that predicts `sales` using `TV` and `radio` without an interaction term. This means that $(96.8 - 89.7)/(100 - 89.7) = 69\%$ of the variability in `sales` that remains after fitting the additive model has been explained by the interaction term. The coefficient estimates in Table 3.9 suggest that an increase in TV advertising of $\$1,000$ is associated with increased sales of $(\hat{\beta}_1 + \hat{\beta}_3 \times \texttt{radio}) \times 1000 = 19 + 1.1 \times \texttt{radio}$ units. And an increase in radio advertising of $\$1,000$ will be associated with an increase in sales of $(\hat{\beta}_2 + \hat{\beta}_3 \times \texttt{TV}) \times 1000 = 29 + 1.1 \times \texttt{TV}$ units.

In this example, the p-values associated with `TV`, `radio`, and the interaction term all are statistically significant (Table 3.9), and so it is obvious that all three variables should be included in the model. However, it is sometimes the case that an interaction term has a very small p-value, but the associated main effects (in this case, `TV` and `radio`) do not. The *hierarchical principle* states that *if we include an interaction in a model, we should also include the main effects, even if the p-values associated with their coefficients are not significant.* In other words, if the interaction between X_1 and X_2 seems important, then we should include both X_1 and X_2 in the model even if their coefficient estimates have large p-values. The rationale for this principle is that if $X_1 \times X_2$ is related to the response, then whether or not the coefficients of X_1 or X_2 are exactly zero is of little interest. Also $X_1 \times X_2$ is typically correlated with X_1 and X_2, and so leaving them out tends to alter the meaning of the interaction.

In the previous example, we considered an interaction between `TV` and `radio`, both of which are quantitative variables. However, the concept of interactions applies just as well to qualitative variables, or to a combination of quantitative and qualitative variables. In fact, an interaction between a qualitative variable and a quantitative variable has a particularly nice interpretation. Consider the `Credit` data set from Section 3.3.1, and suppose that we wish to predict `balance` using the `income` (quantitative) and `student` (qualitative) variables. In the absence of an interaction term, the model
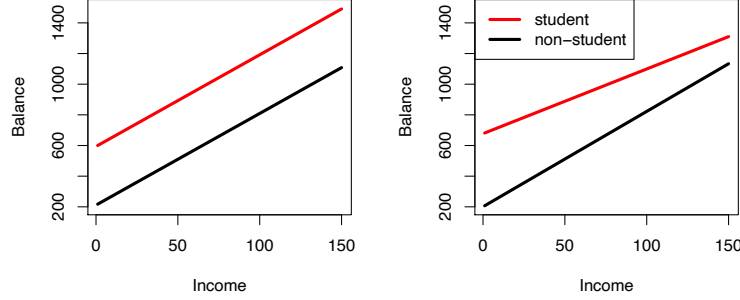
hierarchical
principle

FIGURE 3.7. *For the* `Credit` *data, the least squares lines are shown for pre-diction of* `balance` *from* `income` *for students and non-students.* Left: *The model (3.34) was fit. There is no interaction between* `income` *and* `student`. Right: *The model (3.35) was fit. There is an interaction term between* `income` *and* `student`.

takes the form

$$
\texttt{balance}_i \quad \approx \quad \beta_0 + \beta_1 \times \texttt{income}_i + \begin{cases} \beta_2 & \text{if } i\text{th person is a student} \\ 0 & \text{if } i\text{th person is not a student} \end{cases}
$$

$$
= \quad \beta_1 \times \texttt{income}_i + \begin{cases} \beta_0 + \beta_2 & \text{if } i\text{th person is a student} \\ \beta_0 & \text{if } i\text{th person is not a student.} \end{cases}
$$

$$(3.34)$$

Notice that this amounts to fitting two parallel lines to the data, one for students and one for non-students. The lines for students and non-students have different intercepts, $\beta_0 + \beta_2$ versus β_0, but the same slope, β_1. This is illustrated in the left-hand panel of Figure 3.7. The fact that the lines are parallel means that the average effect on `balance` of a one-unit increase in `income` does not depend on whether or not the individual is a student. This represents a potentially serious limitation of the model, since in fact a change in `income` may have a very different effect on the credit card balance of a student versus a non-student.

This limitation can be addressed by adding an interaction variable, created by multiplying `income` with the dummy variable for `student`. Our model now becomes

$$
\texttt{balance}_i \quad \approx \quad \beta_0 + \beta_1 \times \texttt{income}_i + \begin{cases} \beta_2 + \beta_3 \times \texttt{income}_i & \text{if student} \\ 0 & \text{if not student} \end{cases}
$$

$$
= \quad \begin{cases} (\beta_0 + \beta_2) + (\beta_1 + \beta_3) \times \texttt{income}_i & \text{if student} \\ \beta_0 + \beta_1 \times \texttt{income}_i & \text{if not student} \end{cases}
$$

$$(3.35)$$

Once again, we have two different regression lines for the students and the non-students. But now those regression lines have different intercepts,
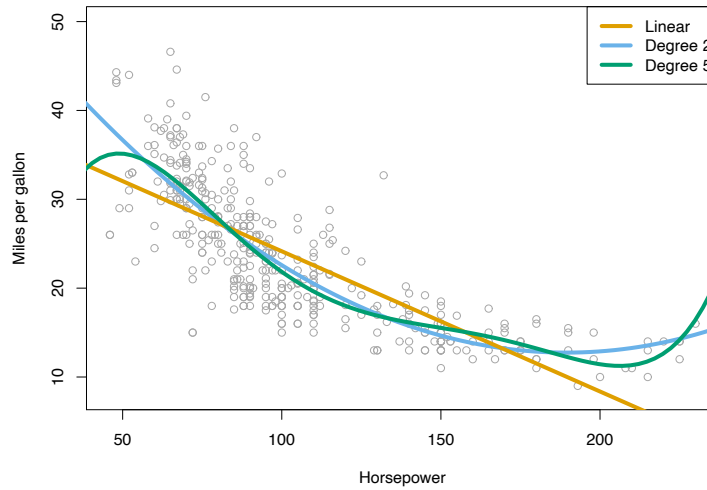
FIGURE 3.8. *The* `Auto` *data set. For a number of cars,* `mpg` *and* `horsepower` *are shown. The linear regression fit is shown in orange. The linear regression fit for a model that includes* `horsepower`^{2} *is shown as blue curve. The linear regression fit for a model that includes all polynomials of* `horsepower` *up to fifth-degree is shown in green.*

$\beta_0 + \beta_2$ versus β_0, as well as different slopes, $\beta_1 + \beta_3$ versus β_1. This allows for the possibility that changes in income may affect the credit card balances of students and non-students differently. The right-hand panel of Figure 3.7 shows the estimated relationships between `income` and `balance` for students and non-students in the model (3.35). We note that the slope for students is lower than the slope for non-students. This suggests that increases in income are associated with smaller increases in credit card balance among students as compared to non-students.

Non-Linear Relationships

As discussed previously, the linear regression model (3.19) assumes a linear relationship between the response and predictors. But in some cases, the true relationship between the response and the predictors may be non-linear. Here we present a very simple way to directly extend the linear model to accommodate non-linear relationships, using *polynomial regression.* In later chapters, we will present more complex approaches for performing non-linear fits in more general settings.

polynomial regression

Consider Figure 3.8, in which the `mpg` (gas mileage in miles per gallon) versus `horsepower` is shown for a number of cars in the `Auto` data set. The orange line represents the linear regression fit. There is a pronounced rela-

	Coefficient	Std. Error	t-statistic	p-value
Intercept	56.9001	1.8004	31.6	< 0.0001
horsepower	-0.4662	0.0311	-15.0	< 0.0001
horsepower^2	0.0012	0.0001	10.1	< 0.0001

TABLE 3.10. *For the* `Auto` *data set, least squares coefficient estimates associated with the regression of* `mpg` *onto* `horsepower` *and* `horsepower`^{2}.

tionship between `mpg` and `horsepower`, but it seems clear that this relationship is in fact non-linear: the data suggest a curved relationship. A simple approach for incorporating non-linear associations in a linear model is to include transformed versions of the predictors in the model. For example, the points in Figure 3.8 seem to have a *quadratic* shape, suggesting that a model of the form

$$\texttt{mpg} = \beta_0 + \beta_1 \times \texttt{horsepower} + \beta_2 \times \texttt{horsepower}^2 + \epsilon \qquad (3.36)$$

quadratic

may provide a better fit. Equation 3.36 involves predicting `mpg` using a non-linear function of `horsepower`. *But it is still a linear model!* That is, (3.36) is simply a multiple linear regression model with $X_1 = \texttt{horsepower}$ and $X_2 = \texttt{horsepower}^2$. So we can use standard linear regression software to estimate β_0, β_1, and β_2 in order to produce a non-linear fit. The blue curve in Figure 3.8 shows the resulting quadratic fit to the data. The quadratic fit appears to be substantially better than the fit obtained when just the linear term is included. The R^2 of the quadratic fit is 0.688, compared to 0.606 for the linear fit, and the p-value in Table 3.10 for the quadratic term is highly significant.

If including `horsepower`^{2} led to such a big improvement in the model, why not include `horsepower`^{3}, `horsepower`^{4}, or even `horsepower`^{5}? The green curve in Figure 3.8 displays the fit that results from including all polynomials up to fifth degree in the model (3.36). The resulting fit seems unnecessarily wiggly — that is, it is unclear that including the additional terms really has led to a better fit to the data.

The approach that we have just described for extending the linear model to accommodate non-linear relationships is known as *polynomial regression*, since we have included polynomial functions of the predictors in the regression model. We further explore this approach and other non-linear extensions of the linear model in Chapter 7.

3.3.3   *Potential Problems*

When we fit a linear regression model to a particular data set, many problems may occur. Most common among these are the following:

1. *Non-linearity of the response-predictor relationships.*

2. *Correlation of error terms.*