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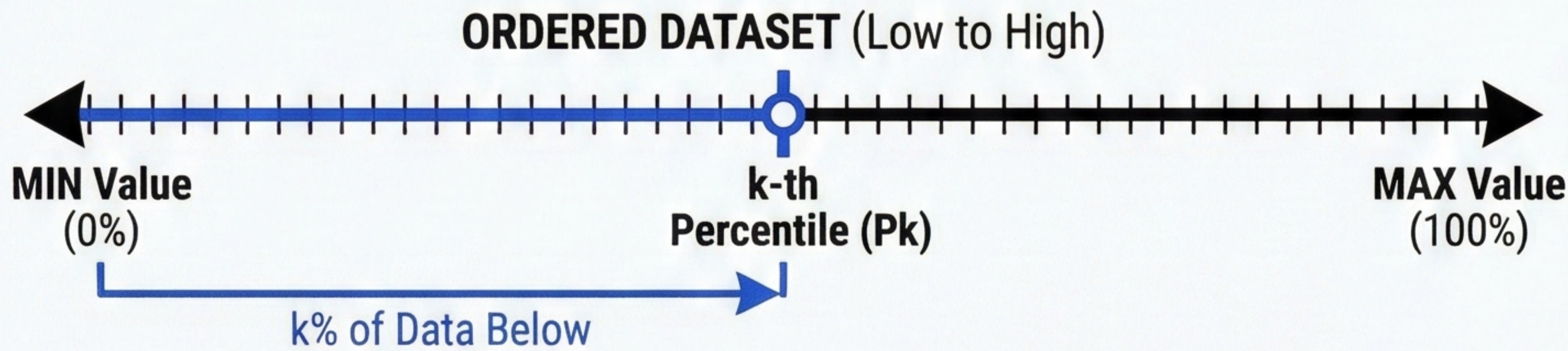
# QUARTILES & PERCENTILES: DIVIDING ORDERED DATA

Understanding Data Position and Distribution for Management Analysis

## 1. FOUNDATION: PERCENTILES ( $P_k$ )

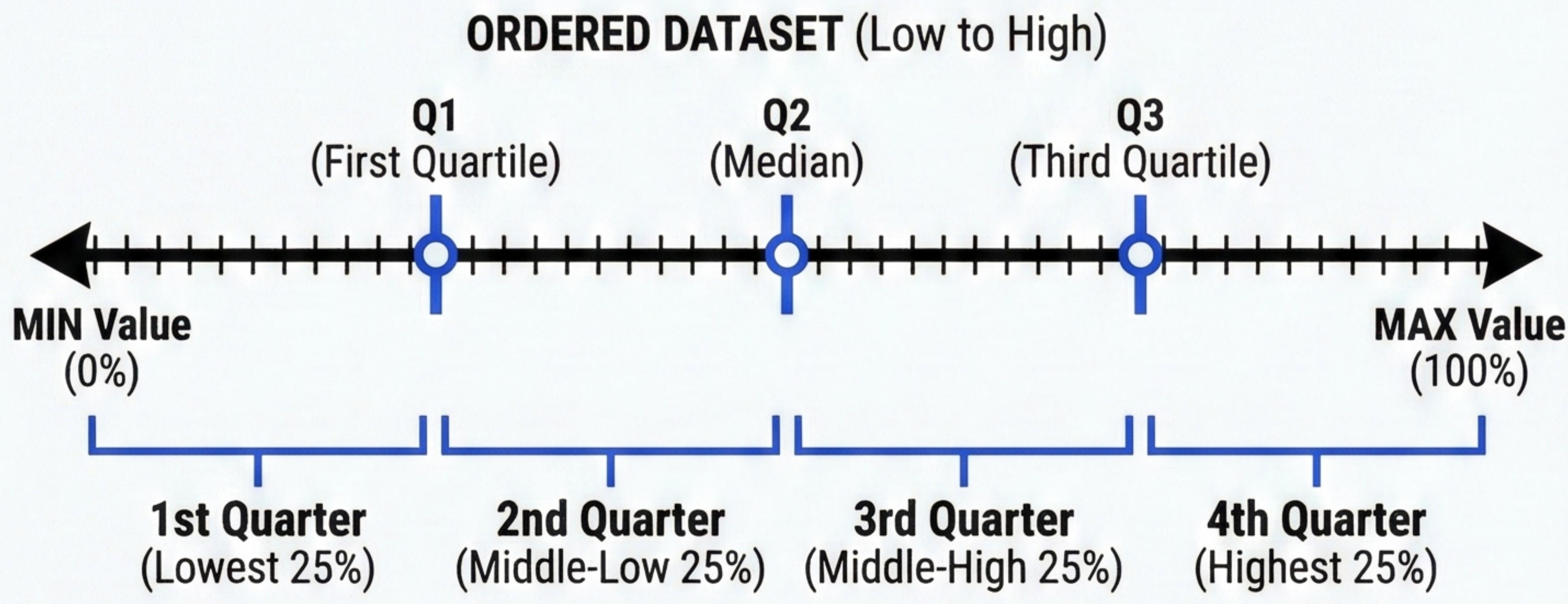
Values that divide an ordered dataset into 100 equal parts.

$P_k$  is the value below which  $k\%$  of observations fall.



## 2. CORE CONCEPT: QUARTILES (Q)

Specific percentiles that divide the data into four equal quarters.



## 3. SYNTHESIS: RELATIONSHIP & KEY METRICS

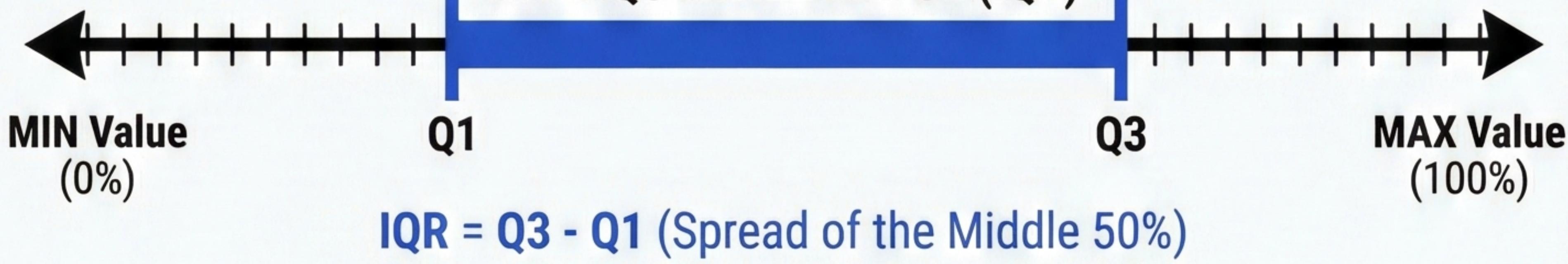
### QUARTILES

Q1
Q2 (Median)
Q3

### PERCENTILES

P25 (25th Percentile)
P50 (50th Percentile)
P75 (75th Percentile)

### INTERQUARTILE RANGE (IQR)

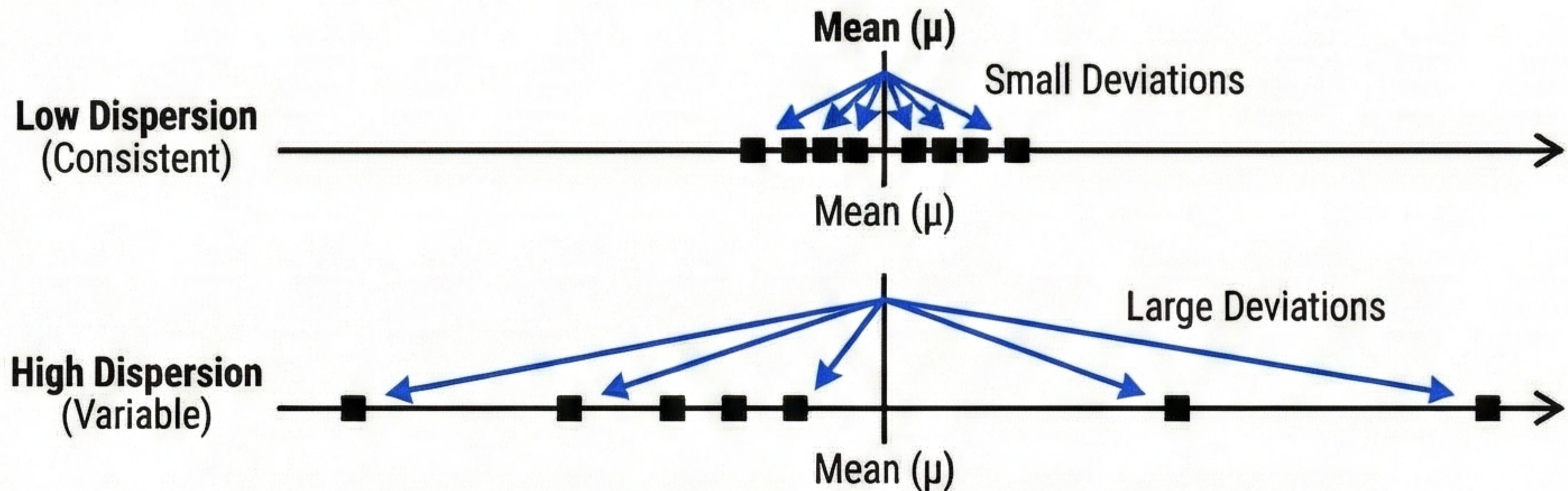


**⚠ NOTE:** Values outside  $Q1 - 1.5 \times IQR$  or  $Q3 + 1.5 \times IQR$  are often flagged as POTENTIAL OUTLIERS.

# DISPERSION MEASURES: QUANTIFYING DATA SPREAD

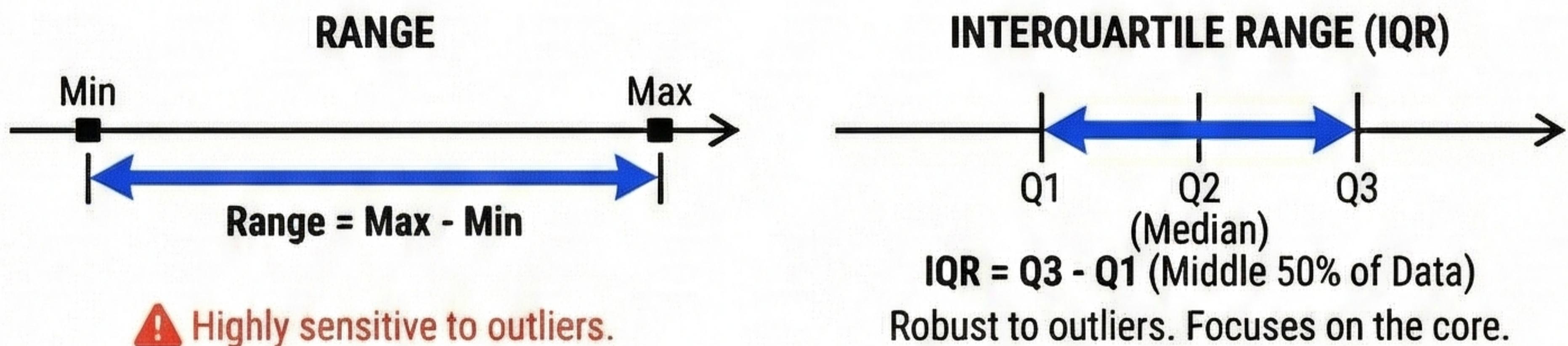
Understanding variability, risk, and consistency in datasets for management decision-making.

## 1. THE CONCEPT: LOW vs. HIGH DISPERSION



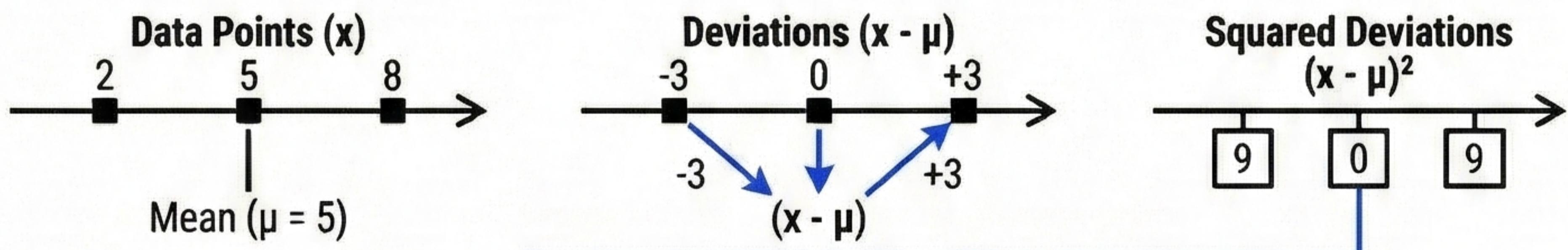
Dispersion measures quantify how far data points spread from the center.

## 2. POSITIONAL MEASURES (ABSOLUTE DISTANCE)



Robust to outliers. Focuses on the core.

## 3. DEVIATION-BASED MEASURES (FROM MEAN)



### 4. VARIANCE ( $\sigma^2$ )

$$\sigma^2 = \frac{\sum(x - \mu)^2}{N}$$

$$(9+0+9)/3 = 6$$

(Squared Units)

### STANDARD DEVIATION ( $\sigma$ )

$$\sigma = \sqrt{\sigma^2}$$

$$\sigma = \sqrt{6} \approx 2.45$$

(Original Units)

The average distance of points from the mean.

**⚠ Sensitive to outliers due to squaring.**

## 4. SUMMARY & APPLICATION GUIDE

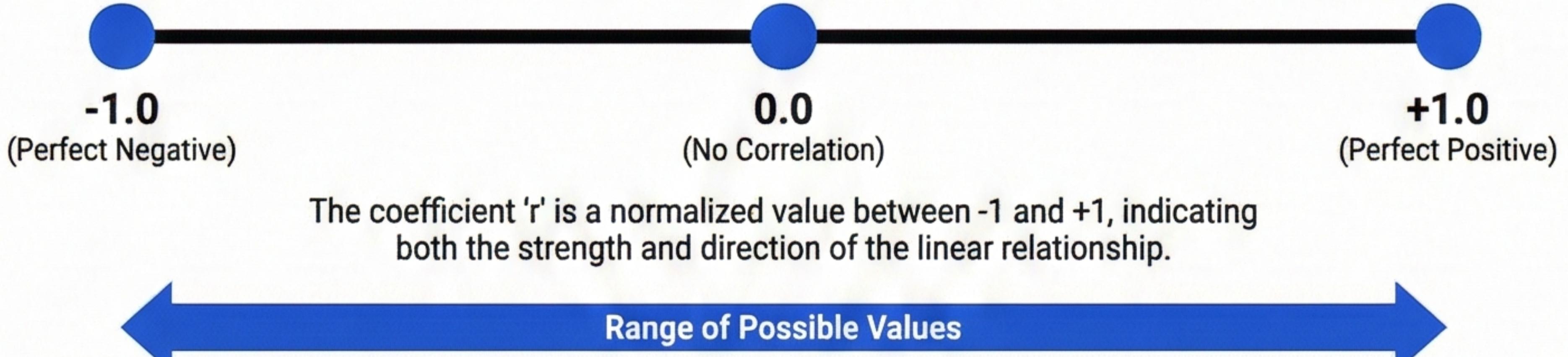
MEASURE	KEY CHARACTERISTIC	OUTLIER SENSITIVITY	BEST USE CASE
Range	Simplest, max vs. min spread.	High ⚠	Quick snapshot, error checking.
IQR	Spread of the middle 50%.	Low ✓	Skewed data, presence of outliers.
Variance	Average squared deviation.	High ⚠	Mathematical modeling, advanced stats.
Std. Deviation	Average deviation in original units.	High ⚠	Normal distribution, risk assessment.

# PEARSON CORRELATION COEFFICIENT ( $r$ )

Quantifying Linear Association Between Two Continuous Variables  
(A Measure of Relationship Strength & Direction)

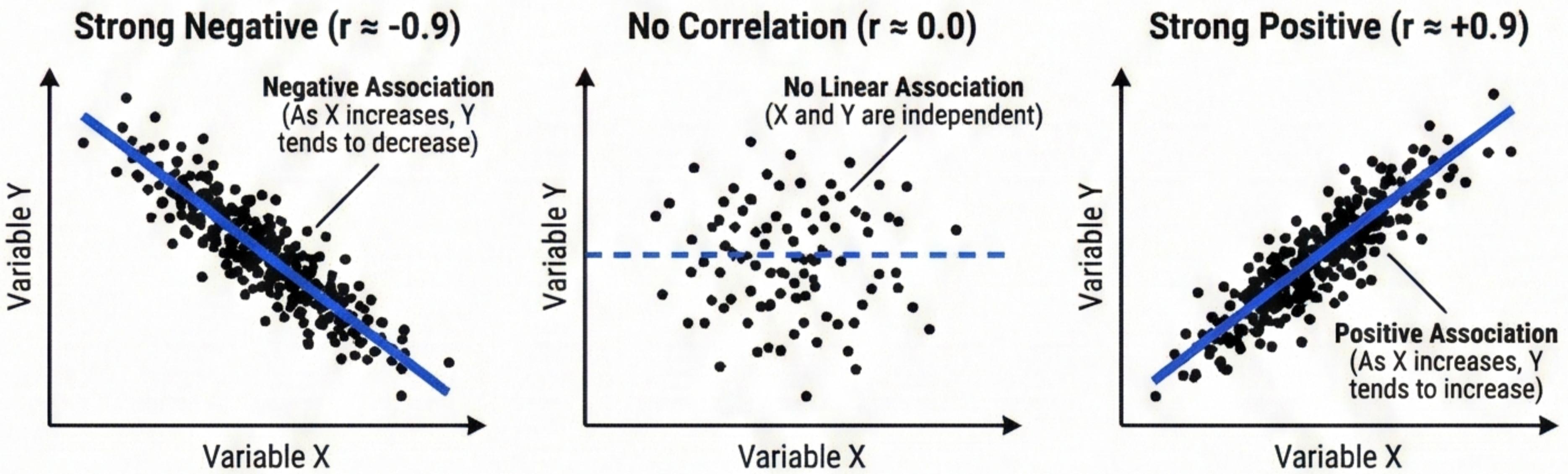
## MODULE 1: CORE CONCEPT - THE RANGE OF ' $r$ '

THE SCALE: FROM PERFECT NEGATIVE TO PERFECT POSITIVE



## MODULE 2: VISUAL INTERPRETATION (Scatter Plots)

VISUALIZING RELATIONSHIPS: STRENGTH & DIRECTION



## MODULE 3: THE FORMULA (A Deconstructed View)

UNDERSTANDING THE MECHANISM: COVARIANCE vs. VARIANCE

$$r = \frac{\text{Covariance } (X, Y)}{\sqrt{\frac{\sum (x_i - \bar{x})^2}{n - 1}} * \sqrt{\frac{\sum (y_i - \bar{y})^2}{n - 1}}}$$

**Covariance ( $X, Y$ )**  
$$\frac{\sum [(x_i - \bar{x})(y_i - \bar{y})]}{n - 1}$$
  
Measures Joint Variability  
(How  $X$  and  $Y$  move together)

**Measures Spread of  $X$**   
(Standard Deviation of  $X$ )

**Measures Spread of  $Y$**   
(Standard Deviation of  $Y$ )

The formula standardizes the joint variability by the individual spreads, making ' $r$ ' unitless and comparable.

## MODULE 4: CRITICAL LIMITATIONS (Management Insight)

LIMITATIONS: WHAT ' $r$ ' DOES NOT CAPTURE

NON-LINEAR RELATIONSHIPS	OUTLIER SENSITIVITY
<p>Pearson '<math>r</math>' only measures linear patterns. It will fail to detect strong non-linear associations (like this curved relationship).</p> <p><b>Alert:</b> Always plot the data first to check for linearity.</p>	<p>Pearson '<math>r</math>' is highly sensitive to outliers. A single extreme value can significantly distort the coefficient and mislead the interpretation.</p> <p><b>Alert:</b> Outliers can inflate or deflate '<math>r</math>' substantially.</p>

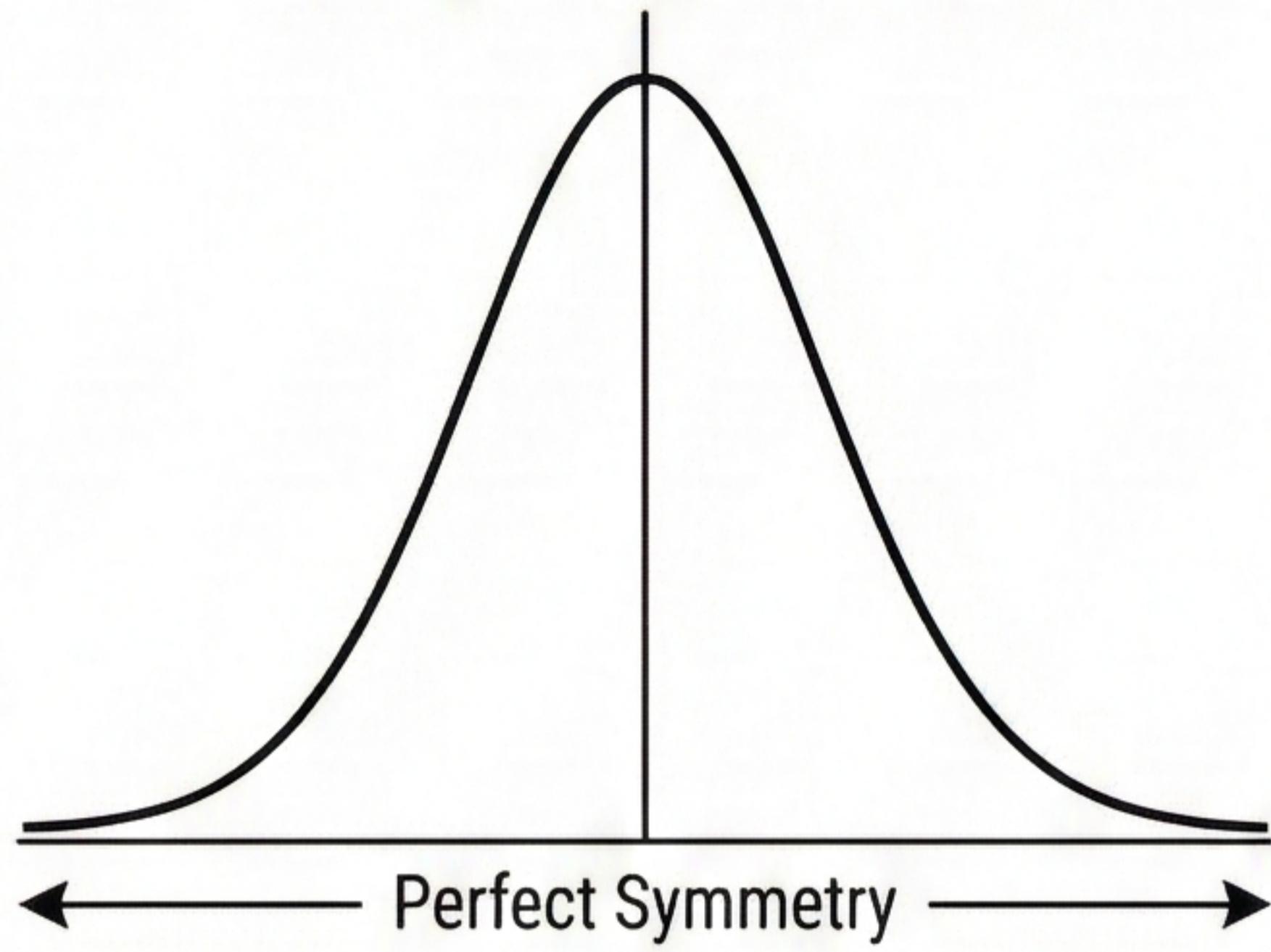
# NORMAL DISTRIBUTION (GAUSSIAN): THE BELL CURVE MODEL

A Symmetrical Probability Distribution Defined by Mean ( $\mu$ ) and Standard Deviation ( $\sigma$ )

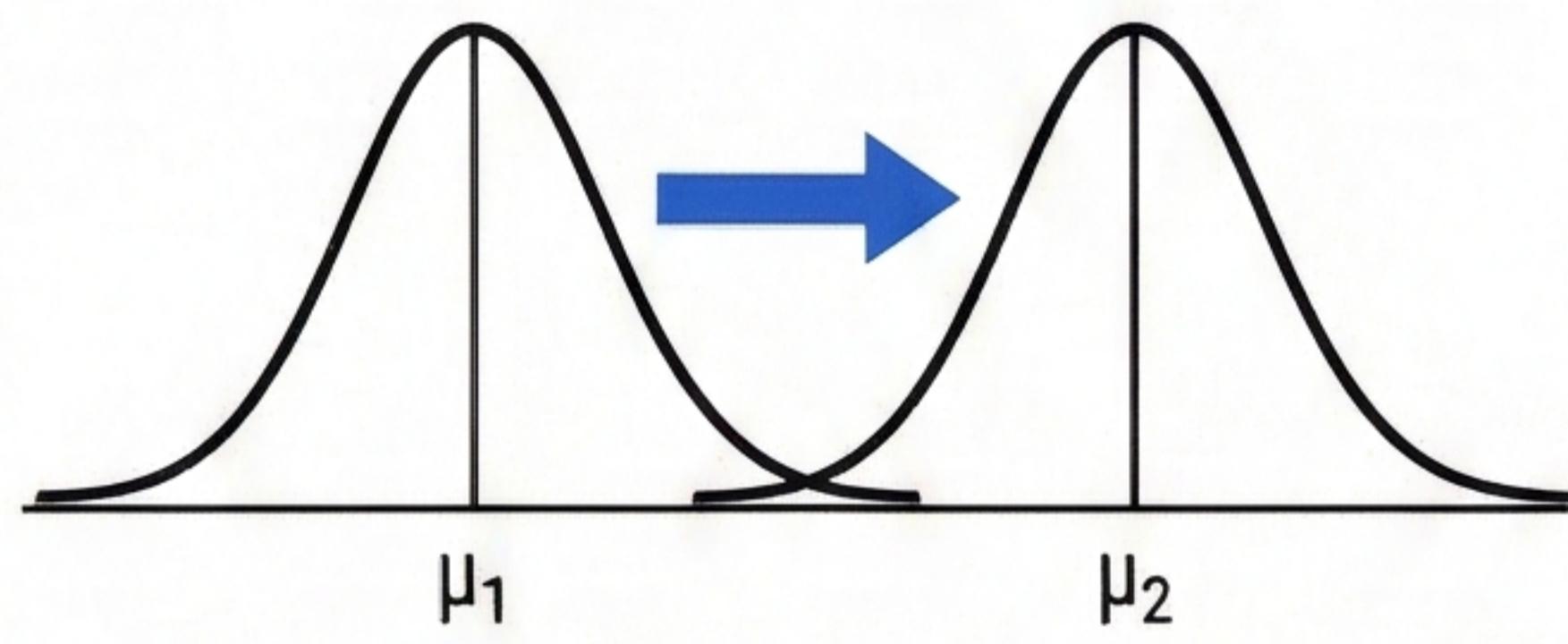
## MODULE 1: THE FOUNDATION (Shape & Symmetry)

CORE CONCEPT: SYMMETRY & CENTER

Mean ( $\mu$ ) = Median = Mode



MEAN ( $\mu$ ) - Location

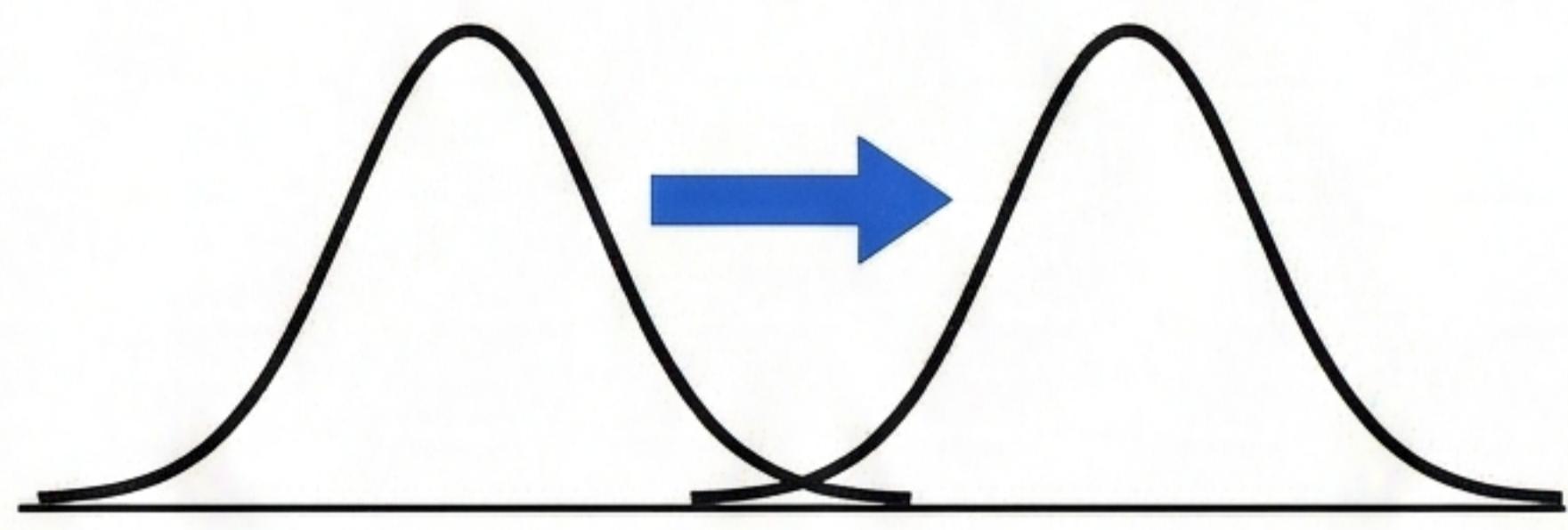


Determines Center/Position on the Axis

## MODULE 2: THE PARAMETERS (Controlling the Form)

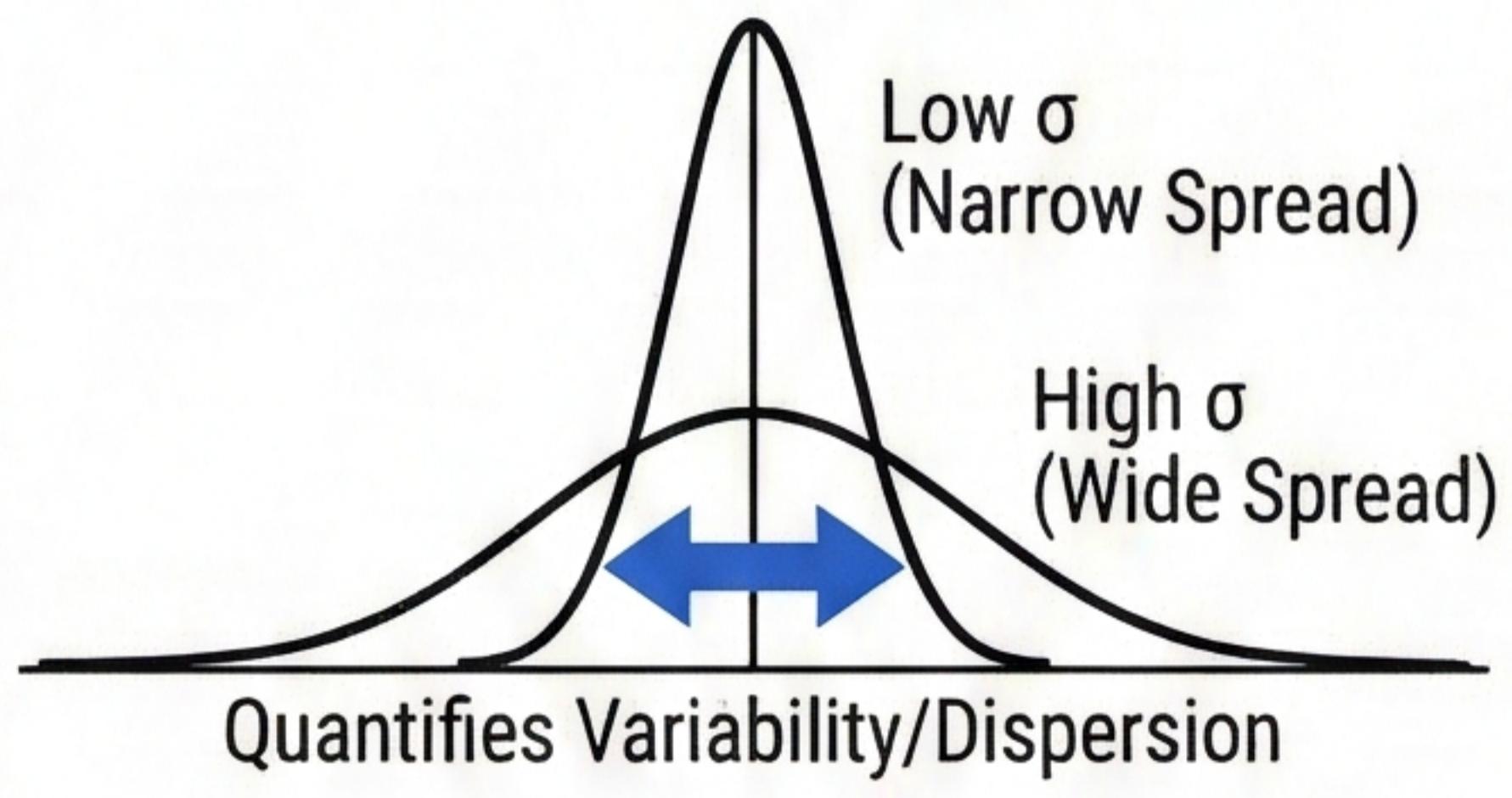
TWO DRIVERS: LOCATION & SPREAD

MEAN ( $\mu$ ) - Location



Data clusters around the central mean, with tails tapering equally in both directions.

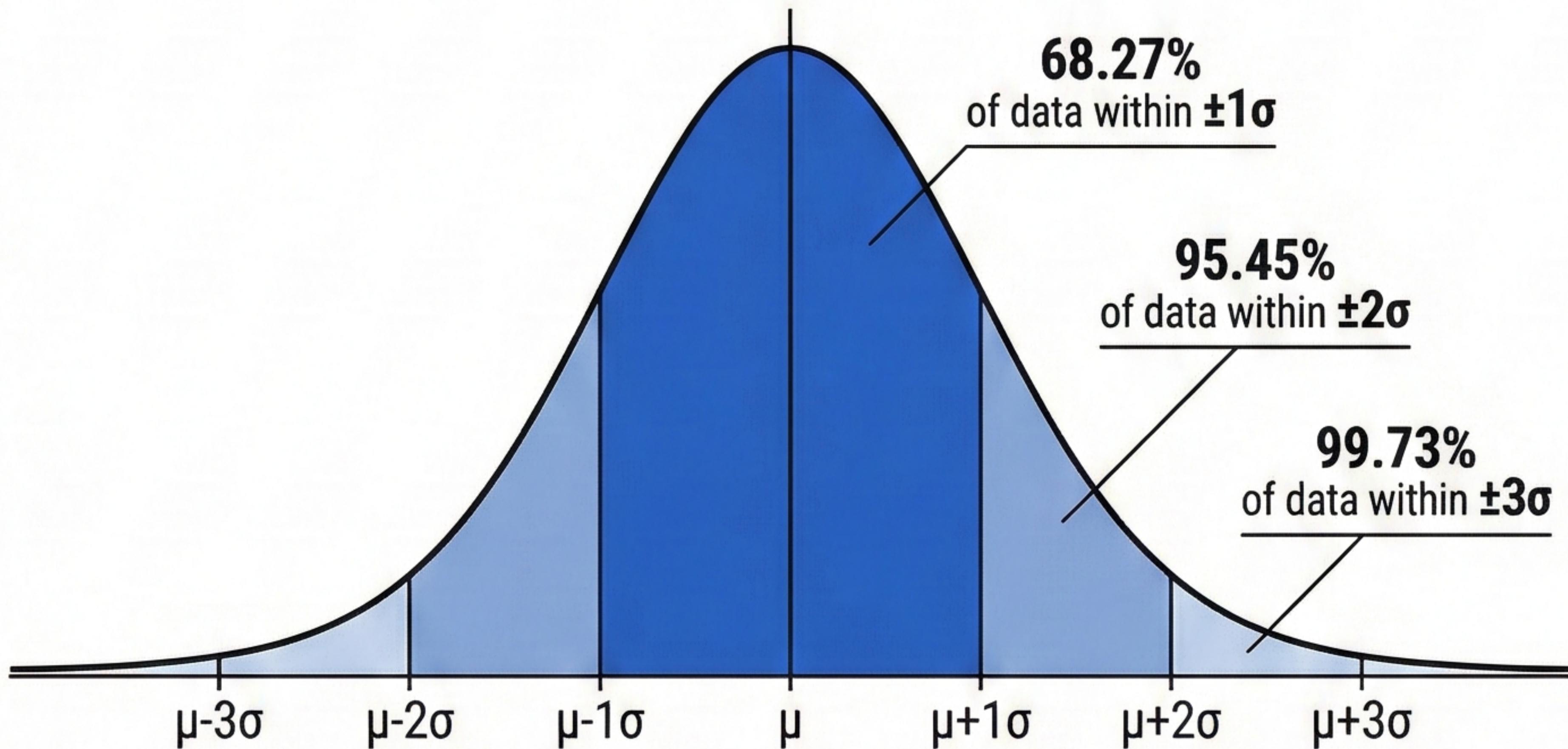
STANDARD DEVIATION ( $\sigma$ ) - Spread



Determines Width & Flatness

## MODULE 3: THE EMPIRICAL RULE (68-95-99.7% Principle)

THE 68-95-99.7 RULE: PREDICTABLE PROBABILITIES



TAIL ALERT: Asymptotic tails never touch the axis.  
Extreme outliers (beyond  $\pm 3\sigma$ ) are rare but possible.