

**Question 6.** Describe the null hypotheses to which the p-values given in Table below correspond, with response sales being regressed on predictor TV, radio, and newspaper. Explain what conclusions you can draw based on these p-values. Your explanation should be phrased in terms of sales, TV, radio, and newspaper, rather than in terms of the coefficients of the linear model.

.	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

Note: 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.

[Answer]

- The hypotheses

$$\begin{cases} H_0 : \beta_1 = 0 \\ H_1 : \beta_1 > 0 \end{cases} \quad \begin{cases} H_0 : \beta_2 = 0 \\ H_1 : \beta_2 > 0 \end{cases} \quad \begin{cases} H_0 : \beta_3 = 0 \\ H_1 : \beta_3 > 0 \end{cases}$$

The reason why  $H_1 : \beta > 0$  is because we expect an increase in sales due to the advertising effect.

- Interpretation of Coefficient's sign

**The positive sign of TV and Radio** - This is interpreted as increasing in sales due to the advertising effect of TV and Radio.

**The negative sign of Newspaper** - This is interpreted as decreasing in sales due to the advertising effect of Newspaper.

- Size of S.E

All three variables have small S.E

$$\text{Small S.E} \rightarrow \text{Small } \text{Var}(\hat{\beta}) \rightarrow \text{Big } \Sigma (x_i - \bar{x})^2 \rightarrow \text{Big } \text{Var}(X) \rightarrow \text{Big range} \rightarrow \text{Big swing}$$

$$S.E = \sqrt{\text{Var}(\hat{\beta})}$$

$$\text{Var}(\hat{\beta}) = \sigma^2 (X'X)^{-1} = \frac{\sigma^2}{\sum (x_i - \bar{x})^2}$$

$$(X'X)^{-1} = \frac{1}{\sum (x_i - \bar{x})^2}$$

$$(X'X) = \Sigma (x_i - \bar{x})^2 \leftarrow \text{Variance of } X$$

And there seems to be no multicollinearity since the S.E of the three variables are all very small.

- t-statistic

$$\text{t-stat} = \frac{\hat{\beta} - \beta}{\sqrt{\text{Var}(\hat{\beta})}} = \frac{\hat{\beta}}{\text{S.E}}$$

$$\text{t-stat of Newspaper} = -0.18 < 1.96 \text{ thus, do not reject } H_0$$

$$\text{t-stat of TV, Radio} > 1.96 \text{ thus, reject } H_0$$

Recall, Small S.E of Newspaper = Big swing of Newspaper

Also, Small S.E = Small denominator in the t-stat formula

It means that advertisers, whether spending less or more on newspaper advertising, did not help sales.

- p-value

The p-value of Newspaper 0.8599 > 0.05(significant level), thus  $H_0$  is not rejected. The p-value of TV and Radio < 0.05 (significant level), thus  $H_0$  is rejected. This is interpreted as Newspaper is not significant variable, TV and Radio are significant variables.

**Question 7.** Suppose we have a data set on flights, with three predictors,  $X_1 = \text{Distance}$  (to destination in kilometers),  $X_2 = \text{Holiday}$  (1 if Yes, 0 for No),  $X_3 = \text{Interaction between Distance and Holiday}$ . The response is the flight ticket price (in US\$). Suppose we use least squares to fit the model, and get  $\hat{\beta}_0 = 100, \hat{\beta}_1 = 0.2, \hat{\beta}_2 = 20, \hat{\beta}_3 = 0.05$ .

1. Which answer is correct, and why?

The model is

$$\text{Price} = \beta_0 + \beta_1 \text{Distance} + \beta_2 \text{Holiday} + \beta_3 [\text{Distance} \cdot \text{Holiday}] + \epsilon$$

Holiday's Partial effect =  $(\text{Holiday} = 1) - (\text{Holiday} = 0) = \beta_2 + \beta_3 \text{Distance}$

The following answer is correct because the signs of  $\beta_2$  and  $\beta_3$  are both positive.

- For a fixed value of Distance, on average tickets are more expensive on holidays than on usual days.

2. Predict the average holiday price of a ticket for a flight that travels 1,000 km to destination.

$$\begin{aligned}\hat{Y} &= \hat{\beta}_0 + \hat{\beta}_1 \text{Distance} + \hat{\beta}_2 \text{Holiday} + \hat{\beta}_3 [\text{Distance} \cdot \text{Holiday}] + \hat{\epsilon} \\ &= 100 + 0.2 \cdot 1000 + 20 \cdot 1 + 0.05 \cdot 1000 + 0 \\ &= 100 + 200 + 20 + 50 \\ &= 370(\$)\end{aligned}$$

3. True, false, or uncertain: Since the coefficient for the Distance/Holiday interaction term is pretty small, there is no evidence of an interaction effect. Justify your answer.

Uncertain: since we don't know  $\text{Var}(\hat{\beta}_3)$