

MARKETING
RESEARCH
ESSENTIALS

McDANIEL
GATES

7TH
EDITION

Chapter Fourteen

Bivariate Correlation and Regression

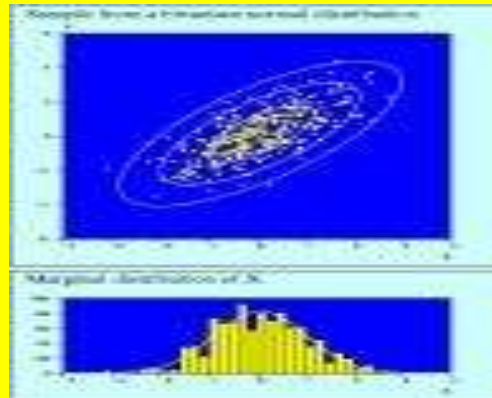
Chapter Fourteen Objectives

- To comprehend the nature of correlation analysis.
- To understand bivariate regression analysis.
- To become aware of the coefficient of determination of R^2 .
- To understand Spearman rank-order correlation.

Bivariate Analysis of Association

Bivariate Techniques:

- Statistical methods of analyzing the relationship between variables.



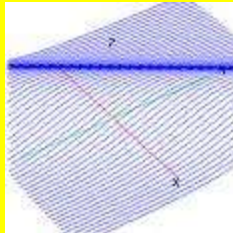
Independent Variable:

- Variable believed to affect the value of the dependent variable.

Bivariate Analysis of Association

Dependent Variable:

- Variable expected to be explained or caused by the independent variable.



Bivariate Regression Analysis:

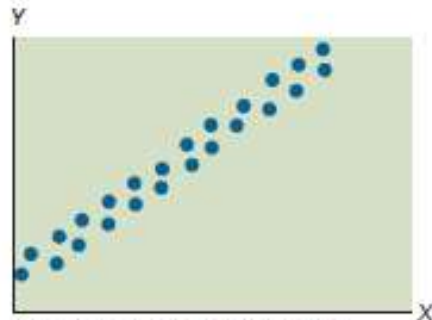
- The analysis of the strength of the linear relationship between variables when one is considered the independent variable and the other is the dependent variable.

Scatter Diagram

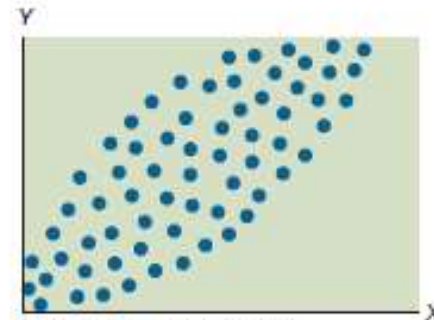
Scatter Diagram:

Graphic plot of the data with dependent variable on the Y (vertical) axis and the independent variable on the X (horizontal) axis. Shows the nature of the relationship between the two variables, linear or nonlinear.

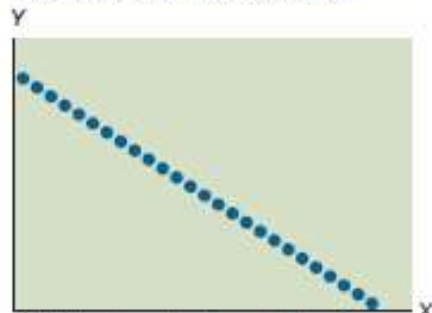
Types of Relationships Found in Scatter Diagrams



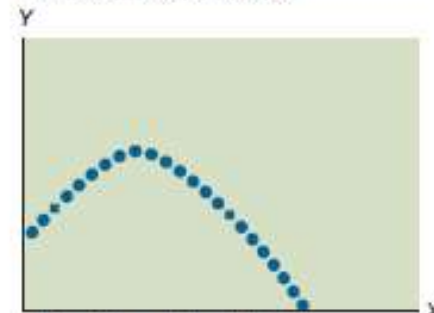
(a) Strong positive linear relationship



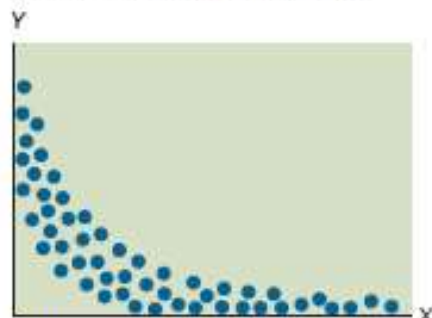
(b) Positive linear relationship



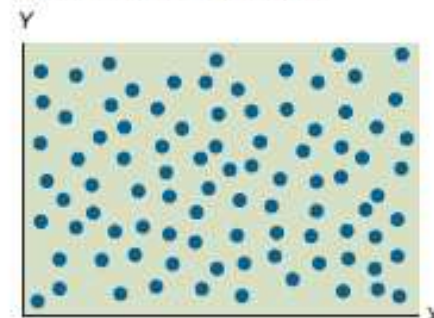
(c) Perfect negative linear relationship



(d) Perfect parabolic relationship



(e) Negative curvilinear relationship

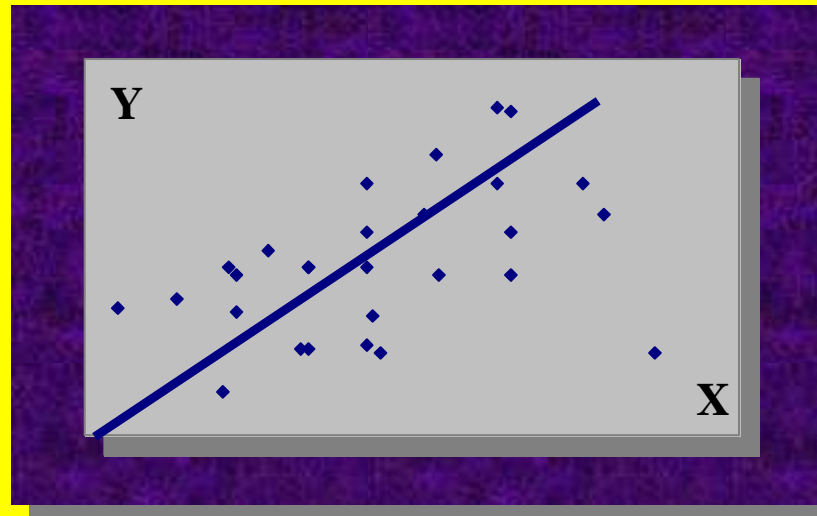


(f) No relationship between X and Y

Least-Square Estimation Procedure

Least-Square Estimation

- Used to fit data for X and Y not plotted;
- Enables estimation of non-plotted data points;
- Results in a straight line that fits the actual observations (*plotted dots*) better than any other line that could be fit to the observations.



Least-Square Estimation Procedure

Estimating the best line of fit:

$$Y = \hat{a} + \hat{b}X + e$$

Where:

Y = dependent variable

\hat{a} = estimated Y intercept

\hat{b} = estimated slope of the regression line

X = independent variable

e = error

Values for “a” and “b” can be calculated as follows:



Where:

\bar{X} = mean of value X

\bar{Y} = mean of value y

n = sample size

$$\hat{b} = \frac{\sum X_i Y_i - n \bar{X} \bar{Y}}{\sum X_i^2 - n (\bar{X})^2}$$
$$\hat{a} = \bar{Y} - \hat{b} \bar{X}$$

Measures of Association

Coefficient of Determination:

- Percentage of the total variation in the dependent variable explained by the manipulation of the independent variable(s).

$$R^2 = \frac{\text{Total Variation} - \text{Unexplained Variation}}{\text{Total Variation}}$$

$$R^2 = 1 - \frac{\sum_{i=1}^n (Y_i - \hat{Y}_i)^2}{\sum_{i=1}^n (Y_i - \bar{Y})^2}$$

Pearson Correlation:

- Analysis of the degree to which changes in one variable are associated with changes in another for use with metric data.

The Strength of Association – R^2 :

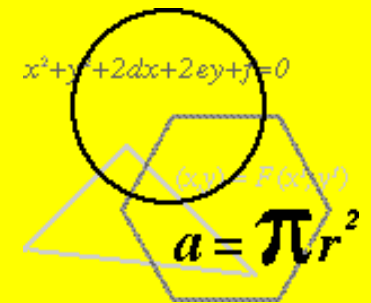
- The coefficient of determination: *the percentage of the total dependent variable explained by the independent variable.*

$$R = + \text{ or } - \sqrt{R^2}$$

Sum of Squares

Total Variation: Sum of Squares (SST)

$$SST = \sum_{i=1}^n (Y_i - \bar{Y})^2$$

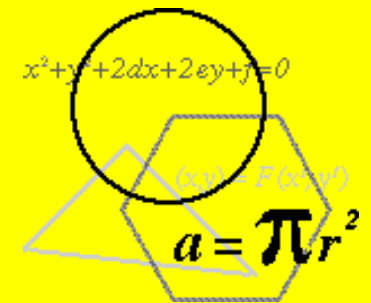


$$= \sum_{i=1}^n Y_i^2 - \left[\frac{\sum_{i=1}^n Y_i^2}{n} \right]$$

Sum of Squares

Sum of Squares due to Regression (SSR)

$$SSR = \sum_{i=1}^n (\hat{Y}_i - \bar{Y})^2$$

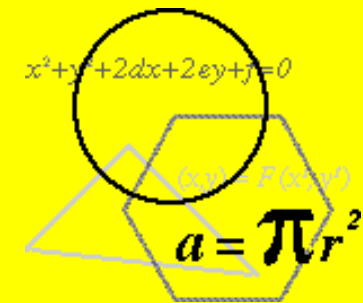


$$= a \sum_{i=1}^n Y_i + b \sum_{i=1}^n X_i Y_i - \left[\frac{\sum_{i=1}^n Y_i}{n} \right]^2$$

Sum of Squares

Error Sums of Squares (SSE)

$$SSE = \sum_{i=1}^n (Y_i - \hat{Y})^2$$



$$= \sum_{i=1}^n Y_i^2 - a \sum_{i=1}^n Y_i - b \sum_{i=1}^n X_i Y_i$$

Hypotheses Concerning Overall Regression

Here we, as the researchers, are interested in hypotheses regarding the computed R^2 value for the problem. Is the amount of variance explained in the result (by our model) significantly greater than we would expect due to chance?

- Null hypothesis H_0 : There is no linear relationship between X (average daily vehicular traffic) and Y (annual sales).
- Alternative hypothesis H_1 : There is a linear relationship between X and Y .

Correlation

Assessing Measures of Association

Pearson Correlation:

Measure of Association using interval or ratio data.

Spearman Correlation:

Measure of Association using ordinal or rank order data.

Correlation

Assessing Measures of Association

Key Points:

Measures of Association:

- Do not mean there is a causal relationship between the relevant variables;
- Could simply represent coincidence between the relevant variables;
- Should be taken in context and with the timeliness of both data sets in mind;
- Can be used in conjunction with cross tabulations of the relevant data to add another perspective to the results.