



















### When statistics are valuable

• Can only give answers if the data collection and the data collected allow such answers

- User is aware the statistics is just another strategy for finding, patterns in the data
- Statistics are based on certain assumptions If those assumptions are not true the technique can still be applied but significance tests must treated with caution



- User is aware that techniques are mathematical models. Reality in all its complexity cannot be modeled in a useful way. Complex models may imitate reality but they will be equally complex and therefore not useful. Summarizing data in a complex way is not a step forward.
- Data exploration needs to be done before any higher level modeling

Users can attack complex retail problems with canned applications for correlation analysis, t-tests, analysis of variance, chi-squared tests, factor analysis and least-squares regression and be satisfied that stateof-the-art sophistication has been applied to the problem. But the ease with which these canned techniques are implemented also presents a danger. Poorly applied, these methods can backfire, but in extremely subtle ways of which few are even cognizant.

From: Gross, Bryan, 2000, The Retail Model Maze, Business Geographics, June, pg. 24









#### How does a Statistics test work?



- Statistics test analyses the data (numbers) submitted (by the researcher) to calculate the chances of obtaining a difference when there is none i.e. probability of obtaining a spurious difference.
- It does not indicate
  - whether your design is right or wrong
    - whether the type of data is correct or wrong
    - the magnitude of the difference
      whether the difference will be practically useful
- All it can point out is whether the obtained difference between two groups is REAL or FALSE

#### What does a Statistics test infer?

- Statistics test → Data → p value
- When p<0.05, it shows that the chances of obtaining a false difference is less than 5% (1 in 20) [p<0.01 – 1 in 100; p<0.001 – 1 in 1000]</li>
- Since we consider 5% p is small, we conclude that the difference between groups is TRUE
- Truth is something which is most likely to be true and 100% certainty is impossible.

# Mechanics of hypothesis testing

- Statement of null hypothesis
  - Null hypothesis of theoretical interest
  - Vast majority of times, researchers hope to disprove null hypothesis
    - Null hypothesis: smoking lots of cigarettes does not cause cancer
    - Having a highly developed economy does not make a country likely to be more democratic
    - Paul Martin has 50% approval rating

## Mechanics of hypothesis testing



- Select sampling distribution and choose alpha (define critical region)
  - May choose any p (or α, it's the same thing) we want; 0.05 is standard in literature

### **Statistical significance**

• <u>Statistical significance</u>: a statistic is statistically significant at the X% level if we are X% confident that the result is not due to chance









#### **Missing data**

- dummy variable adjustment
- code a new variable that takes on a value of 0 if the independent variable of interest has a value, a value of 1 if it is missing
- include this new variable in the model
- this approach also produces biased results



#### **Missing data**



- bottom line is:
- use listwise if you don't lose too many cases
- otherwise use pairwise but realize the estimates will be biased in your analysis



### Why not use Excel to do Stats?

- Many statistical procedures are not available
  - Spearman's and Kendall's rank correlation coefficients
  - 2-way ANOVA with unequal sample sizes (unbalanced data)
  - p-values for two-way ANOVA
  - Nonparametric tests, including rank-sum and Kruskal-Wallis

### Why not use Excel to do Stats?

- Excel uses naive algorithms that are vulnerable to rounding and truncation errors and may produce very inaccurate results in extreme cases
- Excel doesn't do regression properly if there is a high degree of multicollinearity
- Excel is unreliable when relying on standard deviation calculations (e.g. t-tests) where there are large numbers with low variation

- Routines for handling missing data may be incorrect (pre 2000 version)
- Ranks of tied data are computed incorrectly
- Friends Don't Let Friends Use Excel for Statistics!

