

T711

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Parlar

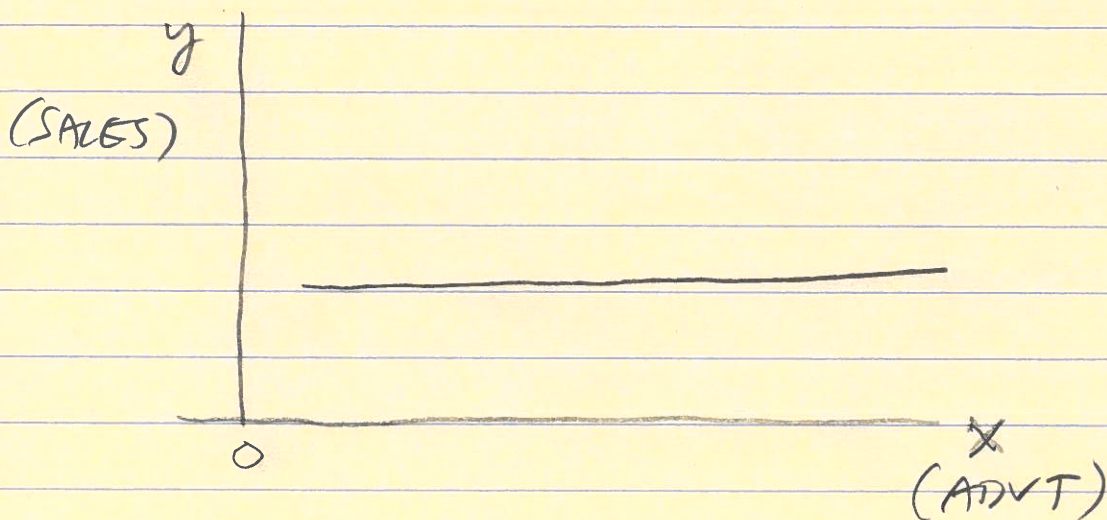
Null hypothesis for the
insignificance of the explanatory
variable: A graphical explanation

• Suppose you want to analyze the relationship between the variables x (ADVT) and y (SALES).

• You haven't performed a regression analysis yet.

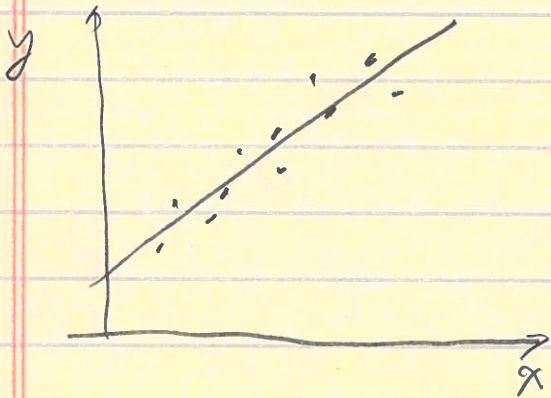
• But you are in a pessimistic mood, and you suspect that x doesn't explain y , i.e., x doesn't affect y at all.

• That is, if you had all available (x, y) data points (which you don't have), and a line was fit, it would look like this.



So, you say: $H_0: x$ is not significant

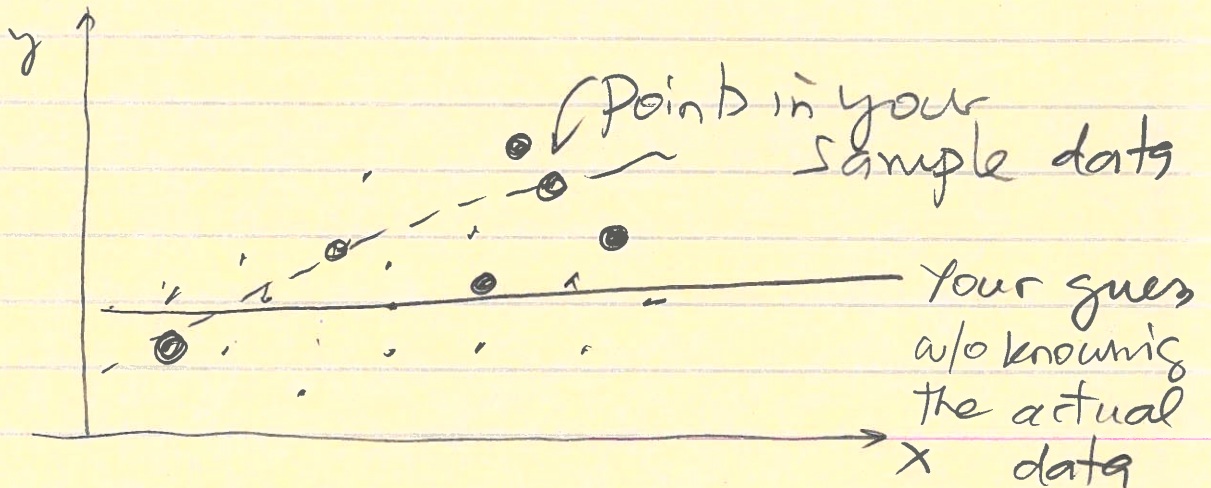
① Now, you collect data and get your linear fit as follows



This has high signal (response) but low noise (uncertainty) since most points are so close to the line.

- If H_0 were true (flat line) such a high signal vs. low noise should not happen, but it just did. (In fact, it may happen with an extremely small probability \rightarrow p-value.)

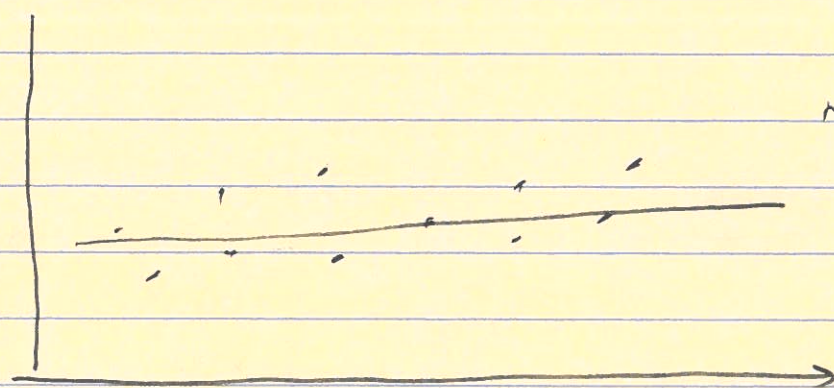
Maybe the true data values are like this.



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So, reject H_0 because you observed an unusual outcome w.r.t. your hypothesis.

② Suppose your ^{actual sample} data and the fit are like this



- Not too different from your hypothesis. If H_0 were true, you would find this result with a very high probability (p-value).

So, you don't reject H_0 and say that x is not significant