



#### Pearson product moment correlation

- Both continuous (Interval or Ratio scale) variables
- One continuous and One dichotomous variable

#### • Non parametric alternative

- Spearman rank order correlation
  - Used for ordinal data

### Procedure for correlation

- Generate a scatterplot
  - Graphs
  - Scatter
  - Y-axis vs. X-axis
  - Continue
- Check outliers
- Interpretations
  - Data points too scattered low correlation
  - Data points in a cigar shape moderate or high correlation
  - Data curved Pearson correlation is not a good technique for that

# Marketing Research



#### How to present correlation results?

 The relationship between (variable X) and (variable Y) was investigated using Pearson product-moment correlation coefficient.
Preliminary analyses were performed to ensure no violation of the assumptions of normality and linearity. There was a (weak, moderate or strong) (positive or negative) correlation between the two variables (r = \_\_\_\_; n = \_\_\_\_; p<\_\_\_\_), with \_\_\_\_\_ (high, moderate or low) level of variable X associated with (high, moderate or low) level of variable Y.

## Comparing groups for correlation

- Data editor mode is important
  - Data
  - Split file
  - Compare groups
- Don't forget to get it back to the Analyse all cases, don't create groups mode again after the analysis





#### Presenting the results

 Partial correlation was used to explore the relationship between (variable X) and (variable Y) while controlling for the (variable z). Preliminary analyses were performed to ensure no violation of the assumptions of normality and linearity. There was a (weak, moderate or strong) (positive or negative) correlation between the two variables (r = : n = n< (high, moderate or low) level of with \_ variable X associated with (high, moderate or low) level of variable Y. An inspection of zero order correlation (r =  $\_$ ) suggested that the controlling variable had a (high, moderate, or low) effect on the strength of the relationship between these two variables

# **Multiple regression**





#### Types of multiple regression

- Standard
  - Most commonly used
- Hierarchical
  - Variables are entered into step blocks on the basis of theoretical understanding
- Stepwise
  - Allows the programme to decide the sequence of variables entered

#### Assumption with multiple regression

- Sample size and generalizability
  - 15 subjects per predictor (Stevens, 1996 p. 12)
  - N > 50 + 8m (Fidell, 1996 p.132)
- Multicollinearity
- When independent variables are highly correlated
- Singularity
- When one independent variable is a combination of other independent variables
- Outliers
- Normality

#### What kind of data is needed?

- One continuous dependent variable
- Two or more continuous independent variables
- Sometimes one can also use dichotomous independent variable also





- Model summary
  - R square
  - If the sample is small use Adjusted R square
- Anova
  - Significance level
  - If less than 0.05 it is significant
- Evaluate each of the independent variable
  - Look into coefficients table under the column Beta under the standardised coefficients
  - For creating regression equation use unstandardised coefficients values listed as B.
  - Look for each variables Beta value and significance level
    - If significance level is less than 0.05 it is significant

#### Presenting the findings

Our model, which includes independent variables X, Y, Z... explains \_\_\_\_% of the variance in \_\_\_\_\_ (dependent variable). Of those independent variables, variable \_\_\_\_ (X, Y, Z or ...) makes the largest unique contribution (beta = \_\_\_\_\_), although variable \_\_\_\_ (X, Y, Z or ...) made a statistically significant contribution (beta = \_\_\_\_\_).