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CALCULATION OF REGRESSION EQUATION

Salesmen	Test Score X	$(X-\bar{X})$ x	x^2	Sales Y	$(Y-\bar{Y})$ y	y^2	xy
1	40	–20	400	2.5	–1.5	2.25	+30
2	70	+10	100	6.0	+2.0	4.00	+20
3	50	–10	100	4.0	0	0	0
4	60	0	0	5.0	1.0	1.00	0
5	80	+20	400	4.0	0	0	0
6	50	–10	100	2.5	–1.5	2.25	+15
7	90	+30	900	5.5	+1.5	2.25	+45
8	40	–20	400	3.0	–1.0	1.00	+20
9	60	0	0	4.5	+0.5	0.25	0
10	60	0	0	3.0	–1.0	1.00	0
$N=10$	$\Sigma X=600$	$\Sigma x=0$	$\Sigma x^2=2,400$	$\Sigma Y=40$	$\Sigma y=0$	$\Sigma y^2=14$	$\Sigma xy=$

$$\bar{X} = \frac{\Sigma X}{N} = \frac{600}{10} = 60; \quad \bar{Y} = \frac{\Sigma Y}{N} = \frac{40}{10} = 4$$

$$b_{yx} = \frac{\Sigma xy}{\Sigma x^2} = \frac{130}{2,400} = 0.054$$

The regression equation of sales and test scores is given as :

$$Y - 4 = 0.054\,(X - 60)$$

$$Y_c = 0.76 + 0.054\,X$$

When X is 100, Y would be

$$Y = 0.76 + 0.054\,(100) = 6.16.$$

Thus the most probable weekly sales volume if salesman makes a score of 100 is 6.16 thousand rupees.

Deviations taken from Assumed Means

When actual means of X and Y variables are in fractions, the calculations can be simplified by taking the deviations from the assumed mean. The value of b, *i.e.*, the regression coefficient, will be calculated as follows :

Regression equation of X on Y : $(X-\bar{X}) = b_{xy}(Y-\bar{Y})$

where $$b_{xy} = \frac{N\Sigma d_x d_y - \Sigma d_x \Sigma d_y}{N\Sigma d_y^2 - (\Sigma d_y)^2}$$

Regression equation of Y on X : $(Y-\bar{Y}) = b_{yx}(X-\bar{X})$

where $$b_{yx} = \frac{N\Sigma d_x d_y - \Sigma d_x \Sigma d_y}{N\Sigma d_x^2 - (\Sigma d_x)^2}$$

Once the values of b_{xy} and b_{yx} are determined in the above manner, the regression equations can be obtained very easily.

Illustration. 4. A company wants to assess the impact of R & D expenditure on its annual profit. The following data presents the information for the last eight years :

Years	2010	2009	2008	2007	2006	2005	2004	2003
R & D expenditure (Rs. '000)	9	7	5	10	4	5	3	2
Annual Profit (Rs. '000)	45	42	41	60	30	34	25	20

Estimate the regression equation and predict the annual profit for 2009 for an allocated sum of Rs. 100,000 as R & D expenditure.

Solution. Let R & D expenditure be denoted by X and annual profit by Y.

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