USING SAS/STAT®: A GENTLE INTRODUCTION TO SOME FREQUENTLY USED TOOLS

THE POWER TO KNOW.

CUSTOMER LOYALTY TEAM • Support You Can Count On

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SCENARIO

- You work for a supermarket and the supermarket is offering a new line of organic products. Management wants to determine which customers are likely to purchase these products.
- So you decided to send coupons to customers that are in your loyalty program so you can see which ones buy items from the new organic line.
- You have collected the data and now you need to determine information about your customers that have bought the organic line items.

- You have Base SAS and SAS/STAT (*SAS/Graph is useful too!)*

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DATA

Variable	Description
ID	Unique Customer ID
DEMAFFL	Affluence grade on a scale from 1 to 30
DEMAGE	Age, in years
DEMCLUSTER	Type of Residential Neighborhood – 55 levels
DEMCLSUTERGROUP	Neighborhood group - 7 levels
GENDER	M=Male, F=Female
DEMGREGION	Demographic Region
LOYALTYSTATUS	Loyalty status: tin, silver, gold, or platinum
PROMSPEND	Total amount spent
PROMTIME	Time as loyalty card member
TARGETBUY	Organics purchased? 1=Yes, 0=No
TARGETAMT	Number of organic products purchased during promotion
PREPROMAMT	Number of organic products purchased before promotion
DIFF_AMT	TARGETAMT - PREPROMAMT

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DATA SAS CODE

```
PROC PRINT DATA=mydata.organics
     (OBS=10)
     OBS="Row number"
     LABEL;
     VAR ID DemAffl DemAge DemCluster
     DemClusterGroup DemGender DemReg
     PromClass PromSpend PromTime
     TargetBuy TargetAmt;
RUN;
```

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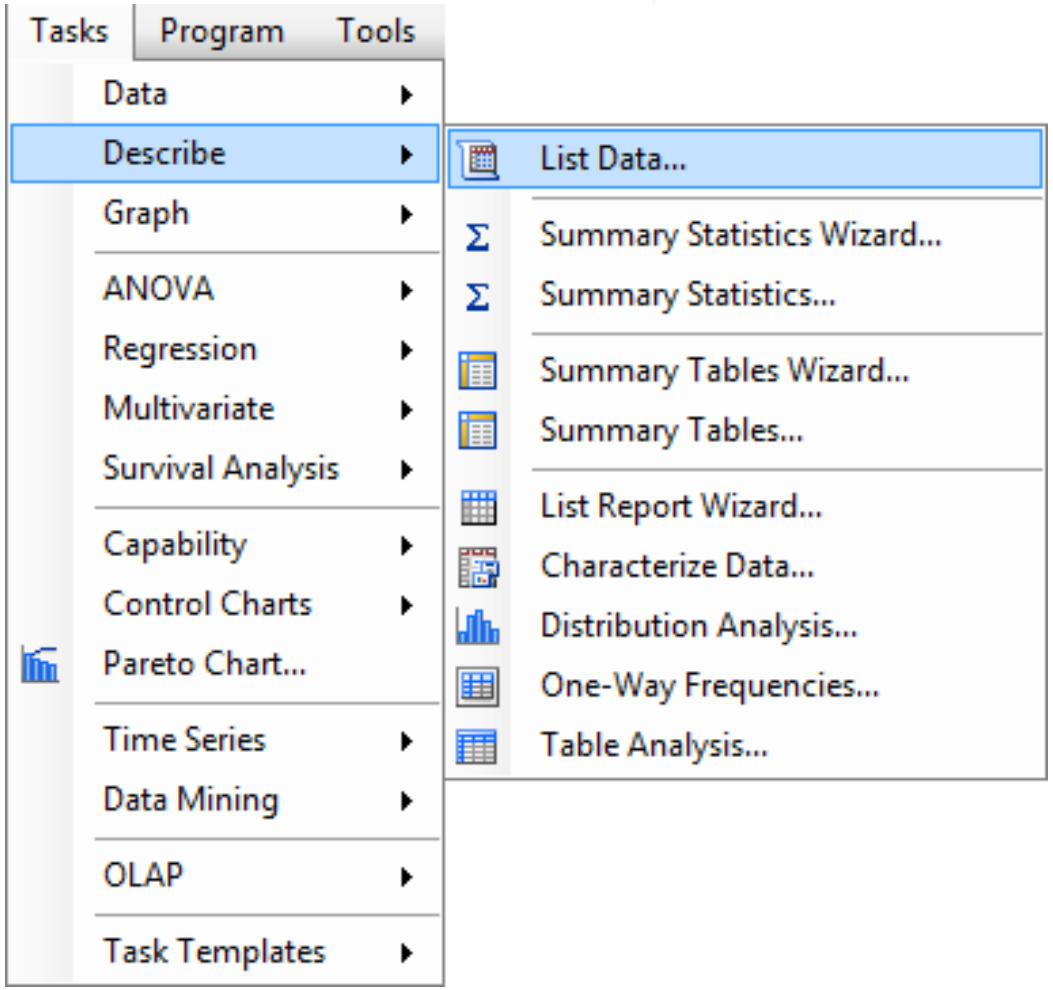
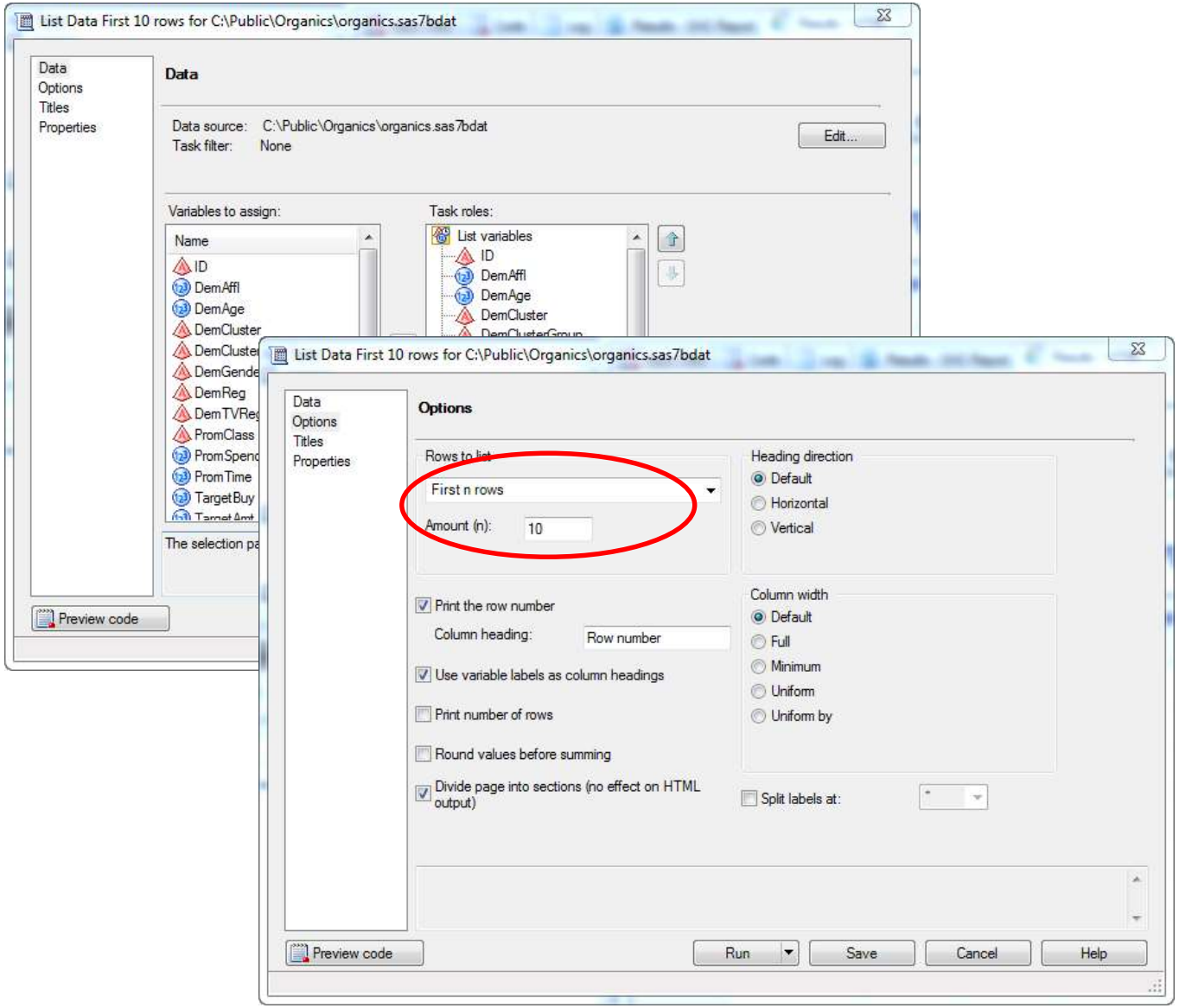
DATA SAS ENTERPRISE GUIDE





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DATA

Organics Data Table (first 10 rows)

Row number	Customer Loyalty ID	Age	Gender	Loyalty Status	Total Spend	Loyalty Card Tenure	Organics Purchase Indicator	Organics Purchase Count	PrePromAmt	Diff_Amt
1	0000000140	76		3. Gold	16000	4	0	0	0	0
2	0000000620	49		3. Gold	6000	5	0	0	0	0
3	0000000868	70	Female	2. Silver	0.02	8	1	1	0	1
4	0000001120	65	Male	1. Tin	0.01	7	1	1	0	1
5	0000002313	68	Female	1. Tin	0.01	8	0	0	0	0
6	0000002771	72		4. Platinum	20759.81	3	0	0	0	0
7	0000003131	74	Female	1. Tin	0.01	8	0	0	0	0
8	0000003328	62	Male	1. Tin	0.01	5	0	0	0	0
9	0000004529	62	Male	2. Silver	2038.76	3	0	0	0	0
10	0000005886	43	Female	3. Gold	6000	1	1	1	0	1

Observations 22,223
Variables 14

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CATEGORICAL VARIABLES - SAS CODE

```
PROC FREQ DATA=mydata.organics;
     TABLES TargetBuy TargetAmt PromClass DemGender;
RUN;
```

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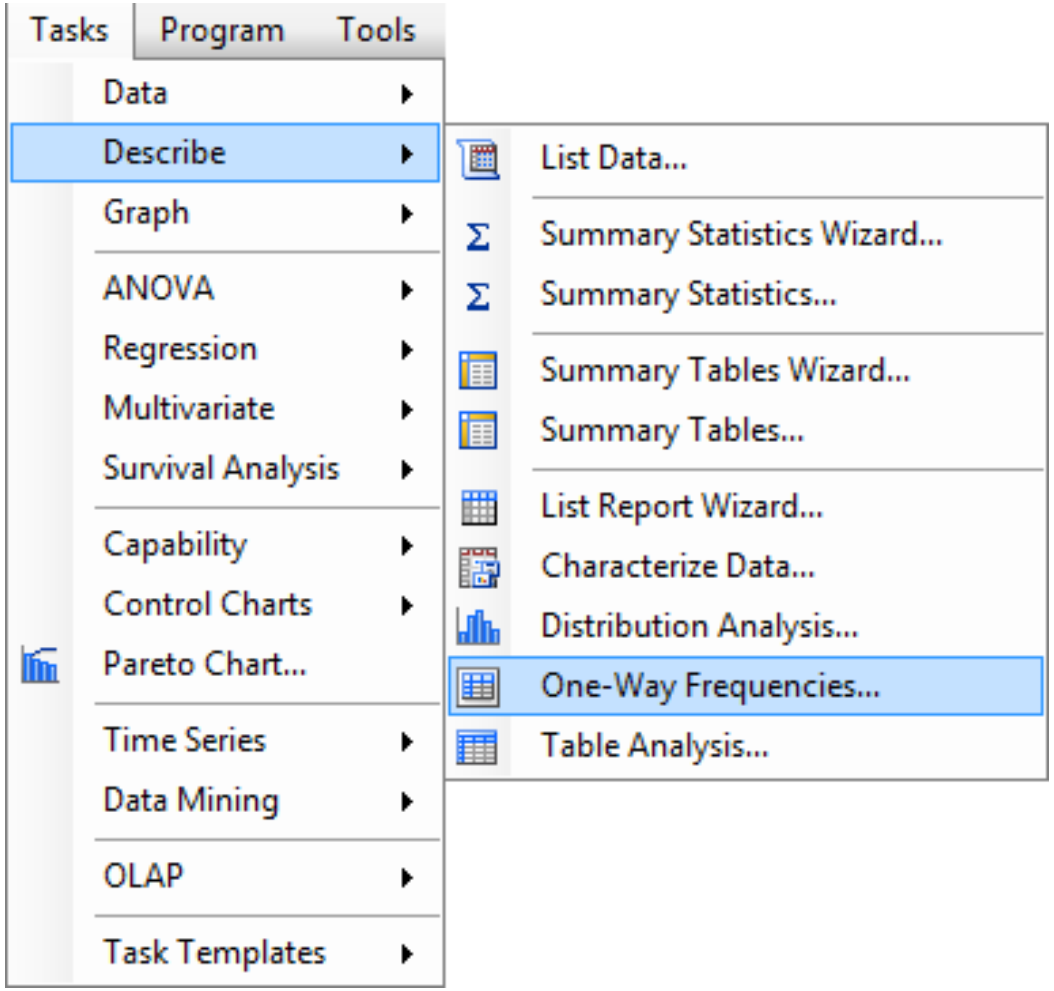
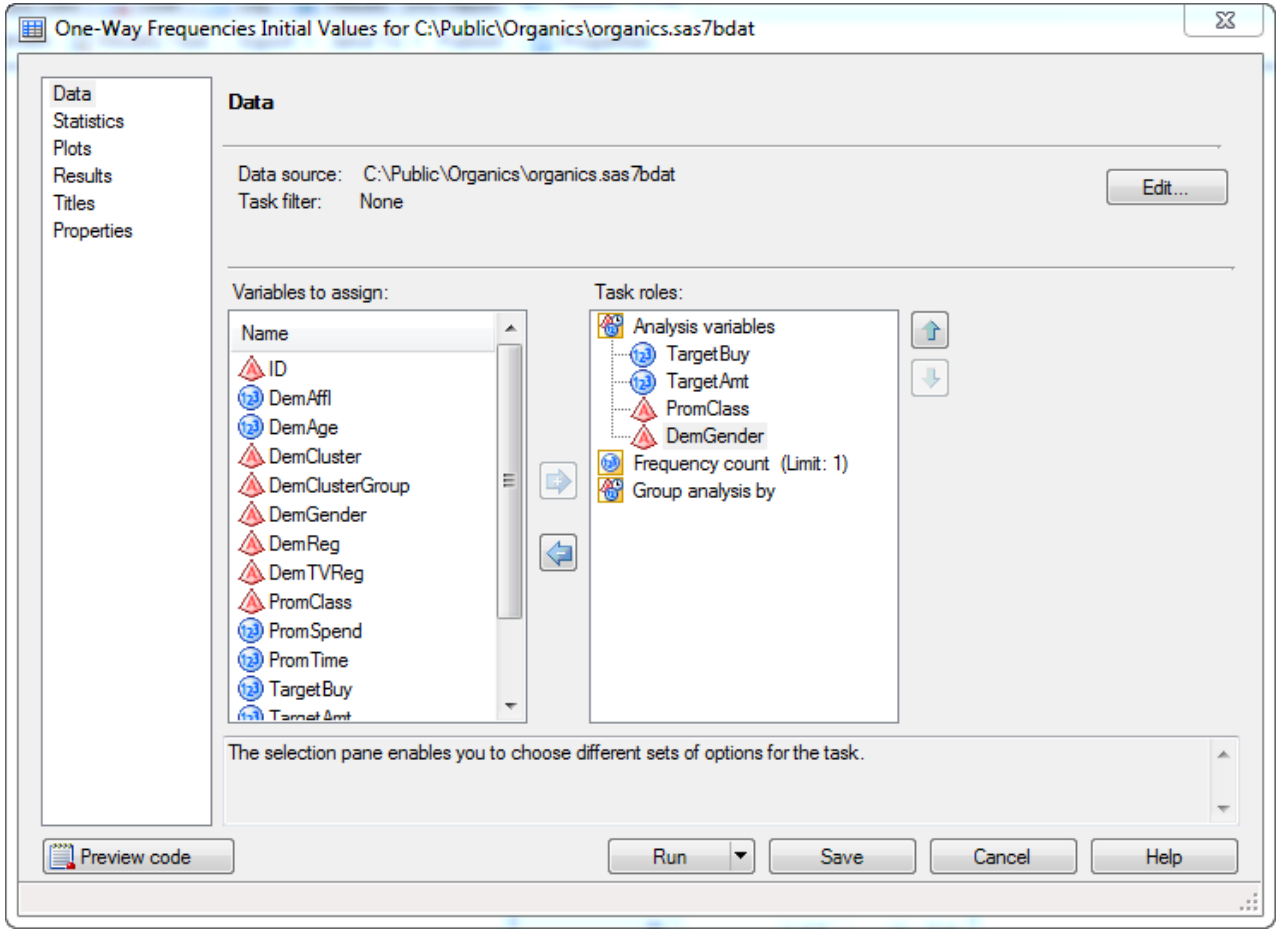
FIRST THINGS FIRST…

CATEGORICAL VARIABLES - SAS ENTERPRISE GUIDE





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FIRST THINGS FIRST…

CATEGORICAL VARIABLES

The FREQ Procedure

Organics Purchase Indicator		
TargetBuy	Frequency	Percent
0	16718	75.23
1	5505	24.77

Organics Purchase Count		
TargetAmt	Frequency	Percent
0	16718	75.23
1	4625	20.81
2	715	3.22
3	165	0.74

Loyalty Status		
LoyaltyStatus	Frequency	Percent
1. Tin	6487	29.19
2. Silver	8572	38.57
3. Gold	6324	28.46
4. Platinum	840	3.78

Gender		
DemGender	Frequency	Percent
	2512	.
F	12149	61.64
M	5815	29.50
U	1747	8.86

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FIRST THINGS FIRST…

CATEGORICAL VARIABLES

The FREQ Procedure

Organics Purchase Indicator		
TargetBuy	Frequency	Percent
0	16718	75.23
1	5505	24.77

Organics Purchase Count		
TargetAmt	Frequency	Percent
0	16718	75.23
1	4625	20.81
2	715	3.22
3	165	0.74

Loyalty Status		
LoyaltyStatus	Frequency	Percent
1. Tin	6487	29.19
2. Silver	8572	38.57
3. Gold	6324	28.46
4. Platinum	840	3.78

Gender		
Gender	Frequency	Percent
	4259	
Female	12149	67.63
Male	5815	32.37

Frequency Missing = 4259

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CONTINUOUS VARIABLES – SAS CODE

```
PROC MEANS DATA=mydata.organics
           VARDEF=DF MEAN STD MIN MAX N NMISS;
     VAR PromSpend PromTime DemAge;
RUN;

 * Use PROC UNIVARIATE to generate the histograms;

TITLE1 "Summary Statistics";
TITLE2 "Histograms";
PROC UNIVARIATE DATA=mydata.organics NOPRINT;
     VAR PromSpend PromTime DemAge;
     HISTOGRAM ;
RUN;
```

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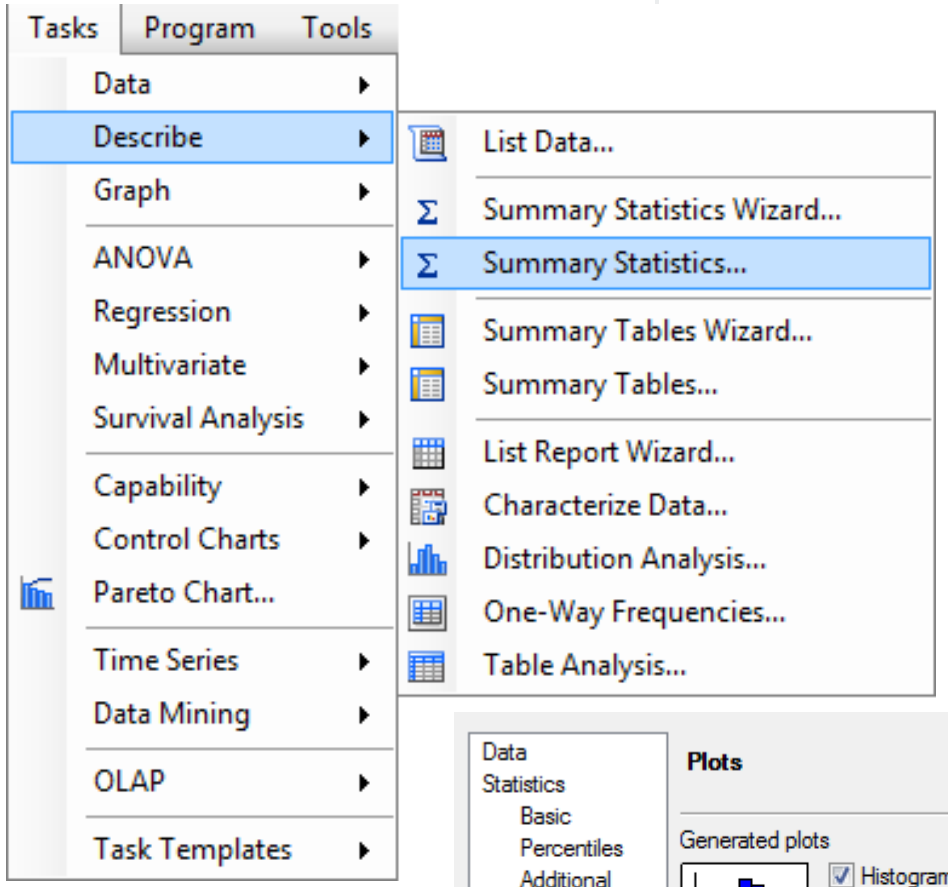
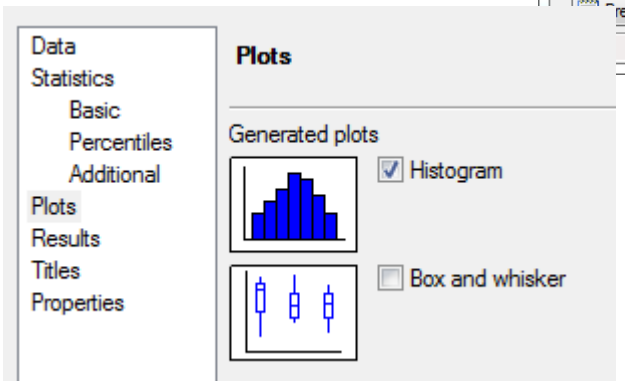
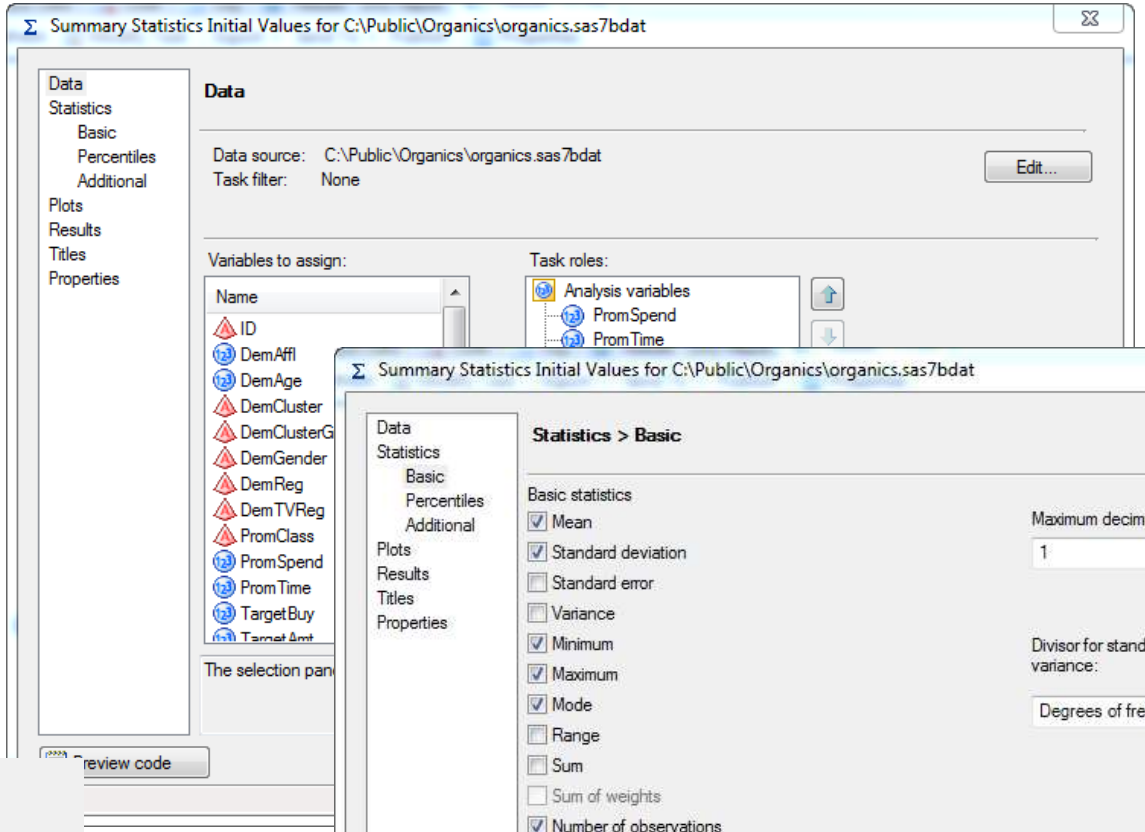
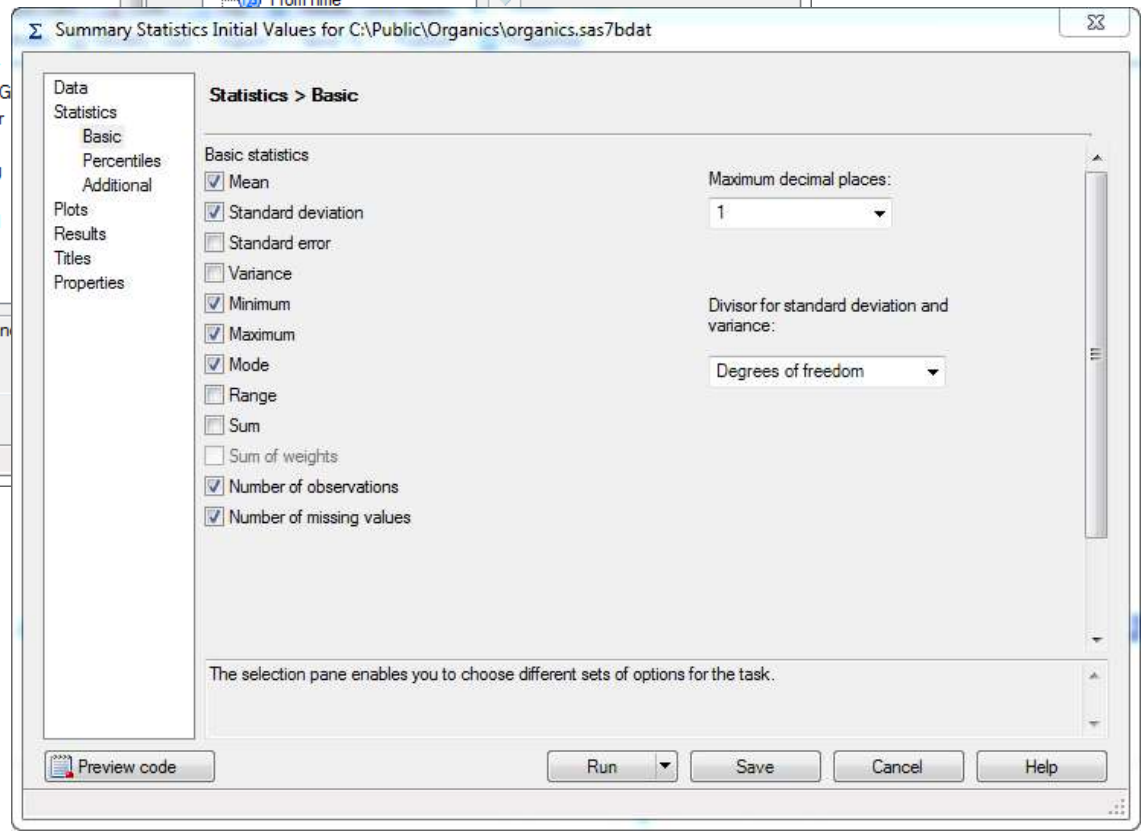
FIRST THINGS FIRST…

CONTINUOUS VARIABLES - SAS ENTERPRISE GUIDE









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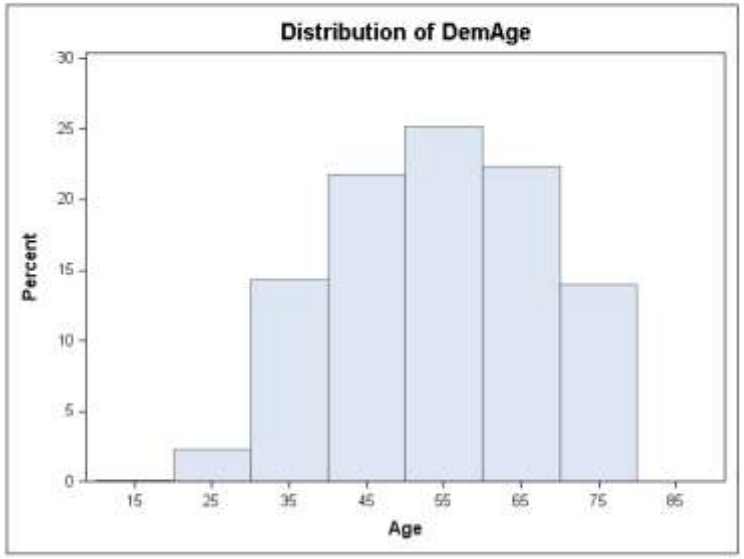
FIRST THINGS FIRST…

CONTINUOUS VARIABLES

The MEANS Procedure

Variable	Label	Mean	Std Dev	Minimum	Maximum	N	N Miss
PromSpend	Total Spend	4420.6	7559.0	0.0	296313.9	22223	0
PromTime	Loyalty Card Tenure	6.6	4.7	0.0	39.0	21942	281
DemAge	Age	53.8	13.2	18.0	79.0	20715	1508

The UNIVARIATE Procedure



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CONTINUOUS VARIABLES - SAS CODE

```
PROC UNIVARIATE DATA = mydata.organics
          CIBASIC(TYPE=TWOSIDED ALPHA=0.05)MU0=0;
     VAR PromSpend DemAge PromTime;
     HISTOGRAM   PromSpend DemAge PromTime / NORMAL
     (         W=1 L=1 COLOR=YELLOW MU=EST SIGMA=EST)
          CFRAME=GRAY CAXES=BLACK WAXIS=1
          CBARLINE=BLACK CFILL=BLUE PFILL=SOLID ;
RUN;
```

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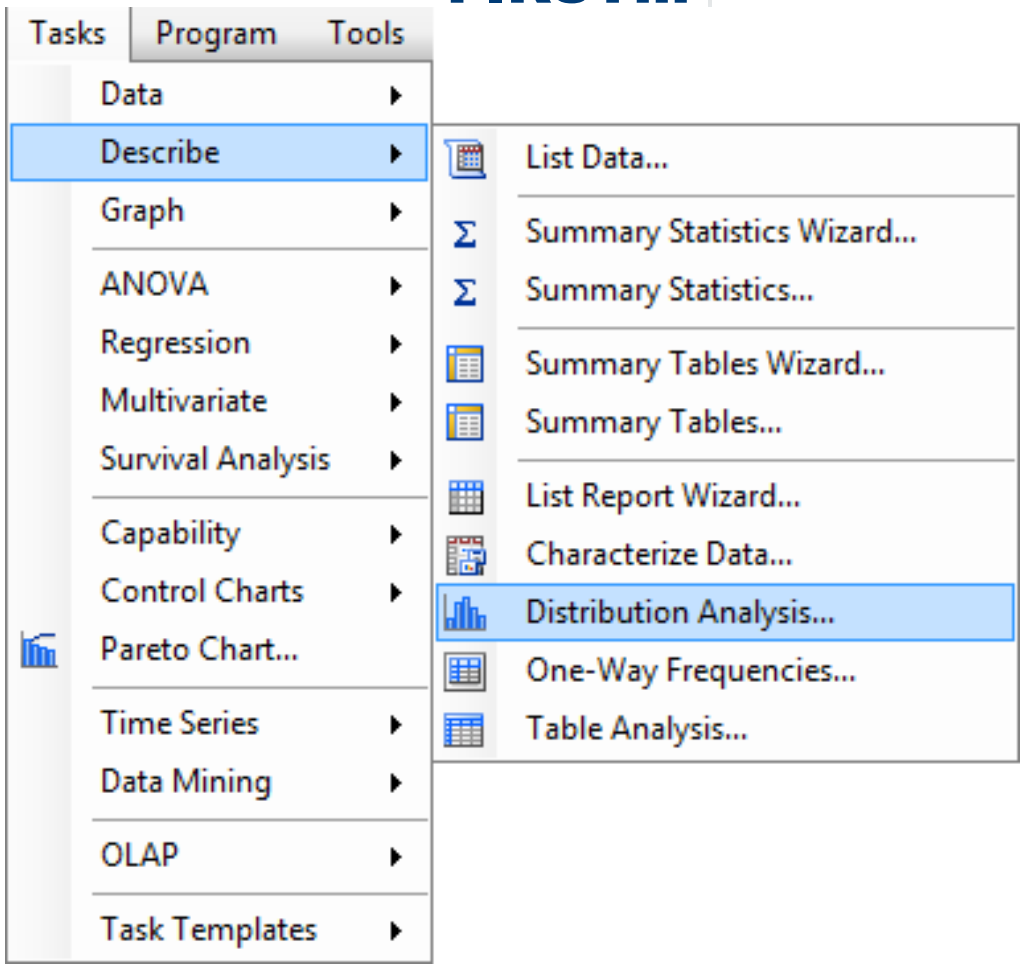
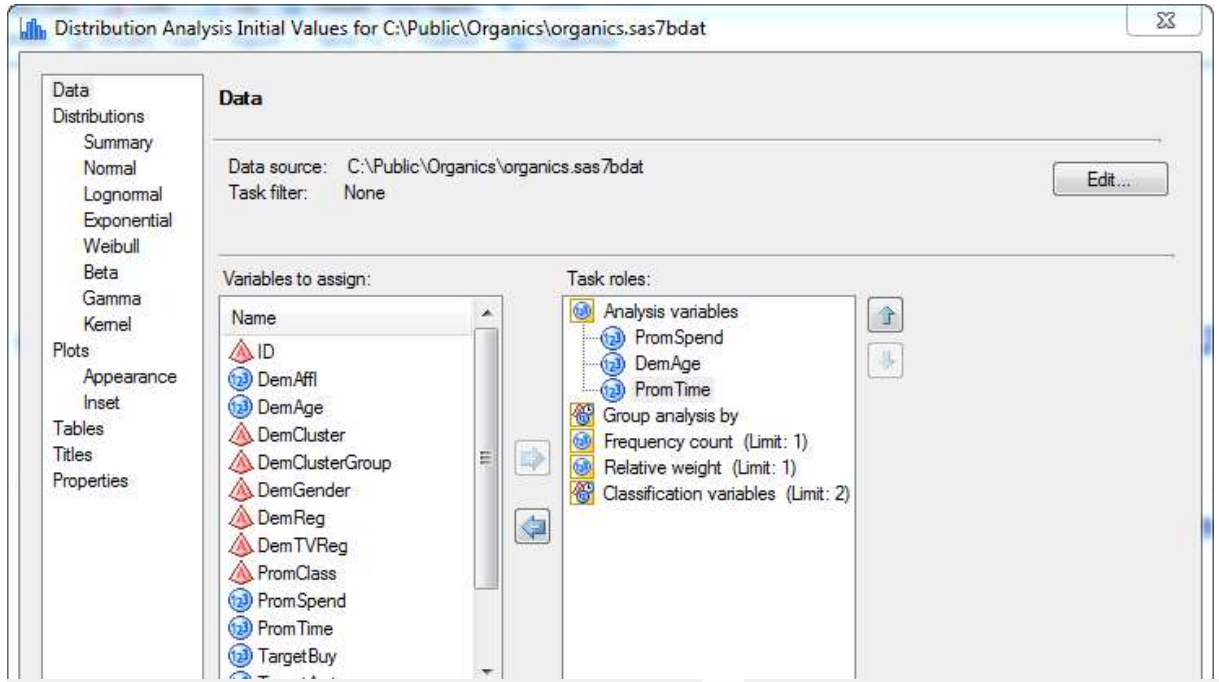
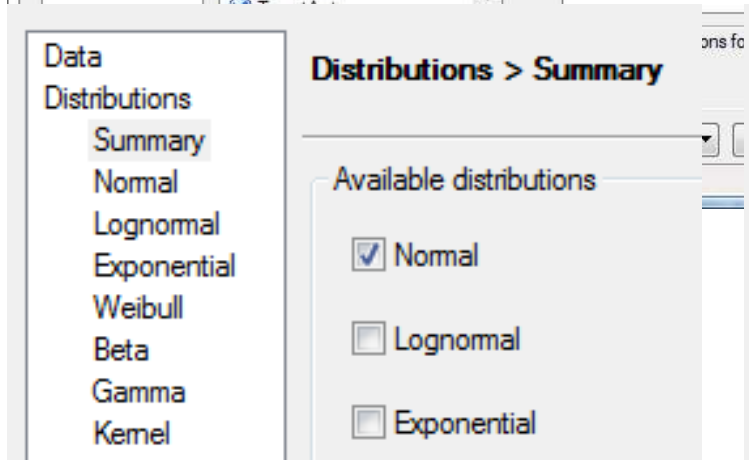
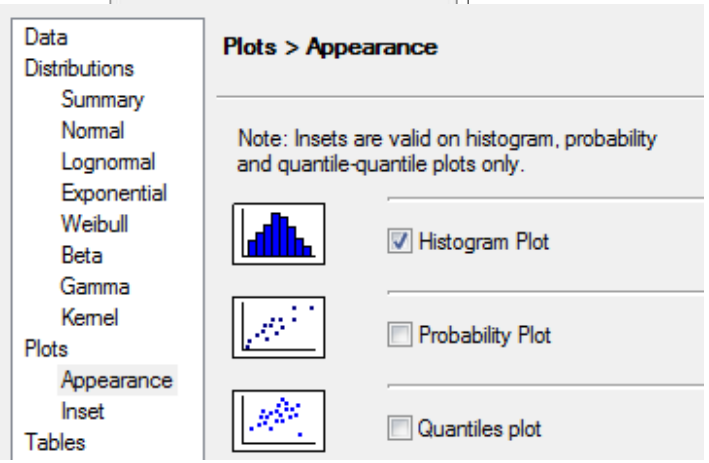
FIRST THINGS FIRST…

CONTINUOUS VARIABLES - SAS ENTERPRISE GUIDE









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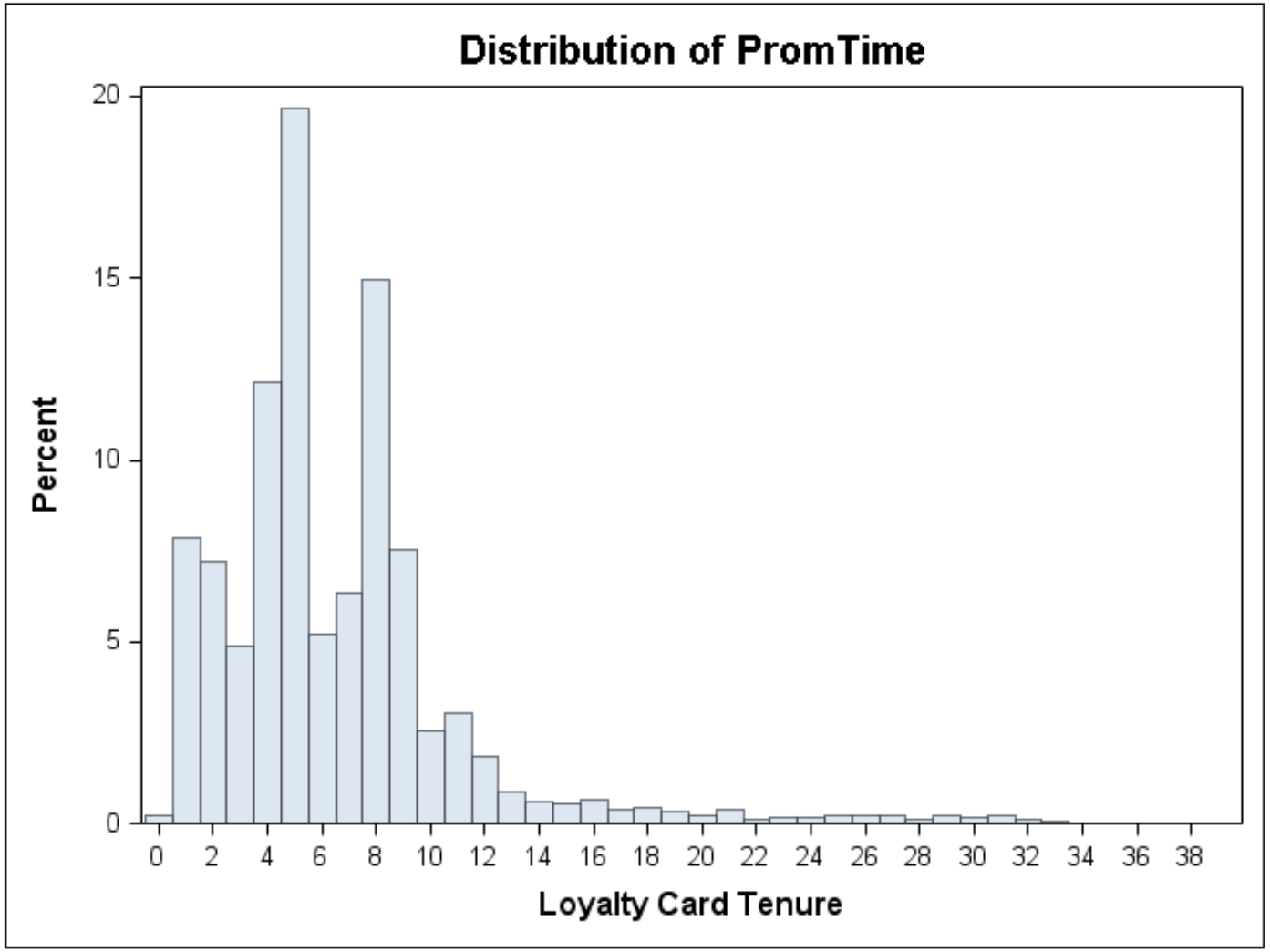
A PICTURE IS WORTH…

The UNIVARIATE Procedure



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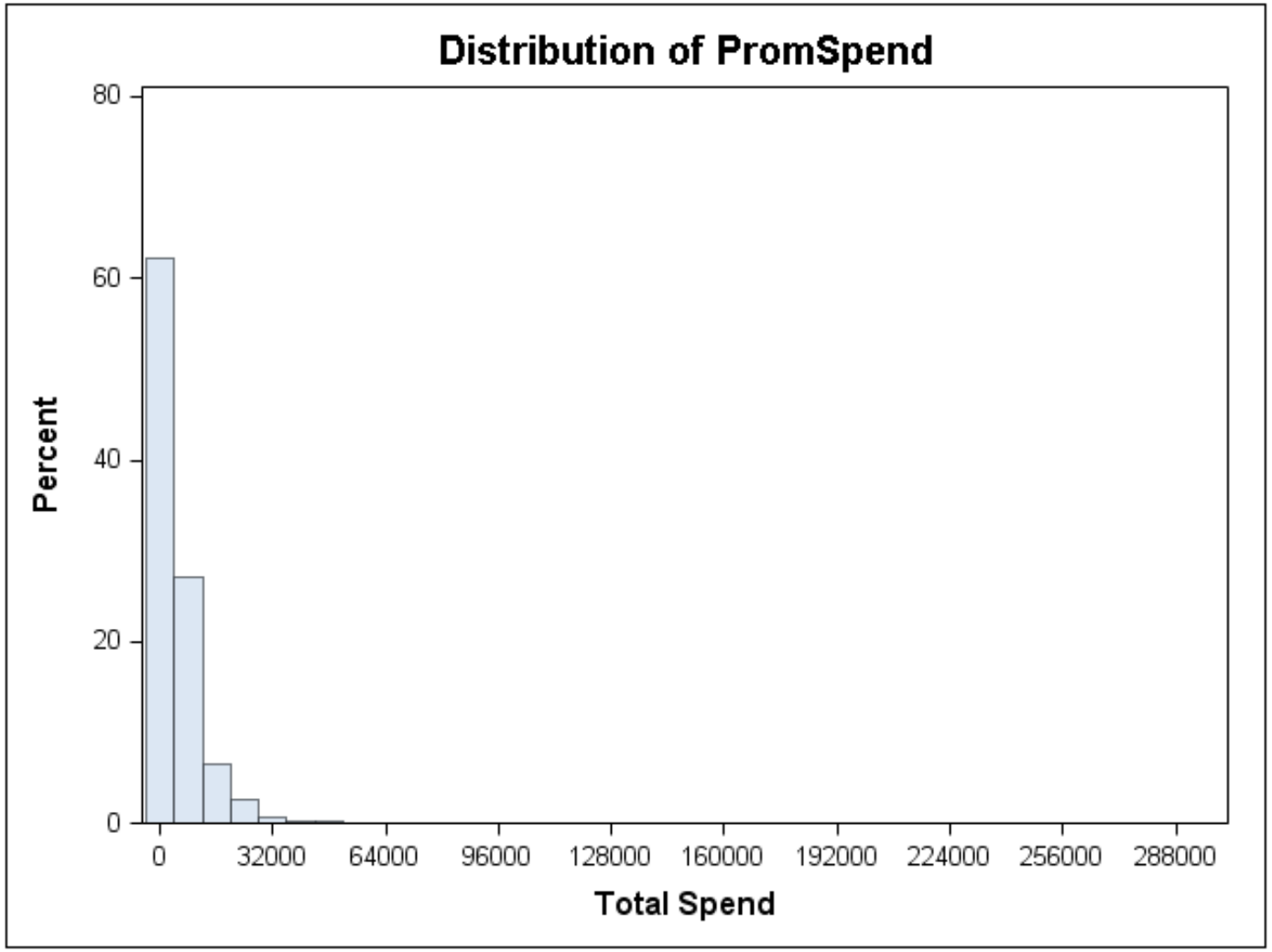
A PICTURE IS WORTH…

The UNIVARIATE Procedure



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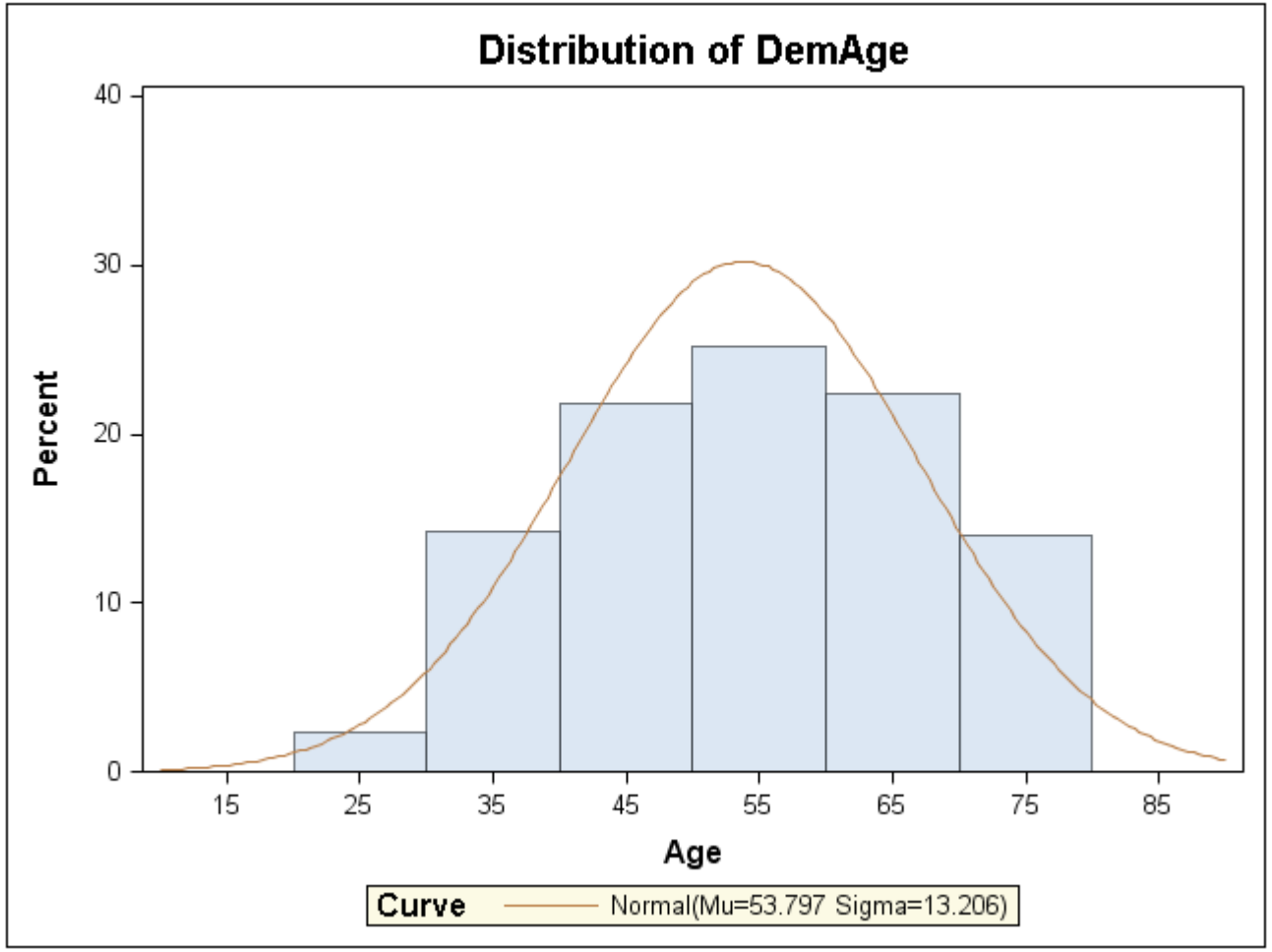
IS IT NORMAL?

The UNIVARIATE Procedure



Goodness-of-Fit Tests for Normal Distribution				
Test	Statistic		p Value	
Kolmogorov-Smirnov	D	0.0493570	Pr > D	<0.010
Cramer-von Mises	W-Sq	10.8931792	Pr > W-Sq	<0.005
Anderson-Darling	A-Sq	80.1149533	Pr > A-Sq	<0.005

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JUST TO CLEAR THINGS UP…

- FREQ
- MEANS
- UNIVARIATE
- CORR

Base

- TTEST
- NPAR1WAY
- ANOVA
- REG
- LOGISTIC

STAT

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ASSOCIATIONS

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ASSOCIATION

- An association exists between two variables if the distribution of one variable changes when the level (or value) of the other variable changes
- If there is no association, the distribution of the first variable is the same regardless of the level of the other variable

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TESTS OF ASSOCIATION

NULL HYPOTHESIS

- There is no association between GENDER and TARGETBUY
- The probability of purchasing organic items is the same whether you are male or female

ALTERNATIVE HYPOTHESIS

- There is an association between GENDER and TARGETBUY
- The probability of purchasing organic items is different between males and females

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INITIAL ANALYSIS | SAS CODE

```
PROC FREQ DATA = mydata.organics2
    ORDER=INTERNAL;
    TABLES Gender * TargetBuy / FORMAT=COMMA8.
        NOROW
        NOCOL
        NOPERCENT
        EXPECTED
        NOCUM
        ALPHA=0.05;
RUN;
```

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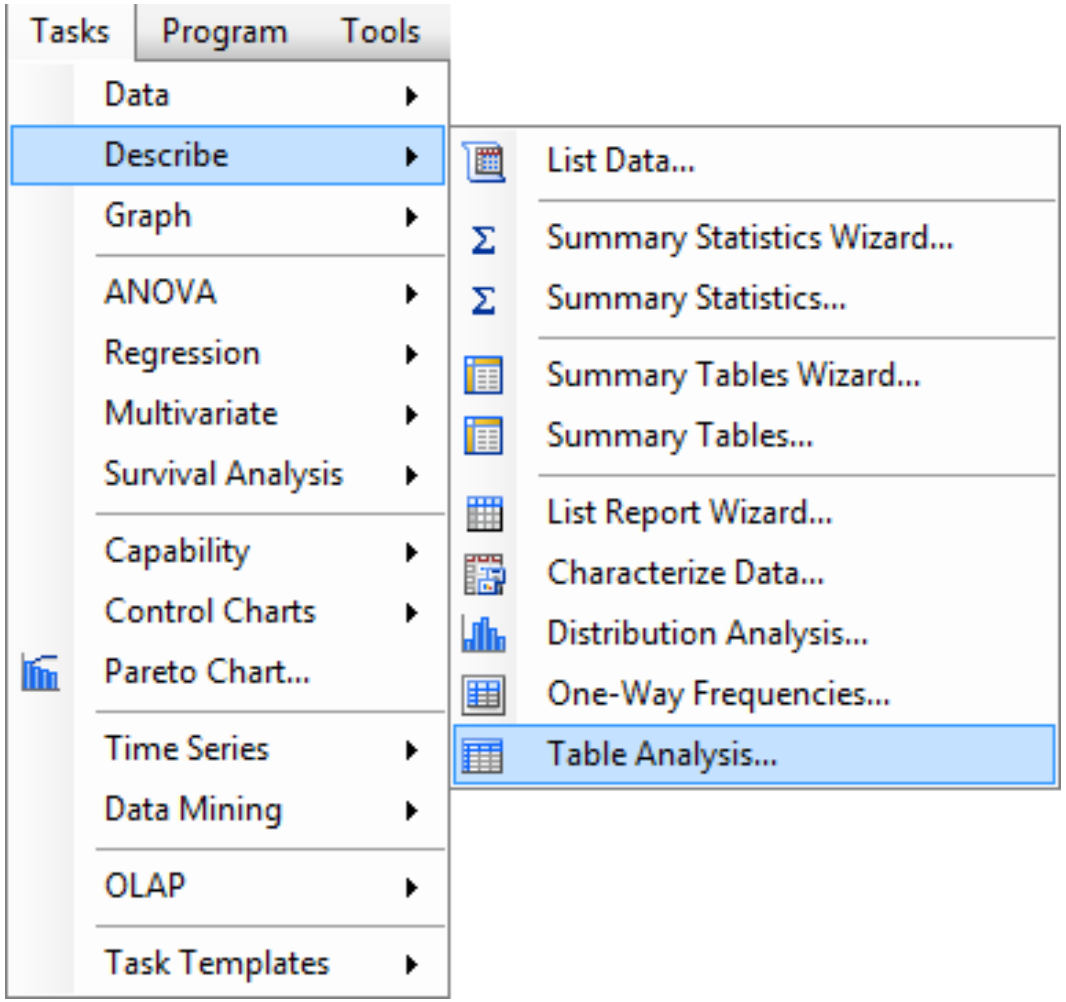
INITIAL ANALYSIS | SAS ENTERPRISE GUIDE



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INITIAL ANALYSIS | SAS ENTERPRISE GUIDE

Table Analysis Initial Crosstab for SASApp:MYDATA.ORGANICS2

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Data

Data source: SASApp:MYDATA.ORGANICS2
Task filter: None
Edit...

Variables to assign:
Name
ID
DemAffl
DemAge
DemCluster
DemClusterGroup
DemReg
DemTVReg
PromSpend
PromTime
TargetBuy
TargetAmt
PrePromAmt

Task roles:
Frequency count (Limit: 1)
Group analysis by
Table variables
TargetBuy
Gender

Preview code

Table Analysis Initial Crosstab for SASApp:MYDATA.ORGANICS2

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Tables

Variables permitted in table:

Preview:

Tables to be generated:
Gender by TargetBuy
<select to begin defining a new table>

Delete

Run | Save | Cancel | Help

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Cell Statistics

Available statistics
- [ ] Cumulative column percentages
- [ ] Row percentages
- [ ] Column percentages
- [x] Cell frequencies
- [ ] Cell percentages
- [ ] Missing value frequencies
- [ ] Cell contribution to Pearson chi-square
- [ ] Cell frequency deviation from expected
- [x] Expected cell frequency
- [ ] Percentage of total frequency
- [ ] Include percentages in the data set

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CATEGORICAL VARIABLE TEST

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CHI-SQUARE TEST

Base

- Association
  - Observed frequencies ≠ expected frequencies
- No Association
  - Observed frequencies = expected frequencies

The FREQ Procedure

Frequency
Expected

Table of Gender by TargetBuy			
	TargetBuy(Organics Purchase Indicator)		
Gender(Gender)	0	1	Total
Female	7,944 8,652	4,205 3,497	12,149
Male	4,849 4,141	966 1,674	5,815
Total	12,793	5,171	17,964
Frequency Missing = 4259			

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CHI-SQUARE TEST

Chi-square tests and the corresponding p-values

- Determine whether an association exists
- Do not measure the strength of an association
- Depend on and reflect the sample size

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P-VALUE FOR CHI-SQUARE TEST

- Probability of observing a chi-square statistic at least as large as the one actually observed, given that there is not association between the variables
- Probability of the association you observe in the data occurring by chance

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CHI-SQUARE TEST | SAS CODE

Base

```
PROC FREQ DATA = mydata.organics2
    ORDER=INTERNAL;
    TABLES Gender * TargetBuy / FORMAT=COMMA8.
        NOCOL
        NOPERCENT
        CELLCHI2
        EXPECTED
        NOCUM
        CHISQ
        ALPHA=0.05;
RUN;
```

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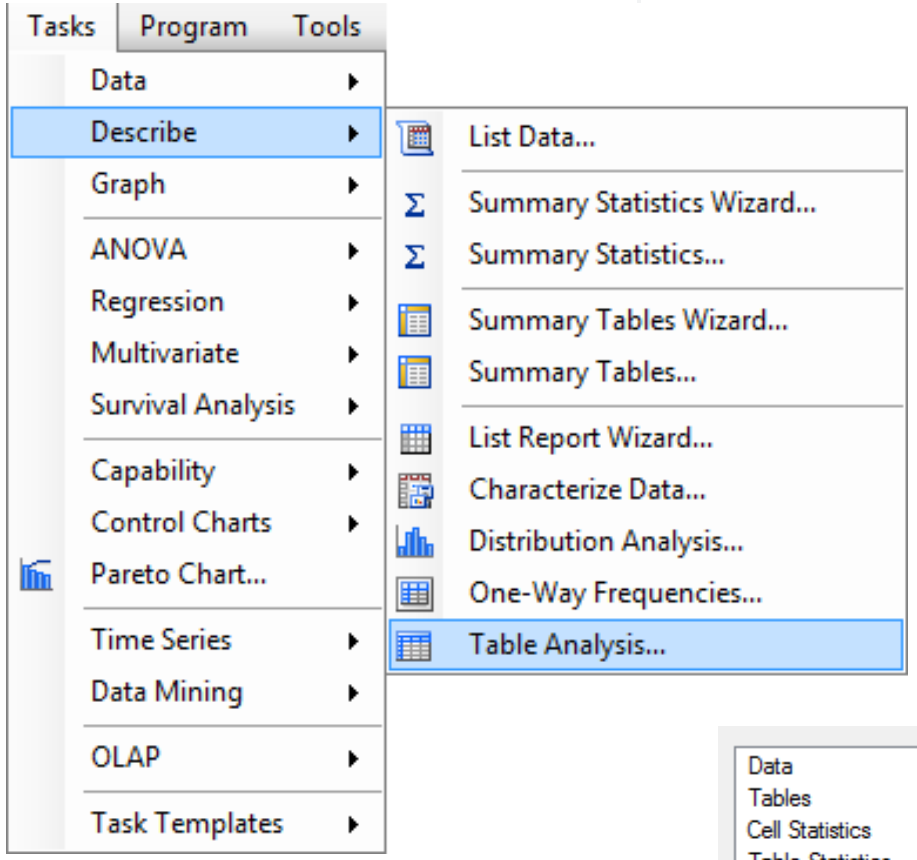
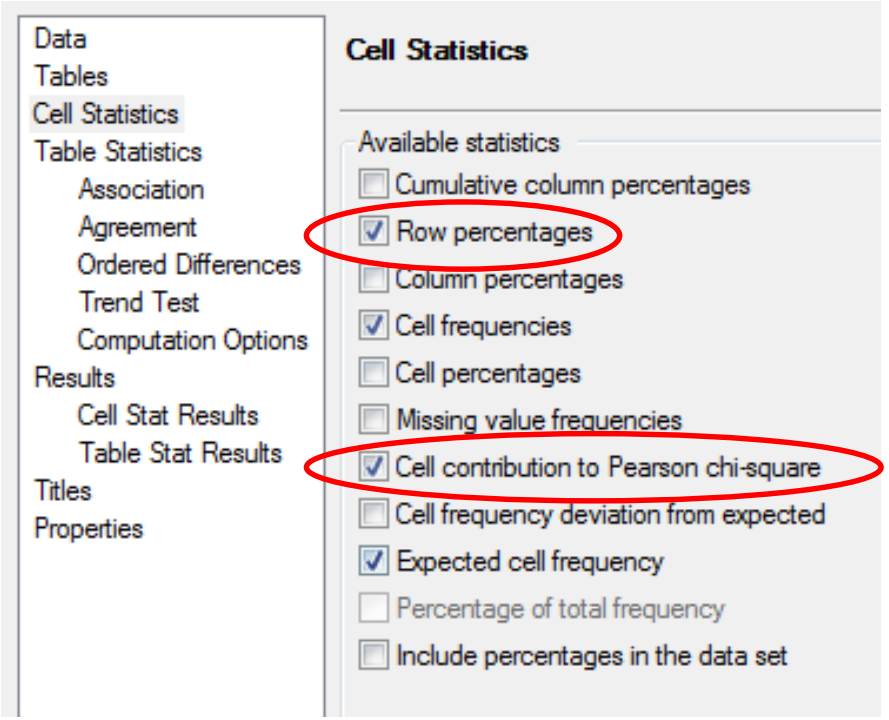
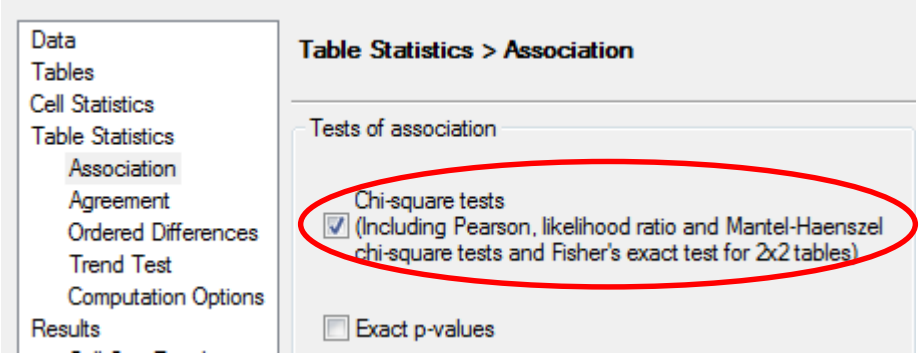
CHI-SQUARE TEST | SAS ENTERPRISE GUIDE







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ADDING CHI-SQUARE TO OUR FREQ OUTPUT

Base

The FREQ Procedure

Frequency
Expected
Cell Chi-Square
Row Pct

Table of Gender by TargetBuy			
	TargetBuy(Organics Purchase Indicator)		
Gender(Gender)	0	1	Total
Female	7,944 8,652 57.915 65.39	4,205 3,497 143.28 34.61	12,149
Male	4,849 4,141 121 83.39	966 1,674 299.35 16.61	5,815
Total	12,793	5,171	17,964
Frequency Missing = 4259			

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ADDING CHI-SQUARE TO OUR FREQ OUTPUT (CONTINUED)

Base

Statistics for Table of Gender by TargetBuy

Statistic	DF	Value	Prob
Chi-Square	1	621.5507	<.0001
Likelihood Ratio Chi-Square	1	662.3524	<.0001
Continuity Adj. Chi-Square	1	620.6729	<.0001
Mantel-Haenszel Chi-Square	1	621.5161	<.0001
Phi Coefficient		-0.1860	
Contingency Coefficient		0.1829	
Cramer's V		-0.1860	

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STRENGTH OF ASSOCIATION

Cramer's V Statistic

- -1 to 1 for 2 by 2 tables
- 0 to 1 for larger tables
- Values further away from 0 indicate the presence of a relatively strong association

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ADDING CHI-SQUARE TO OUR FREQ OUTPUT

STRENGTH OF ASSOCIATION – CRAMER'S V

Base

Statistics for Table of Gender by TargetBuy

Statistic	DF	Value	Prob
Chi-Square	1	621.5507	<.0001
Likelihood Ratio Chi-Square	1	662.3524	<.0001
Continuity Adj. Chi-Square	1	620.6729	<.0001
Mantel-Haenszel Chi-Square	1	621.5161	<.0001
Phi Coefficient		-0.1860	
Contingency Coefficient		0.1829	
Cramer's V		-0.1860	

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WHEN NOT TO USE CHI-SQUARE

- When more than 20% of cells have expected counts less than five
- **In this case use Fisher's Exact Test**

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EXAMPLE FOR FISHER'S EXACT TEST

Row number	Product	Purchased
1	A	yes
2	A	yes
3	A	yes
4	A	no
5	B	yes
6	B	no
7	B	no
8	B	no
9	B	no

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FISHER'S EXACT TEST

- Useful when sample sizes are small (less than 20-25 total)
- 2x2 tables
- Calculates probabilities by considering every possible table where the marginal (row and column) totals remain fixed)
- Large datasets may require a prohibitive amount of time and memory for computing exact p-value.

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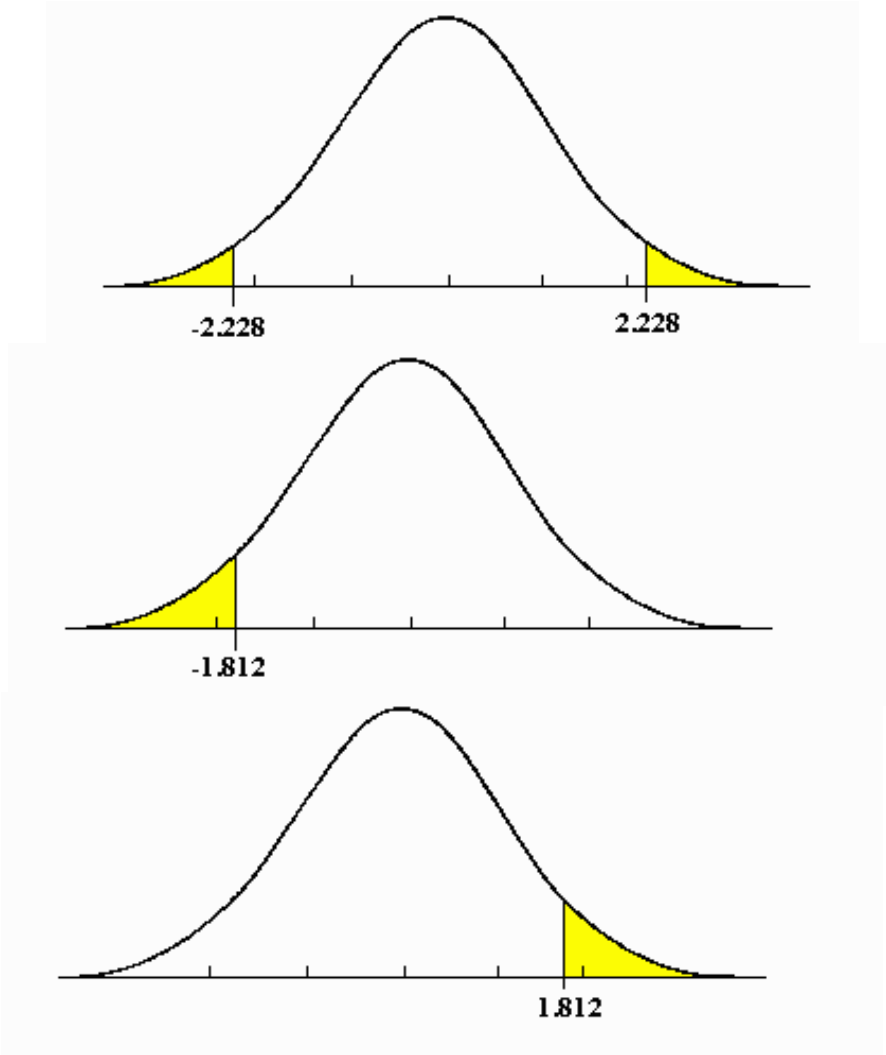
FISHER'S EXACT TEST HYPOTHESIS

Null Hypothesis: No Association

Alternative Hypothesis:

- Two-Tailed
- Left-tailed
- Right-tailed



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FISCHER'S EXACT TEST

SAS CODE

Base

```
PROC FREQ DATA =mydata.products
        ORDER=INTERNAL;
        TABLES Product * Purchased /
                NOROW
                NOPERCENT
                CELLCHI2
                EXPECTED
                NOCUM
                FISHER
                SCORES=TABLE
                ALPHA=0.05;
RUN;
```

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FISHER'S EXACT TEST

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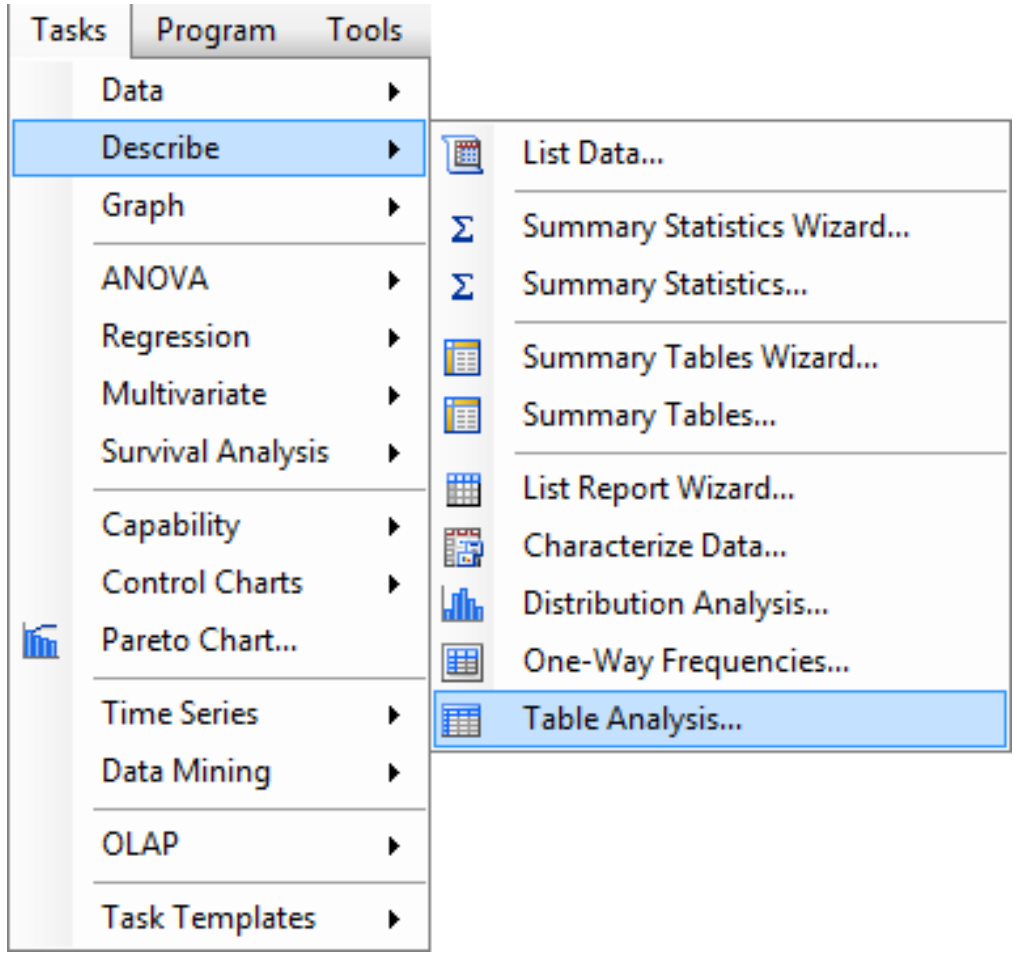

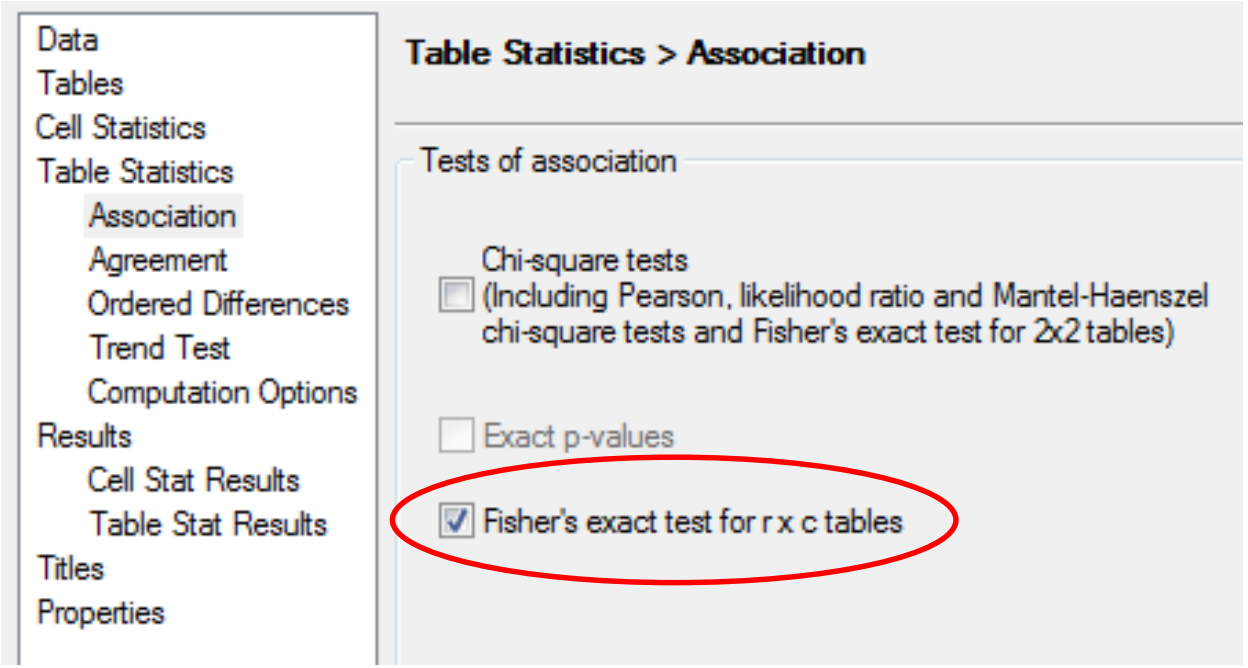

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FISHER'S EXACT TEST

Base

Frequency Expected Cell Chi-Square Col Pct

Table of Product by Purchased

Product	Purchased		
	no	yes	Total
A	1 2.2222 0.6722 20.00	3 1.7778 0.8403 75.00	4
B	4 2.7778 0.5378 80.00	1 2.2222 0.6722 25.00	5
Total	5	4	9

Statistic	DF	Value	Prob
Chi-Square	1	2.7225	0.0989
Likelihood Ratio Chi-Square	1	2.8626	0.0907
Continuity Adj. Chi-Square	1	0.9506	0.3296
Mantel-Haenszel Chi-Square	1	2.4200	0.1198
Phi Coefficient		-0.5500	
Contingency Coefficient		0.4819	
Cramer's V		-0.5500	

WARNING: 100% of the cells have expected counts less than 5. Chi-Square may not be a valid test.

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FISHER'S EXACT TEST

Base

Fisher's Exact Test	
Cell (1,1) Frequency (F)	1
Left-sided Pr <= F	0.1667
Right-sided Pr >= F	0.9921
Table Probability (P)	0.1587
Two-sided Pr <= P	0.2063

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ORDINAL VARIABLES TEST

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MANTEL HAENSZEL CHI-SQUARE TEST

- Good with Ordinal association
  - Means as one variable increases the other variable tends to increase or decrease
- Need to have one variable with more than 2 levels
- Does not measure strength of association

Null Hypothesis:

There is no ordinal association between the row and column variables

Alternative Hypothesis:

There is an ordinal association between the row and column variables.

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MANTEL HAENSZEL CHI-SQUARE TEST

SAS CODE

Base

```
PROC FREQ DATA = mydata.organics2
        ORDER=INTERNAL;
        TABLES LoyaltyStatus * TargetBuy /
                NOCOL
                NOPERCENT
                CELLCHI2
                EXPECTED
                NOCUM
                CHISQ
                SCORES=TABLE
                ALPHA=0.05;
RUN;
```

Loyalty Status		
Loyalty Status	Frequency	Percent
1. Tin	6487	29.19
2. Silver	8572	38.57
3. Gold	6324	28.46
4. Platinum	840	3.78

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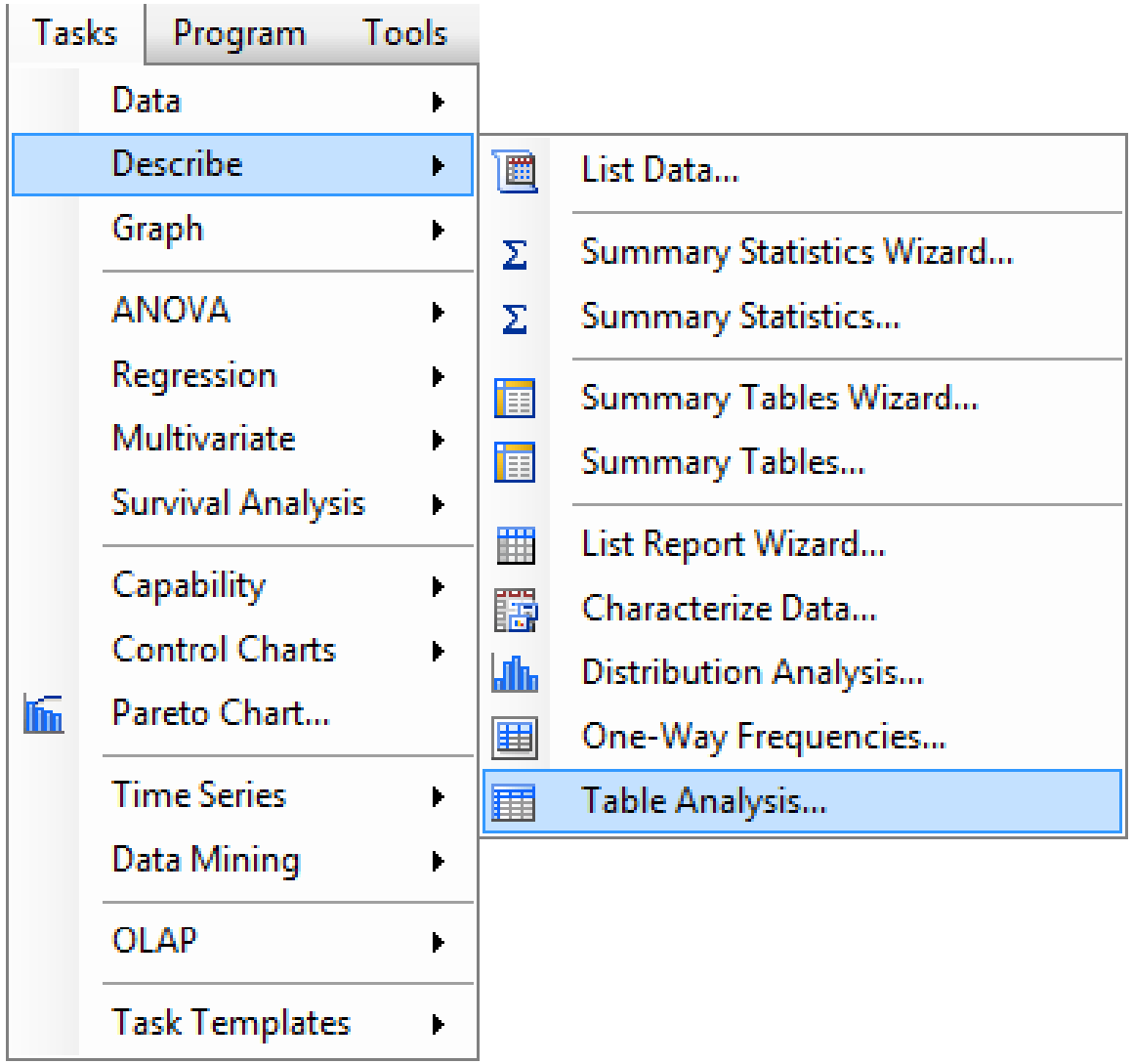
MANTEL HAENSZEL CHI-SQUARE TEST

SAS ENTERPRISE GUIDE



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MANTEL HAENSZEL CHI-SQUARE TEST

SAS ENTERPRISE GUIDE

Table Analysis Ordinal Chi-Square for SASApp:MYDATA.ORGANICS2

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Data

Data source: SASApp:MYDATA.ORGANICS2
Task filter: None
Edit...

Variables to assign:

Name
ID
DemAffl
DemAge
DemCluster
DemClusterGroup
DemReg
DemTVReg
PromSpend
PromTime
TargetBuy
TargetAmt
PrePromAmt

Task roles:

Frequency count (Limit: 1)
Group analysis by
Table variables
LoyaltyStatus
TargetBuy

The selection pane enables you to choose different sets of options for the task.

Preview code | Run | Save | Cancel

Table Analysis Ordinal Chi-Square for SASApp:MYDATA.ORGANICS2

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Tables

Variables permitted in table:

Preview:

Tables to be generated:

LoyaltyStatus by TargetBuy
<select to begin defining a new table>

Delete

The selection pane enables you to choose different sets of options for the task.

Run | Save | Cancel | Help

Data
Tables
Cell Statistics
Table Statistics
Association
Agreement
Ordered Differences
Trend Test
Computation Options
Results
Cell Stat Results
Table Stat Results
Titles
Properties

Cell Statistics

Available statistics

- [ ] Cumulative column percentages
- [ ] Row percentages
- [ ] Column percentages
- [x] Cell frequencies
- [ ] Cell percentages
- [ ] Missing value frequencies
- [ ] Cell contribution to Pearson chi-square
- [ ] Cell frequency deviation from expected
- [x] Expected cell frequency
- [ ] Percentage of total frequency
- [ ] Include percentages in the data set

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MANTEL HAENSZEL CHI-SQUARE TEST

Base

The FREQ Procedure

Frequency Expected Cell Chi-Square Row Pct

Table of LoyaltyStatus by TargetBuy

LoyaltyStatus(Loyalty Status)	TargetBuy(Organics Purchase Indicator) 0	1	Total
1. Tin	4458 4880.1 36.503 68.72	2029 1606.9 110.86 31.28	6487
2. Silver	6460 6448.6 0.0202 75.36	2112 2123.4 0.0615 24.64	8572
3. Gold	5088 4757.4 22.968 80.46	1236 1566.6 69.751 19.54	6324
4. Platinum	712 631.92 10.149 84.76	128 208.08 30.82 15.24	840
Total	16718	5505	22223

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MANTEL HAENSZEL CHI-SQUARE TEST

Base

Statistics for Table of LoyaltyStatus by TargetBuy

Statistic	DF	Value	Prob
Chi-Square	3	281.1281	<.0001
Likelihood Ratio Chi-Square	3	283.1617	<.0001
Mantel-Haenszel Chi-Square	1	278.2499	<.0001
Phi Coefficient		0.1125	
Contingency Coefficient		0.1118	
Cramer's V		0.1125	

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STRENGTH OF ASSOCIATION

Spearman Correlation Statistic

- Range -1 to 1
- Values close to 1, relatively high degree of positive correlation
- Values close to -1, relatively high degree of negative correlation
- Only valid if both variables are ordinally scaled and in logical order

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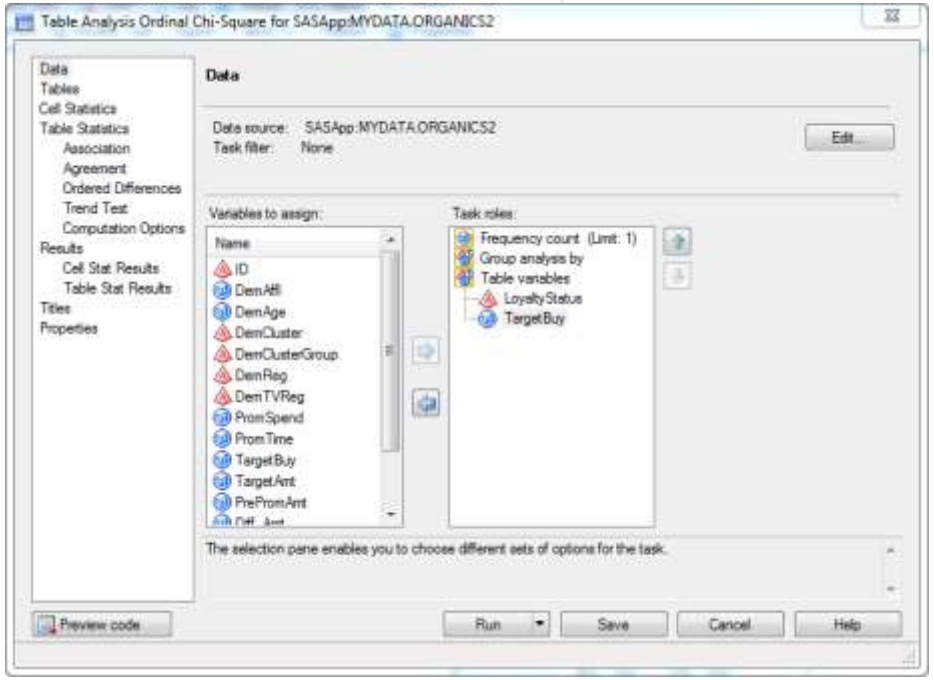
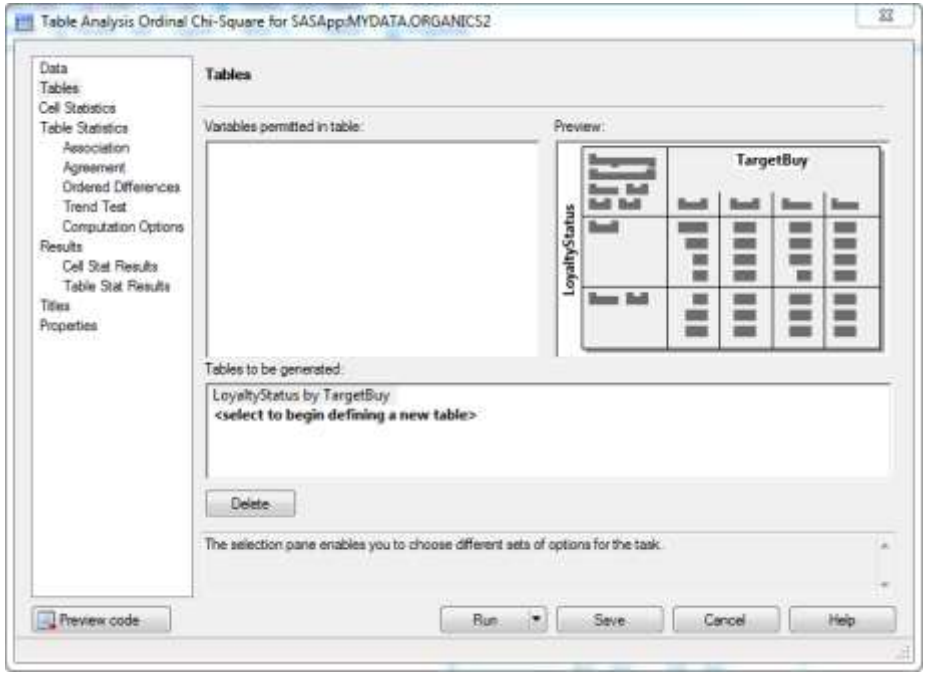
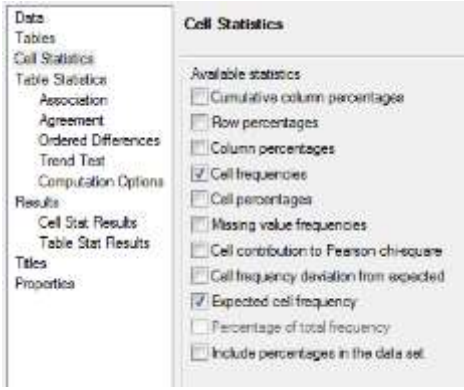
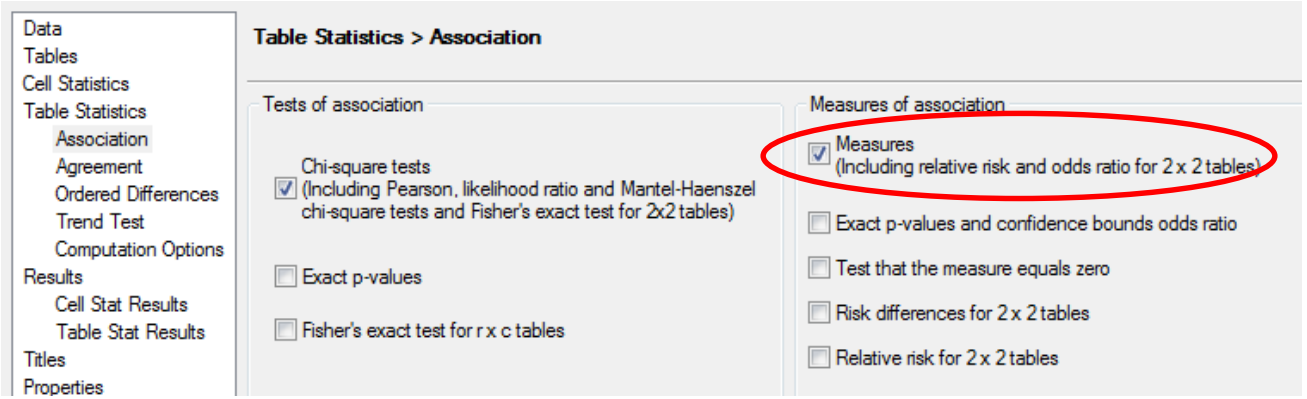
MANTEL HAENSZEL CHI-SQUARE TEST

WITH SPEARMAN CORRELATION - SAS ENTERPRISE GUIDE









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MANTEL HAENSZEL CHI-SQUARE TEST WITH SPEARMAN CORRELATION

Base

Statistic	Value	ASE	95% Confidence Limits	
Gamma	-0.2072	0.0121	-0.2309	-0.1835
Kendall's Tau-b	-0.1047	0.0062	-0.1168	-0.0926
Stuart's Tau-c	-0.1057	0.0063	-0.1180	-0.0934
Somers' D C|R	-0.0773	0.0046	-0.0863	-0.0683
Somers' D R|C	-0.1418	0.0083	-0.1581	-0.1254
Pearson Correlation	-0.1119	0.0065	-0.1247	-0.0991
Spearman Correlation	-0.1121	0.0066	-0.1250	-0.0991
Lambda Asymmetric C|R	0.0000	0.0000	0.0000	0.0000
Lambda Asymmetric R|C	0.0000	0.0000	0.0000	0.0000
Lambda Symmetric	0.0000	0.0000	0.0000	0.0000
Uncertainty Coefficient C|R	0.0114	0.0013	0.0088	0.0140
Uncertainty Coefficient R|C	0.0053	0.0006	0.0041	0.0065
Uncertainty Coefficient Symmetric	0.0072	0.0008	0.0055	0.0089

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CONTINUOUS VARIABLE TEST

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CORRELATIONS

- Describes the relationship between 2 continuous variables
- Important to view data in scatter plot before you start analysis

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CORRELATIONS | SCATTER PLOT

- 2 dimensional graphs produced by plotting one variable against another
- Useful to
  - Explore the relationship between 2 variables
  - Locate outlying or unusual values
  - Identify possible trends
  - Identify a basic relationship of Y and X values
  - Communicate data analysis results

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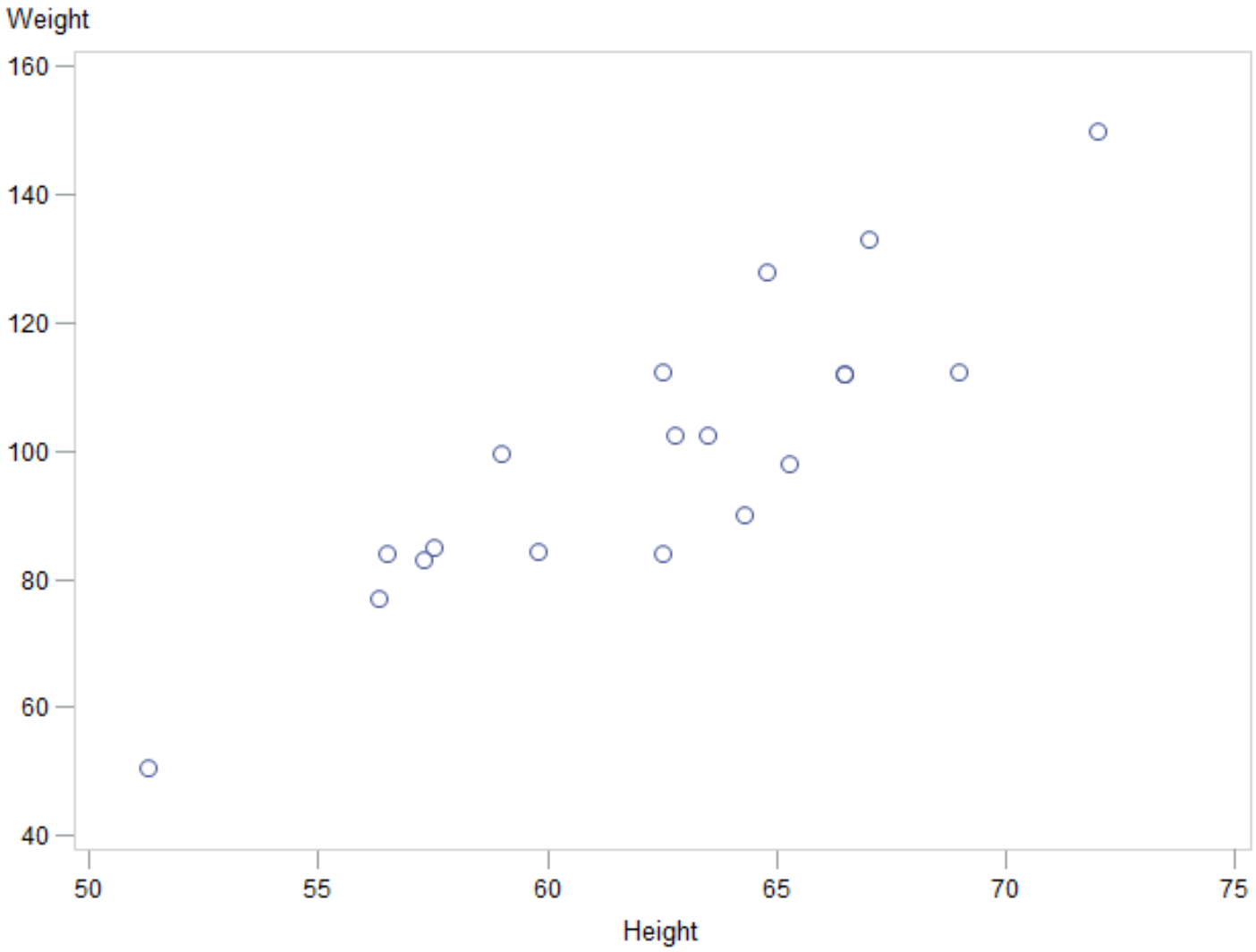
Base

Typical Scatter Plot



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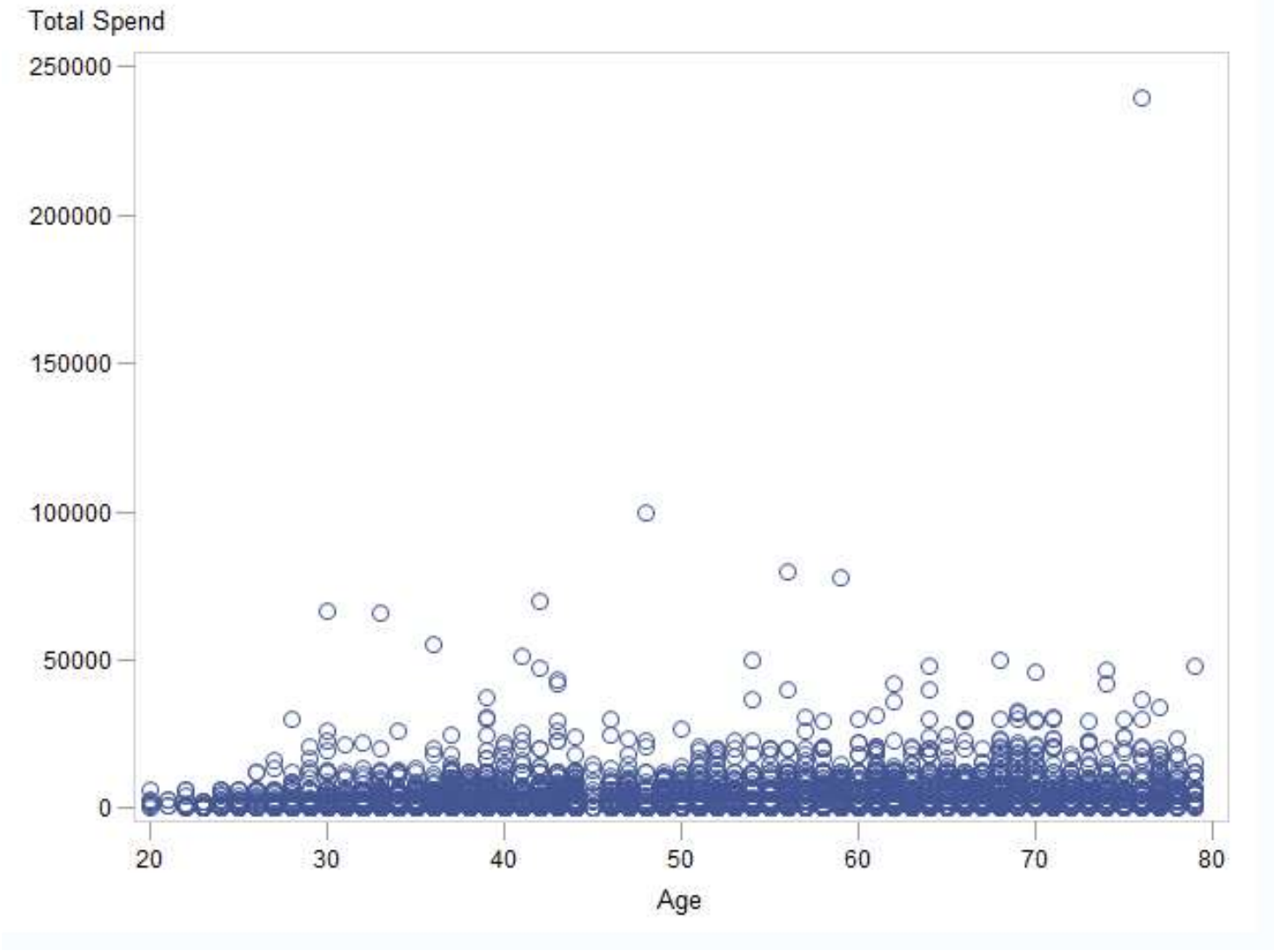
CORRELATIONS | SCATTER PLOT

Base

PROMSpend & DEMAge



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CORRELATIONS | SCATTER PLOT CODE

PROMSpend & DEMAge

```
PROC GPLOT DATA=mydata.organics2;
PLOT PromSpend * DemAge;
RUN;
```

*Proc GPLOT is in SAS/Graph, you can substitute PROC PLOT

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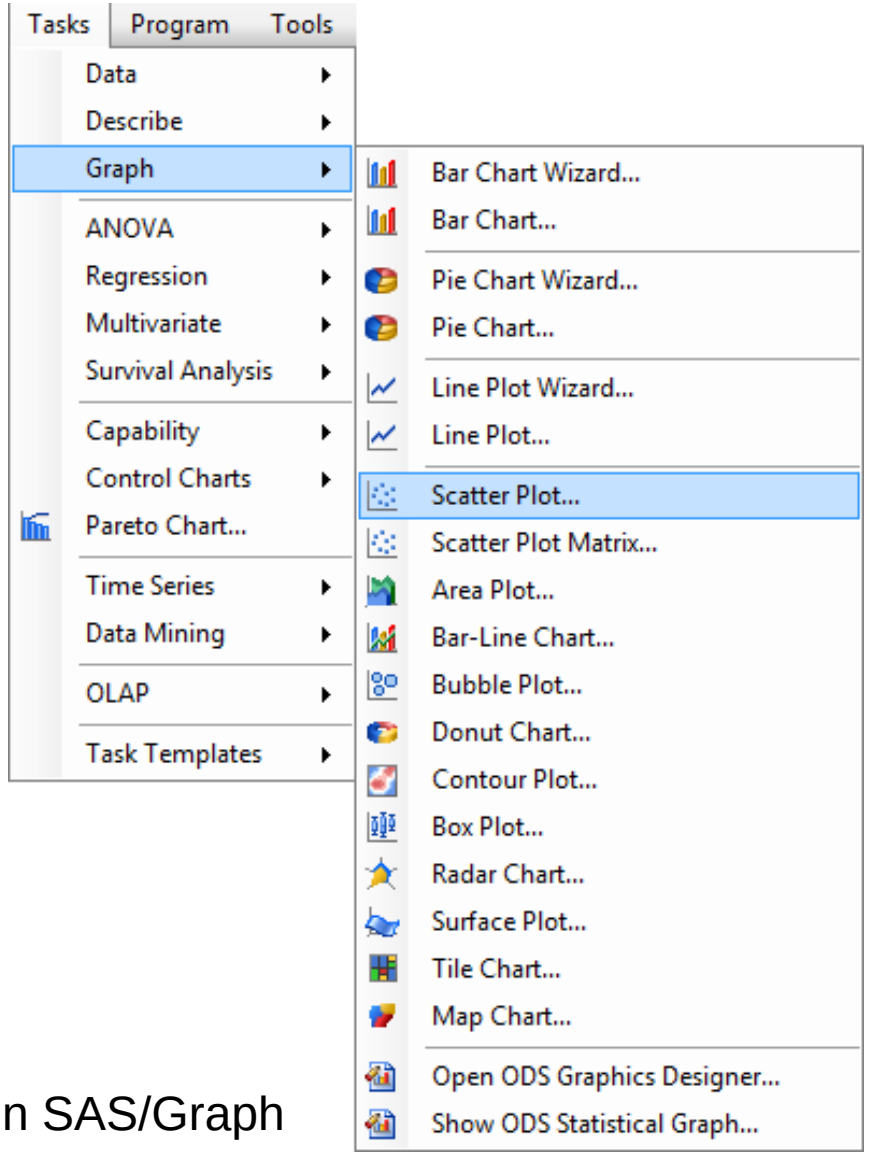
CORRELATIONS

SAS ENTERPRISE GUIDE

Graph



*Proc GPLOT is in SAS/Graph

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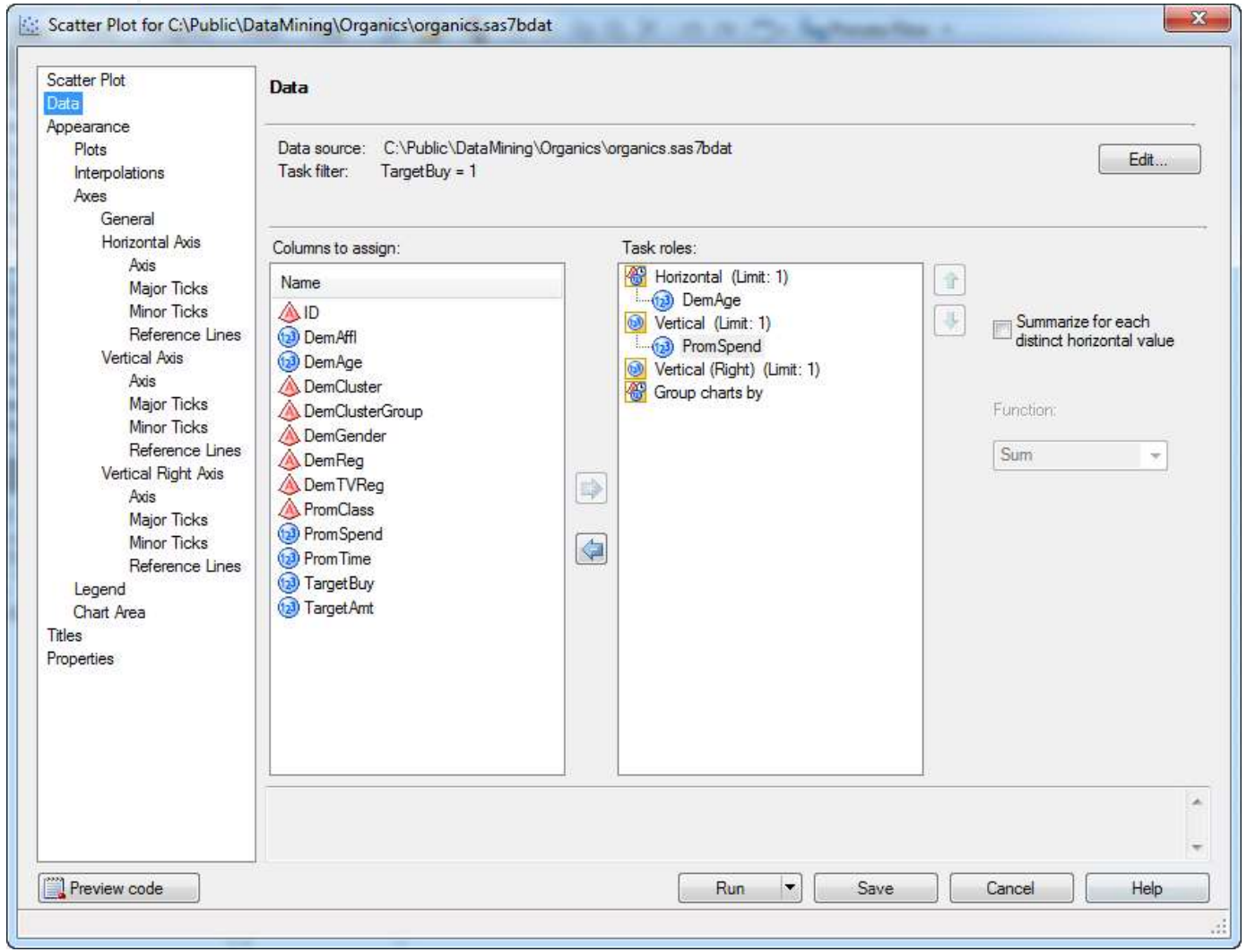
CORRELATIONS SAS ENTERPRISE GUIDE

Graph



*Proc GPLOT is in SAS/Graph

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CORRELATIONS | SCATTER PLOT

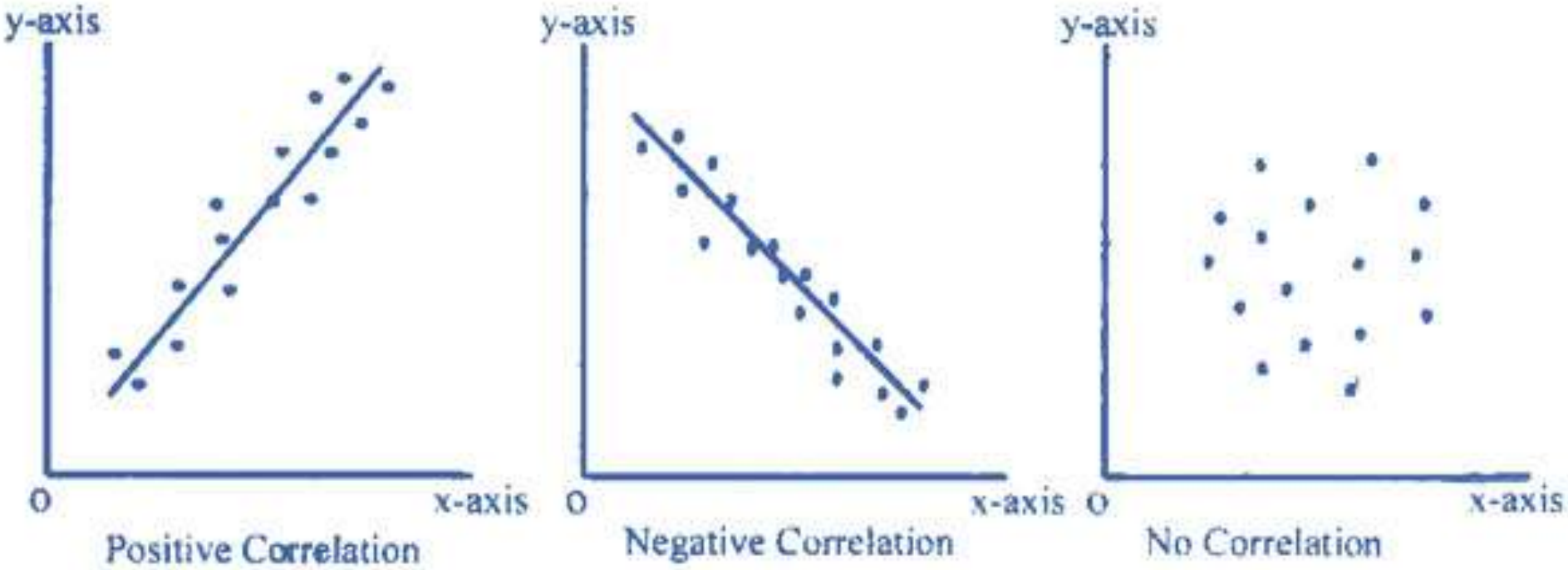

Image Source: eMathZone.com

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CORRELATIONS | PEARSON CORRELATION COEFFICIENT

- Between -1 and 1
- Closer to either extreme, high degree of linear association between the two variables
- Close to 0, no linear association
- Greater than 0, positive linear association
- Less than 0, negative linear association

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CORRELATIONS | HYPOTHESIS TEST

- The parameter representing correlation is ρ
- ρ is estimated by the sample statistic *r*

Null Hypothesis:

There is no association between the 2 variables, $\rho = 0$

Alternative Hypothesis:

There is an association between the 2 variables, $\rho \neq 0$

- Rejecting H_0 indicates only great confidence that ρ is not exactly 0
- A p-value does not measure the magnitude of the association
- Sample size affects the p-value

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CORRELATIONS | SAS CODE

Base

```
PROC CORR DATA=mydata.organics
    PEARSON;
    VAR DemAge PromSpend;
RUN;
```

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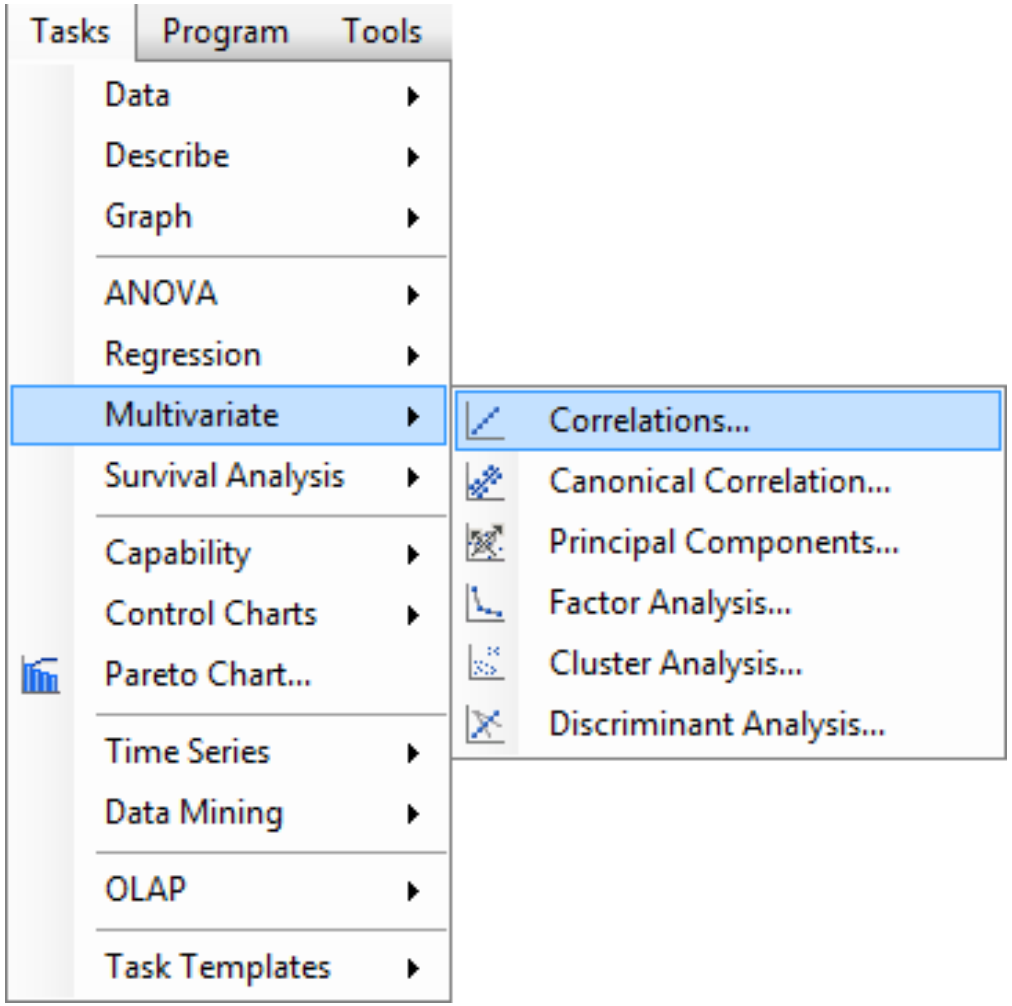
CORRELATIONS | SAS ENTERPRISE GUIDE

Base



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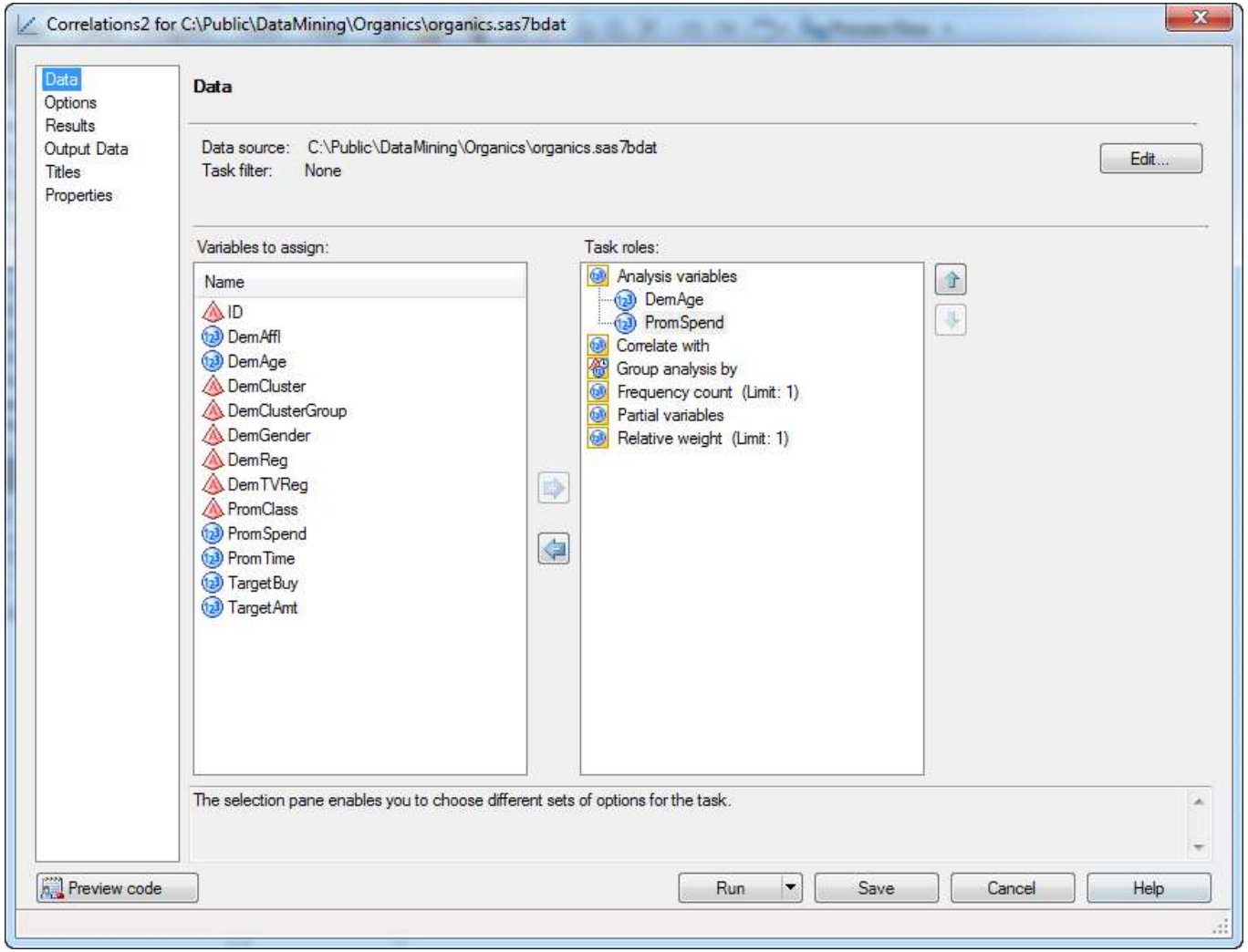
CORRELATIONS SAS ENTERPRISE GUIDE

Base



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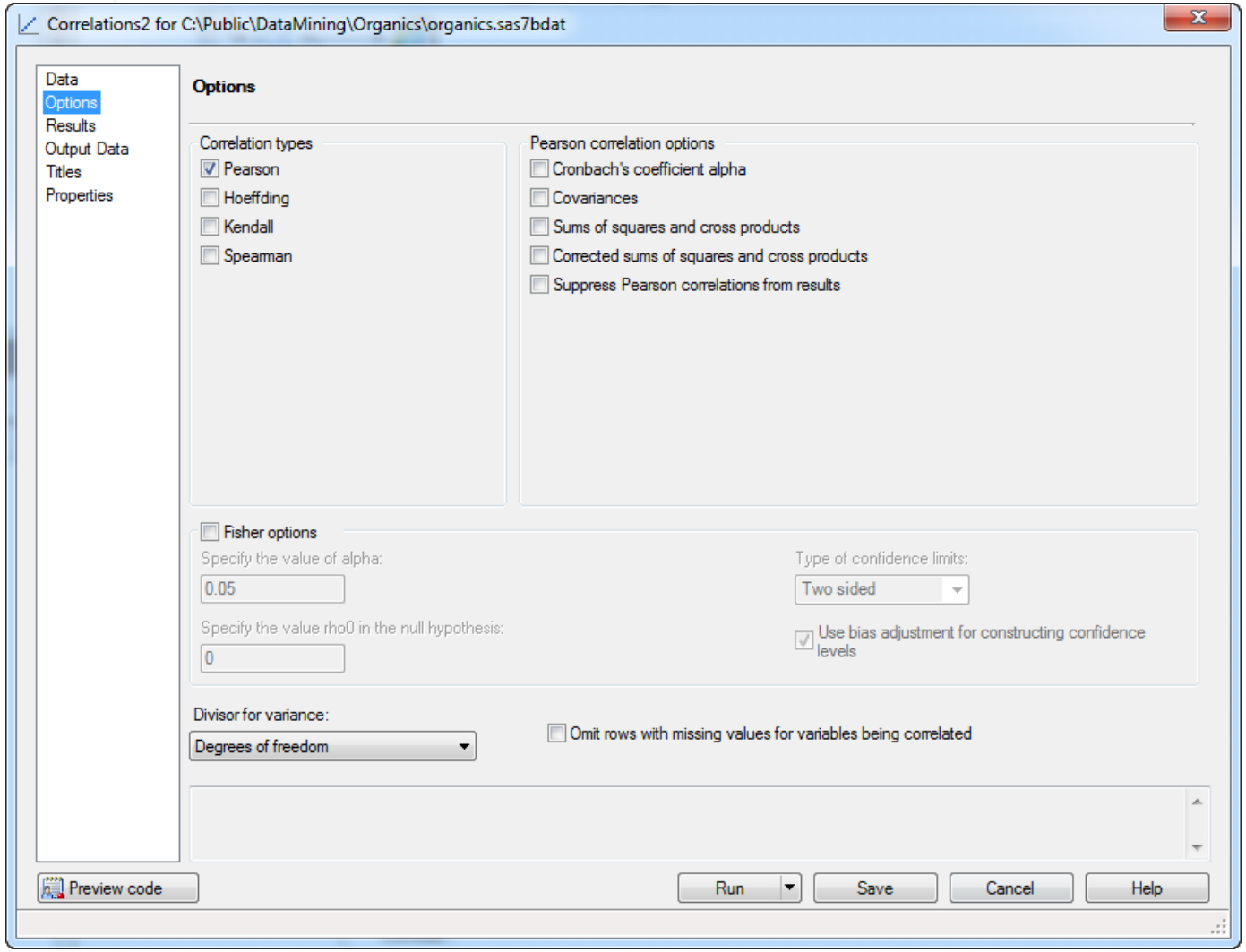
CORRELATIONS SAS ENTERPRISE GUIDE

Base



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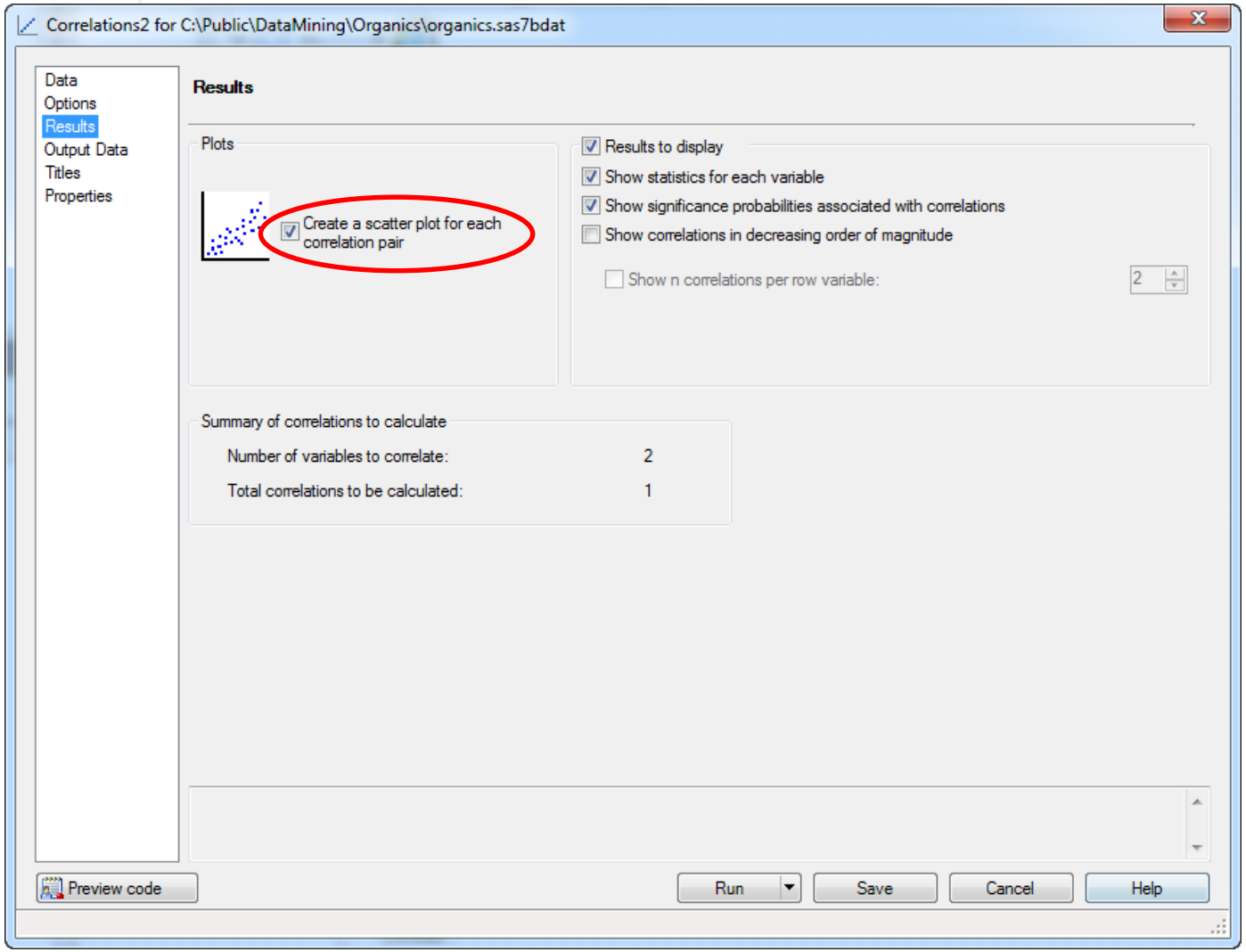
CORRELATIONS | SAS ENTERPRISE GUIDE

Base



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CORRELATIONS | HYPOTHESIS TEST

Base

Correlation Analysis

The CORR Procedure

2 Variables:	PromSpend DemAge

Simple Statistics

Variable	N	Mean	Std Dev	Sum	Minimum	Maximum	Label
PromSpend	22223	4421	7559	98238772	0.01000	296314	Total Spend
DemAge	20715	53.79715	13.20605	1114408	18.00000	79.00000	Age

Pearson Correlation Coefficients
Prob > \|r\| under H0: Rho=0
Number of Observations

	PromSpend	DemAge
PromSpend Total Spend	1.00000 22223	0.26843 <.0001 20715
DemAge Age	0.26843 <.0001 20715	1.00000 20715

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CORRELATIONS | SAS CODE WITH SCATTER PLOT

```
PROC CORR DATA=mydata.organics
    PLOTS=(SCATTER MATRIX)
    PEARSON

/* Start of custom user code. */
PLOTS(MAXPOINTS=30000 )
/* End of custom user code. */
    ;
    VAR DemAge PromSpend;
RUN;
```

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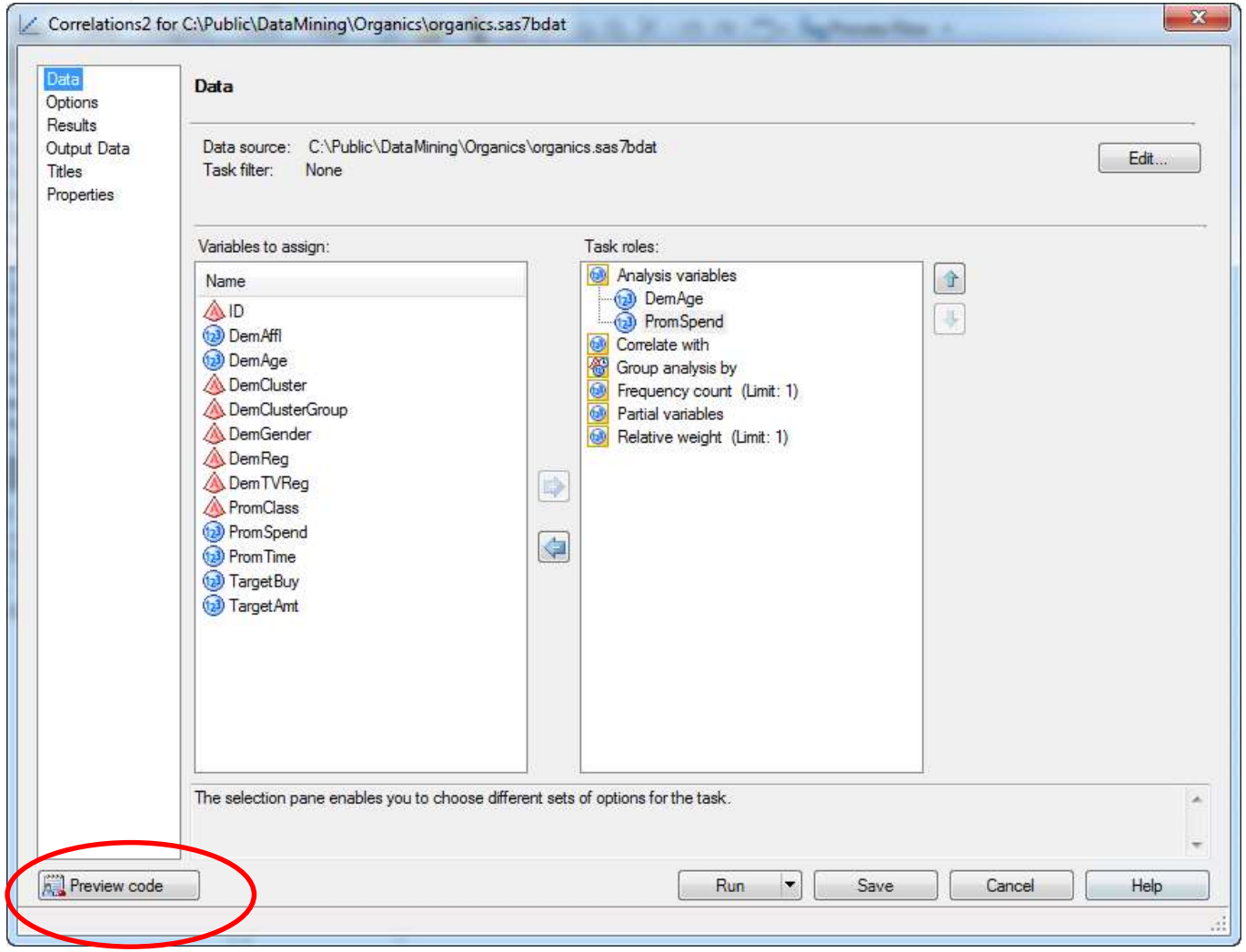
CORRELATIONS SAS ENTERPRISE GUIDE

Base



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CORRELATIONS | SAS ENTERPRISE GUIDE

Base

Code Preview for Task

Insert Code...

```
22  QUIT;
23  TITLE;
24  TITLE1 "Correlation Analysis";
25  FOOTNOTE;
26  FOOTNOTE1 "Generated by the SAS System (&_SASSERVERNAME, &SYSSCP
27  PROC CORR DATA=WORK.SORTTempTableSorted
28       PLOTS=(SCATTER MATRIX)
29       PEARSON
30       VARDEF=DF
31       ;
32       VAR PromSpend DemAge;
33  RUN;
34
35  /* ----------------------------------------------------------
36     End of task code.
37     ----------------------------------------------------------
38  RUN; QUIT;
39  %_eg_conditional_dropds(WORK.SORTTempTableSorted);
40  TITLE; FOOTNOTE;
41  ODS GRAPHICS OFF;
42
```

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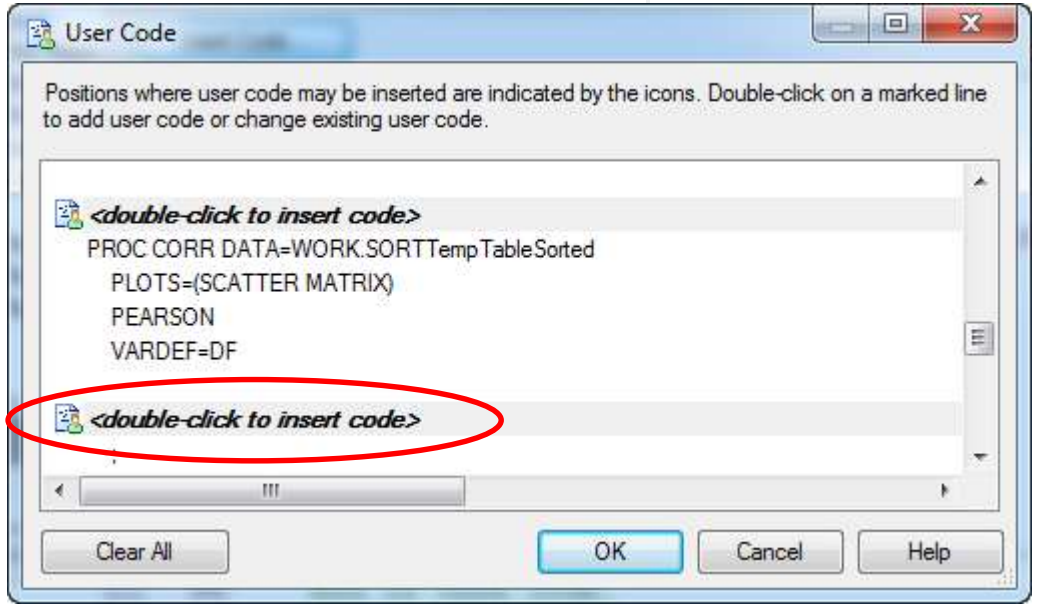
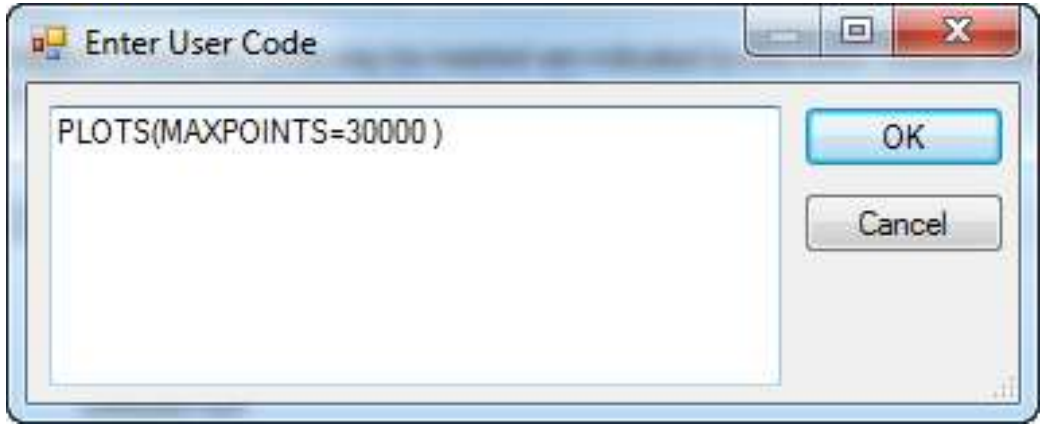
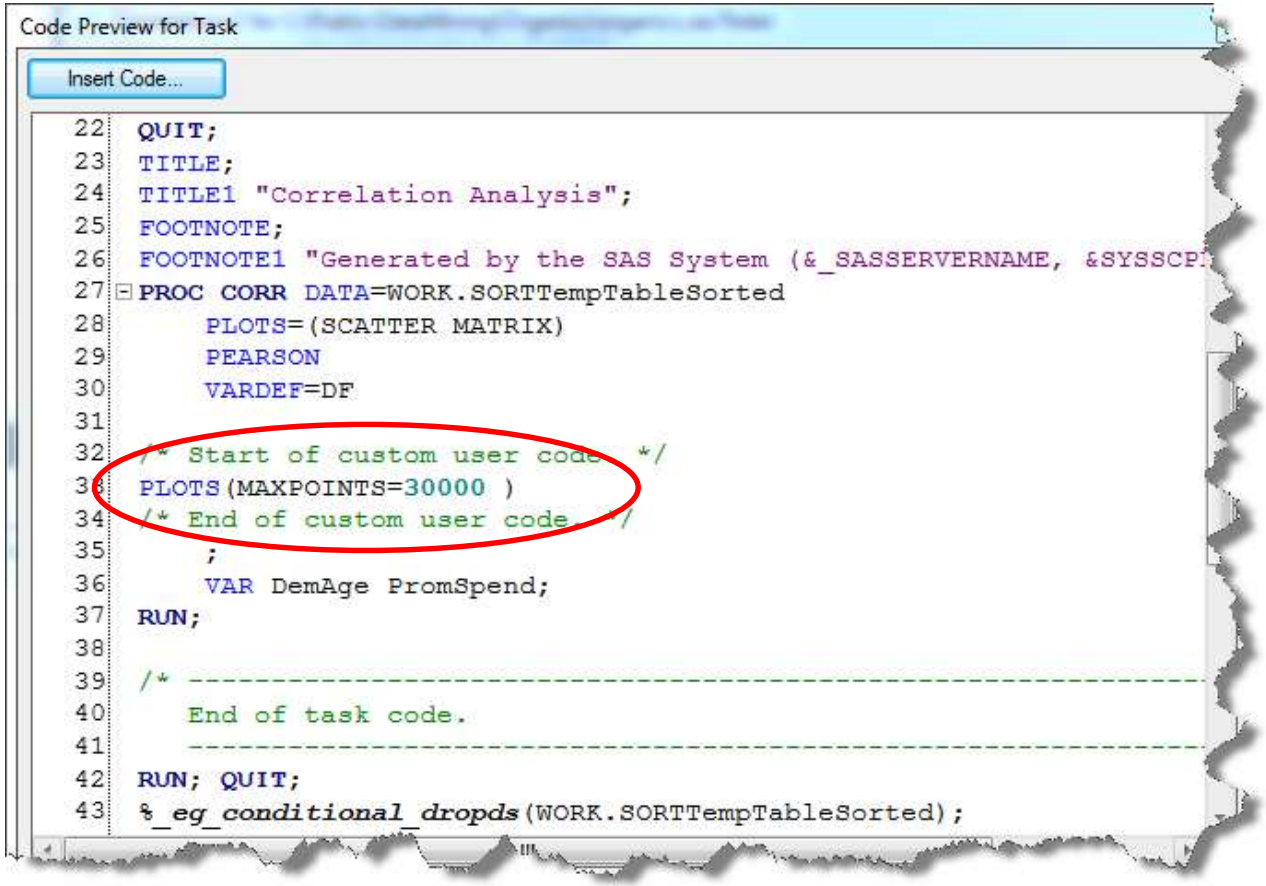
CORRELATIONS SAS ENTERPRISE GUIDE







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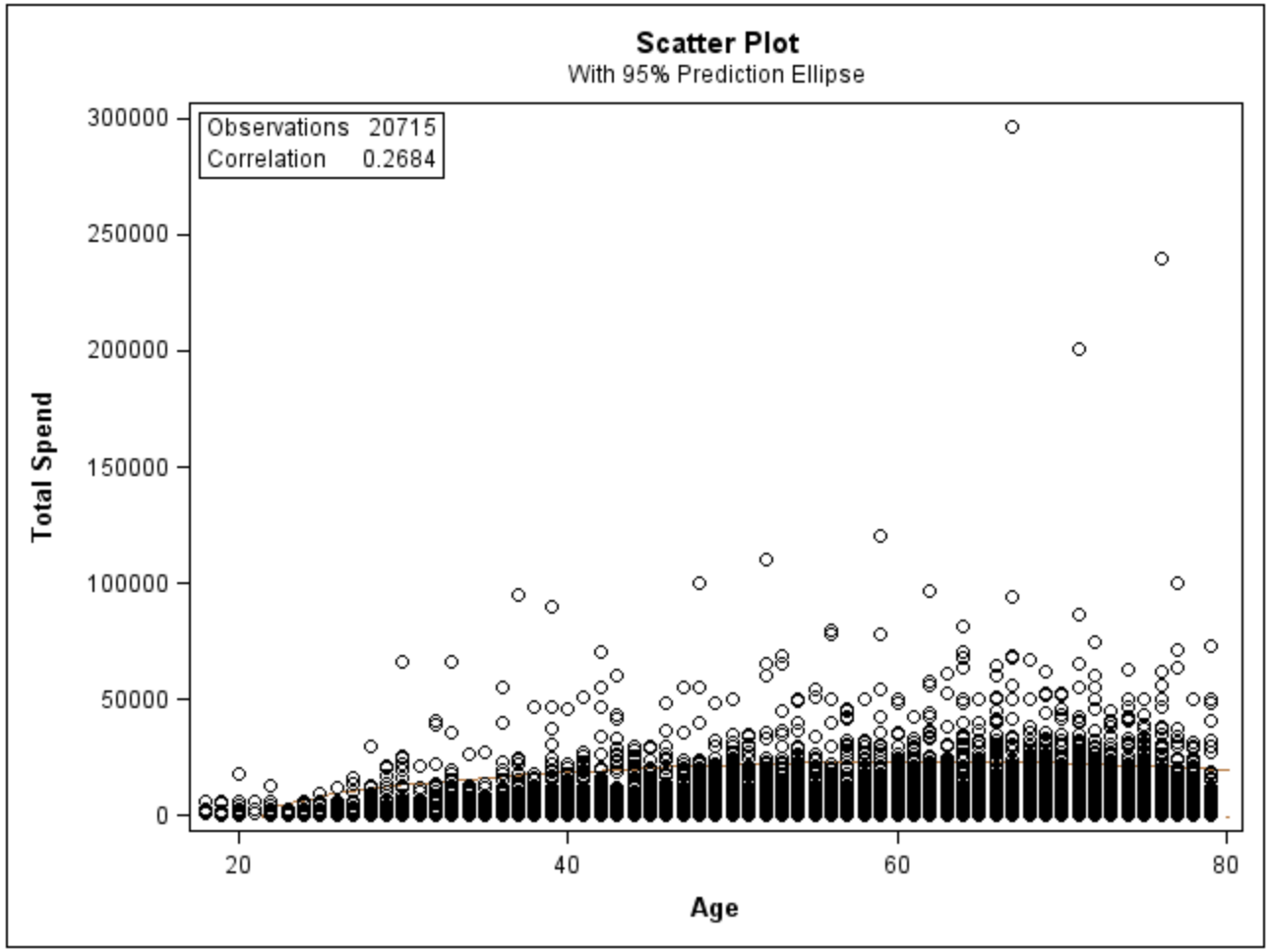
CORRELATIONS | SAS CODE WITH SCATTER PLOT

Base

The CORR Procedure



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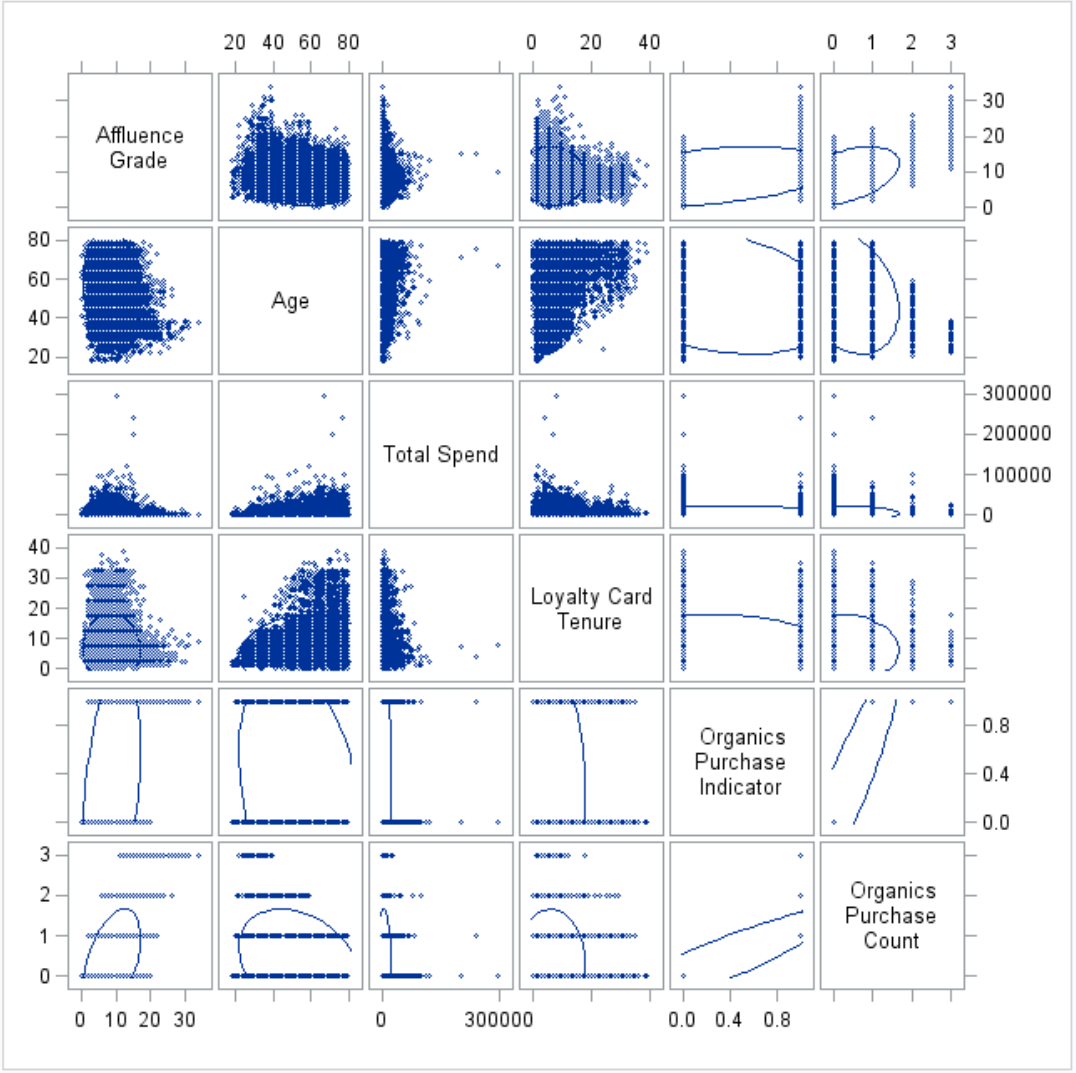
CORRELATIONS

SCATTER PLOT MATRIX

Graph



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SCATTER PLOT MATRIX CODE


```
PROC SGSCATTER DATA=mydata.ORGANICS;
        TITLE "Scatter Plot Matrix";
        MATRIX DemAffl DemAge PromSpend PromTime
                TargetBuy TargetAmt/
                START=TOPLEFT
                ELLIPSE=(ALPHA=0.05 TYPE=PREDICTED)
                NOLEGEND;
RUN;
```

*Proc SGSCATTER is in SAS/Graph.

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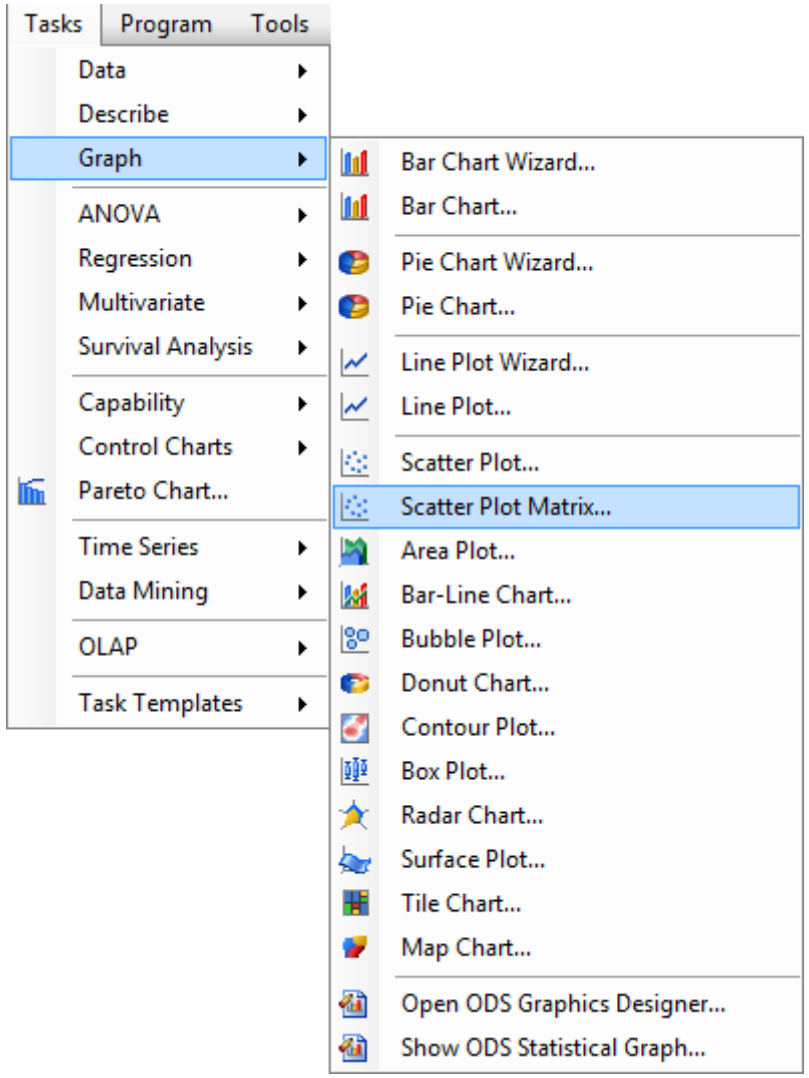
CORRELATIONS | SAS ENTERPRISE GUIDE

Graph



*Proc SGSCATTER is in SAS/Graph

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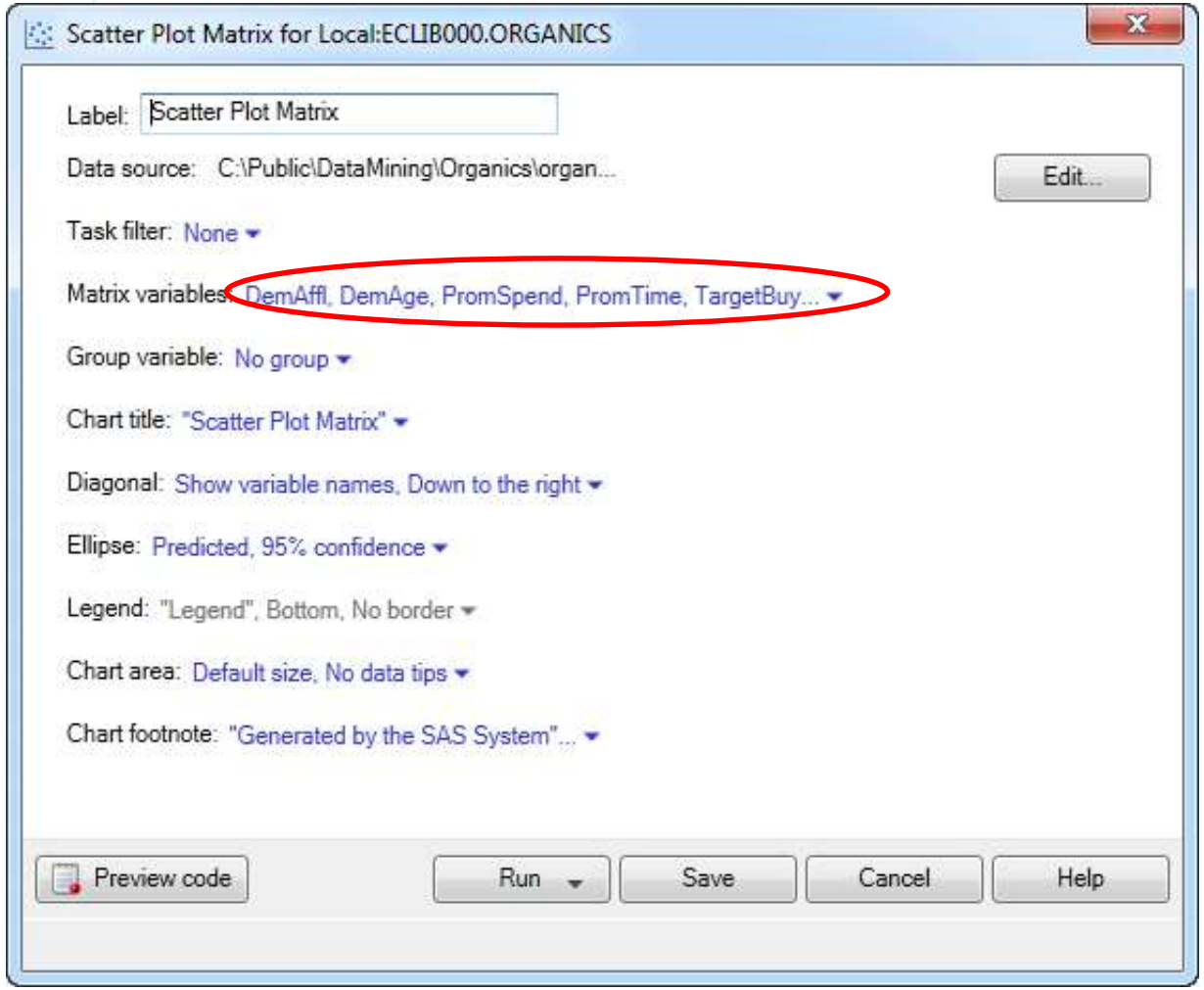
CORRELATIONS | SAS ENTERPRISE GUIDE

Graph



*Proc SGSCATTER is in SAS/Graph

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CORRELATIONS | SAS CODE WITH SCATTER PLOT MATRIX

```
PROC CORR DATA=mydata.organics
    PLOTS=(SCATTER MATRIX)
    PEARSON

/* Start of custom user code. */
PLOTS(MAXPOINTS=1000000 )
/* End of custom user code. */
    ;
    VAR PromTime DemAge TargetAmt PromSpend
DemAffl;
RUN;
```

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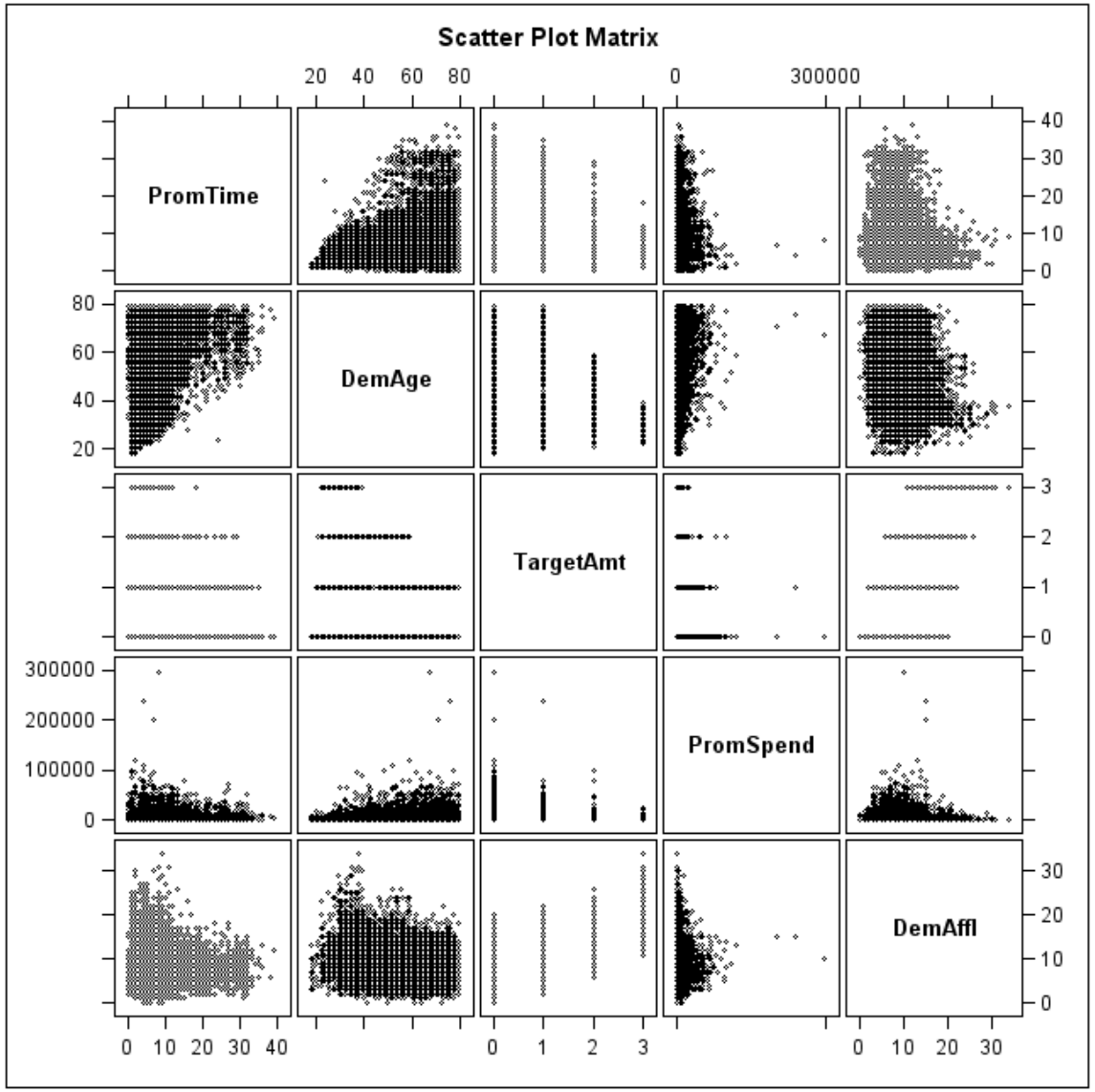
Base

CORRELATIONS SAS CODE WITH SCATTER PLOT MATRIX



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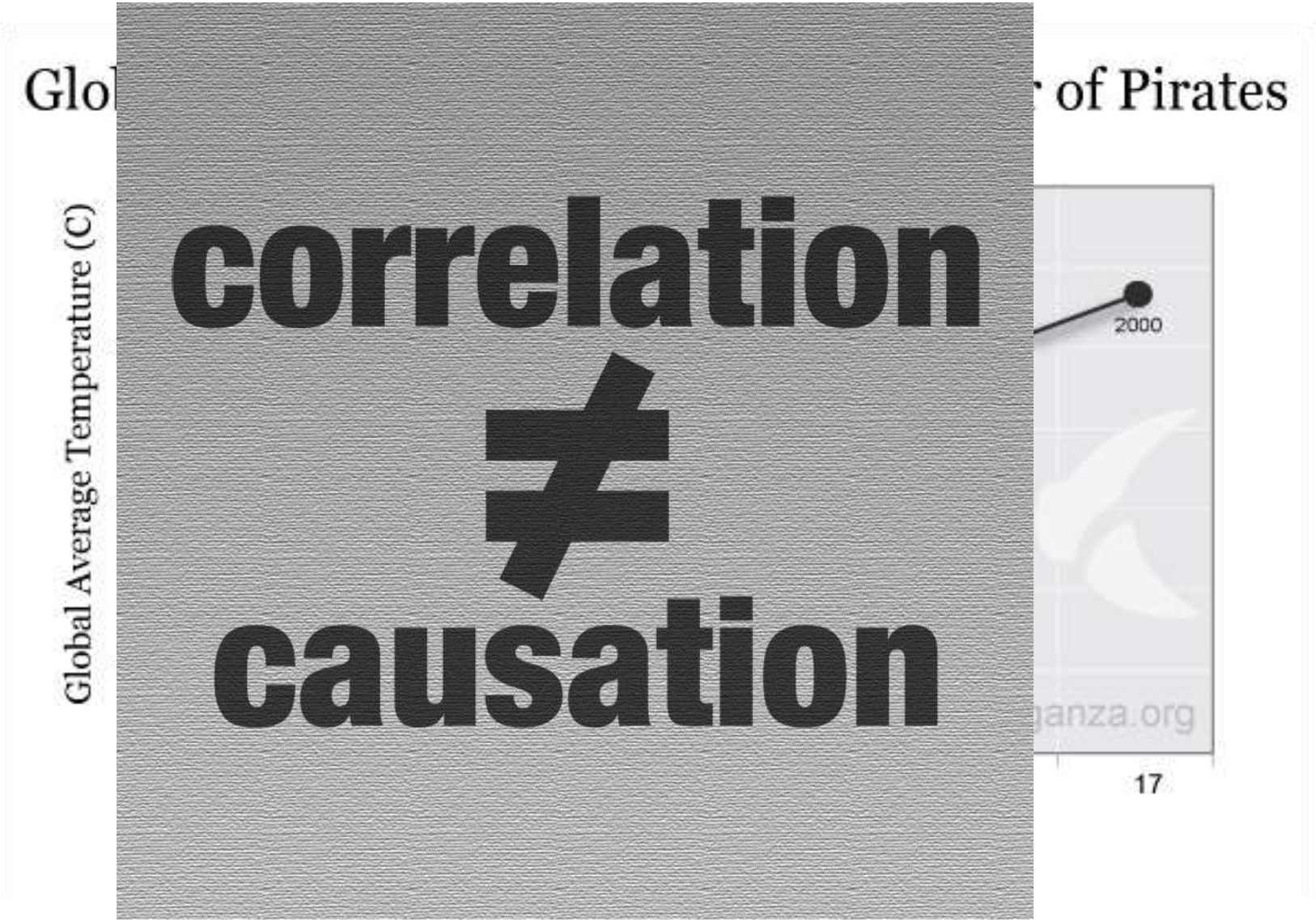
CORRELATION VS CAUSATION



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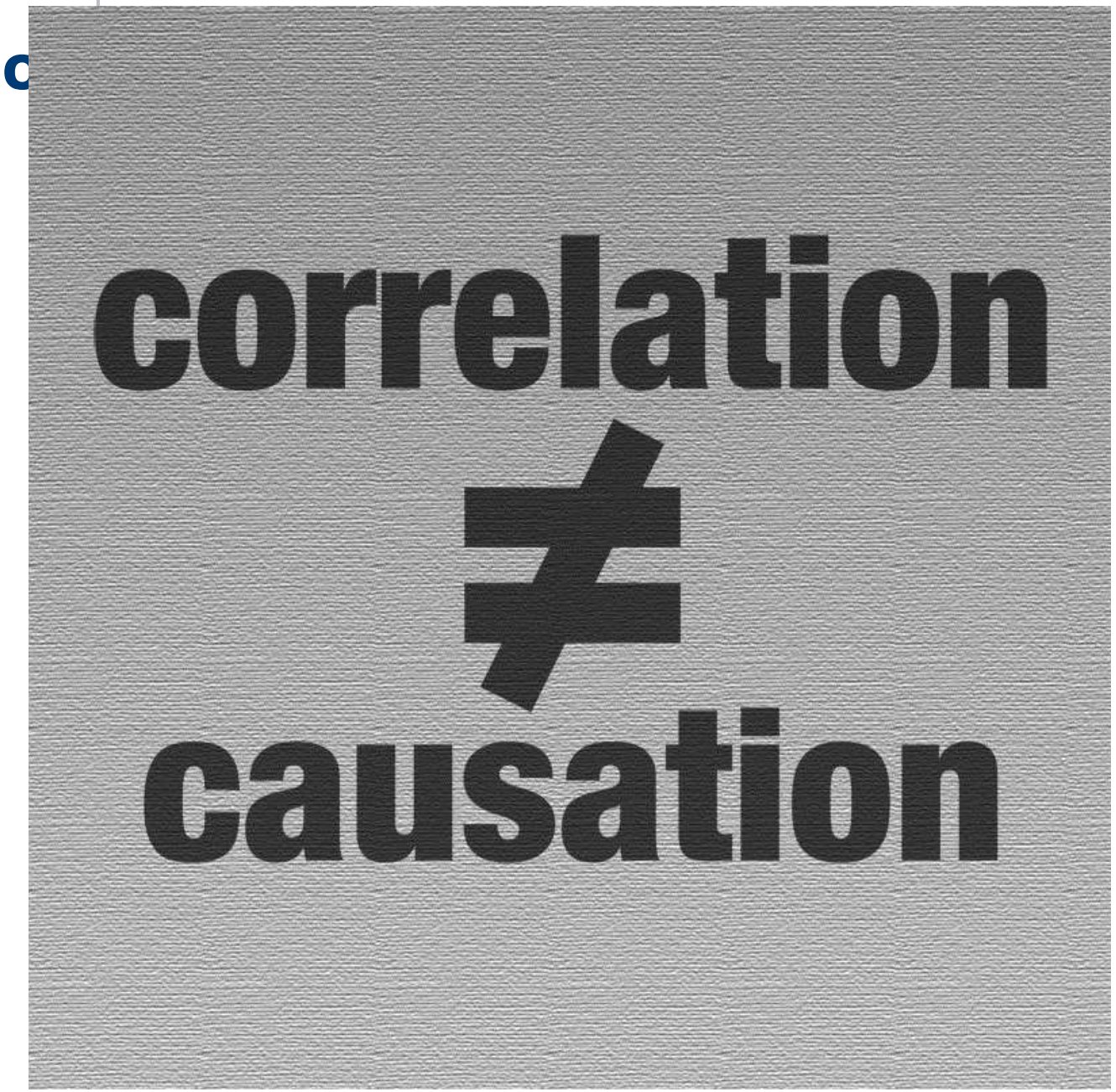
CORRELATIO

Base



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CATEGORICAL AND CONTINUOUS VARIABLES

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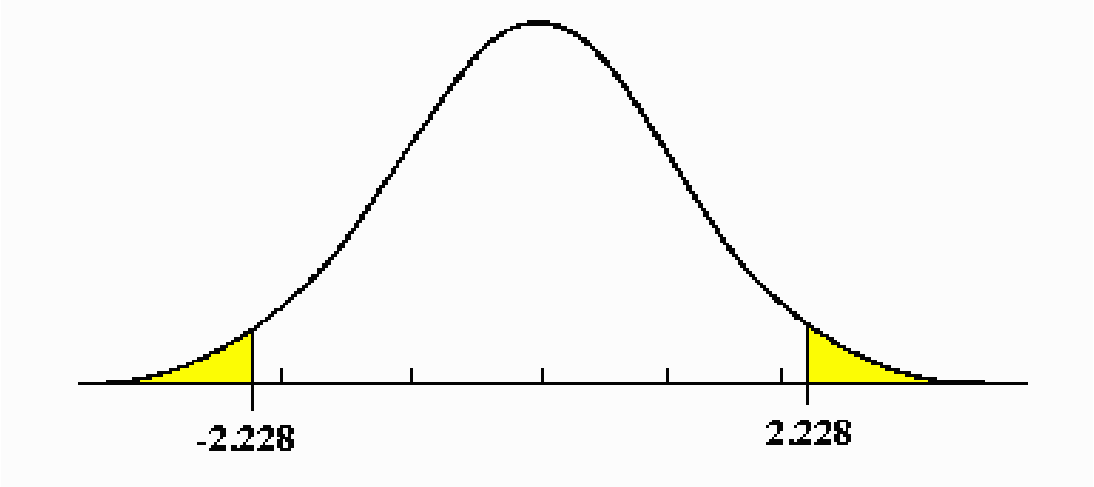
T-TEST

Three types

1. One Sample
2. Two Sample
3. Paired



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T-TEST | ONE SAMPLE

Parametric test to compare sample mean with known value

- Null Hypothesis: H_0: μ = hypothesized value
- Alternative Hypothesis: H_a: μ ≠ hypothesized value

For our Example μ = 47

Assumptions

- The data consist of independently chosen random samples
- The sample size is large

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T-TEST ONE SAMPLE

```
PROC TTEST
        DATA = mydata.organics
        PLOTS(ONLY)=SUMMARY
        ALPHA=0.05
        H0 =47
        CI = EQUAL;
        VAR DemAge;
        BY TargetBuy;
RUN;
```

Can also calculated in PROC UNIVARIATE

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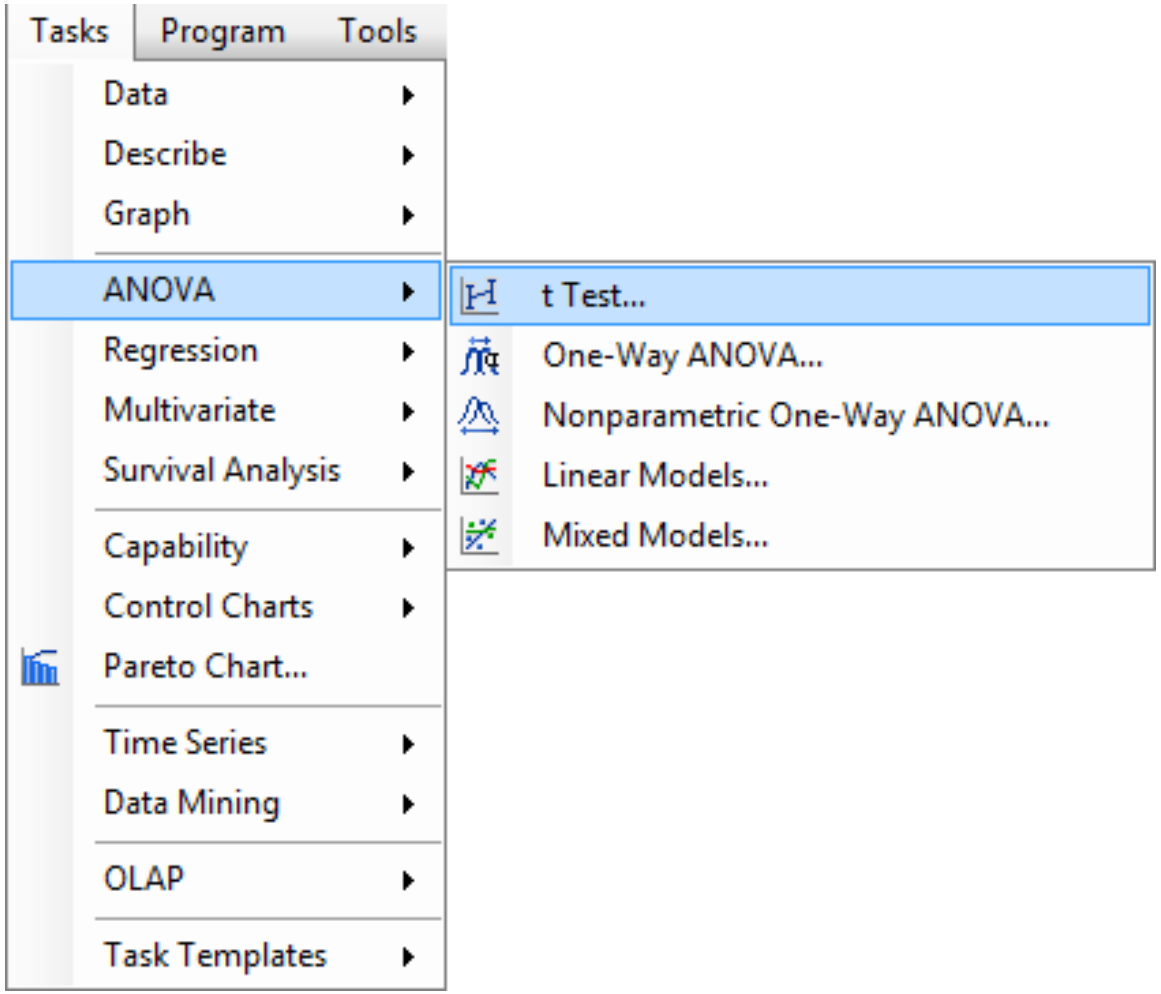
T-TEST ONE SAMPLE - SAS ENTERPRISE GUIDE



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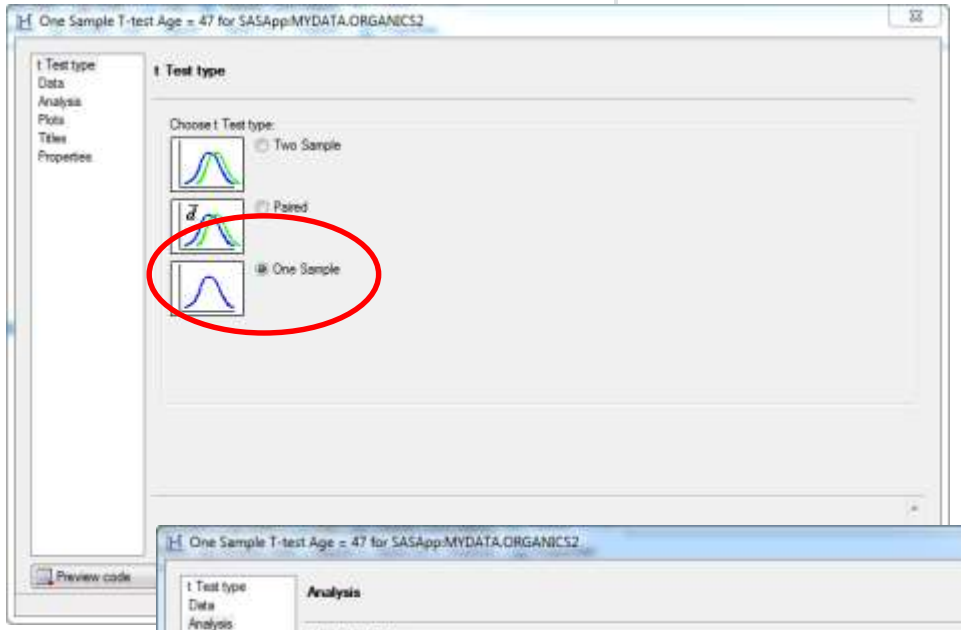
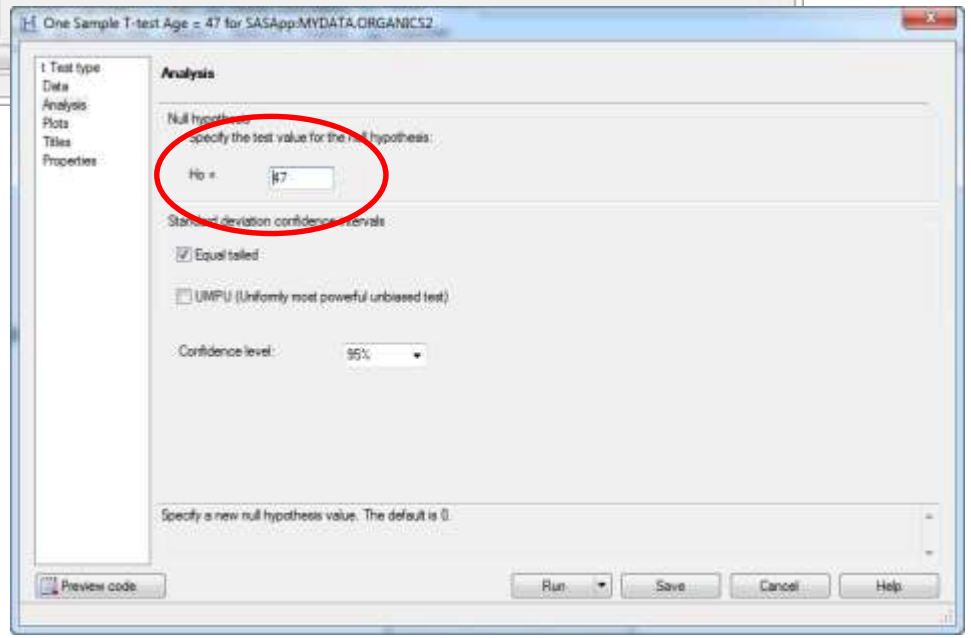
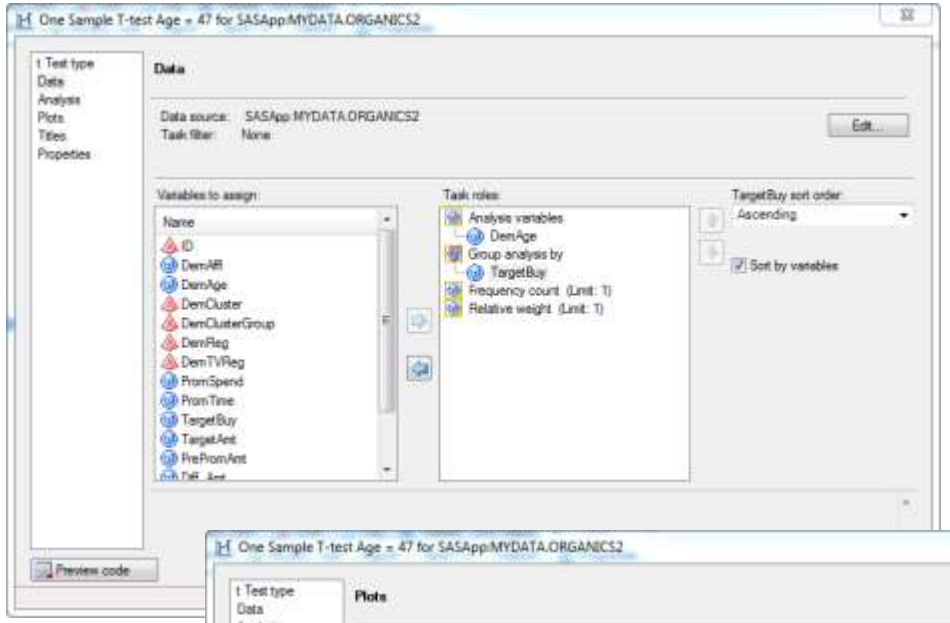
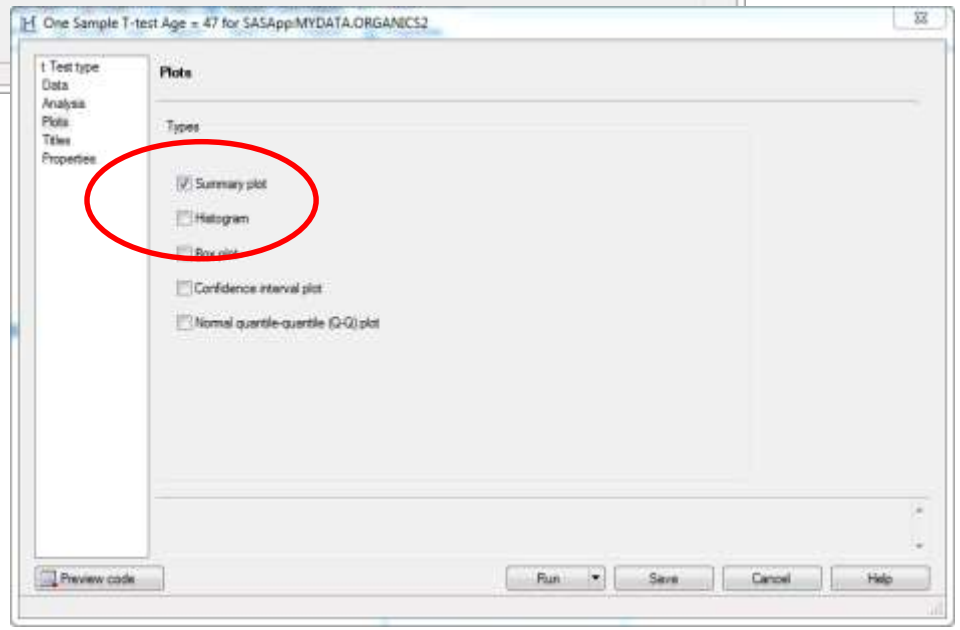
T-TEST ONE SAMPLE - SAS ENTERPRISE GUIDE









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T-TEST | ONE SAMPLE

STAT

Organics Purchase Indicator=1

t Test

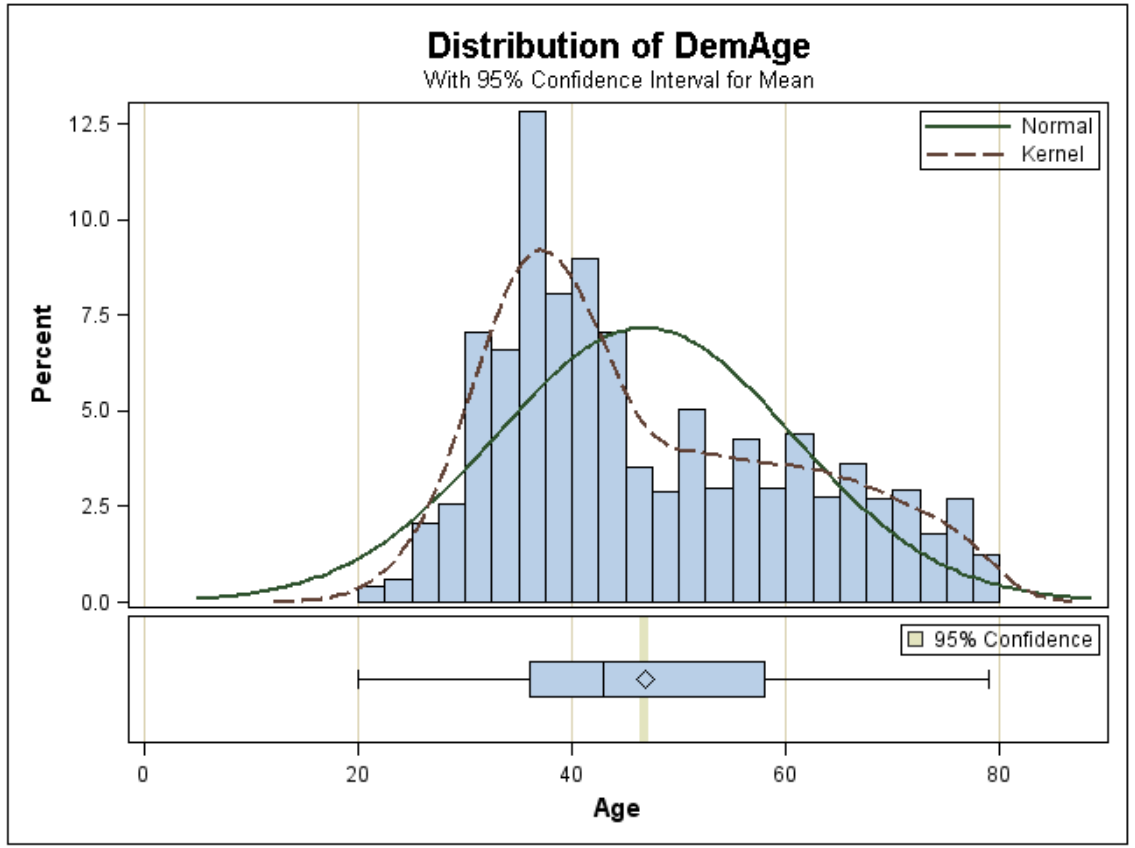
The TTEST Procedure

Variable: DemAge (Age)

N	Mean	Std Dev	Std Err	Minimum	Maximum
5100	46.8063	13.9384	0.1952	20.0000	79.0000

Mean	95% CL Mean		Std Dev	95% CL Std Dev	
46.8063	46.4236	47.1889	13.9384	13.6731	14.2143

DF	t Value	Pr > |t|
5099	-0.99	0.3210



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T-TEST | ONE SAMPLE

STAT

Organics Purchase Indicator=0

t Test

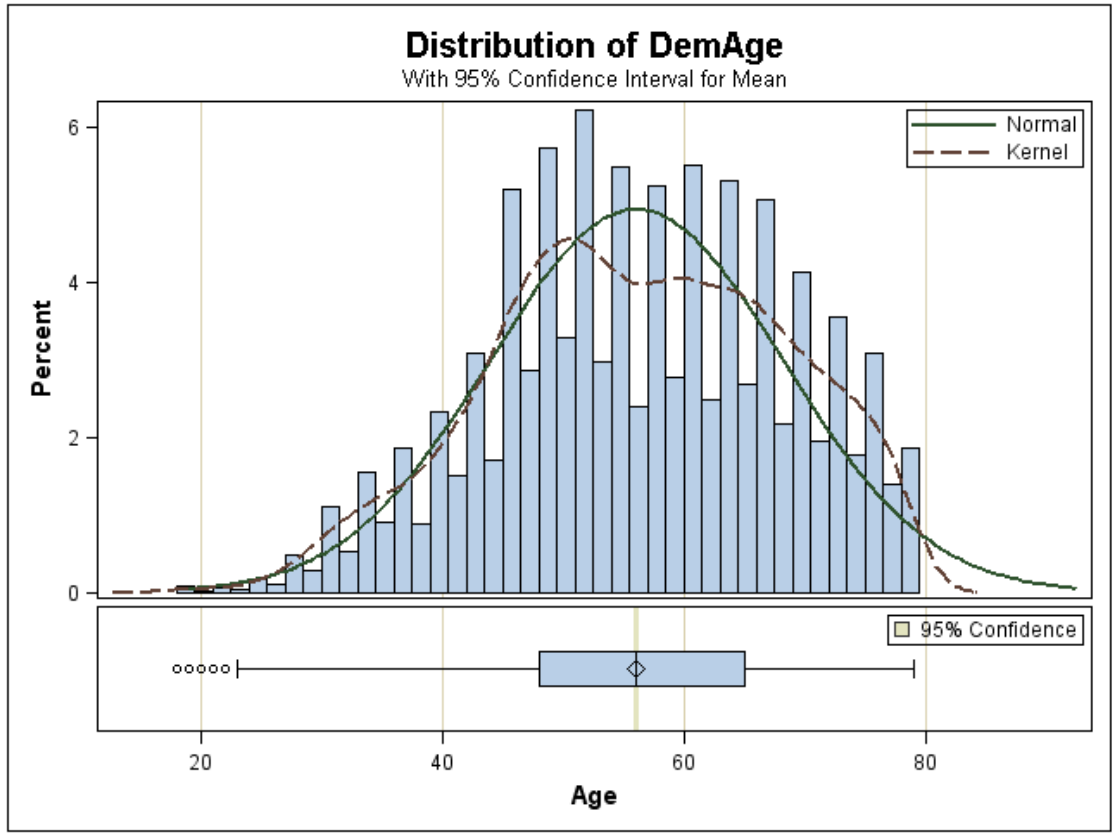
The TTEST Procedure

Variable: DemAge (Age)

N	Mean	Std Dev	Std Err	Minimum	Maximum
15615	56.0804	12.1137	0.0969	18.0000	79.0000

Mean	95% CL Mean		Std Dev	95% CL Std Dev	
56.0804	55.8904	56.2705	12.1137	11.9808	12.2496

DF	t Value	Pr > |t|
15614	93.67	<.0001



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T-TEST TWO SAMPLE

Parametric test to compare two independent samples

- Null Hypothesis: H_0: $\mu_1 = \mu_2$
- Alternative Hypothesis: H_a: $\mu_1 \neq \mu_2$

For our Example
μ_1 is amount Females spent during the promotion
μ_2 is amount Males spent during the promotion

Assumptions

- Independent Observations
- Normally distributed responses for each group
- Equal variances for each group

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T-TEST | TWO SAMPLE

```
PROC TTEST
        DATA = mydata.organics
        PLOTS(ONLY)=SUMMARY
        ALPHA=0.05
        H0 =0
        CI = EQUAL;
        CLASS Gender;
        VAR PromSpend;
RUN;
```

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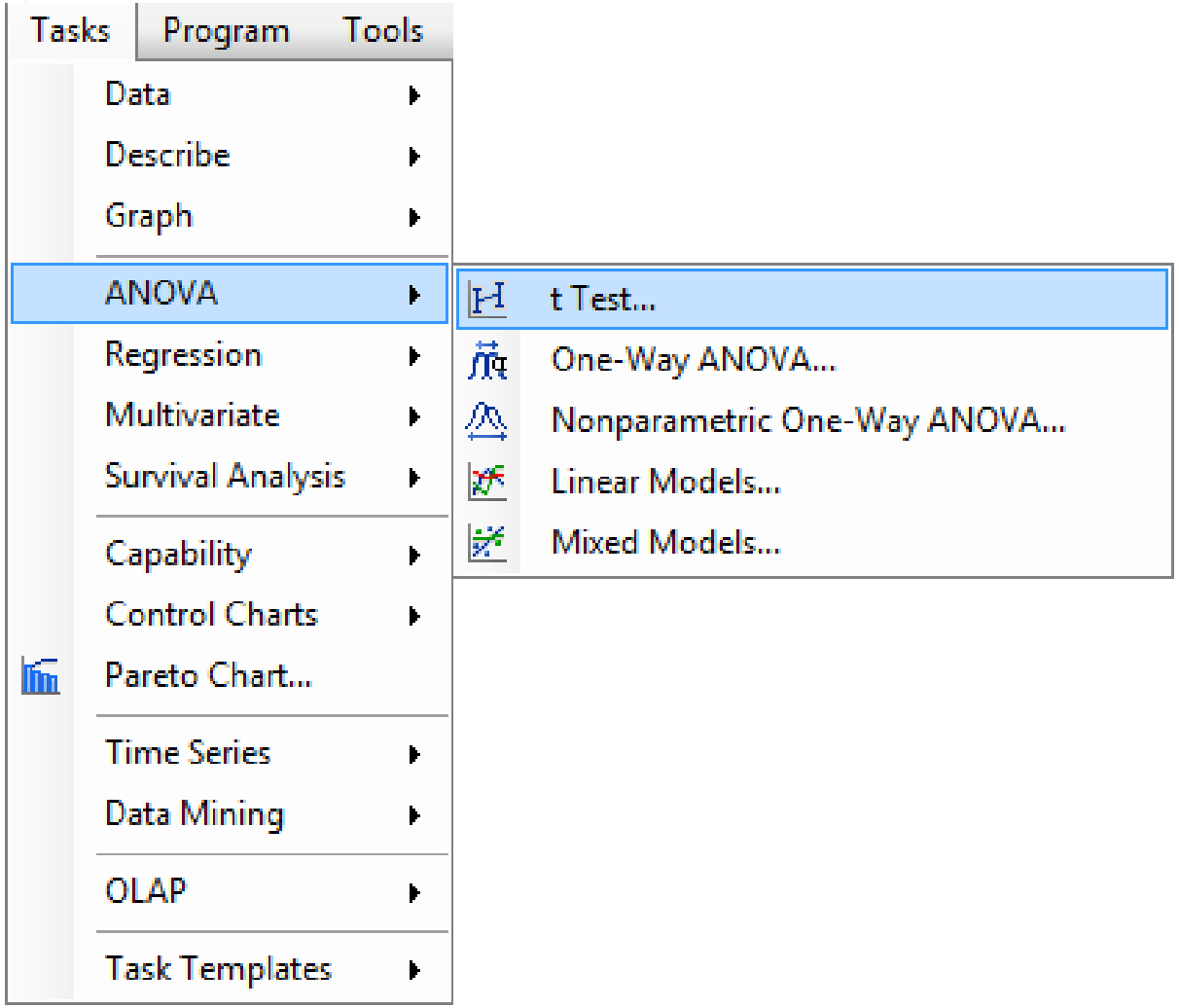
T-TEST TWO SAMPLE - SAS ENTERPRISE GUIDE



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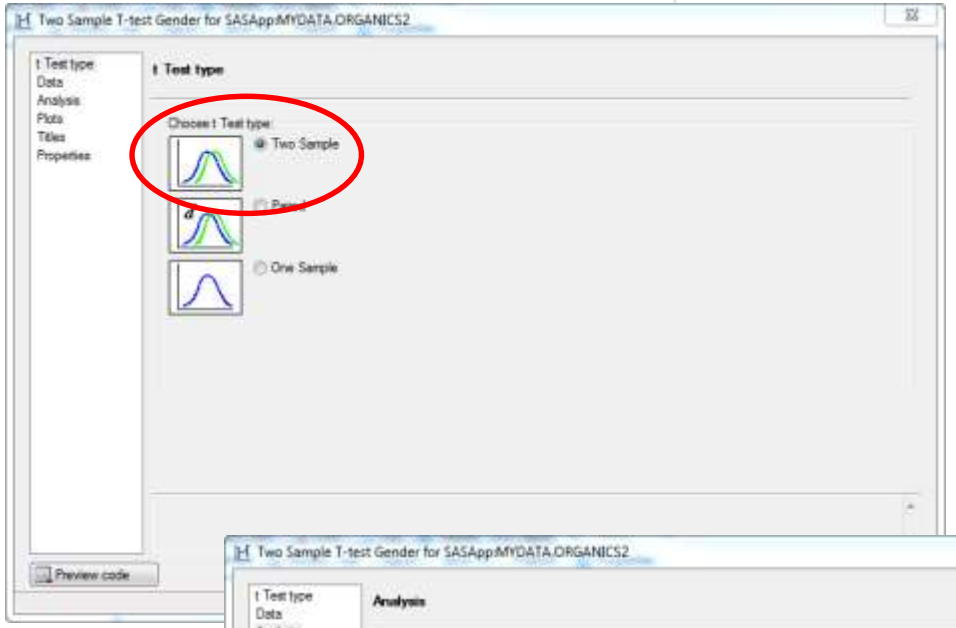
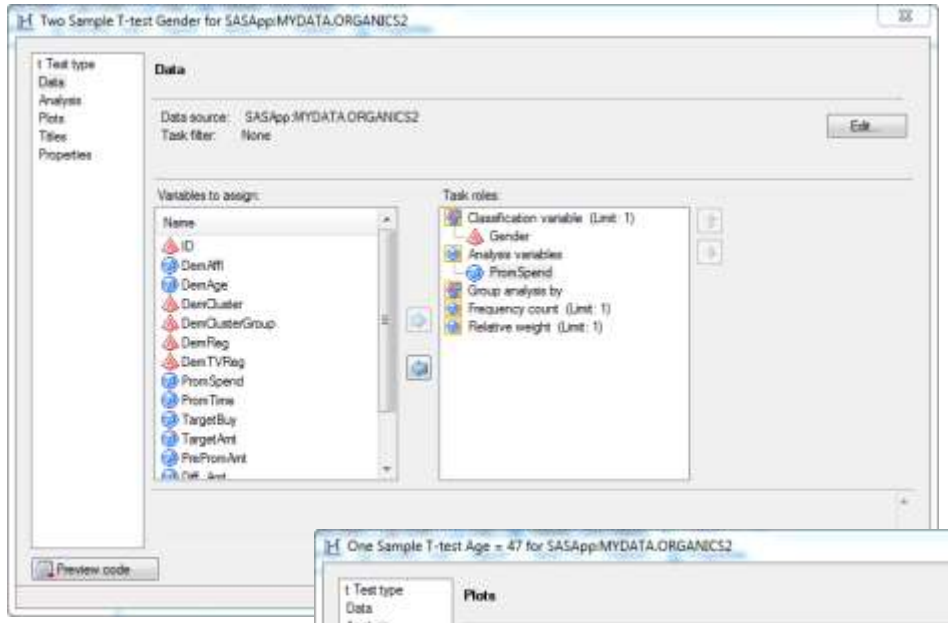
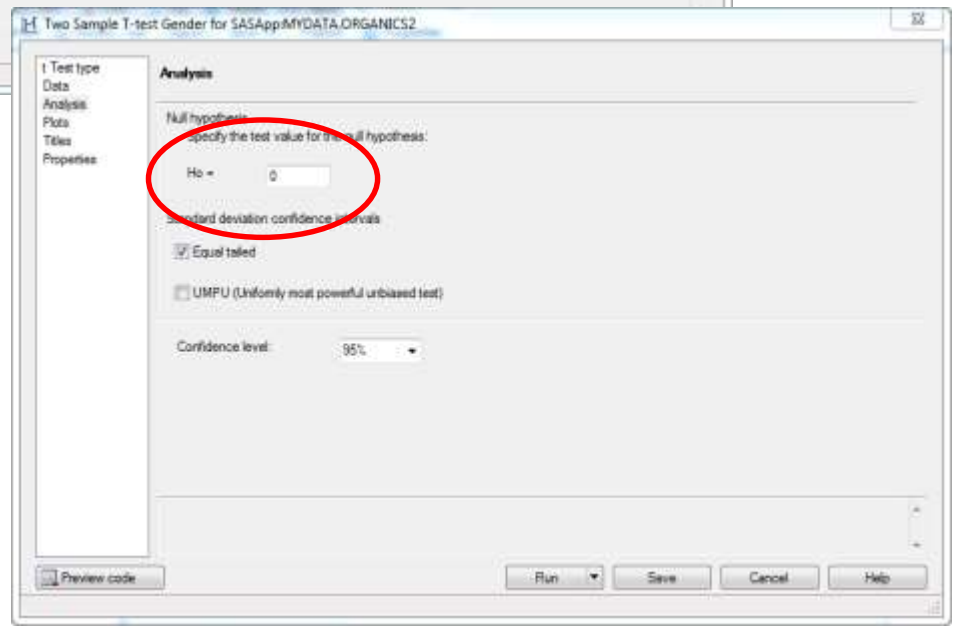
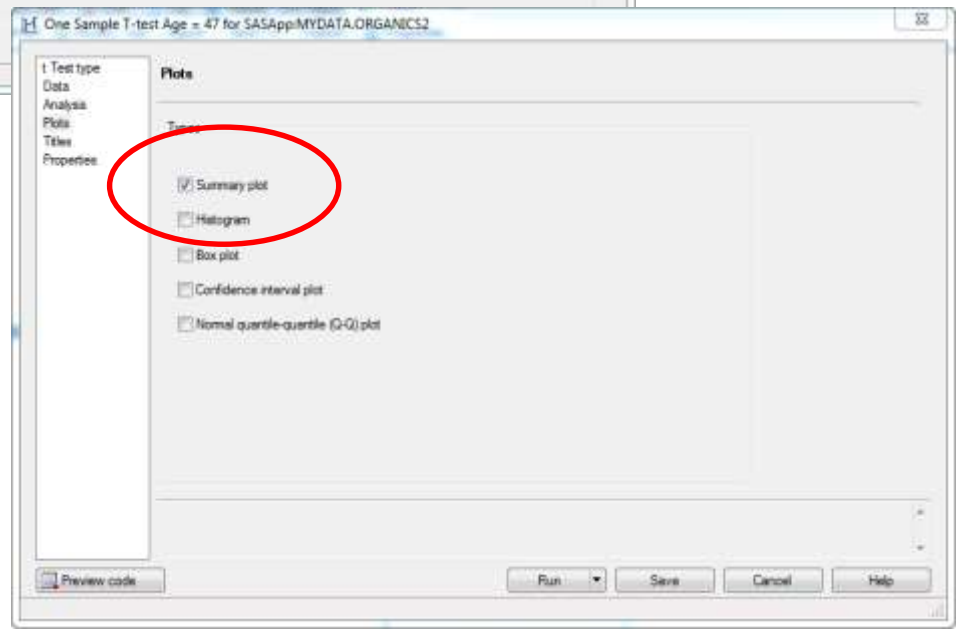
T-TEST | TWO SAMPLE - SAS ENTERPRISE GUIDE









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T-TEST TWO SAMPLE

t Test

The TTEST Procedure

Variable: PromSpend (Total Spend)

Descriptive Statistics

Gender	N	Mean	Std Dev	Std Err	Minimum	Maximum
Female	12149	4260.5	7128.8	64.6762	0.0100	239542
Male	5815	4592.6	7889.6	103.5	0.0100	296314
Diff (1-2)		-332.0	7383.6	117.7		

Go with Unequal Variance Test

Gender	Method	Mean	95% CL Mean		Std Dev	95% CL Std Dev	
Female		4260.5	4133.7	4387.3	7128.8	7040.3	7219.6
Male		4592.6	4389.7	4795.4	7889.6	7748.8	8035.7
Diff (1-2)	Pooled	-332.0	-562.8	-101.3	7383.6	7308.1	7460.8
Diff (1-2)	Satterthwaite	-332.0	-571.2	-92.8713			

Go with Unequal Variance Test

Method	Variances	DF	t Value	Pr > |t|
Pooled	Equal	17962	-2.82	0.0048
Satterthwaite	Unequal	10480	-2.72	0.0065

Equality of Variance

Equality of Variances				
Method	Num DF	Den DF	F Value	Pr > F
Folded F	5814	12148	1.22	<.0001

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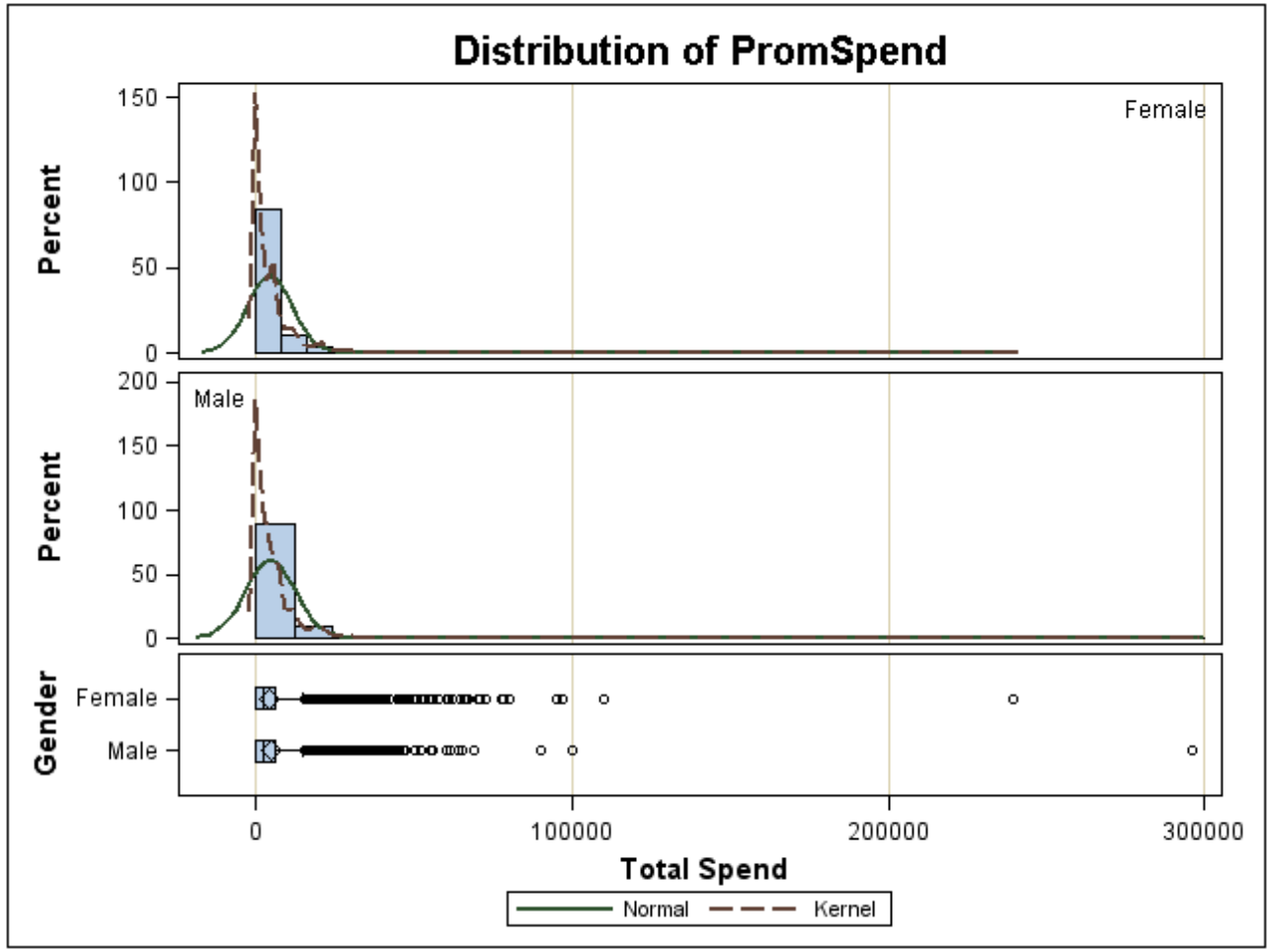
T-TEST TWO SAMPLE



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T-TEST | PAIRED

Parametric test to compare repeat measures on the same subject

- Null Hypothesis: H_0: $\mu_{post} = \mu_{pre}$
- Alternative Hypothesis: H_a: $\mu_{post} \neq \mu_{pre}$

For our Example

μ_{post} is amount of organic items bought during promotion

μ_{pre} is amount of organic items bought before promotion

Assumptions

- The subjects are selected randomly
- The distribution of the sample mean differences is normal

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T-TEST | PAIRED

```
PROC TTEST
        DATA = mydata.organics
        PLOTS(ONLY)=SUMMARY
        ALPHA=0.05
        H0 =0
        CI = EQUAL;
        PAIRED TargetAmt * PrePromAmt;
RUN;
```

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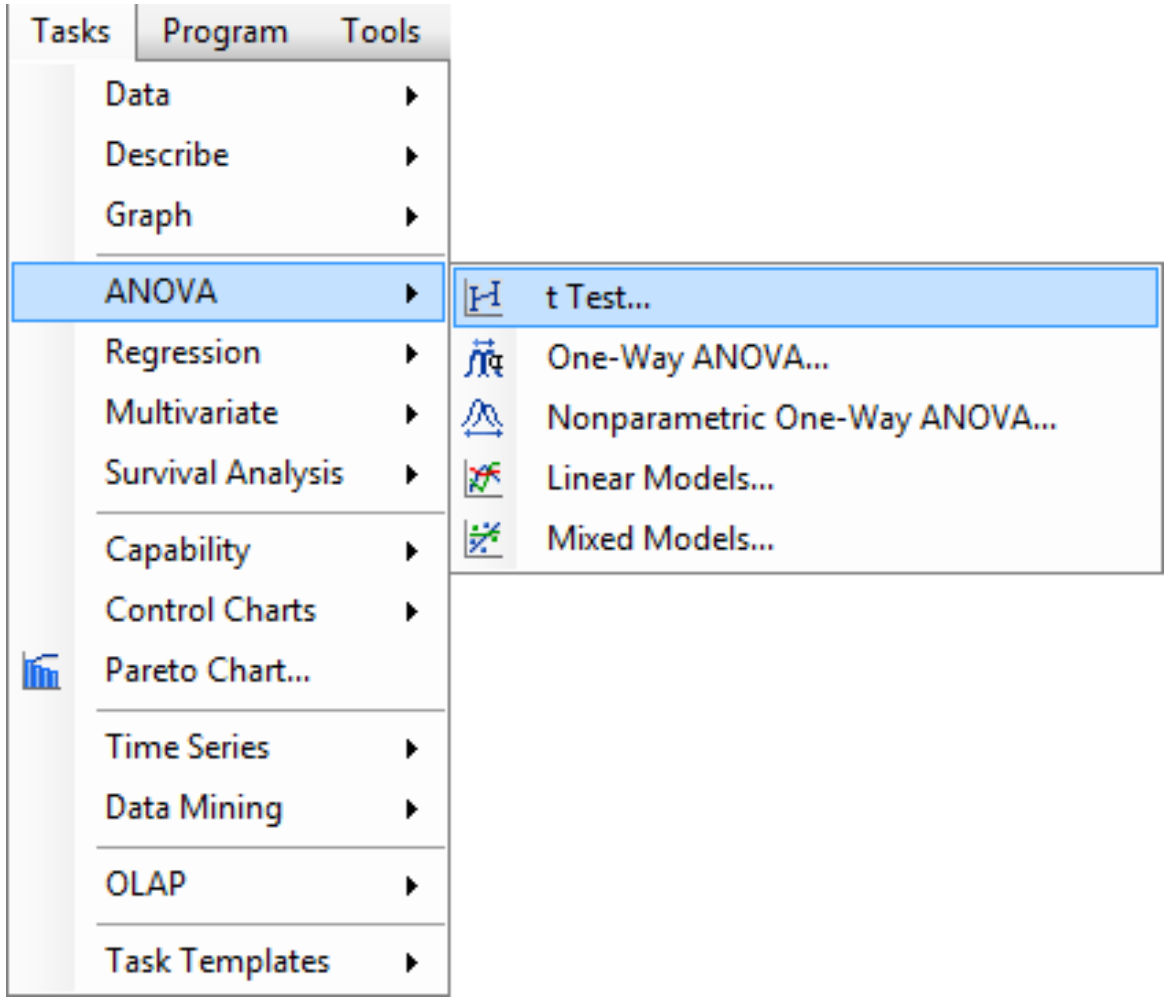
T-TEST PAIRED - SAS ENTERPRISE GUIDE



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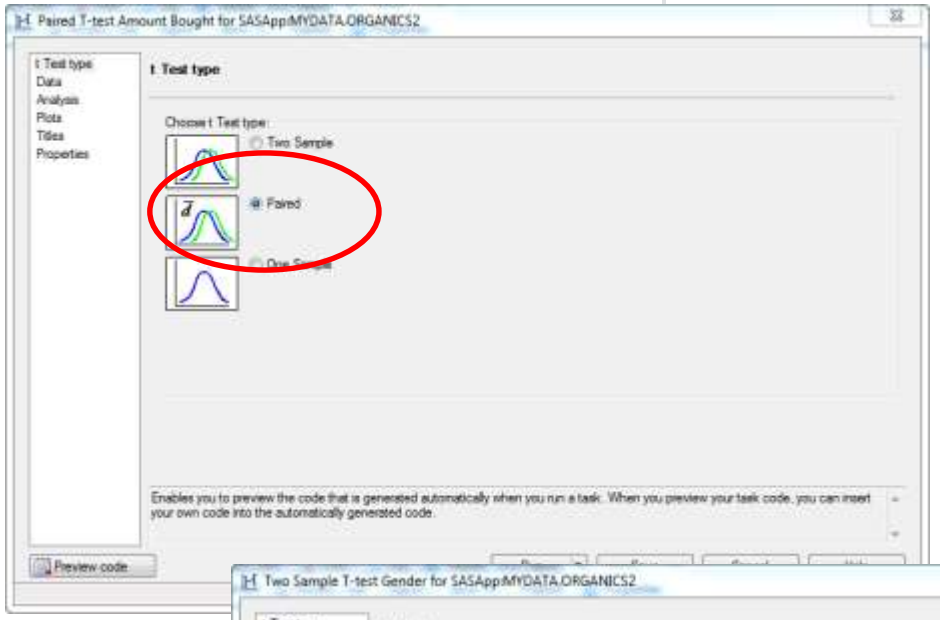
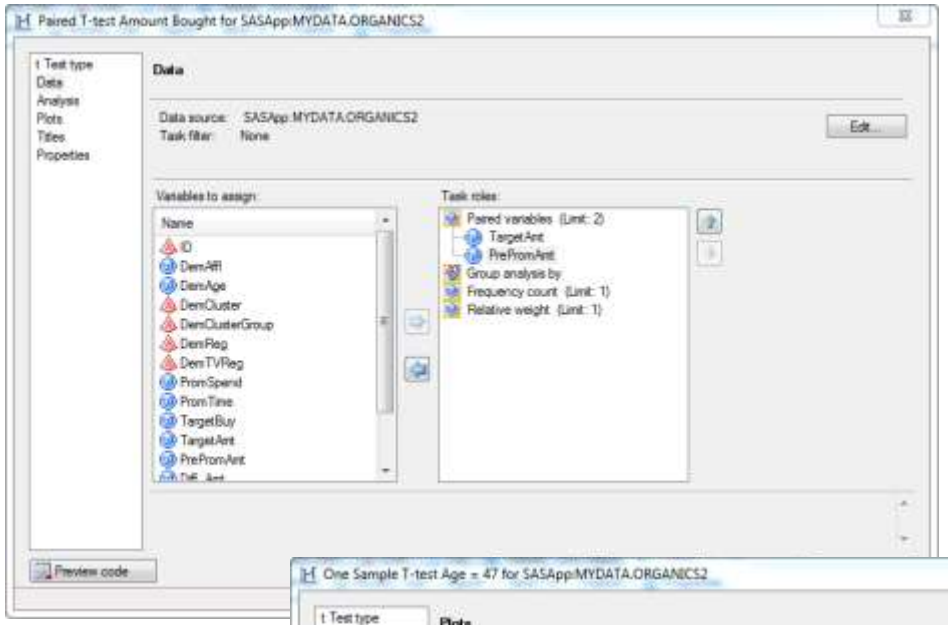
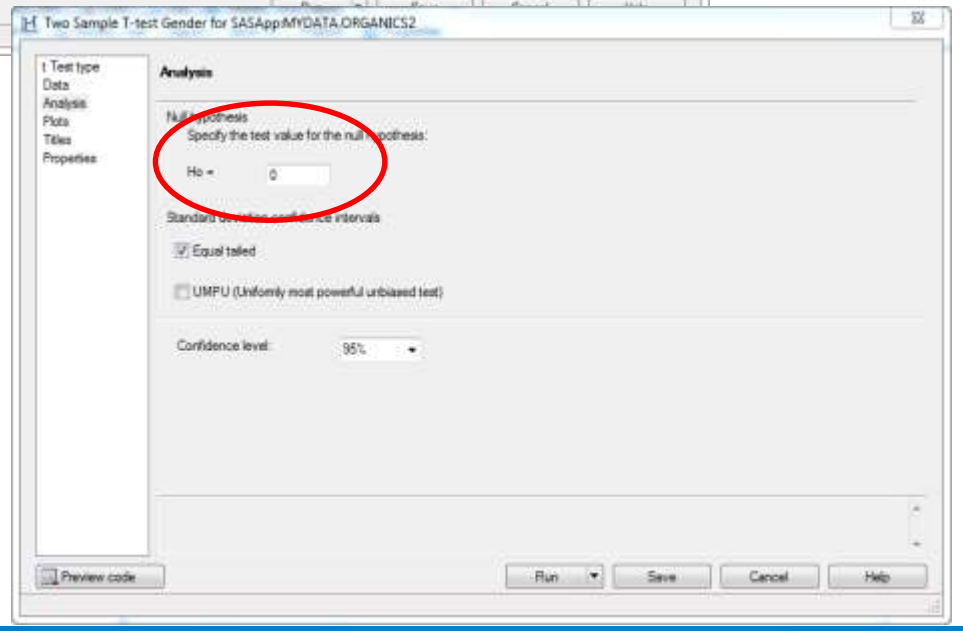
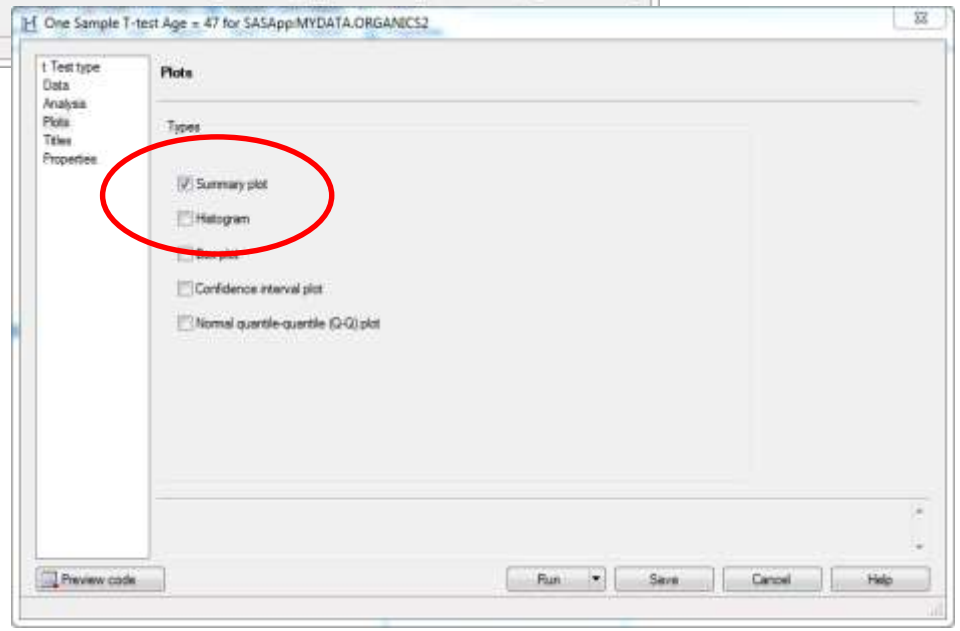
T-TEST PAIRED - SAS ENTERPRISE GUIDE









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t Test

The TTEST Procedure

Difference: TargetAmt - PrePromAmt

N	Mean	Std Dev	Std Err	Minimum	Maximum
22223	0.1798	0.6690	0.00449	-2.0000	3.0000

Mean	95% CL Mean		Std Dev	95% CL Std Dev	
0.1798	0.1710	0.1886	0.6690	0.6628	0.6752

DF	t Value	Pr > |t|
22222	40.06	<.0001

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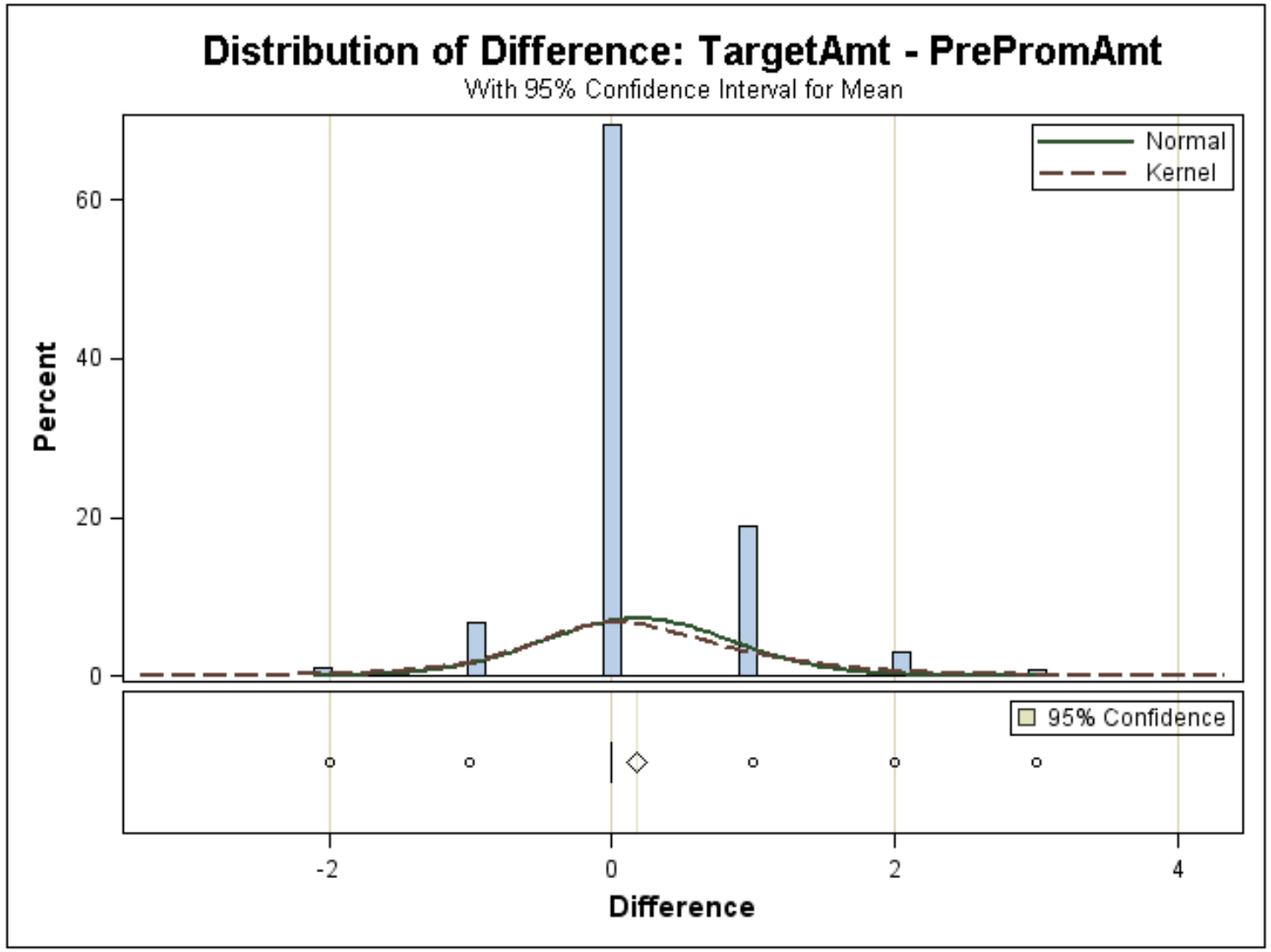
T-TEST | PAIRED



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NONPARAMETRIC TEST

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NONPARAMETRIC ANALYSIS

Nonparametric analysis are those that rely only on the assumption that the observations are independent

A nonparametric test is appropriate when

- The data contains valid outliers
- The data is skewed
- The response variable is ordinal and not contiguous

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PROC NPAR1WAY

- The rank of each data point is used instead of the raw data
  - Rank from smallest to largest
  - In the event of a tie the ranks are averaged
- For 2 level variables – Wilcoxon rank-sum test is used
- For more than 2 levels – Kruskal-Wallis test is used

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PROC NPAR1WAY

STAT

Null Hypothesis: H_0: all populations are identical with respect to scale, shape, and location

Alternative Hypothesis: H_a: all populations are not identical with respect to scale, shape, and location

- Only assumption is that you have independent observations
- Used with ordinal, interval and ratio measurement variables

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PROC NPAR1WAY | 2 LEVELS

STAT

```
PROC NPAR1WAY DATA=organics2 WILCOXON MEDIAN;
        VAR Diff_Amt;
        CLASS Gender;
RUN;
```

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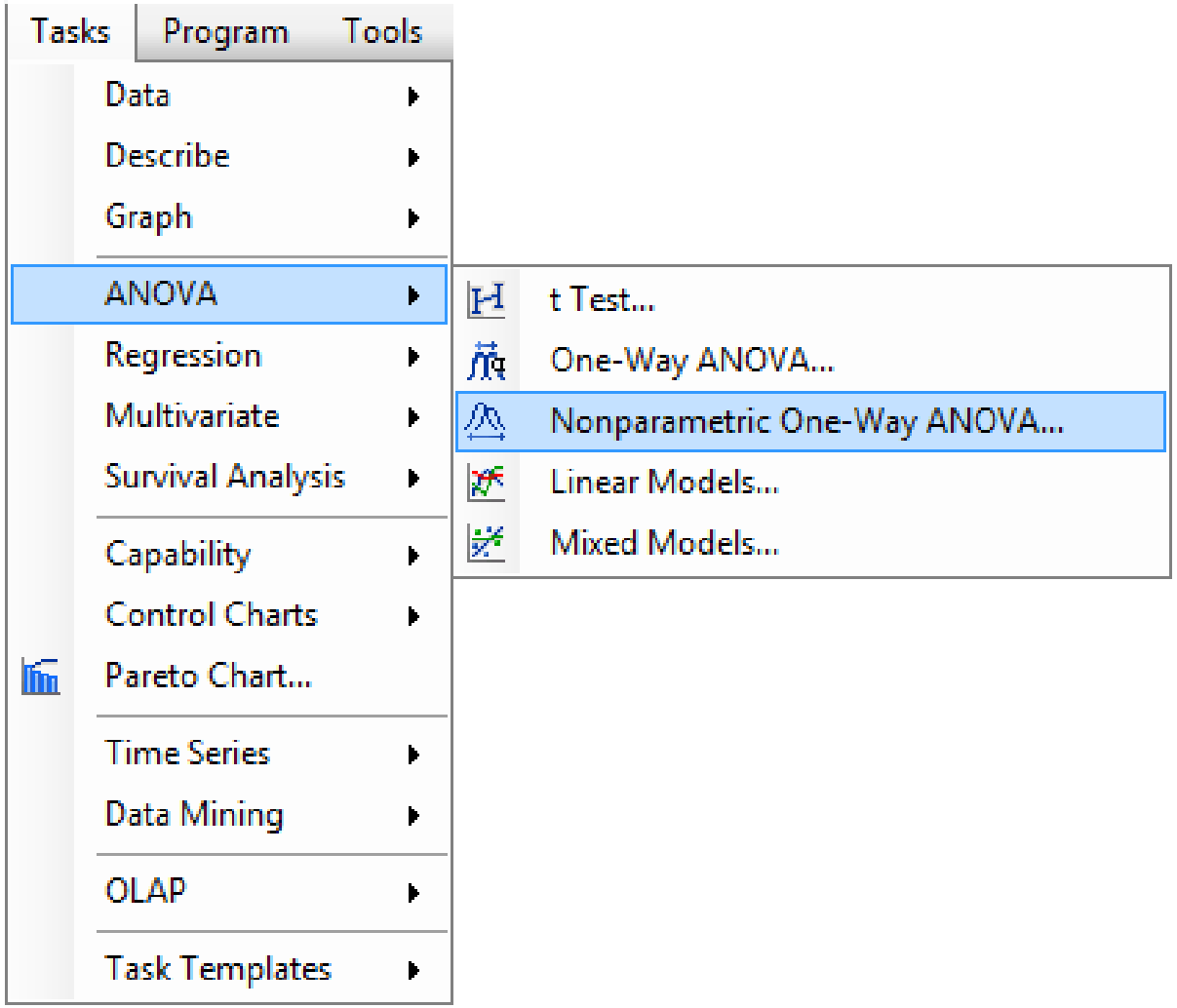

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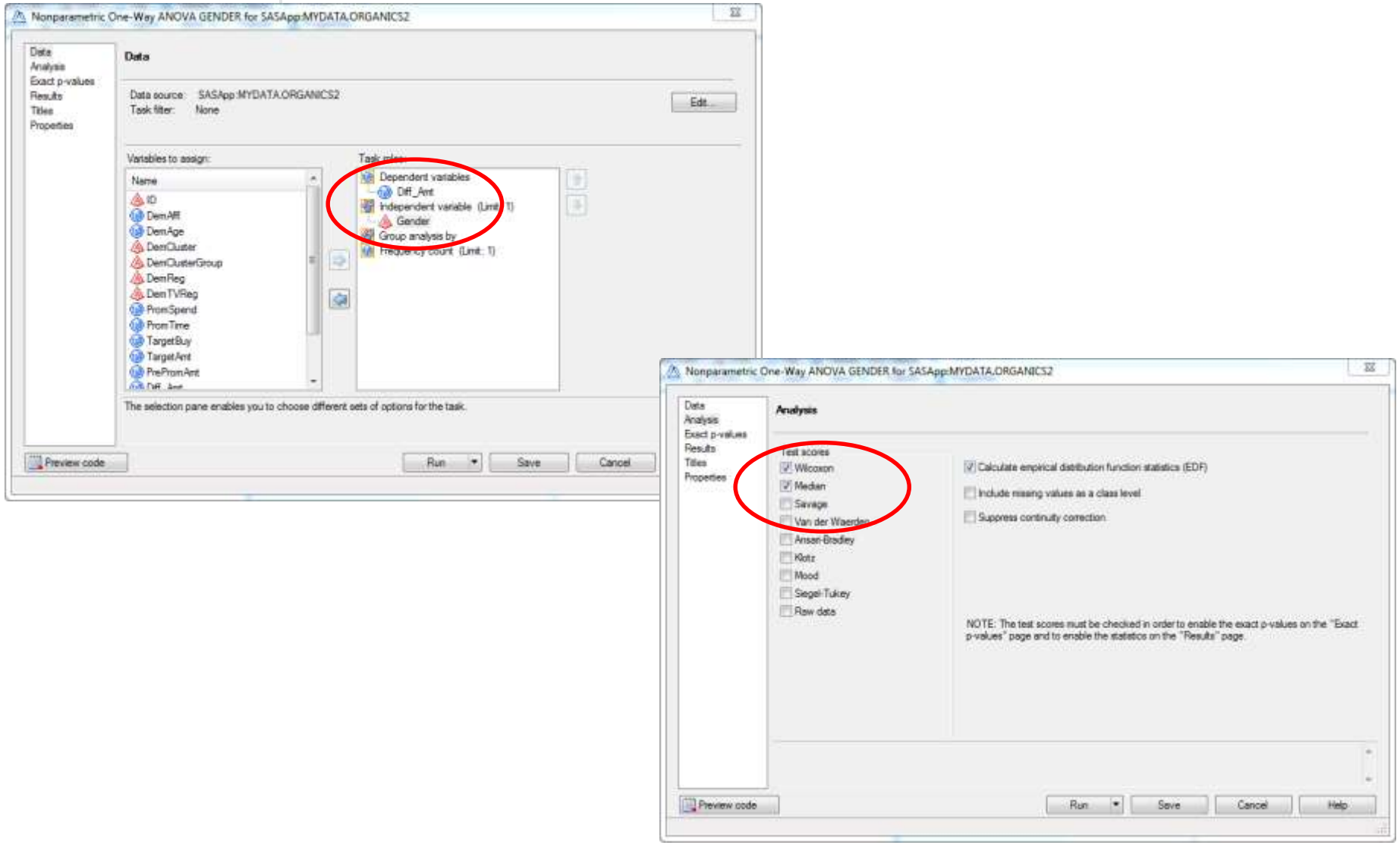
PROC NPAR1WAY 2 LEVEL - SAS ENTERPRISE GUIDE



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PROC NPAR1WAY | 2 LEVELS

STAT

The NPAR1WAY Procedure

Wilcoxon Scores (Rank Sums) for Variable Diff_Amt Classified by Variable Gender					
Gender	N	Sum of Scores	Expected Under H0	Std Dev Under H0	Mean Score
Female	12149	114836825	109128393	271388.619	9452.36847
Male	5815	46524805.5	52233237.5	271388.619	8000.82640
Average scores were used for ties.					

Wilcoxon Two-Sample Test	
Statistic	46524805.5000
Normal Approximation	
Z	-21.0342
One-Sided Pr < Z	<.0001
Two-Sided Pr > |Z|	<.0001
t Approximation	
One-Sided Pr < Z	<.0001
Two-Sided Pr > |Z|	<.0001
Z includes a continuity correction of 0.5.	

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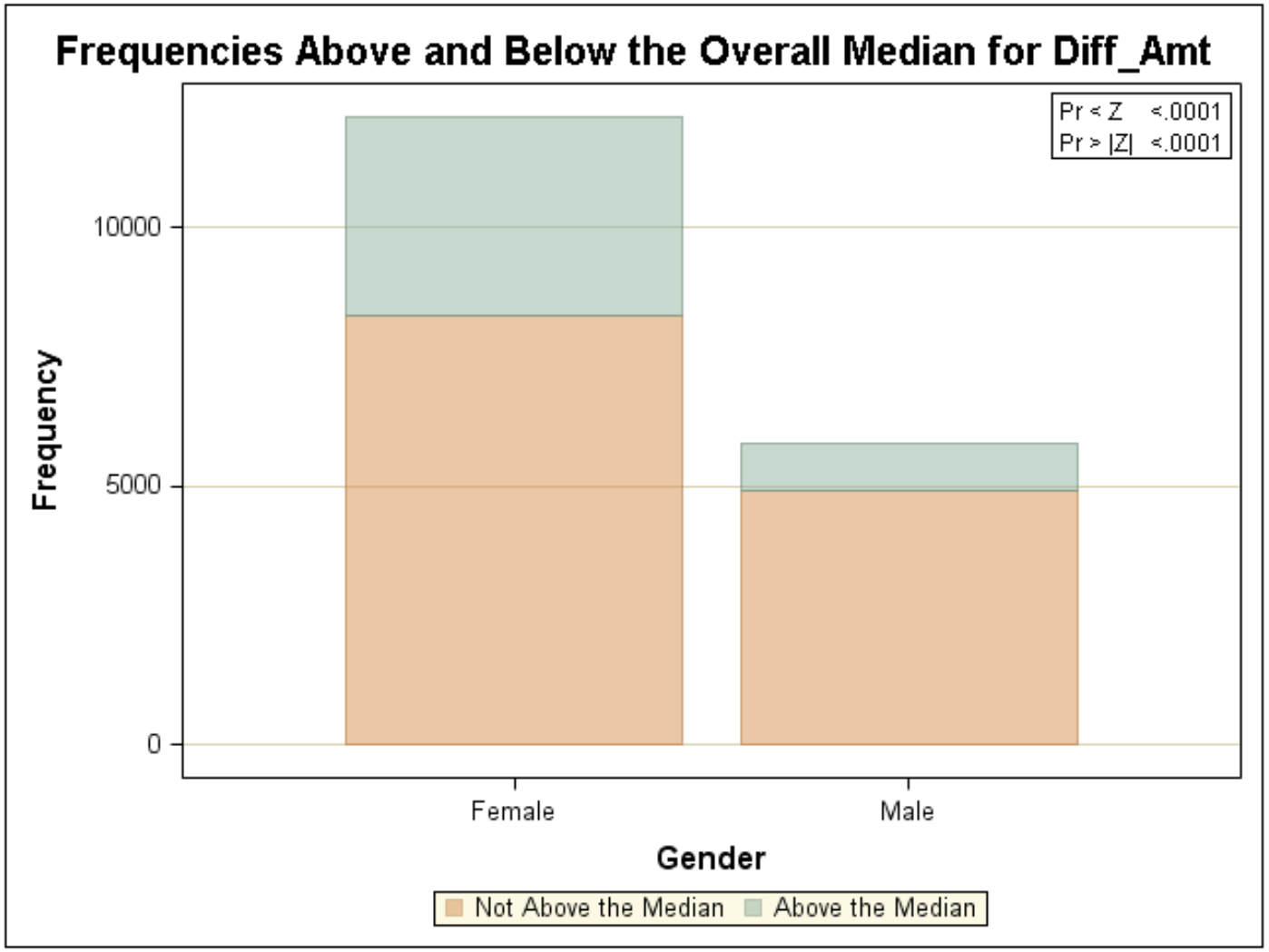
PROC NPAR1WAY 2 LEVELS



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PROC NPAR1WAY > 2 LEVELS

STAT

```
proc sort data=mydata.organics2 out=organics2; by
loyaltyStatus;

PROC NPAR1WAY DATA=organics2 WILCOXON MEDIAN;
        VAR Diff_Amt;
        CLASS LoyaltyStatus;

RUN;
```

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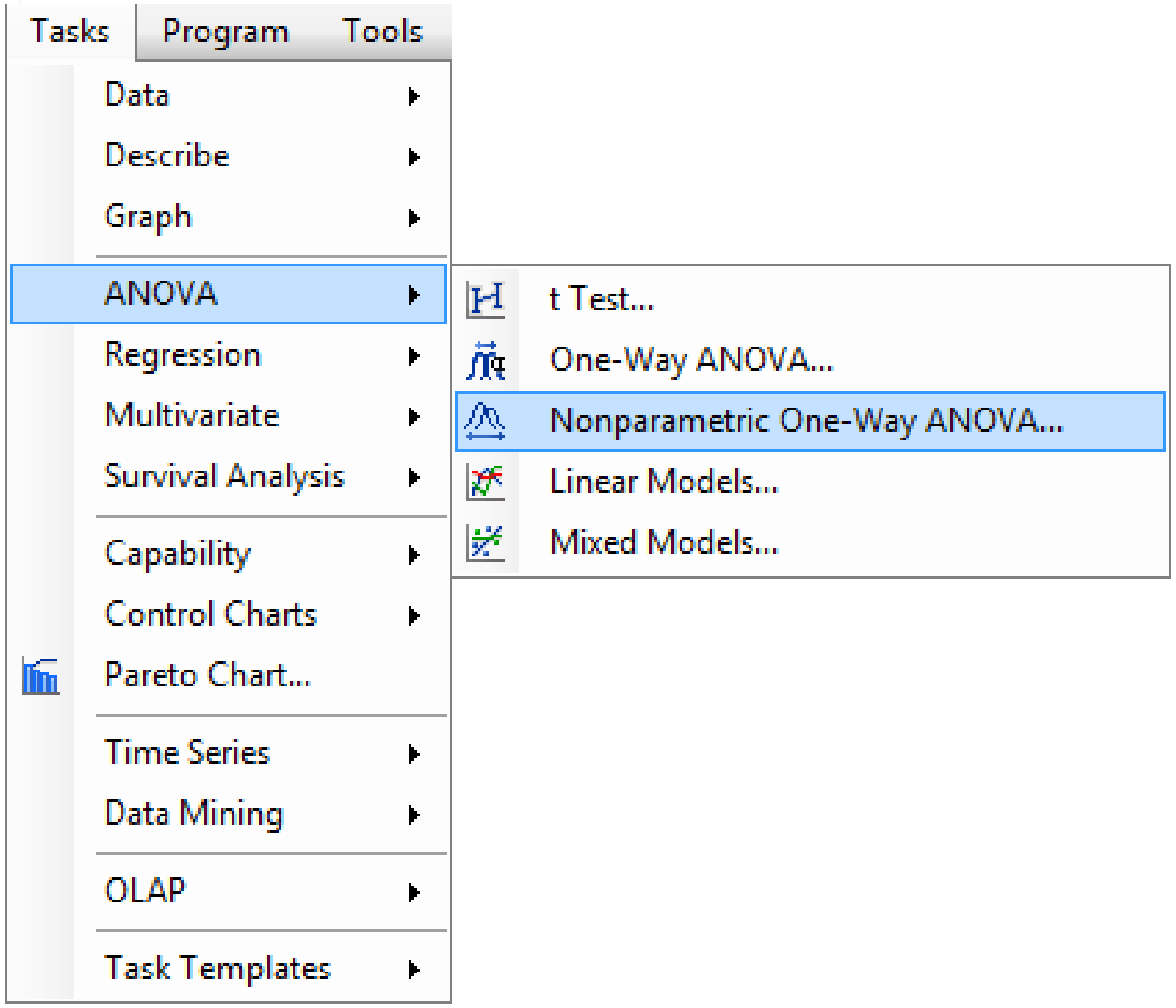
PROC NPAR1WAY > 2 LEVELS - SAS ENTERPRISE GUIDE



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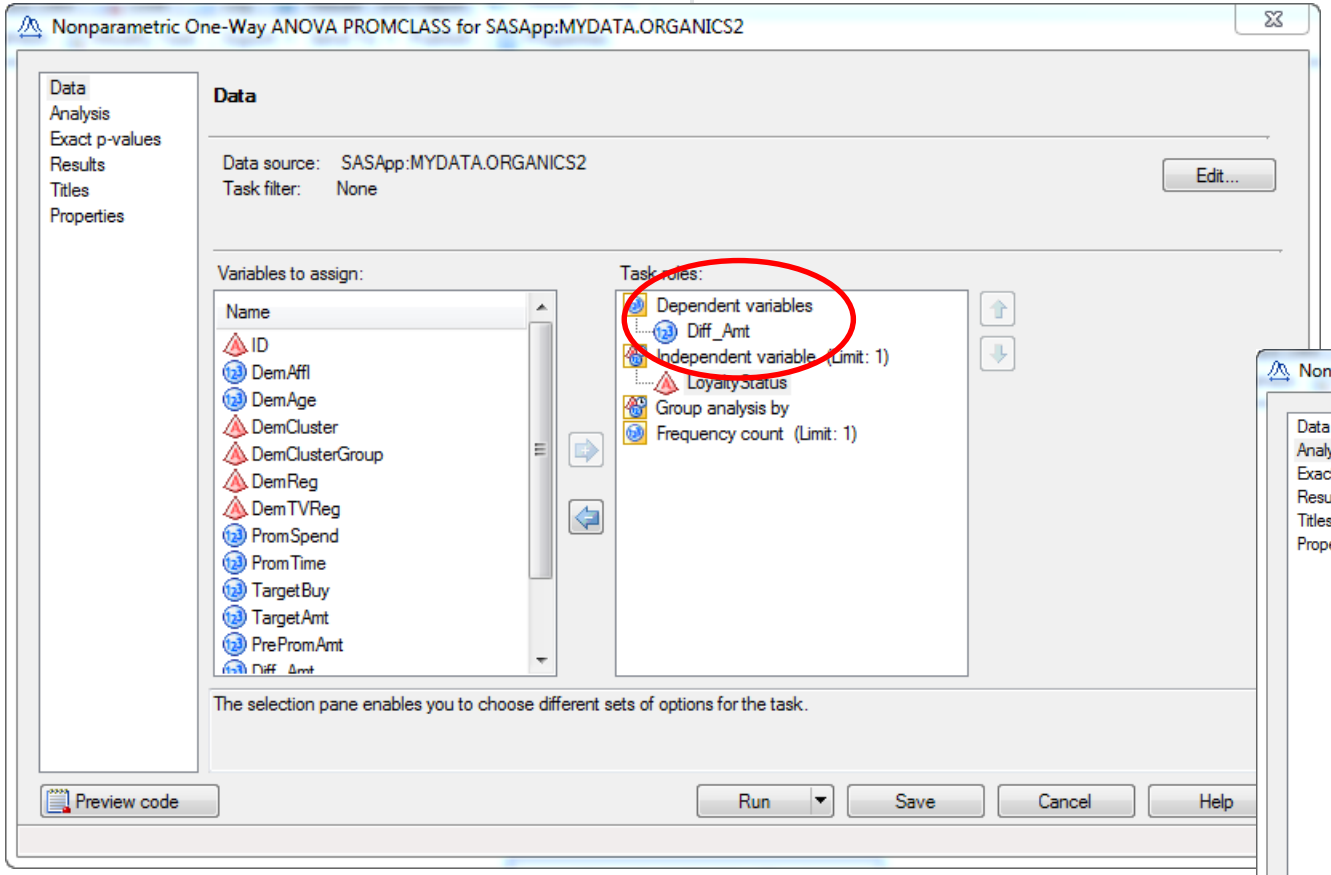
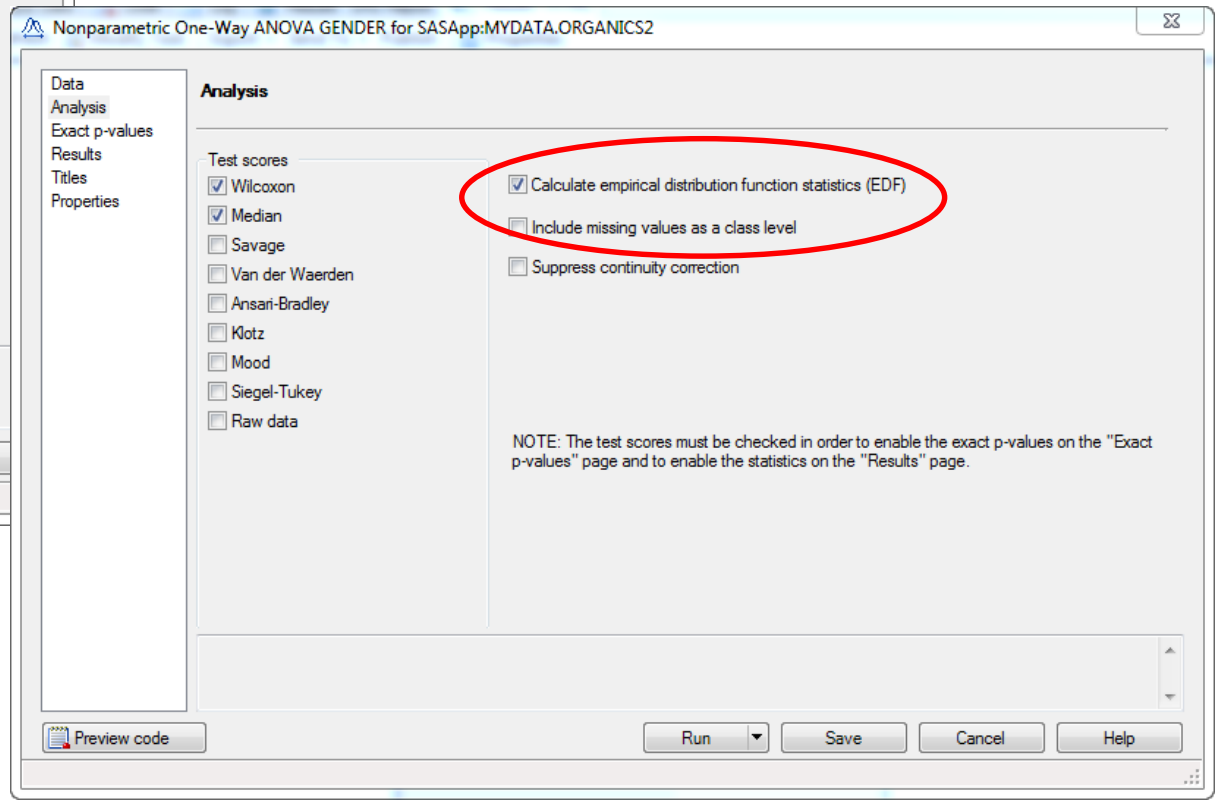
PROC NPAR1WAY > 2 LEVEL - SAS ENTERPRISE GUIDE





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PROC NPAR1WAY > 2 LEVELS

STAT

The NPAR1WAY Procedure

Wilcoxon Scores (Rank Sums) for Variable Diff_Amt Classified by Variable LoyaltyStatus					
LoyaltyStatus	N	Sum of Scores	Expected Under H0	Std Dev Under H0	Mean Score
1. Tin	6487	76643119.0	72083544.0	352231.776	11814.8788
2. Silver	8572	95164849.5	95252064.0	377122.743	11101.8257
3. Gold	6324	66574842.5	70272288.0	349574.903	10527.3312
4. Platinum	840	8559165.0	9334080.0	147752.001	10189.4821
Average scores were used for ties.					

Kruskal-Wallis Test	
Chi-Square	225.1912
DF	3
Pr > Chi-Square	<.0001

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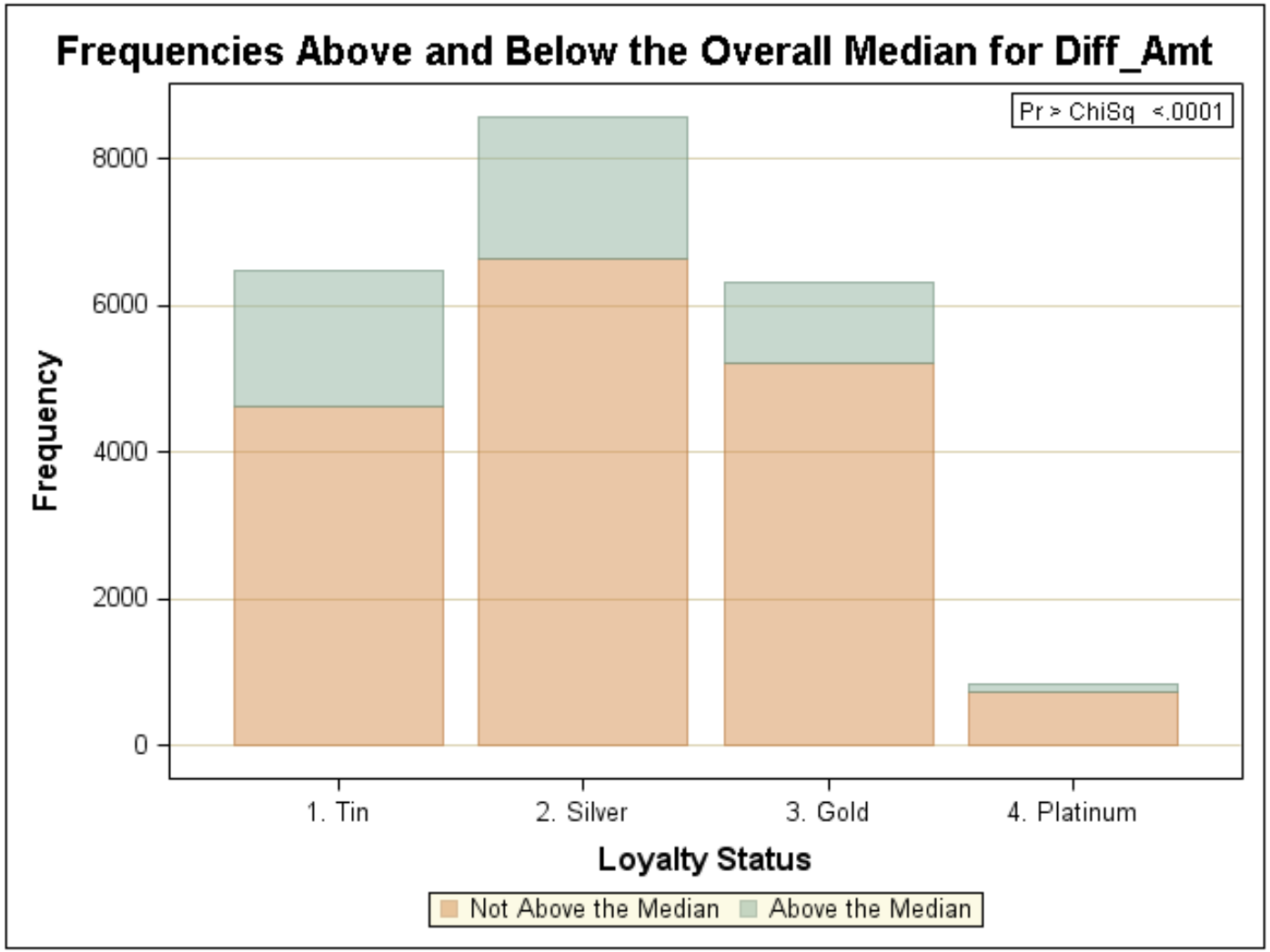
PROC NPAR1WAY > 2 LEVELS



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RESOURCES

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RESOURCES

Public SAS Courses

- Statistics 1: Introduction to ANOVA, Regression, and Logistic Regression FREE
- SAS Enterprise Guide: ANOVA, Regression, and Logistic Regression

Online Tutorials

- SAS Online Resources for Statistics Education
  - t-tests
  - Tests of Association
    - Pearson Chi-Square
    - Mantel-Haenszel Chi-Square
  - Nonparametric Analysis

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RESOURCES

- What's New Documentation
  - http://support.sas.com/documentation/whatsnew/
- SAS/STAT Newsletter
  - http://support.sas.com/community/newsletters/index.html
- STAT, IML, OR, ETS Papers
- Statistical Procedures SAS Community
- Frequently Asked-for Statistics

Videos

- Youtube.com

  http://www.youtube.com/playlist?list=PL0B05D53A5E101AA6
- Video portal to the STAT and OR focus area.

  http://support.sas.com/rnd/app/video/index.html

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