

# Business Analytics



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## Probability

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# Chapter 3

## Probability

# Probability

- 3.1 The Concept of Probability
- 3.2 Sample Spaces and Events
- 3.3 Some Elementary Probability Rules
- 3.4 Conditional Probability and Independence
- 3.5 Bayes' Theorem (Optional)

# Probability Concepts

- ❖ An *experiment* is any process of observation with an uncertain outcome
- ❖ The possible outcomes for an experiment are called the *experimental outcomes*.
  - ❖ Each individual repetition of the experiment results with exactly one experimental outcome.
- ❖ *Probability* is a measure of the chance that an experimental outcome will occur when an experiment is carried out

# Probability

- If  $E$  is an experimental outcome, then  $P(E)$  denotes the probability that  $E$  will occur and:

## Conditions

1.  $0 \leq P(E) \leq 1$

such that:

- ❖ If  $E$  can never occur, then  $P(E) = 0$
- ❖ If  $E$  is certain to occur, then  $P(E) = 1$

2. The probabilities of all the experimental outcomes must sum to 1

# Assigning Probabilities to Experimental Outcomes

- ❖ Classical Method

  - ❖ For equally likely outcomes

- ❖ Relative frequency

  - ❖ In the long run

- ❖ Subjective

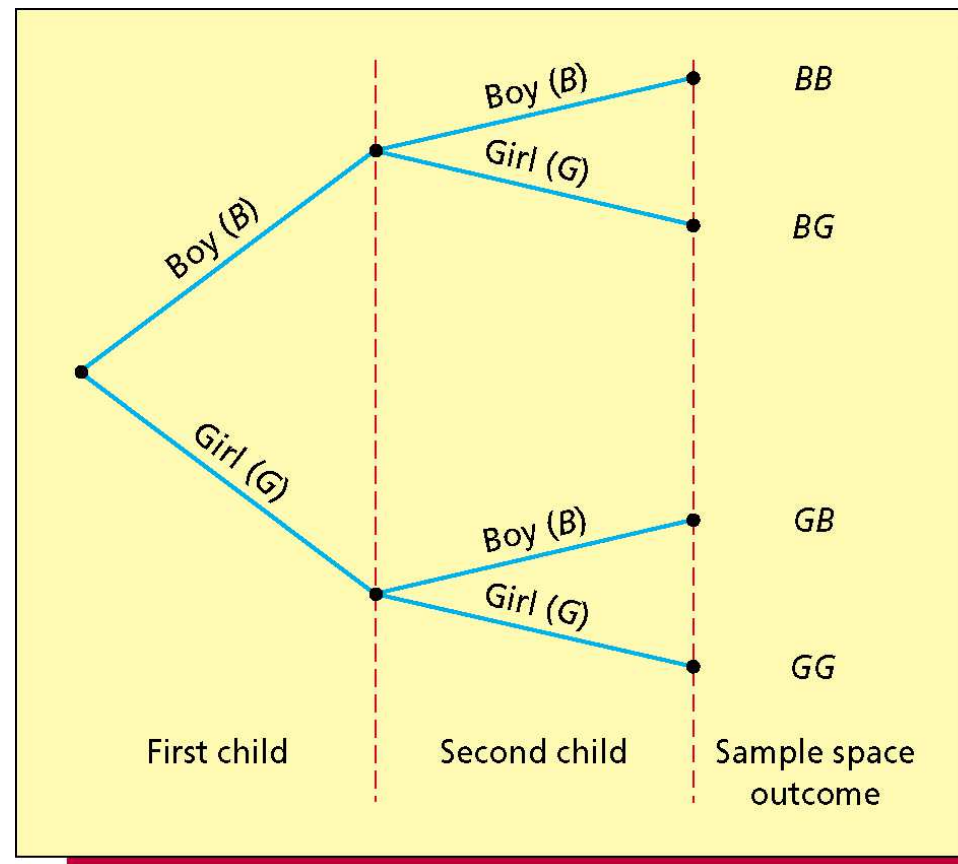
  - ❖ Assessment based on experience, expertise or intuition

# Sample Spaces and Events

- ❖ *Sample space* of an experiment is the set of all possible experimental outcomes (*sample space outcomes, elementary events*).
- ❖ Example 3.1. Choosing a CEO in a company
- ❖ Example 3.2. Genders of two children
- ❖ Example 3.3. Answering three questions in a pop-up quiz

# Example: Gjinitë e fëmijëve

## Example 3.2: Genders of two children

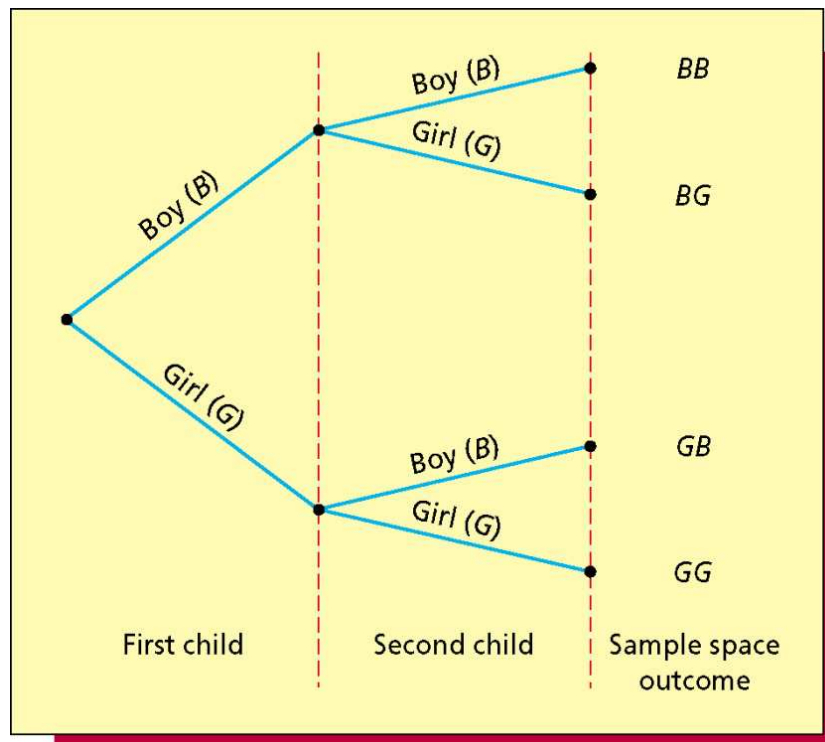


# Event and Probability of an Event

- ❖ An *event* is a set (or collection) of sample space outcomes.
- ❖ The *probability* of an event is the sum of the probabilities of the experimental outcomes that belong to the event.
- ❖ If  $A$  is an event, then
$$0 \leq P(A) \leq 1.$$
  - ❖ If  $A$  can never occur, then  $P(A) = 0$  (*impossible event*).
  - ❖ If  $A$  is certain to occur, then  $P(A) = 1$  (*certain event*).

# Example of Events: Gender of Children

## Example 3.4. Genders of two children



Events:

$$P(\text{Two boys}) = P(BB) = \frac{1}{4}$$

$$P(\text{One boy and one girl})$$

$$= P(BG) + P(GB) = \frac{1}{4} + \frac{1}{4} = \frac{1}{2}$$

$$P(\text{Two girls}) = P(GG) = \frac{1}{4}$$

$$P(\text{At least one girl})$$

$$= P(BG) + P(GB) + P(GG)$$

$$= \frac{1}{4} + \frac{1}{4} + \frac{1}{4} = \frac{3}{4}$$

**Note.** All outcomes equally likely:  $P(BB) = \dots = P(GG) = \frac{1}{4}$

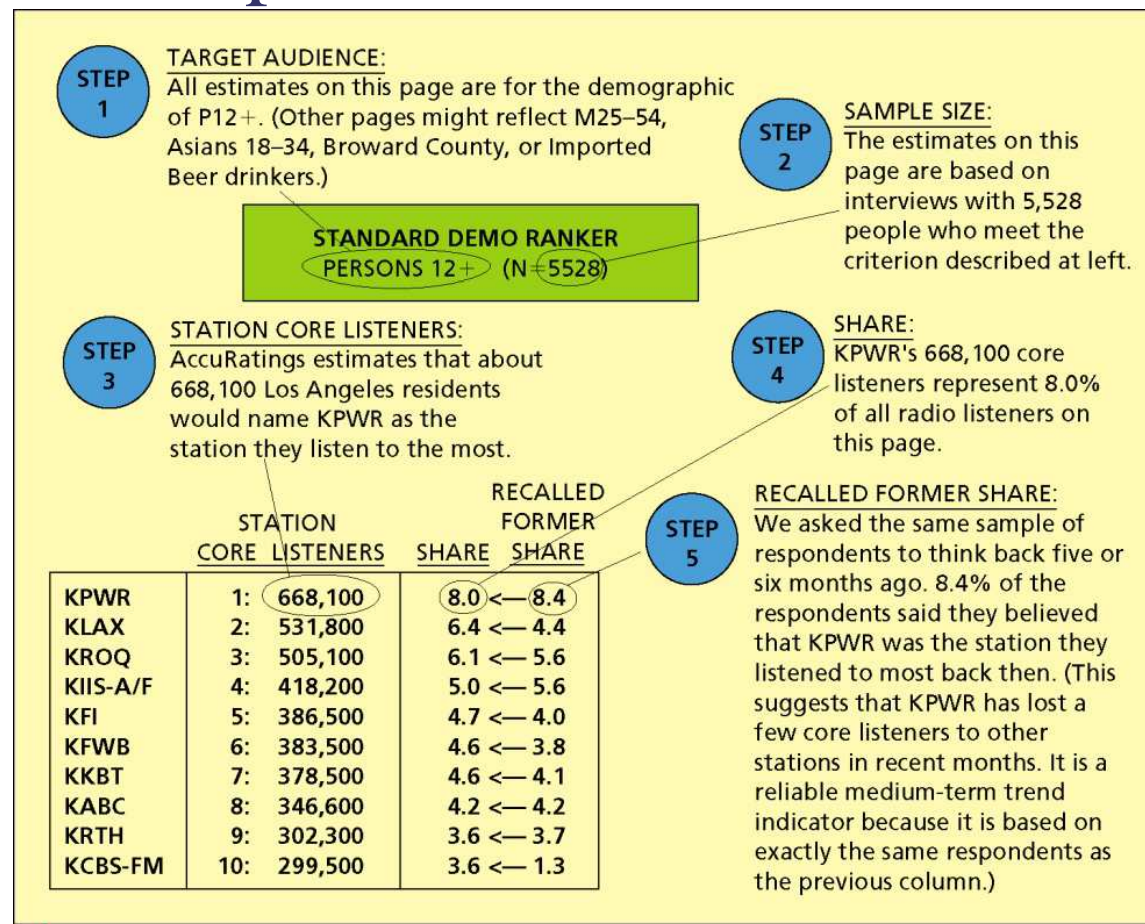
# Probability

- ❖ If the sample space outcomes (or experimental outcomes) are all equally likely, then the probability that an event will occur is equal to the ratio

$$\frac{\text{Number of sample space outcomes that correspond to the event}}{\text{Total number of sample space outcomes}}$$

# Example: AccuRatings Case

## Example 3.7. Case of media ratings



Estimated probability  
(percentage):

$$P(\text{KPWR}) = 445/5528$$

$$= 0.8050$$

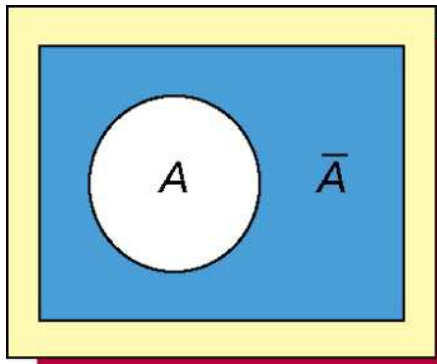
Assumed 8,300,000  
inhabitants in LA  
of age 12+

Estimated number of listeners:

$$\text{Listeners} = N \cdot P(\text{KPWR})$$

$$= 8,300,000 \cdot 0.08 = 668,100$$

# Some Elementary Probability Rules



The *complement*  $\bar{A}$  of an event A is the set of all sample space outcomes not in A

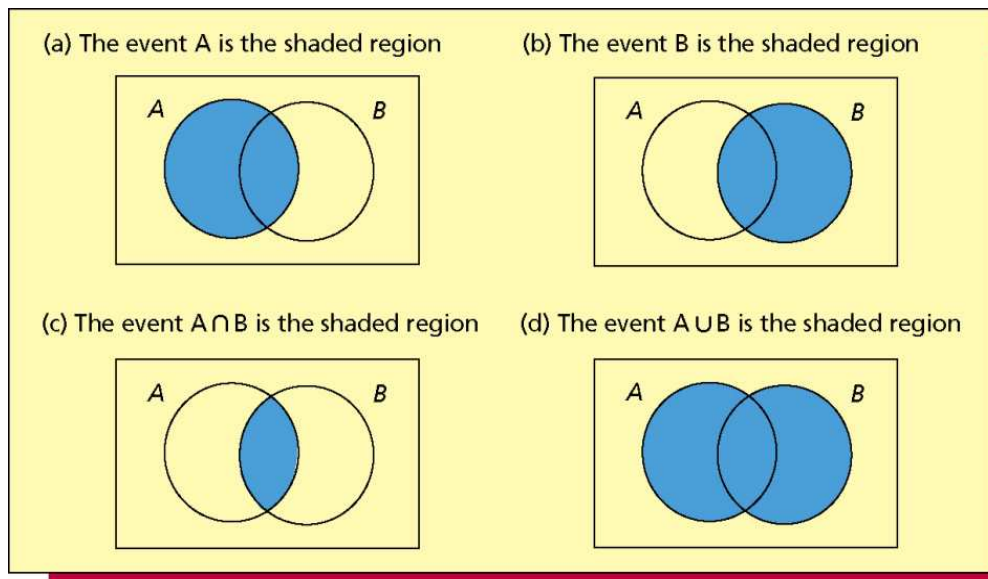
$$P(\bar{A}) = 1 - P(A)$$

*Union* of A and B,  $A \cup B$

Elementary events that belong to either A **or** B (or both)

*Intersection* of A and B,  $A \cap B$

Elementary events that belong to both A **and** B



These figures are “Venn diagrams”

# The Addition Rule

The probability that  $A$  or  $B$  (the union of  $A$  and  $B$ ) will occur is

$$P(A \cup B) = P(A) + P(B) - P(A \cap B)$$

where  $P(A \cap B)$  is the “joint” probability of  $A$  and  $B$  both occurring together

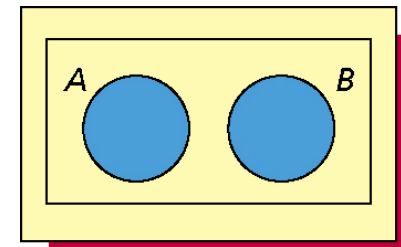
$A$  and  $B$  are *mutually exclusive* if they have no sample space outcomes in common, or equivalently, i.e.

$$P(A \cap B) = 0$$

If  $A$  and  $B$  are mutually exclusive, then

$$P(A \cup B) = P(A) + P(B)$$

Example 3.12. AccuRating case



# Conditional Probability

The probability of an event  $A$ , given that the event  $B$  has occurred, is called the *conditional probability* of  $A$  given  $B$  and is denoted as  $P(A | B)$

$$P(A | B) = \frac{P(A \cap B)}{P(B)}$$

**Note:**  $P(B) \neq 0$

**Interpretation:** Restrict the sample space to just event  $B$ . The conditional probability  $P(A|B)$  is the chance of event  $A$  occurring in this new sample space

- *If*  $A$  occurred, *then* what is the chance of  $B$  occurring?

$$P(B | A) = \frac{P(A \cap B)}{P(A)}$$

# Independence of Events

Two events A and B are said to be *independent* if and only if:

$$P(A \mid B) = P(A)$$

or, equivalently,

$$P(B \mid A) = P(B)$$

# The Multiplication Rule

The joint probability that  $A$  and  $B$  (the intersection of  $A$  and  $B$ ) will occur is

$$\begin{aligned}P(A \cap B) &= P(A) \cdot P(B | A) \\ &= P(B) \cdot P(A | B)\end{aligned}$$

If  $A$  and  $B$  are *independent*, then the probability that  $A$  and  $B$  (the intersection of  $A$  and  $B$ ) will occur is

$$P(A \cap B) = P(A) \cdot P(B) = P(B) \cdot P(A)$$

Examples 3.13, 3.14

# Contingency Tables

A contingency table showing the joint and marginal probabilities for two events, R (rows) and C (columns). The table is annotated with arrows pointing to specific cells and their corresponding probability expressions.

	<b>C<sub>1</sub></b>	<b>C<sub>2</sub></b>	<b>Total</b>
<b>R<sub>1</sub></b>	$P(R_1 \cap C_1)$ → .4	.2	$P(R_1)$ → .6
<b>R<sub>2</sub></b>	.1	$P(R_2 \cap C_2)$ → .3	.4
<b>Total</b>	.5	$P(C_2)$ → .5	1.00

# Bayes' Theorem

- ❖ Sometimes, we have a *prior* probability that an event will occur
- ❖ Then, based on new information, we revise the prior probability
  - ❖ This is called a *posterior* probability
- ❖ This revision is done using Bayes' Theorem

# Bayes' Theorem

## Example 3.17: AIDS Testing

**Question:** Suppose that a person selected randomly for testing, tests positive for AIDS. The test is known to be highly accurate (99.9% for people who have AIDS, 99% for people who do not.) What is the probability that the person actually has AIDS?

**Answer:** Surprisingly, much lower than most of us would guess!

### The Facts :

AIDS Incidence Rate : 6 cases per 1000 Americans

$$P(AIDS) = 0.006 \qquad P(\overline{AIDS}) = 0.994$$

Testing Accuracy :

$$P(POS/AIDS) = 0.999 \qquad P(POS/\overline{AIDS}) = 0.01$$

**Solution :**  $P(AIDS/POS)$

## Example 3.17: AIDS Testing Continued

$$\begin{aligned}P(AIDS/POS) &= \frac{P(AIDS \cap POS)}{P(POS)} = \frac{P(AIDS \cap POS)}{P(AIDS \cap POS) + P(\overline{AIDS} \cap POS)} \\&= \frac{P(AIDS)P(POS/AIDS)}{P(AIDS)P(POS/AIDS) + P(\overline{AIDS})P(POS/\overline{AIDS})} \quad (\text{Bayes' Theorem}) \\&= \frac{(0.006)(0.999)}{(0.006)(0.999) + (0.994)(0.01)} = \frac{0.005994}{0.005994 + 0.00994} \\&= \frac{0.005994}{0.015934} \\&= \mathbf{0.38}\end{aligned}$$