

EE489 Notes – 21 Apr 2020

How to write the results part

Econometrics paper

- Show the summary statistics table
- Show the regression results table (if you use logit/probit type of estimation, you can only show the MFX results in the main text. Then, put the coef. results in the appendix.)
- Discuss the different econometrics specifications that you use. Explain why you estimated them.
 - Using linear regressions, logit, ordered-probit, multinomial-probit etc. to explore different models of consumer behaviors?
 - Using different sets of explanatory variables to explore the robustness (significance) of the explanatory variables of interest?
 - Using different functional forms (x^2 , $\log(x)$, $\log(y)$) to account for non-linear relationships?
- Discuss whether the results differ a lot across specifications. Discuss which specification you think is the best. Explain why. (usually, we look at the value of adjusted- R^2 and pseudo-likelihood (the larger the better or the less negative the better)).
- Discuss the implication of the coefficients in the specification that you think is the best. Compare your results with previous works (papers that you mention in the literature review section).

Cross-tabulation papers

- Show the summary statistics table
- Show the cross-tabulation tables. Explain their implications.

SCP papers – [The results are discussed throughout the paper already. Therefore, you can summarize your findings and discuss the implication in the conclusion part.](#)

How to write the Conclusion

- Explain what your research question is/are again. Then, briefly mention the methodology.
- According to your results, what is/are the answer(s) to your research questions? Are they as expected? Explain. What are interesting about them? Explain why.
- Explain whether your results are consistent with the existing literature (papers that you reviewed in the literature review section).
- Give some policy (or business strategy, depending on your topic) recommendation **that can be drawn from your research and results (not out of the blue)**. As this is an economic paper, the recommendation should aim to maximize total society efficiency, not firms' exploitation of market power. If your recommendation will be to help firms increase their profits, it should be a win-win recommendation. For example, you can suggest firms to improve their market penetration rate by improving their outreach to new customer segments rather than to collude or get rid of their competitors.

Reference – make sure you include all the citations (APA format) in the reference section.