

Question 1

Sales Forecasting

- Sales Forecasting is the process of estimating the future sales.
- A sales Forecast is an estimation of sales volume that a company can expect to attain within the period. A sales Forecast is not just a sales predicting.
- Sales Forecasting is the determination of a firm's share in the market under a specified future. Thus sales Forecasting shows the probable of sales.

Sales Forecasting Methods

Qualitative methods

- Executive opinion
- Delphi method
- Salesforce composite

Quantitative methods

- Moving averages
- Decomposition
- Ratio method

Qualitative Research Method

- It aims to gain in-depth insight into individuals think, feel or do
- These methods focus on exploring the "why and how" reasons behind customers behavior and decisions. It is designed to reveal the behavior and perception that drives a target audience in reference to specific topic or issues

Executive opinion Method.

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