Assignment 4

The due date for submitting this assignment has passed. Due on 2021-02-17, 23:59 IST.

As per our records you have not submitted this assignment.

1. Which of the following is not a qualitative forecasting technique?
   - Surveys of consumer expenditure plans
   - Perspectives of foreign advisory councils
   - Consumer intention polling
   - Time-series analysis
   - Both statements are incorrect.
   - Both statements are correct.
   - Statement 1 is incorrect, statement 2 is correct.
   - Statement 1 is correct, statement 2 is incorrect.
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Time-series analysis

2. Which of the following is not one of the four types of variation that is estimated in time-series analysis?
   - Predictable
   - Trend
   - Cyclical
   - Irregular
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Predictable

3. Quantitative forecasting techniques include:
   - Consumer surveys
   - Experimental smoothing
   - Manager opinions
   - Delphi method
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Experimental smoothing

4. Considering the forecasting periods, the plans that are for the turnover of 1-5 years are:
   - Intermediate plans
   - Long terms plans
   - Long terms plans
   - None of the above
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Intermediate plans

5. Statement 1: Quantitative forecasting applies a set of mathematical rules to a series of past data to predict outcomes
   - Both statements are incorrect.
   - Both statements are correct.
   - Statement 1 is incorrect, statement 2 is correct.
   - Statement 1 is correct, statement 2 is incorrect.
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Statement 1 is correct, statement 2 is incorrect

6. The ideal order for conducting these 4 types of forecasts is:
   - Market Potential, Sales Potential, Market Forecast, Sales Forecast
   - Market Potential, Market Forecast, Sales Potential, Sales Forecast
   - Market Potential, Sales Potential, Market Forecast, Sales Forecast
   - Sales Forecast, Market Potential, Sales Potential, Market Potential
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Market Potential, Market Forecast, Sales Potential, Sales Forecast

7. The most important consideration in choosing the best sales forecasting method would be:
   - What type of method your top competitor is using
   - The trendworthiness of your sales trend
   - The amount, quality, and reliability of the data available
   - Whether you have at least 10 years worth of sales data
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: The amount, quality, and reliability of the data available

8. Which of the following forecasting techniques is used with only one variable?
   - Simple correlation
   - Multiple correlation
   - Multiple regression
   - Simple regression
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Simple regression

9. Qualitative method of forecasting depends upon:
   - Scientific methods
   - Mathematical techniques
   - Statistical techniques
   - Opinions and judgement
   - No, the answer is incorrect.
   - Score: 5
   - Accepted Answers: Opinions and judgement

10. Statement 1: Qualitative data is most appropriate when historical data is available.
    - Both statements are incorrect.
    - Both statements are correct.
    - Statement 1 is incorrect, statement 2 is correct.
    - Statement 1 is correct, statement 2 is incorrect.
    - No, the answer is incorrect.
    - Score: 5
    - Accepted Answers: Both statements are correct.