YEAR 13 – Business

WEEK 13 (22ⁿᵈ Nov to 26ᵗʰ Nov 2020)

Work Sent to the students through Google classroom/ watsapp group/ email/ Zoom

Chapter 46:- Quantitative Sales forecasting

Learning Objectives: WALT

- Understand time series analysis using moving average
- Explain scatter graphs and line of best fit- extrapolation of past data to future
- Examine the limitations of sales forecasting techniques

Lesson Outcome: Students will be able to

- Calculate trend using three and four years moving average
- Predict the future sales figure using line of best fit
- Find the link between one variable to sales (eg. Advertising and sales) using correlation.
- Evaluate limitation of quantitative sales forecasting

Tuesday 1ˢᵗ and 2ⁿᵈ Period **ZOOM**	*(Zoom meeting details to be sent to students via Google classroom)* **Resources:-** PPT, Text Books, **Teachers Activity-** Teacher to explain the quantitative sales forecasting using time series analysis, moving average and correlation leading to examining to what extent it can help the business. Also explain the limitations of quantitative analysis. **Students Activity -** Calculate moving average , draw line of best fit and scatter graphs to perform quantitative sales forecasting.