YEAR 12 – Business

WEEK 27 (Term 2) (28th February 2021 to 4th March 2021)

Zoom link for the class will be shared on the Google classroom.

Topic 52: Quantitative Sales   forecast

Learning Objectives:

- Understand time series analysis
- Understand how to interpret scatter plot and line of best fit
- Identify limitation of quantitative sales forecasting techniques

Lesson Outcome:

- Calculate moving average for time series analysis
- Interpret scatter plot and line of best fit
- Analyse the limitations of quantitative sales forecasting techniques

Wednesday 1st 2nd Period (Zoom)	**(Zoom meeting details to be sent to students via Google classroom)** **Resources:-**Text book, PPT, Worksheet **Teacher's Activity** : Teacher to explain how to calculate three and four year moving average. Also explanation on how to interpret scatter plot in order to identify the correlation. **Student-led activity:** Calculate moving average for time series analysis. Solve end of chapter case study.