National University of Computer and Emerging Sciences, Lahore Campus

Course Name:	Enterprise Information System	Course Code:	CS 422
Program:	CS	Semester:	Spring 2020
Duration:	20 Mins	Total Marks:	6
Paper Date:		Weight	
Section:	ALL	Page(s):	1
Exam Type:	Quiz II		

Student : Name:_____ Roll No._____
Section:_____

- **Exercise 4.2**

- Following the format of the spreadsheet in Figure 4-3, develop a spreadsheet to forecast Fitter's sales for July through December. Calculate the base projection using the previous year's values (shown in Figure 4-4), and factor in the 3 percent estimated growth rate. Assume that the special marketing promotion last year resulted in an increase in sales of 200 cases for July, and that a special marketing promotion this year will result in an increase in sales for July of 400 cases.

Sales volume	July	Aug.	Sept.	Oct.	Nov.	Dec.
Previous year	6702	6327	6215	6007	5954	5813