



MONASH  
University

MONASH  
BUSINESS  
SCHOOL

# ETC3550/ETC5550 Applied forecasting

## Revision

[af.numbat.space](http://af.numbat.space)



# Outline

- 1 Assignment 1
- 2 Some case studies
- 3 Exam

# Assignment 1

## Stock price forecasting (Q1 and Q5)

- Hard to beat naive forecast
- Random walk model says forecast variance =  $h\sigma^2$ .

# Assignment 1

## **Stock price forecasting (Q1 and Q5)**

- Hard to beat naive forecast
- Random walk model says forecast variance =  $h\sigma^2$ .

## **Maximum temperature at Melbourne airport (Q2)**

- Weather is relatively stationary over similar time of year and recent years.
- So take mean and var of max temp in April over last 10 years.

# Assignment 1

## **Difference in points in AFL match (Q3)**

- Teams vary in strength from year to year.
- Could look at distribution of for-against points for last few years across all games for each team. Assume distributions independent.

# Assignment 1

## **Difference in points in AFL match (Q3)**

- Teams vary in strength from year to year.
- Could look at distribution of for-against points for last few years across all games for each team. Assume distributions independent.

## **Seasonally adjusted estimate of total employment (Q4)**

- Probably locally trended.
- Perhaps use drift method based on average monthly change in last 2 years.

# Outline

- 1 Assignment 1
- 2 Some case studies
- 3 Exam

# CASE STUDY 1: Paperware company

**Problem:** Want forecasts of each of hundreds of items. Series can be stationary, trended or seasonal. They currently have a large forecasting program written in-house but it doesn't seem to produce sensible forecasts. They want me to fix it.

## Additional information

- Program written in COBOL making numerical calculations limited. It is not possible to do any optimisation.
- Their programmer has little experience in numerical computing.
- They employ no statisticians and want the program to produce forecasts automatically.





# CASE STUDY 1: Paperware company

## Methods currently used

- A** 12 month average
- C** 6 month average
- E** straight line regression over last 12 months
- G** straight line regression over last 6 months
- H** average slope between last year's and this year's values. (Equivalent to differencing at lag 12 and taking mean.)
- I** Same as H except over 6 months.
- K** I couldn't understand the explanation.

## CASE STUDY 2: PBS



## CASE STUDY 2: PBS

**The Pharmaceutical Benefits Scheme (PBS) is the Australian government drugs subsidy scheme.**

- Many drugs bought from pharmacies are subsidised to allow more equitable access to modern drugs.
- The cost to government is determined by the number and types of drugs purchased. Currently nearly 1% of GDP.
- The total cost is budgeted based on forecasts of drug usage.

# CASE STUDY 2: PBS

**ABC News Online**  
AUSTRALIAN BROADCASTING CORPORATION

Windows Media  
**NewsRadio**  
Streaming audio news  
LISTEN: [WMP](#) | [Real](#)

Select a Topic  
from the list below

[Top Stories](#)  
[Just In](#)  
[World](#)  
[Asia-Pacific](#)  
[Business](#)  
[Sport](#)  
[Arts](#)  
[Sci Tech](#)  
[Indigenous](#)  
[Weather](#)  
[Rural](#)  
[Local News](#)  
[Broadband](#)

**SPECIALS**  
[Federal Election](#)

Click "Refresh" or "Reload"  
on your browser for the latest edition.

This Bulletin: **Wed, May 30 2001 6:22 PM AEST**

**POLITICS**

**Opp demands drug price  
restriction after PBS budget  
blow-out**

The Federal Opposition has called for tighter controls on drug prices after the Pharmaceutical Benefits Scheme (PBS) budget blew out by almost \$800 million.

The money was spent on two new drugs including the controversial anti-smoking aid Zyban, which dropped in price from \$220 to \$22 after it was listed on the PBS.

**the Public Record**  
For full election coverage

**FEATURES**

**The Public Record**  
Federal Election 2001

[For a fresh perspective on the federal election, reach into ABC Online's campaign weblog, The Poll Vault.](#)

Audio News Online

## CASE STUDY 2: PBS

- In 2001: \$4.5 billion budget, under-forecasted by \$800 million.
- Thousands of products. Seasonal demand.
- Subject to covert marketing, volatile products, uncontrollable expenditure.
- Although monthly data available for 10 years, data are aggregated to annual values, and only the first three years are used in estimating the forecasts.
- All forecasts being done with the FORECAST function in MS-Excel!

## CASE STUDY 3: Car fleet company

**Client:** One of Australia's largest car fleet companies

**Problem:** how to forecast resale value of vehicles? How should this affect leasing and sales policies?

## CASE STUDY 3: Car fleet company

**Client:** One of Australia's largest car fleet companies

**Problem:** how to forecast resale value of vehicles? How should this affect leasing and sales policies?

### Additional information

- They can provide a large amount of data on previous vehicles and their eventual resale values.
- The resale values are currently estimated by a group of specialists. They see me as a threat and do not cooperate.

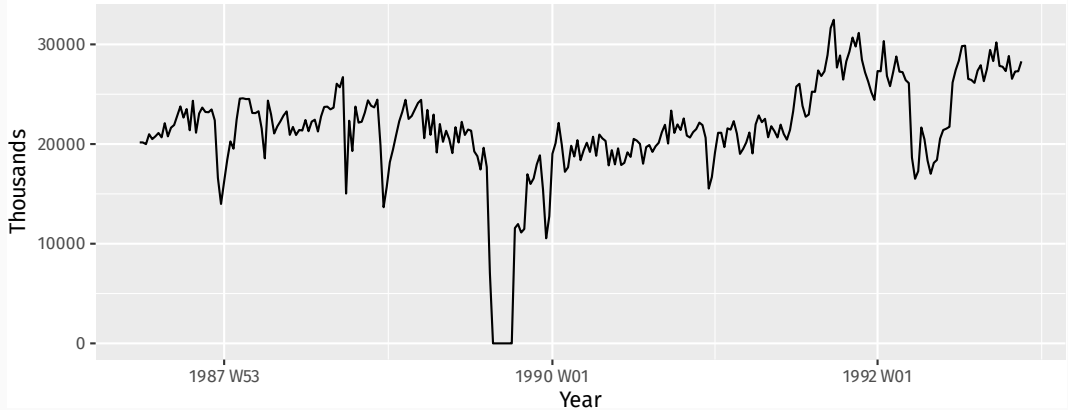
## CASE STUDY 4: Airline





# CASE STUDY 4: Airline

Economy class passengers  
Melbourne-Sydney



## CASE STUDY 4: Airline

**Problem:** how to forecast passenger traffic on major routes?

### Additional information

- They can provide a large amount of data on previous routes.
- Traffic is affected by school holidays, special events such as the Grand Prix, advertising campaigns, competition behaviour, etc.
- They have a highly capable team of people who are able to do most of the computing.

# Outline

- 1 Assignment 1
- 2 Some case studies
- 3 Exam

# Exam: 5.00pm (AEST) 13 June

Five Sections, all to be attempted.

- A** Short answers/explanations. Write about 1/4 page on four topics (out of six possible topics). Nuanced answers required.

# Exam: 5.00pm (AEST) 13 June

Five Sections, all to be attempted.

- A** Short answers/explanations. Write about 1/4 page on four topics (out of six possible topics). Nuanced answers required.
- B** Describing a time series, decomposition, choosing a forecasting method.

# Exam: 5.00pm (AEST) 13 June

Five Sections, all to be attempted.

- A** Short answers/explanations. Write about 1/4 page on four topics (out of six possible topics). Nuanced answers required.
- B** Describing a time series, decomposition, choosing a forecasting method.
- C, D, E** Benchmarks, ETS models, ARIMA models, Dynamic regression models, forecast evaluation.

# Exam: 5.00pm (AEST) 13 June

Five Sections, all to be attempted.

**A** Short answers/explanations. Write about 1/4 page on four topics (out of six possible topics). Nuanced answers required.

**B** Describing a time series, decomposition, choosing a forecasting method.

**C, D, E** Benchmarks, ETS models, ARIMA models, Dynamic regression models, forecast evaluation.

- Interpretation of R output, but no coding.
- Closed book
- Allowed: a calculator, 1 A4 double-sided sheet of notes, 5 working sheets

# Preparing for the exam

- Exams from 2018–2022 on Moodle already.
- Solutions available from 5 June
- Exercises. Make sure you have done them all (especially the last two topics – revise the lecture examples)!
- Identify your weak points and practice them.
- Write your own summary of the material.
- Practice explaining the material to a class-mate.



# Help available

- See us during the consultation times (for details refer to the moodle page).
- Discuss on the moodle forum.

# Useful resources for forecasters

## Organization:

- International Institute of Forecasters.

## Annual Conference:

- International Symposium on Forecasting
  - ▶ Charlottesville, Virginia, June 25–28, 2023

## Journals:

- International Journal of Forecasting
- Foresight (the practitioner's journal)

Links to all of the above at **[forecasters.org](http://forecasters.org)**

# IIF Best Student Award

- <https://forecasters.org/programs/research-awards/students/>
- US\$100
- A certificate of achievement from the IIF
- One year free membership of the Institute with all attendant benefits. Subscriptions to:
  - ▶ the International Journal of Forecasting
  - ▶ the practitioner journal: Foresight
  - ▶ The Oracle newsletter

# Happy forecasting

Good forecasters are not smarter than everyone else, they merely have their ignorance better organised.

# Happy forecasting

Good forecasters are not smarter than everyone else, they merely have their ignorance better organised.

Please fill in your SETU