IITK Consulting Group

Summer Camp - Consulting Module

Group Assignment-1

Q. Estimate the number of Kathi Rolls sold in our campus in a week.

1. Assumptions/Clarifications

➢ It is a normal week and sales are not affected by any event happening in OAT.
➢ Sales are not affected by weekend factor.
➢ There is only one counter for making and serving rolls.
➢ The shop opens at 4pm and closes at 1am.
➢ There are 2 time zones: low sales time zone from 4pm to 8pm (4 hours) and high sales time zone from 8pm to 1am (5 hours).

2. Break down

➢ For low sales time zone, we can assume that the shop makes 1 roll in 6 mins, meaning 10 rolls in 1 hr.
➢ For high sales time zone, we can assume that the shop makes 1 roll in 4 mins, meaning 15 rolls in 1 hr.
➢ In 1 day, number of rolls sold = 4x10 + 5x15 = 115 rolls.
➢ Total rolls sold in 1 week = 115 x 7 = 805 rolls.