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# Forecasting Sales

REVIEW

ANNOTATIONS 1

HISTORY

## Meets Specifications

Wonderful! The all of the models are correct. The correct model is selected for forecasting and the forecast are correct. Please check the annotation file for more detailed comments. Congrats and good luck with the capstone! 🎉

Also, I am always interested in improving my reviews so please let me know if this review was helpful or not to you. I get directly your feedback from the star ratings and comments about the review. Thanks!

-Katerina

## Plan Your Analysis

✓ The section is written clearly and is concise. The section is written in less than 250 words.

✓ All following questions have been answered:

1. Does the dataset meet the criteria of a time series dataset? Make sure to explore all four key characteristics of a time series data.
2. Which records should be used as the holdout sample?

## Determine Trend, Seasonal, and Error Components

✓ The section is written clearly and is concise. The section is written in less than 250 words.

## Build Your Models

✓ The section is written clearly and is concise. The section is written in less than 500 words.

✓ All following questions have been answered:

1. What are the model terms for ETS? Explain why you chose those terms.
2. Describe the in-sample errors. Use at least RMSE and MASE when examining results

The ETS model and its in-sample errors are correct - great job!

✓ All following questions have been answered:

1. What are the model terms for ARIMA? Explain why you chose those terms. Graph the Auto-Correlation Function (ACF) and Partial Autocorrelation Function Plots (PACF) for the time series and seasonal component and use these graphs to justify choosing

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your model terms.

2. Describe the in-sample errors. Use at least RMSE and MASE when examining results
3. Regraph ACF and PACF for both the Time Series and Seasonal Difference and include these graphs in your answer

The ARIMA model and its in-sample errors are correct - great job! Great job presenting all of the required ACF PACF Plots.

## Forecast



The section is written clearly and is concise. The section is written in less than 250 words.



All following questions have been answered:

1. Which model did you choose? Justify your answer by showing: in-sample error measurements and forecast error measurements against the holdout sample.
2. What is the forecast for the next four periods? Graph the results using 95% and 80% confidence intervals.

The forecasts are correct - great job! Also, when done showing the in-sample error measurements and forecast error measurements against the holdout sample as a justification or selecting ARIMA model for forecasting.

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