Name: Student ID:

Class Test 3

United International University (UIU)

Fall Trimester: 2020;   Course Code: IPE 401;   Course Title: Industrial Management

Full Marks: 20   Date: 27 /12/2020   Time: 22 minutes

CSE-SECTION (**A**)

1. **(a)** A department store may find that in a 4 month period, the best forecast is derived by using 55% of the actual sales for the most recent month, 25% of three months ago,10% of four months ago. What is the sales forecast for month 5?   **(2)**

Month	1	2	3	4
Sales	678	692	805	820

(b) The deputy managing director of BSRM gathered 15 of his expert employee from different sector and of different designation. Then he asked about their opinion about the new **Slag processing unit**. And how much it should process every month. So after free exchange of ideas among the experts they were able to decide the targeted value for the slag processing unit in a very short amount of time. So which type of qualitative method was used here? Explain.   **(2)**

2. .A firm's sales for a product line during the 12 years were as follows.

The firm wants to forecast sales of year 3065 using the trend line

(16)

Years	Sales
2000	3128
2001	3312
2002	3321
2003	3121
2004	3319
2005	3349
2006	3481
2007	3627
2008	3642
2009	3758
2010	3880
2011	3913

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