

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, 20% 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. He wanted to know how much production bonus is suitable for the new year for the employee. Then he gave them a set of question paper and interviewed one by one in a separate room. And collected all the answers from the papers and prepared another set of question and interviewed them again until majority members choose one answer. So no employee knew what the other employee answered and was able to give their opinion without fear of intimidation . 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 3189 using the trend line

(16)

Years	Sales
2000	3912
2001	3880
2002	3758
2003	3642
2004	3627
2005	3481
2006	3349
2007	3319
2008	3121
2009	3321
2010	3312
2011	3128

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