

# **ETC3550/ETC5550**

## **Applied forecasting**

Some final thoughts

[OTexts.org/fpp3/](https://OTexts.org/fpp3/)



# 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 on 12 April 2021.** (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 from 2020 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 from 2020 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 tell them what is wrong and 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





# 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

- 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 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!

**Problem:** How to do the forecasting better?

## 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

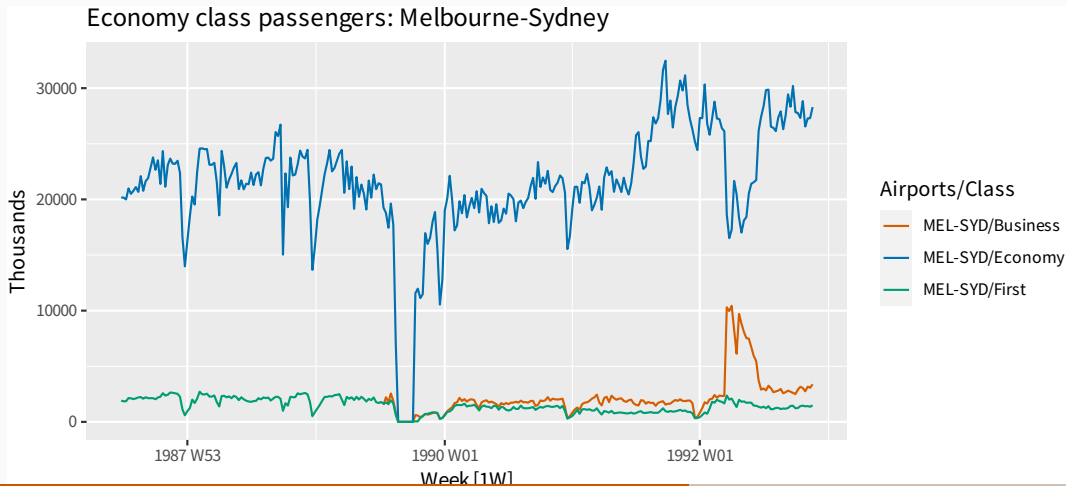
**Problem:** how to forecast resale value of vehicles? How should this affect leasing and sales policies?

### 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

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



## 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: 9.00am (AEST) 7 June

Five questions, 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, choosing a forecasting method
- C** ETS models
- D** ARIMA models
- E** (Dynamic) regression models

# Exam and R

- Parts **B**, **C** and **E** require interpretation of R output, but no coding.
- Part **D** requires some coding (part of the code will be provided) and interpretation of R output.
- All R coding will be very similar to examples you have done before.
- Submitted answers will be automatically checked for close matches.
- Enter answers on Moodle as you go, to avoid internet issues at the end.

# Preparing for the exam

- Exams from 2018–2020 on Moodle. Solutions to follow by Monday.
- Exercises. Make sure you have done them all!
- Identify your weak points and practice them.
- Write your own summary of the material.
- Practice explaining the material to a class-mate.

# Preparing for the exam

- Exams from 2018–2020 on Moodle. Solutions to follow by Monday.
- Exercises. Make sure you have done them all!
- Identify your weak points and practice them.
- Write your own summary of the material.
- Practice explaining the material to a class-mate.

## Help available

- Ask on Moodle forum
- See a tutor during the consultation times.

# Useful resources for forecasters

## Organization:

- International Institute of Forecasters.

## Annual Conference:

- International Symposium on Forecasting

## Journals:

- International Journal of Forecasting
- Foresight

Links to all of the above at **forecasters.org**

# Useful resources for forecasters

## Organization:

- International Institute of Forecasters.

## Annual Conference:

- International Symposium on Forecasting

## Journals:

- International Journal of Forecasting
- Foresight

Links to all of the above at **forecasters.org**

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

# Useful resources for forecasters

## Organization:

- International Institute of Forecasters.

## Annual Conference:

- International Symposium on Forecasting

## Journals:

- International Journal of Forecasting
- Foresight

Links to all of the above at **forecasters.org**

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