**Q.12.** **Forecast: -**

**1. You are provided with the dataset for the past 10yrs. How can you forecast the data for next 4 years, Quarter wise?**

**Answer: -** We can do Forecast for Sales, Profit, Order’s & Quantity. So, we are taking Sale example.

**Step 1: -** Take Segment & Sales into Rows.

**Step 2: -** In Columns take Order Date & Convert it into YEAR (Order Date) & QUARTER (Order Date). Because, we are asking to forecast it by YEAR & QUARTER WISE.

**Step 3: -** Now go to Analysis -- forecast—Show Forecast(Now we get forecast only for one year only).

**Step 4: -** Now again go to Analysis -- forecast—Forecast Options—Forecast Length- Select Exactly- 4 Years (Here, we get Forecast for next 4 years. Now in same we have Option Data Source-Aggregate by – Automatic (Quarter) select it-Ignore Last-0 Quarter---OK