5. Consider the following data to answer the questions below:

Period	Demand (in thousand)
1	56
2	61
3	55
4	70
5	66
6	65
7	72
8	75

a) Calculate the exponential smoothing forecast of first four periods. The arbitrarily chosen alpha is 0.3. **(5 marks)**

b) Calculate trend adjusted forecast of Period 3. The arbitrarily chosen alpha is 0.5 and beta is 0.1. **(5 marks)**