Forecasts – Revision

1. Fill in the missing sentences with phrases mentioned below

**gut feeling (przeczucie), accurate, projections , underestimate, catch on (zyskać na popularności), niche product , catch up with , fall short of (nie dorównywać), outsource (zlecać innej firmie), stick to , pay off, staffing levels (poziomy zatrudnienia), turn down (odrzucać), track**

1. It is better to overestimate results than to …underestimate……………………them.
2. We …tracked………………………..down our competition and copy their sale results
3. According to our …projections……………………………next year our sales will rocket
4. If a …niche product……………………becomes unexpectedly popular you can exceed your initial forecasts
5. Hurra optimistic forecasts may …pay off…………………., as usually unachievable results motivate people more.
6. We were unprepared for such a high outcome and we had to …catch up with……………………………unexpected demand
7. One of our novelties …caught on…………………………..and we had to struggle with high demand
8. When you …stick to……………………..top quality your results will always be high
9. We had to …turn down……………………one of the contracts as we had insufficient …staffing levels………………………………….
10. Our results were much better than we had predicted therefore to meet high demand we had to …outsource………………………part of our production
11. If you want to get it right …gut feeling………………………is not always enough, you need factual data
12. Our forecasts occurred to be ……accurate……………………..as we have hit the target
13. We…fell short of……………………..our forecasts as unexpected crisis came on