Data Intelligence Hub

# Case Study/Interview Exercise

The goal of this assignment is to see how you would operate on an actual project.

* Can you do an exploratory data analysis to build a stronger understanding of the data and present your findings?
* Can you develop a class 8 US net order forecast for 2021 by month using the data provided? Present your results compared to 2021 actuals? Be sure to explain your approach and considerations.

**Data set provided** – class 8 US net orders (green tab) and various economic and freight variable

**Background**

Our forecast accuracy gives us a competitive advantage as anticipating demand allows our organization to meet our customers volume needs which translates to increased market share and profits.

Once this information is shared our organization prepares across our value stream from sales to vehicle delivery to meet this demand.

These decisions are business critical and our leadership team depends on us to provide an accurate and timely forecast.

**Data Definitions**

Are provided within the data spreadsheet. If you have any questions, please do not hesitate to reach out. In addition, all provided data points should be available online.