

LIST OF FIGURES

Fig No	Description	Page No.
1.1	Forecasting within an organization: forecasting and Managerial Decision making	17
3.1	Time Series Plot and Scattered Plot	52
3.2	Autocorrelation and Partial Autocorrelation Functions	54
3.3	Simple Linear Regression	55
3.4	Scatter Plot with regression line	55
3.5	Algorithm for Forecasting Demand	56
3.6	Algorithm for Single Exponential Smoothing Function	58
3.7	Algorithm for Holts Smoothing Function	59
3.8	Algorithm for Linear Regression Function	60
3.9	Algorithm for Polynomial Regression Function	61
3.10	Algorithm for ARIMA Function	62
3.11	Output of Product A with ARIMA	64
3.12	Output of Product C with ARIMA	65
3.13	Output of Product E with ARIMA	66
3.14	Output of Product F with Polynomial Regression	67
3.15	Output of Product G with Single Exponential Smoothing	68
3.16	Output of Product I with Polynomial Regression	69
3.17	Output of Product K with ARIMA	70
4.1	Comparison of forecasts for product 1	79
4.2	Comparison of forecasts for product 2.	80
4.3	Comparison of forecasts for product 3.	80

Fig No	Description	Page No.
4.4	Comparison of forecasts for product 4.	81
4.5	Comparison of forecasts for product 5.	81
4.6	Comparison of forecasts for product 6.	82
4.7	Comparison of forecasts for product 7.	82
4.8	Comparison of forecasts for product 8.	83
4.9	Comparison of forecasts for product 9.	83
4.10	Comparison of forecasts for product 10.	84
4.11	Comparison of forecasts for product 11.	84
4.12	Comparison of forecasts for product 12.	85
4.13	Comparison of forecasts for Product A.	89
4.14	Comparison of forecasts for Product B.	89
4.15	Comparison of forecasts for Product C.	90
4.16	Comparison of accuracies with varying α .	92
4.17	Comparison of accuracies with varying α .	93
4.18	Comparison of accuracies with varying α .	94
5.1	Algorithm for Weighted Moving Average	98
5.2	Algorithm for Linear Regression	98
5.3	Algorithm for Polynomial Regression, Order 2	99

Fig No	Description	Page No.
5.4	Algorithm for Polynomial Regression, Order 3	100
5.5	Algorithm for Single Exponential Smoothing	101
5.6	Algorithm for Holt's method	103
5.7	Algorithm for Winters method	106
5.8	Time-Series Graph of Product A	108
5.9	Time Series Graph of Product B	109
5.10	Forecast Values for Product A	111
5.11	Forecast Values for Product B	112
5.12	Forecast Values for Product C	113
5.13	Forecast Values for Product D	114
5.14	Forecast Values for Product E	116
5.15	Plot between Forecast Values & Time Period for Product G	117
5.16	Forecast Values for Product H	118
5.17	Forecast Values for Product I	119
6.1	The concept of Bass model.	123
6.2	Inputs and outputs for Bass model	123
6.3	Inputs and outputs for Fourt-Woodlock model	124
6.4	Inputs and outputs for Regression analysis	125
7.1	Weekly Actual sales trend of FMCG products	139

Fig No	Description	Page No.
7.2	Weekly Forecasted values of FMCG products	140
7.3	Monthly Actual sales of intermittent demand	142
7.4	Monthly Forecasted values of intermittent demand	142
7.5	Weekly actual sales of intermittent data	144
7.6	Weekly Forecasted values of intermittent data	145
