

## LIST OF TABLES

Table No	Description	Page No.
3.1	Sales Data of Product A	51
4.1	Forecast using Enhanced Probabilistic Demand Model (EPDM)	74
4.2	Forecast using Demand Size Based Model (DSBM)	75
4.3	Actual data for slow moving products	76
4.4	Comparison of forecasted values for products with $\alpha=0.05$	77
4.5	Comparison of forecasted values for products with $\alpha=0.1$	77
4.6	Comparison of forecasted values for product with $\alpha=0.15$	78
4.7	Comparison of forecasted values for products with $\alpha=0.2$	78
4.8	Actual data for slow moving products A, B, C	85
4.9	Comparison of forecasted values for products with $\alpha=0.05$	87
4.10	Comparison of forecasted values for products with $\alpha=0.1$	88
4.11	Comparison of forecasted values for products with $\alpha=0.15$	88
4.12	Comparison of forecasted values for products with $\alpha=0.2$	88
4.13	Forecasted Values for Product A.	91
4.14	Accuracy of forecast for Product A	91
4.15	Forecasted Values for Product B.	92
4.16	Accuracy of forecast for Product B	93
4.17	Forecasted Values for product C	93
4.18	Accuracy of forecast for Product C	94

Table No	Description	Page No.
5.1	Sales data of Product A	107
5.2	Sales data of Product B	109
6.1	Sales of few Periods with and without Promotions	132
6.2	Sales of few Periods considering repeat Purchase	133
7.1	Sales and Forecast data of FMCG products	138
7.2	Forecast accuracy results of the FMCG products	140
7.3	Sales and forecast data of intermittent-demand with error calculations	141
7.4	Forecast accuracy results of intermittent-demand data	143
7.5	Weekly Sales and forecast data of intermittent-demand and the error calculations	143
7.6	Forecast accuracy results of intermittent-demand data	145