

Round 0 Statistics for Round 1: How to Calculate Sales Forecasts In Marketing Module for Round 2

Product Segments	B Total Industry Unit Demand in 000's	C Next Years Growth Segment Rate	D Next Years Industry Unit Demand Increase Equals B*C	Next Years Total Industry Unit Demand Equals B+D	Team Prediction Rate for Next Year	Team Sales Forecast for Next Year Equals E*F
Traditional	9,619	0.092	885	10,504	0.070	735
Low End	8,960	0.112	1,004	9,964	0.170	1,694
High End	2,554	0.162	414	2,968	0.140	415
Performance	1,915	0.198	379	2,294	0.170	390
Size	1,964	0.183	359	2,323	0.150	349

The Next Step is to go to The Production Schedule. Subtract Inventory from Unit Sales Forecast. Get the Production Schedule.

Product Segments	Traditional	Low End	High End	Performance	Size	
Unit Sales Forecast	1,049	1,694	415	390	349	
Inventory on Hand	189	39	40	78	62	
Production Schedule	860	1,655	375	312	287	