School of Business
Department of Business
Mid Term Examination

Sem V - D1UA507T - Sales and Operations Planning
Your answer should be specific to the question asked
Draw neat labeled diagrams wherever necessary

1) Explain the importance of capacity requirement planning for a facility. — K2 (2)

2) List various types of capacity of a firm. — K1 (3)

3) Explain the difference between quantitative and qualitative methods of forecasting. — K2 (4)

4) Explain what do meant by operations planning and outline the factors affecting operation planning procedure? — K2 (6)

5) Using regression method on the basis of the following sales data of previous 6 weeks and calculate the forecast for the 7th week — K3 (6)

Week	1.	2.	3.	4.	5.	6.	7.
Actual Sales	150	160	170	180	195	225	?

6) Identify various methods of forecasting. Explain any two methods in detail. — K3 (9)

7) Explain various methodologies and data sources commonly employed in generating accurate aggregate demand forecasts for a national economy. — K4 (8)

8) Find sales forecast for the 10th year. Using (a) Least square method and (b) exponential smoothing techniques (Smooothing constant:α =0.6) — K4 (12)

Year	1	2	3	4	5	6	7	8	9	10
Sales(000)	16	22	26	34	36	42	48	55	60	?

OR

Examine by integrating a demand plan with S&OP, how can organizations effectively apply their knowledge to align sales and production activities? — K4 (12)