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Forecasting Sales Forecasting Sales (cont.)

Seasonal Stockturn = Sales At Retail (86,909) / Average Inventory At Retail (51,328) = 1.69
Annual Stockturn = 1.69 X 2 = 3.38
Stock To Sales Ratio Assumes You Want To Maintain A Specified Ratio Of Inventory To Sales Helps You Determine How Much Stock You Want To Have On Hand Ea Jan 2th, 2024

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Forecasting Relates To What Will Happen If The Firm Tries To Implement A Given Strategy In A Possible Environment. Forecasting Also Helps To Determine The Likelihood Of The Possible Environments. The Remainder Of This Chapter Discusses The Items In The Two Circles On Figure 2-1, The Jan 9th, 2024

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By Chaman L. Jain St. John’s University

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