

The "what people say" aspect of sales forecast methods covers composite of salesforce opinions, expert opinions and buyer survey intentions.

Salesmen have a dislike for paper job because of its contribution to their sales achievement.

Dislike is one of the disadvantages of using the opinions of salesmen as a basis for sales forecast.

Ethical responsibility deals with the sense of obligation expressed by business persons to their organizations and to their customers.

Ethical and social responsibilities are practiced for some purposes other than to build the cooperate emerge.

A sales forecast is made based on information about what people say, what people do, and what people have done.

A good sales forecast is based on well-defined criteria and a set of clearly-expressed objections.

Sales forecasting is more difficult to build in the case of the new product than it is for the existing product.

The "what people have done" dimension of sales forecasting method utilizes time series analysis.

The use of the composite of salesmen's opinions as a forecasting basis is relatively cheaper than the use of the other methods.