

APPLICATION LEAST SQUARE METHOD TO PREDICT SALES VOLUME IN COMPUTER APPLICATIONS

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Abstract:

Scientific writing is intended to simplify decision-makers in predicting the volume of sales, by making a computer program to facilitate the calculations so that results would be expected to be more quickly and accurately. Another aim to be able to see the opportunities that exist in companies that can take into account the condition of the company to be able to develop more advanced again.

The result is that the intelligence of elected experience and a good theory will provide the basics is best to conduct the sales forecast. Forecasting by using the least square method using the assumption that what happens in the future no matter what happened in the past, state variables must be fixed for future

Bibliography: 4 (1984-1993)

