Propositions

attached to the thesis

Advancemenst in Demand Forecasting: Methods and Behavior

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I

Improving the forecasting capabilities of companies encompasses both extending the available forecasting methods and models as well as analyzing the forecasting process, the context in which these methods and models are embedded.

(This thesis)

II

Conditioning the forecast on elapsed time to anticipate incoming demand can substantially reduce both stock investment and lost revenue for spare parts management.

(Chapter 2)

III

Generalizing the bottom-up and top-down forecast approaches to an integrated approach that explicitly incorporates product dependencies—such as complementarity of products and product substitution—results in substantial gains in forecasting performance as well as inventory performance.

(Chapter 3)

IV

Forecasting behavior differs systematically among individuals to the extent that two markedly different types of forecasters are discerned, labeled as chasers and smoothers.

(Chapter 4)

V

Organizational roles, even without financial incentives, result in intentional biases, and these biases cannot be fully removed by an accuracy-weighted scheme.

(Chapter 5)

VI

Spurious relations, multiple comparisons problems, post and cum hoc fallacies—examples abound of why big data needs "big judgment" (Shah et al. 2012).

VII

A lack of statistical significance, by itself, does not justify rejecting a scientific article.

VIII

Though currently first discovery is unilaterally emphasized, replication is as important as discovery.

IX

Shakespeare's apparent disregard for preserving his writings for posterity reveals the vanity of fretting over lost notes and drafts.

X

Entrepreneurship is equal parts opportunity and litigation.

XI

The tin foil hat—in popularity second only to the utility belt—is an essential tool for the independent researcher.