

Forecasting sales of leasing companies in the market of cargo vehicles

Shabanova L., Timiryasova A., Safiullina L.
Kazan Federal University, 420008, Kremlevskaya 18, Kazan, Russia

Abstract

© Medwell Journals, 2016. Most economic models are multifactorial. Unfortunately, not all factors can be expressed in conventional units. For example, the "amount of advance payment" can be expressed in rubles, "the lease term" in days but in order to quantify the "package of documents" an expert assessment is required. The proposed methodology allows the authors to not only determine the quantitative estimation of factors but also to analyze their impact on the "sales" and then make a prediction of further development of this important economic indicator.

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Keywords

Competitiveness level, Correlation and regression analysis, Expert estimates, Forecasting, Sales