Predicting Future Equipment Market Demand for a Retail Shop

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Declaration

I declare that this Thesis is my own work and has not been submitted in any form for another degree or diploma at any University or other institution of tertiary education. Information derived from the published or unpublished work of others has been acknowledge in the text and a list of references is given.

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Abstract

Equipment Market in Sri Lanka facing various problem. For example Equipment Market introduce new versions with new features Passion and Fashion. So people would like to buy newly introduced equipment in the market or latest versions. But they don't have a clear idea when they select their dream equipment. So they spend their valuable time for selecting their loveable one. And sellers also have issues for keeping the stock, and they don't know which customers going to buy which one or customers most preferable one. Sales persons also spent time with customers but unfortunately they can't satisfy their customer's requirement.

The Sellers must need their customers feedback for improve their future customer services. Otherwise they don't understand customer expectations.

The Sellers must know how to maintain their stock. For example which equipment has most selling rate which has less is selling rate and which season or which month how to track the stock.

So these above issues have to wind up and both The Sellers and The Consumers save their valuable time, customers get a good customer service and take their dream equipment and the seller give a best idea for the customers.

So seller need a good product for solve above issue.

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