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Appendix

Appendix 01:

Delphi Panel Questionnaire: Round 1

Research Topic:

DEMAND FORECAST ADJUSTMENTS IN SRI LANKAN FMCG INDUSTRY:
A FIELD EXPERIMENT.

Objective:

To determine the perceived impact of various contextual factors on the need for forecast adjustments based on judgmental forecasting in FMCG industry in Sri Lanka

Response Scale: 1-5, where:

1 = Minimal impact, unlikely to require adjustments.

2 = Low impact, may require minor adjustments in some cases.

3 = Moderate impact, likely to require adjustments in most cases.

4 = High impact, significant adjustments to forecasts likely needed.