

ABSTRACT

APPLICATED OF THE LEAST SQUARES METHOD FOR SALES FORECASTING APPLICATION ON CV. ATIK FARM

By:
Caevyn Frisliando
1214007

Sales is an important thing to a company, for its purpose is to giving profit to company. CV. Atik Farm as well is a company which purpose is to gain profit from their sales, but some problems like unstable sales quantity has quite inflicting the company's sales non-optimal. Therefore Sales Forecasting Application is an application which can give a prediction from the company's sales quantity that are going to happen, so the company could plan on taking some strategic decisions. This forecasting application development based on Least Square method and for the system development, Waterfall is used as the method. Programming language that used for developing this application is no other than Visual Basic.Net and SQL as the database. The result of this research is to solve CV. Atik Farm's unstable sales quantity problem in a way of forecast some selling in the future.

Keywords : *Sales Forecasting Application, Least Square, Waterfall, Visual Basic.Net, SQL*