



Assumptions sheet — floor cleaners

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6 assumptions, each weighed · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Every forecast is published with its assumptions sheet, and every assumption carries its weight in units.**

The reader therefore knows not only where the figure comes from, but what would move it and by how much.

The six assumptions and their weight

Assumption	Value used	Weight in units	Source
Reference base	Last 60 months, 4 of them neutralised	—	ERP, warehouse shipments
Underlying trend	+ 3.1 % a year	+ 1,200	5 years of shipments
Family seasonality	Coefficient 1.24	+ 8,000	5 years, after neutralisation
New listing, northern chain	Effective since January	+ 2,400	Signed agreement

Assumption	Value used	Weight in units	Source
March promotion	Unconfirmed	+ 3,700 if it runs	Commercial calendar
Weather effect	Depending on how early spring comes	± 900	Records matched to sales

Two assumptions weigh 11,700 units between them — seasonality and the March promotion. The committee discussion therefore bears on two precise points rather than on a total, which takes the exercise from a morning to twenty minutes.

What the sheet allows

Action	Immediate effect	What is kept
Change an assumption	Forecast and range recomputed within the second	Who, when, value before and after
Compare two settings	Delta in units and in euros of stock	Both versions
Measure a human correction	Error observed at the end	Published on the same footing as a machine assumption

Documenting assumptions moves from 35 % to 4 % of the exercise, and it is produced for all 9 families instead of none.

Assumption to correct and value wanted: _____

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