**This week, you will start working on Project Activity 2; the draft for Project Section 2.0 - Sales Forecast is due this week.**

**Last week, you selected a business for which you'll make a budget proposal and submitted your draft Executive Summary.**

**Your first step in your budget proposal is to create a sales forecast (in sales dollars) when no historical data are available. Use methods such as historical analogy, expert judgment, consumer surveys, the Delphi method, or calculations based on population distributions, estimated growth rates, or expected market penetration rates to arrive at reasonable sales figures for your business for the next 5 years. Use the Budget Proposal Workbook.xlsx and Budget Proposal Template.docx. You will be graded on correct analysis, proper use of spreadsheet software, and business-like presentation of the information.**

**Please see the Course Project Overview in Introduction and Resources.**

**Make sure to submit your assignment.**