

Propositions

attached to the thesis

Evaluating Econometric Models and Expert Intuition

by

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- I SKU-level sales forecasts of experts, which are created once statistical model forecasts are available, can depend on these model forecasts in a variety of ways. Average sales levels, sales volatility, and the forecast horizon influence this dependence. *(Chapter 1)*
- II Experts who create SKU-level sales forecasts while statistical model forecasts are available should follow some simple rules to outperform the statistical model. *(Chapter 1)*
- III Proper feedback can improve experts' SKU-level sales forecasts that result from adjusting statistical model forecasts. *(Chapter 2)*
- IV Experts can have asymmetric loss functions when creating forecasts. The degree of this asymmetry can be estimated very easily. *(Chapter 3)*
- V Disagreement amongst forecasters can signal upcoming structural and temporal changes in an economic process and in the predictive power of survey forecasts. *(Chapter 4)*
- VI Forecasting is often more about politics, such as keeping policymakers satisfied or creating attention, than about science, that is creating the most accurate forecasts possible, even when the forecasts are created by scientists.

- VII Regret about the choices made in life in order to achieve maximum happiness is completely useless: the outcomes of the options not chosen are unique counterfactuals and no econometric technique can be used to evaluate and measure the happiness resulting from these nonexistent outcomes.
- VIII Religion and (economic) forecasting have many things in common: both make statements about the unknown (future), both have followers who believe in these statements and non-followers who are skeptic, both have often been proven wrong in their statements, and both exist to make life better and easier. Of course, there are many differences too.
- IX For most people starting something new or heading in an unfamiliar direction is scary. This makes that writing a Ph.D. dissertation is pretty frightening.
- X Where the financial world needs to be cautious for greediness, the academic world needs to be cautious for vanity.
- XI Women emancipation nowadays is sometimes as smothering as women oppression in the past: both dictate(d) what women should and should not do with their lives.