

REFERENCES

- Ali, M. M., Babai, M. Z., Boylan, J. E., & Syntetos, A. A. (2017). Supply chain forecasting when information is not shared. *European Journal of Operational Research*, 260(3), 984–994. <https://doi.org/10.1016/j.ejor.2016.11.046>
- Alvarado-valencia, J., Barrero, L. H., & Önköl, D. (2016). Expertise , credibility of system forecasts and integration methods in judgmental demand forecasting. *International Journal of Forecasting*. <https://doi.org/10.1016/j.ijforecast.2015.12.010>
- Aruchunarasa, B., & Perera, H. N. (2019). *The role of multiple adjustments in forecasting*. University of Moratuwa.
- Aruchunarasa, B., & Perera, H. N. (2022). Mitigating the Proclivity towards Multiple Adjustments through Innovative Forecasting Support Systems. In *Innovation Analytics: Tools for Competitive Advantage*. World Scientific.
- Arvan, M., Fahimnia, B., Reisi, M., & Siemsen, E. (2019). Integrating human judgement into quantitative forecasting methods: A review. *Omega (United Kingdom)*, 86, 237–252. <https://doi.org/10.1016/j.omega.2018.07.012>
- Bachrach, D. G., & Bendoly, E. (2011). Rigor in behavioral experiments: A basic primer for supply chain management researchers. *Journal of Supply Chain Management*, 47(3), 5–8. <https://doi.org/10.1111/j.1745-493X.2011.03230.x>
- Baecke, P., De Baets, S., & Vanderheyden, K. (2017). Investigating the added value of integrating human judgement into statistical demand forecasting systems. *International Journal of Production Economics*, 191, 85–96. <https://doi.org/10.1016/j.ijpe.2017.05.016>
- Bendoly, E., Croson, R., Goncalves, P., & Schultz, K. (2010). Bodies of Knowledge for Research in Behavioral Operations. *Production and Operations Management*, 19(4), 434–452. <https://doi.org/DOI 10.3401/poms.1080.01108>
- Bolton, G. E., & Katok, E. (2008). Learning by Doing in the Newsvendor Problem: A Laboratory Investigation of the Role of Experience and Feedback. *Manufacturing & Service Operations Management*, 10(3), 519–538. <https://doi.org/https://doi.org/10.1287/msom.1060.0190>

- Bolton, G. E., Ockenfels, A., & Thonemann, U. W. (2012). Managers and Students as Newsvendors. *Management Science*, 58(12), 2225–2233.
<https://doi.org/https://www.jstor.org/stable/23359588>
- Boone, T., Boylan, J. E., Fildes, R., Ganeshan, R., & Sanders, N. (2019). Perspectives on supply chain forecasting. *International Journal of Forecasting*, 35(1), 121–127. <https://doi.org/10.1016/j.ijforecast.2018.11.002>
- Chinelo, I. (2016). *Fundamentals of Research Methodology and Statistics*. (May 2015), 19–21. Retrieved from
https://www.researchgate.net/profile/Jayanta_Nayak2/publication/309732183_Fundamentals_of_Research_Methodology_Problems_and_Prospects/links/582056a208aeccc08af641dc/Fundamentals-of-Research-Methodology-Problems-and-Prospects.pdf
- Connor, O. (1992). Exploring judgemental evidence. *International Journal of Forecasting*, 8, 15–26. [https://doi.org/https://doi.org/10.1016/0169-2070\(92\)90004-S](https://doi.org/https://doi.org/10.1016/0169-2070(92)90004-S)
- Croson, R., & Donohue, K. (2006). Behavioral causes of the bullwhip effect and the observed value of inventory information. *Management Science*, 52(3), 323–336.
<https://doi.org/10.1287/mnsc.1050.0436>
- Dalrymple, D. J. (1987). Sales forecasting practices. Results from a United States survey. *International Journal of Forecasting*, 3(3–4), 379–391.
[https://doi.org/10.1016/0169-2070\(87\)90031-8](https://doi.org/10.1016/0169-2070(87)90031-8)
- Davydenko, A., & Fildes, R. (2013). Measuring Forecasting Accuracy : The Case Of Judgmental Adjustments To Sku-Level Demand Forecasts Measuring forecasting accuracy : The case of judgmental adjustments to SKU-level demand forecasts. *International Journal of Forecasting*, 29(3), 510–522.
<https://doi.org/10.1016/j.ijforecast.2012.09.002>
- De Baets, S., & Harvey, N. (2018). Forecasting from time series subject to sporadic perturbations: Effectiveness of different types of forecasting support. *International Journal of Forecasting*, 34(2), 163–180.
<https://doi.org/10.1016/j.ijforecast.2017.09.007>
- Deck, C., & Smith, V. (2013). Using laboratory experiments in logistics and supply

- chain research. *Journal of Business Logistics*, 34(1), 6–14.
<https://doi.org/10.1111/jbl.12006>
- Donohue, K., Özer, Ö., & Zheng, Y. (2020). Behavioral operations: Past, present, and future. *Manufacturing and Service Operations Management*, 22(1), 191–202. <https://doi.org/10.1287/msom.2019.0828>
- Edmundson, R. H. (1990). *Decomposition ; A Strategy For Judgemental Forecasting*. 9(April), 305–314.
- Fahimnia, B., Bendoly, E., Wang, C., Pournader, M., & Siemsen, E. (2019). Behavioral Operations and Supply Chain Management – A Review and Literature. *Decision Sciences*, 00(00), 1–57. <https://doi.org/10.1111/deci.12369>
- Fildes, R., & Goodwin, P. (2007). Against Your Better Judgment ? How Organizations Can Improve Their Use of Management Judgment in Forecasting. *Interfaces*, 37(6)(April 2014), 570–576. <https://doi.org/10.1287/inte.1070.0309>
- Fildes, R., Goodwin, P., & Önköl, D. (2018). Use and misuse of information in supply chain forecasting of promotion effects. *International Journal of Forecasting*. <https://doi.org/10.1016/j.ijforecast.2017.12.006>
- Franses, P. H. (2009). Experts' Stated Behavior. *Interfaces*, 39(2), 168–171. <https://doi.org/10.1287/inte.1080.0421>
- Frechette, G. R. (2012). Laboratory Experiments: Professionals Versus Students. *SSRN Electronic Journal*, 1–39. <https://doi.org/10.2139/ssrn.1939219>
- Gilliland, M. (2013). Forecast value added: A Reality Check on Forecasting Practices. *THE INTERNATIONAL JOURNAL OF APPLIED FORECASTING*, (29), 14–19.
- Gino, F., & Pisano, G. (2008). Toward a theory of behavioral operations. *Manufacturing and Service Operations Management*, 10(4), 676–691. <https://doi.org/10.1287/msom.1070.0205>
- Goodwin, P., Fildes, R., Lawrence, M., & Stephens, G. (2011). Restrictiveness and guidance in support systems. *Omega*, 3(39), 242–253. <https://doi.org/https://doi.org/10.1016/j.omega.2010.07.001>

- Goodwin, Paul. (2000). *Improving the voluntary integration of statistical forecasts and judgment*. 16, 85–99.
- Hewage, H. C., Perera, H. N., & De Baets, S. (2021). Forecast adjustments during post-promotional periods. *European Journal of Operational Research*, (xxxx). <https://doi.org/10.1016/j.ejor.2021.07.057>
- Katok, E. (2012). Using laboratory experiments to build better operations management models. *Foundations and Trends in Technology, Information and Operations Management*, 5(1), 1–88. <https://doi.org/10.1561/02000000022>
- Katok, E. (2019). Designing and conducting laboratory experiments. *The Handbook of Behavioral Operations*, 1–33. <https://doi.org/10.1002/9781119138341.ch1>
- Klassen, R. D., & Flores, B. E. (2001). Forecasting practices of Canadian firms: Survey results and comparisons. *International Journal of Production Economics*, 70(2), 163–174. [https://doi.org/10.1016/S0925-5273\(00\)00063-3](https://doi.org/10.1016/S0925-5273(00)00063-3)
- Lawrence, M., Goodwin, P., O'Connor, M., & Önkal, D. (2006). Judgmental forecasting: A review of progress over the last 25 years. *International Journal of Forecasting*, 22(3), 493–518. <https://doi.org/10.1016/j.ijforecast.2006.03.007>
- Lonati, S., Quiroga, B. F., Zehnder, C., & Antonakis, J. (2018). On doing relevant and rigorous experiments: Review and recommendations. *Journal of Operations Management*, 64(December), 19–40. <https://doi.org/10.1016/j.jom.2018.10.003>
- McCarthy, T. M., Davis, D. F., Golicic, S. L., & Mentzer, J. T. (2006). The Evolution of Sales Forecasting Management : A 20-Year Longitudinal Study of Forecasting Practices. *Journal of Forecasting*, 324, 303–324.
- Montgomery, D. C. (2017). Experimental Design. In *Mycological Research* (Vol. 106).
- Moritz, B. B., Hill, A. V., & Donohue, K. (2009). Cognition and Individual Differences in the Newsvendor Problem: Behavior Under Dual Process Theory. In *Working Paper*.
- Murray, P. W., Agard, B., & Barajas, M. A. (2015). Forecasting supply chain demand by clustering customers. *IFAC-PapersOnLine*, 28(3), 1834–1839. <https://doi.org/10.1016/j.ifacol.2015.06.353>

- Önkal, D., Gönül, M. S., & Lawrence, M. (2008). Judgmental adjustments of previously adjusted forecasts. *Decision Sciences*, *39*(2), 213–238.
<https://doi.org/10.1111/j.1540-5915.2008.00190.x>
- Perera, H. N., Fahimnia, B., & Tokar, T. (2020). Inventory and ordering decisions: a systematic review on research driven through behavioral experiments. *International Journal of Operations & Production Management*, *40*(7/8), 997–1039. <https://doi.org/https://doi.org/10.1108/IJOPM-05-2019-0339>
- Perera, H. N., Hurley, J., Fahimnia, B., & Reisi, M. (2019). The human factor in supply chain forecasting: A systematic review. *European Journal of Operational Research*, *274*(2), 574–600.
<https://doi.org/10.1016/j.ejor.2018.10.028>
- Petropoulos, F., Fildes, R., & Goodwin, P. (2016). Do ‘ big losses ’ in judgmental adjustments to statistical forecasts affect experts ’ behaviour ? *European Journal of Operational Research*, *249*(3), 842–852.
<https://doi.org/10.1016/j.ejor.2015.06.002>
- Petropoulos, F., Kourentzes, N., Nikolopoulos, K., & Siemsen, E. (2018). Judgmental selection of forecasting models. *Journal of Operations Management*, *60*(October 2017), 34–46.
<https://doi.org/10.1016/j.jom.2018.05.005>
- Pfajfar, D., & Žakelj, B. (2016). Uncertainty in forecasting inflation and monetary policy design: Evidence from the laboratory. *International Journal of Forecasting*, *32*(3), 849–864. <https://doi.org/10.1016/j.ijforecast.2016.01.005>
- Phillips, C. J., & Nikolopoulos, K. (2019). Forecast quality improvement with Action Research: A success story at PharmaCo. *International Journal of Forecasting*, *35*(1), 129–143. <https://doi.org/10.1016/j.ijforecast.2018.02.005>
- Sanders, N. (1992). Accuracy of judgmental forecasts: A comparison. *Omega*, *20*(3), 353–364. [https://doi.org/10.1016/0305-0483\(92\)90040-E](https://doi.org/10.1016/0305-0483(92)90040-E)
- Sanders, N. R., & Manrodt, K. B. (1994). Forecasting Practices in US Corporations : Survey Results. *Interfaces*, *24*(2)(August 2015), 92–100.
<https://doi.org/https://www.jstor.org/stable/25061863>

- Sanders, N. R., & Manrodt, K. B. (2003). Forecasting Software in Practice: Use, Satisfaction, and Performance. *Interfaces*, 33(5), 90–93.
<https://doi.org/10.1287/inte.33.5.90.19251>
- Sanwlani, M., & M, V. (2013). Forecasting Sales Through Time Series Clustering. *International Journal of Data Mining & Knowledge Management Process*, 3(1), 39–56. <https://doi.org/10.5121/ijdkp.2013.3104>
- Schorsch, T., Wallenburg, C. M., & Wieland, A. (2017). The human factor in SCM: Introducing a meta-theory of behavioral supply chain management. *International Journal of Physical Distribution and Logistics Management*, 47(4), 238–262. <https://doi.org/10.1108/IJPDLM-10-2015-0268>
- Siemsen, E. (2011). The usefulness of behavioral laboratory experiments in supply chain management research. *Journal of Supply Chain Management*, 47(3), 17–18. <https://doi.org/10.1111/j.1745-493X.2011.03227.x>
- Siemsen, E., & Aloysius, J. (2019). *Supply chains analytics and the evolving work of supply chain managers*. (November), 27.
<https://doi.org/10.13140/RG.2.2.15396.30081>
- Smith, V. L. (1976). Economics : Induced Experimental Value Theory. *American Economic Review*, 66(2), 274–279. Retrieved from <http://www.jstor.org/stable/1817233>
- Syntetos, A. A., Babai, Z., Boylan, J. E., Kolassa, S., & Nikolopoulos, K. (2016). Supply chain forecasting: Theory, practice, their gap and the future. *European Journal of Operational Research*, 252(1), 1–26.
<https://doi.org/10.1016/j.ejor.2015.11.010>
- Tangpong, C., Hung, K. T., & Li, J. (2019). Toward an agent-system contingency theory for behavioral supply chain and industrial marketing research. *Industrial Marketing Management*, 83(January), 134–147.
<https://doi.org/10.1016/j.indmarman.2018.10.003>
- Van den Broeke, M., De Baets, S., Vereecke, A., Baecke, P., & Vanderheyden, K. (2018). Judgmental forecast adjustments over different time horizons. *Omega (United Kingdom)*. <https://doi.org/10.1016/j.omega.2018.09.008>

- White, L. (2016). Behavioural operational research : Towards a framework for understanding behaviour in OR interventions. *European Journal of Operational Research*, 249(3), 827–841. <https://doi.org/10.1016/j.ejor.2015.07.032>
- Winklhofer, H., Diamantopoulos, A., & Witt, S. F. (1996). Forecasting practice: A review of the empirical literature and an agenda for future research. *International Journal of Forecasting*, 12(2), 193–221. [https://doi.org/10.1016/0169-2070\(95\)00647-8](https://doi.org/10.1016/0169-2070(95)00647-8)
- Zellner, M., Abbas, A. E., Budescu, D. V., & Galstyan, A. (2021). A survey of human judgement and quantitative forecasting methods. *Royal Society Open Science*, 8(2). <https://doi.org/10.1098/rsos.201187>