Analyst Forecasting Errors: Additional Evidence

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Analyst forecasting errors are approximately as large as Dreman and Berry (1995) documented, and an optimistic bias is evident for all years from 1985 through 1996. In contrast to their findings, I show that analyst forecasting errors and bias have decreased over time. Moreover, the optimistic bias in quarterly forecasts was absent for S&P 500 firms from 1993 through 1996. Analyst forecasting errors are smaller for (1) S&P 500 firms than for other firms; (2) firms with comparatively large amounts of market capitalization, absolute value of earnings forecast, and analyst following; and (3) firms in certain industries.

In recent issues of this journal, David Dreman, Michael Berry, and I have presented alternative views of analysts' earnings forecast errors and their implications for security analysis (Dreman and Berry 1995, Brown 1996, Dreman 1996). The first two papers provided alternative views concerning several issues, including whether (1) analysts' earnings forecast errors are "too large," (2) analysts' earnings forecast errors have increased over time, and (3) analysts' earnings forecasts are optimistically biased.

In the opinion of Dreman and Berry, analysts' earnings forecast errors are too large, and using the deflators the authors suggested (e.g., actual or predicted earnings), analyst forecasting errors do appear large. If analysts' earnings forecast errors are deflated by stock price, however, or compared with forecasts based on extrapolative techniques, they do not appear too large. Dreman–Berry also maintained that analysts' earnings forecasting errors have increased over time. My analysis of their findings, however, suggested that the accuracy of analysts' earnings forecasts has actually improved over time. In addition, Dreman–Berry provided evidence that analysts' earnings forecasts are biased toward optimism. Relying on information provided by I/B/E/S International, I showed that an optimistic bias was absent for S&P 500 firms for the 11 quarters from first-quarter 1993 through third-quarter 1995.

In his letter to the editor, Dreman (1996) responded to the views I expressed in my article, disagreeing with most of them. He correctly observed that much of my analysis was based on the Abel–Noser database, which Dreman–Berry had used but which was inaccessible to me; my

analysis relied on summary information provided in the Dreman–Berry article. Moreover, although not stated by Dreman, neither did I examine the I/B/E/S data that I had relied on in my 1996 article. Instead, I relied on summary information provided to me by I/B/E/S.

This article is based on I/B/E/S data for fourth-quarter 1983 through second-quarter 1996. It presents evidence regarding the following issues:

- Is the Dreman–Berry result that analyst forecasting errors are "too large" robust to using a different data source than the Abel–Noser database?
- Is the Dreman–Berry conclusion that analysts' forecasting errors have increased over time robust to using I/B/E/S data? Does it pertain equally to S&P 500 firms and other firms?
- Is the optimistic bias documented by Dreman–Berry robust to using I/B/E/S data? Does this optimism pertain equally to S&P 500 and other firms? Has it been mitigated over time? Is the extent of mitigation similar for both S&P 500 firms and other firms?
- Do analyst forecasting errors and bias differ depending on such firm-specific factors as market capitalization, absolute value of predicted EPS, analyst following, and industry classification?

PRELIMINARY RESULTS

Dreman and Berry relied on the Abel–Noser database, which uses information from Value Line, Zacks Investment Research, I/B/E/S, and First Call. Because different vendors of analyst forecasts define both forecasted and actual earnings numbers differently, mixing data from different vendors introduces error (Philbrick and Ricks 1991), potentially making analysts' earnings forecast errors appear larger than they actually are. For this study, I used the data of a single vendor, I/B/E/S, for the

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time period from fourth-quarter 1983 through second-quarter 1996. The sample consists of all U.S. firms for which analyst earnings forecast errors could be calculated.

Figure 1 provides frequency distributions using the SURPE and SURPF definitions of analyst forecasting errors (earnings surprise), defined as

$$SURPE = (Actual\ quarterly\ earnings - Predicted\ quarterly\ earnings)/|Actual\ quarterly\ earnings|$$

$$SURPF = (Actual\ quarterly\ earnings - Predicted\ quarterly\ earnings)/\ |Predicted\ quarterly\ earnings|.$$

Predicted quarterly earnings were obtained from the I/B/E/S summary tape using the last consensus (mean) estimate prior to the firm's quarterly earnings announcement.[1]

SURPE and SURPF are two of the four definitions of earnings surprise Dreman–Berry and I used in our research.[2] My Figure 1 corresponds to their Figure 1 pertaining to SURPE and SURPF, and my results are very similar to theirs. More specifically, the modal and median values of earnings surprise are zero; *small* positive errors are more frequent than negative errors; and *large* negative errors outnumber positive errors. These findings suggest that whereas analysts are more likely to be on target than anywhere else, managers manipulate earnings in a way to generate a considerable number of small positive (relative to small negative) surprises and large negative (relative to large positive) surprises ("big baths").[3]

I/B/E/S VERSUS ABEL–NOSER DATA

Table 1 provides summary statistics on the I/B/E/S and Abel–Noser data. The I/B/E/S results are based on my analysis of these data; the Abel–Noser results are reproduced from Dreman–Berry's Table 1. The average error (mean absolute surprise) using the I/B/E/S data is substantially larger than that using the Abel–Noser data. The I/B/E/S SURPE of 0.590 is approximately one-third greater than the Abel–Noser SURPE of 0.438, and the I/B/E/S SURPF of 0.916 is more than twice as large as the Abel–Noser SURPF of 0.415. Moreover, the mean surprise (bias) using the I/B/E/S data is also substantially larger in absolute value than that documented by Dreman–Berry using the Abel–Noser data. More particularly, the I/B/E/S SURPE and SURPF are –0.316 and –0.414, respectively, compared with the Abel–Noser SURPE and SURPF of –0.250 and –0.111.

My results could differ from Dreman–Berry's because of different sample-selection procedures. Dreman–Berry's sample is confined to firms with

fiscal years ending in March, June, September, or December that are followed (after 1981) by at least four analysts. When the I/B/E/S sample is similarly restricted, the results are nearly identical to Dreman–Berry's.[4] More particularly, for the 46,859 I/B/E/S observations that satisfy these criteria, the average absolute surprise of 0.416 (SURPE definition) is similar to Dreman–Berry's 0.438, and the mean SURPE of –0.218 using the I/B/E/S sample closely approximates Dreman–Berry's –0.250.

From these results, I conclude that the Dreman–Berry finding of large analyst forecasting errors is robust to using a different data source. Dreman–Berry used Abel–Noser data and examined the first-quarter 1974 through fourth-quarter 1991 time period; I obtained similar results using the I/B/E/S data for fourth-quarter 1983 through second-quarter 1996.

HAVE FORECASTING ERRORS CHANGED?

Evidence regarding five definitions of error—mean absolute surprise, mean surprise (bias), and the proportion of errors outside the +/–10 percent, +10 percent, and –10 percent bandwidths—is presented in Table 2 for all firms, S&P 500 firms, and non-S&P 500 firms.[5] All five error metrics use the SURPF definition of earnings surprise, which has predicted quarterly earnings as its deflator. Dreman–Berry provided evidence pertaining to three +/– bandwidths: 5 percent, 10 percent, and 15 percent. I focused on the second of these bandwidths, +/–10 percent, and considered its plus and minus sides separately.[6]

Dreman–Berry concluded that analyst forecasting errors increase over time. In contrast, Table 2 reveals that both mean absolute surprise and mean surprise (bias) have *decreased* significantly over time. This result is borne out by the rank correlations of analyst forecasting error with year, which are –0.973 and 0.489 for mean absolute surprise and mean surprise, respectively.[7] Nevertheless, the mean surprise is negative and significant in every year from 1985 through 1996, suggesting that, although the optimistic bias has been mitigated, it remains significant. The rank correlations of time with the proportion of errors outside the +/–10 percent, +10 percent, and –10 percent bandwidths are –0.995, –0.038, and –0.945, respectively. The –10 percent bandwidth result is significant, but the +10 percent bandwidth result is not. Thus, the temporal reduction of error results from mitigation of the optimistic bias. Indeed, no temporal reduction in the percentage of large positive errors (i.e., earnings *underestimates*) has occurred.

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Figure 1. Histograms of SURPE and SURPF
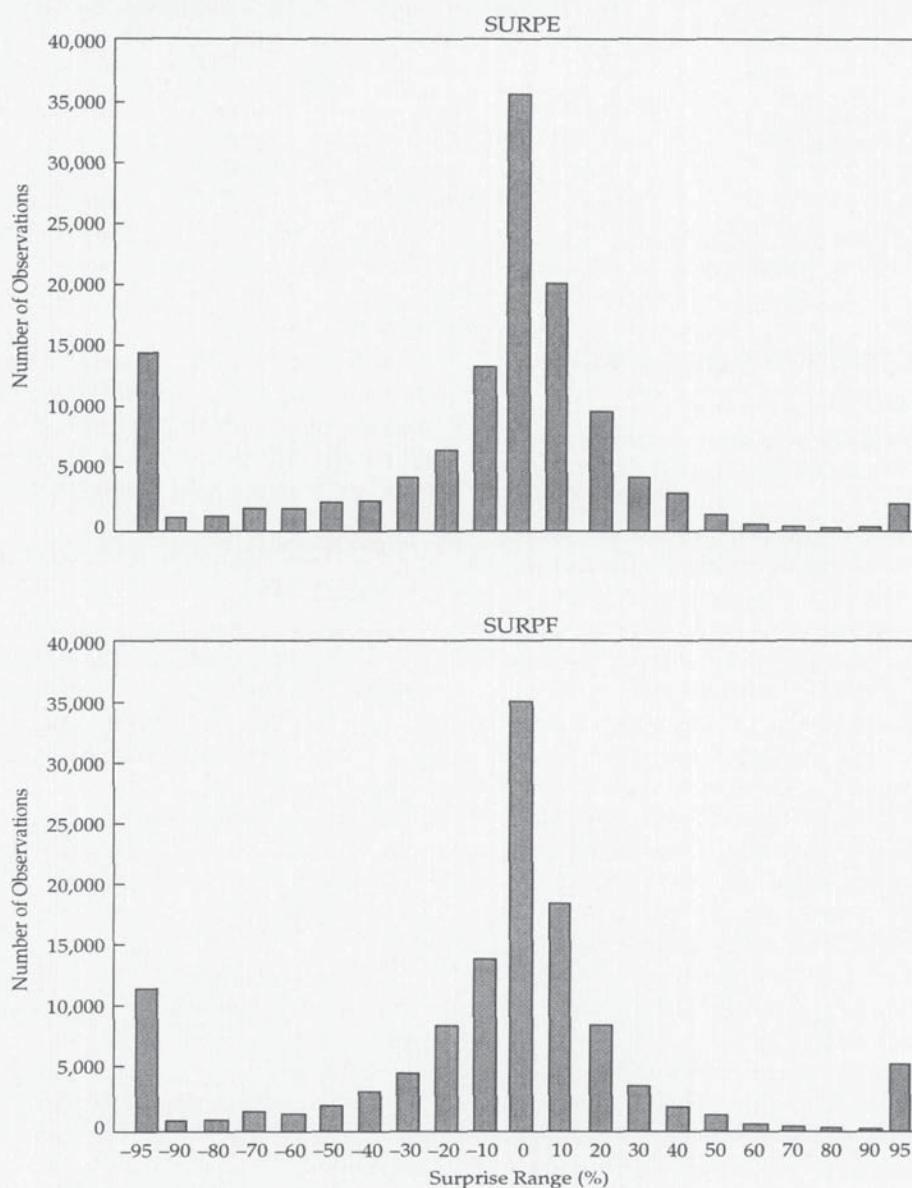
Comparison of S&P 500 firms with other firms is important because many investors invest exclusively in S&P 500 firms and/or use the S&P 500 Index as a benchmark. Analyst forecasting errors are much smaller for S&P 500 firms than for other firms. More specifically, in *every* year, the mean absolute surprise and the proportion of forecasts outside the +/–10 percent, +10 percent, and –10 percent bandwidths is smaller for the S&P 500 firms than it is for the other firms. Clearly, the earnings of S&P 500 firms are easier to forecast than are those of non-S&P 500 firms.

Although forecasts for S&P 500 firms exhibit a significant optimistic bias for the 1984–96 period as a whole, the optimistic bias in forecasting quarterly earnings of S&P 500 firms disappeared as of 1993. More specifically, for S&P 500 firms, a significant optimistic bias is evident in every year in the 1985–92 period but not in the four most recent years, 1993 through 1996. In contrast, the bottom panel of Table 2 reveals that the optimistic bias in forecasting quarterly earnings of other (non-S&P 500) firms exists in all 12 years, 1985 through 1996. Perhaps the disappearance of the optimistic bias for S&P 500 firms is attributable to mitigation of the big-bath phenomenon or a lessening of the tendency of these firms' managers to manipulate earnings in a way to generate a large number of small positive (relative to small negative) surprises.[8]

Table 1. Descriptive Statistics for Earnings Forecast Errors

Statistic	I/B/E/S (4Q 1983–2Q 1996)		Abel–Noser (1Q 1974–4Q 1991)	
	SURPE	SURPF	SURPE	SURPF
Number of forecasts	129,436		66,100	
Mean absolute surprise	0.590	0.916	0.438	0.415
Mean surprise (bias)	–0.316*	–0.414*	–0.250*	–0.111*
Median	0.000	0.000	0.000	0.000
Maximum	314.000	863.000	49.000	48.000
Minimum	–186.259	–819.000	–216.000	–282.600

Note: SURPE (SURPF) is consensus EPS surprise as a percent of absolute value of actual (forecast) EPS.
*Significant at the 5 percent level, two-tailed test.

DO FORECASTING ERRORS DIFFER BY FIRM-SPECIFIC FACTORS?

Table 3 shows whether errors differ by market capitalization, absolute value of earnings forecast, or analyst following. Such comparisons are relevant because many investors invest primarily in large firms, firms with comparatively large earnings forecasts, or firms with relatively heavy analyst following. For these investors, the average analyst earnings forecast error per se is less relevant than the average forecasting error for these firm-specific subsamples.

The market capitalization results are monotonic for four of the five error measures: mean absolute surprise, mean surprise, and proportion of errors outside the +/–10 percent and –10 percent bandwidths. The highest capitalization group (i.e., firms with market caps in excess of $3 billion) has a smaller proportion of errors outside the +10 percent bandwidth than do any of the other market cap groups. Regarding bias, a significant optimistic bias (negative mean surprise) is evident for all market caps except the largest one.

The absolute value of earnings forecast results is not monotonic for any of the five definitions of error. Nevertheless, the mean absolute surprise and the mean surprise (bias) results are nearly monotonic; the exception occurs when forecasted earnings are at least $1. For this group, the mean absolute surprise and the mean surprise (bias) are approximately halfway between what they are for the [$0.10, $0.25) and [$0.25, $0.50) groups. The bandwidth results are similar to the mean absolute surprise and bias results in that the largest absolute value of earnings forecast group (i.e., ≥ $1) does not have the smallest proportion of errors outside the +/–10 percent, +10 percent, or –10 percent bandwidths.[9]

Similar to the absolute value of earnings forecast results, the analyst-following results are not monotonic for any of the five definitions of error. Nevertheless, the results are monotonic for all five error measures as the number of analysts increases from 1 to 5, and the smallest errors are obtained for the largest analyst following (10 or more) for four

of the error measures.[10] Moreover, the rank correlations for the five error measures range from an absolute value of 0.782 to 0.988, and they all are statistically significant. Thus, error generally decreases when analyst following increases.

DO FORECASTING ERRORS DIFFER BY SECTOR?

The five error metrics are provided in Table 4 for each of the 14 industries in the I/B/E/S sample with data pertaining to at least 50 firms. The mean absolute surprise ranges from a low of 0.255 to a high of 1.663. Two industries have a mean absolute surprise below 0.400: food and kindred products (0.255) and holding companies and other investment offices (0.392). At the other extreme, two industries have mean absolute surprises in excess of 1.0: oil and gas extraction (1.663) and primary metal industries (1.267).

Eleven of the 14 industries evidence a significant optimistic bias. Optimistic bias for the other three—transportation equipment, communications, and insurance carriers—is not significant. The mean surprises range from a low of –0.068 to a high of –0.721. Three industries have an optimistic bias below 0.080 in absolute value: food and kindred products (–0.068), transportation equipment (–0.070), and communications (–0.076). At the other extreme, two industries have an optimistic bias above 0.500 in absolute value: oil and gas extraction (–0.721) and primary metal industries (–0.532).

The proportion of analyst forecasting errors outside the +/–10 percent bandwidth ranges from a low of 0.361 to a high of 0.780. Two industries have less than 40 percent of their observations outside the +/–10 percent bandwidth: food and kindred products (0.361) and depository institutions (0.369). At the other extreme, two industries have more than two-thirds of their observations outside the +/–10 percent bandwidth: oil and gas extraction (0.780) and primary metal industries (0.683). Twelve of the 14 industries have more errors outside the –10 percent than outside the +10 percent

Table 2. Forecast Errors by Year: All Firms, S&P 500 Firms, and Other Firms

Year/Statistic	Number of Firms	Number of Forecasts	Mean Absolute Surprise	Mean Surprise	+/−10 Percent[a]	+10 Percent[a]	−10 Percent[a]
All firms							
1984	2,109	2,246	2.525	0.795	0.697	0.311	0.386
1985	2,525	8,608	1.593	−0.667*	0.651	0.226	0.426
1986	2,580	8,506	1.773	−1.007*	0.656	0.245	0.412
1987	2,829	8,856	1.362	−0.700*	0.650	0.264	0.386
1988	2,804	9,041	1.067	−0.468*	0.620	0.269	0.351
1989	2,874	9,461	0.959	−0.537*	0.615	0.240	0.374
1990	2,890	9,627	1.034	−0.685*	0.600	0.215	0.384
1991	2,875	9,583	0.802	−0.444*	0.598	0.242	0.356
1992	3,195	10,702	0.688	−0.330*	0.557	0.261	0.296
1993	3,630	12,563	0.583	−0.230*	0.544	0.258	0.286
1994	4,193	14,213	0.494	−0.189*	0.514	0.258	0.256
1995	4,476	15,013	0.541	−0.244*	0.510	0.256	0.255
1996	4,593	11,008	0.527	−0.173*	0.501	0.260	0.241
Mean			0.916	−0.414*	0.577	0.252	0.326
Rank Correlation			−0.973*	0.489*	−0.995*	−0.038	−0.945*
S&P 500 firms							
1984	431	452	0.701	0.237	0.593	0.305	0.288
1985	443	1,743	0.748	−0.474*	0.503	0.186	0.317
1986	453	1,714	0.620	−0.250*	0.496	0.225	0.271
1987	463	1,791	0.487	−0.137*	0.487	0.245	0.243
1988	466	1,852	0.382	−0.143*	0.470	0.259	0.211
1989	473	1,842	0.427	−0.166*	0.447	0.203	0.245
1990	476	1,896	0.331	−0.113*	0.441	0.191	0.249
1991	481	1,892	0.442	−0.267*	0.467	0.189	0.277
1992	485	1,887	0.467	−0.148*	0.420	0.205	0.215
1993	486	1,983	0.345	0.027	0.409	0.220	0.189
1994	492	1,993	0.233	0.027	0.335	0.208	0.126
1995	492	1,936	0.190	−0.008	0.335	0.196	0.139
1996	494	1,314	0.310	0.002	0.318	0.177	0.141
Mean			0.418	−0.129*	0.431	0.211	0.220
Rank Correlation			−0.868*	0.357	−0.978*	−0.462	−0.819*
Other firms							
1984	1,678	1,794	2.985	0.935	0.724	0.312	0.411
1985	2,082	6,865	1.807	−0.716*	0.689	0.236	0.453
1986	2,127	6,792	2.064	−1.198*	0.697	0.250	0.447
1987	2,366	7,074	1.583	−0.843*	0.692	0.269	0.422
1988	2,338	7,189	1.244	−0.552*	0.659	0.272	0.387
1989	2,401	7,619	1.087	−0.626*	0.655	0.250	0.406
1990	2,414	7,731	1.206	−0.825*	0.639	0.221	0.417
1991	2,394	7,691	0.890	−0.488*	0.630	0.255	0.376
1992	2,710	8,815	0.735	−0.369*	0.586	0.274	0.313
1993	3,144	10,580	0.628	−0.278*	0.569	0.265	0.305
1994	3,701	12,220	0.537	−0.225*	0.543	0.266	0.277
1995	3,984	13,077	0.593	−0.279*	0.536	0.264	0.272
1996	4,099	9,694	0.557	−0.197*	0.526	0.272	0.254
Mean			1.019	−0.473*	0.608	0.260	0.348
Rank Correlation			−0.973*	0.489*	−0.984*	0.088	−0.912*

Note: Mean absolute surprise, mean surprise, and the percentage of surprises outside the three bandwidths use absolute value of earnings forecast as the deflator.

[a]Proportion of surprises outside bandwidth.

*Significant at the 5 percent level, two-tailed test.

Table 3. Forecast Errors Classified by Market Capitalization, Absolute Value of Earnings Forecast, and Analyst Following

	Number of Firms	Number of Forecasts	Mean Absolute Surprise	Mean Surprise	+/−10 Percent[d]	+10 Percent[d]	−10 Percent[d]
Market capitalization ($ millions)[a]							
<50	3,137	18,247	2.198	−1.445*	0.774	0.242	0.532
[50–100)	3,316	17,572	1.228	−0.616*	0.679	0.266	0.412
[100–500)	4,529	46,349	0.749	−0.271*	0.585	0.267	0.318
[500–3,000)	2,350	33,777	0.511	−0.096*	0.481	0.246	0.234
≥3,000	652	12,445	0.278	−0.019	0.370	0.203	0.167
Rank correlation			−1.000*	1.000*	−1.000*	−0.300	−1.000*
Absolute value of earnings forecast (cents)[b]							
<5	2,731	8,588	5.407	−2.564*	0.819	0.348	0.471
[5–10)	3,750	13,796	1.528	−0.681*	0.827	0.363	0.464
[10–25)	5,863	40,552	0.644	−0.300*	0.598	0.258	0.340
[25–50)	5,210	37,857	0.380	−0.159*	0.499	0.218	0.282
[50–100)	2,957	22,100	0.297	−0.105*	0.444	0.199	0.245
≥100	1,094	6,544	0.607	−0.250*	0.507	0.277	0.281
Rank correlation			−0.829*	0.829*	−0.771	−0.771	−0.943*
Analyst following (number of analysts)[c]							
1	6,189	35,979	1.421	−0.593*	0.707	0.293	0.414
2	5,011	22,983	1.035	−0.578*	0.629	0.272	0.358
3	3,913	15,728	0.790	−0.364*	0.581	0.251	0.330
4	3,077	11,411	0.674	−0.294*	0.544	0.246	0.298
5	2,384	8,532	0.581	−0.225*	0.519	0.241	0.278
6	1,898	6,775	0.762	−0.460*	0.482	0.217	0.266
7	1,555	5,354	0.553	−0.285*	0.465	0.207	0.258
8	1,296	4,356	0.795	−0.135	0.449	0.191	0.258
9	1,090	3,664	0.486	−0.233*	0.452	0.208	0.244
≥10	1,023	14,654	0.354	−0.126*	0.387	0.192	0.195
Rank correlation			−0.782*	0.842*	−0.988*	−0.939*	−0.988*

Note: Mean absolute surprise, mean surprise, and the percentage of surprises outside the three bandwidths use absolute value of earnings forecast as the deflator.

[a]Stock price multiplied by number of common stocks outstanding.

[b]Earnings forecast is the I/B/E/S mean forecast.

[c]Number of analysts whose forecast is included in the calculation of the I/B/E/S mean forecast.

[d]Proportion of surprises outside bandwidth.

*Significant at the 5 percent level, two-tailed test.

bandwidth, indicating that when large errors occur, analysts are more likely to overestimate earnings (optimistic bias) than to underestimate them (pessimistic bias). The two exceptions are depository institutions and insurance carriers. Perhaps these two industries are less likely than the other 12 to take big baths, which induce large negative errors and give the appearance of analyst optimism.

CONCLUSION

Using the Abel–Noser database for 1974 through 1991, Dreman and Berry argued that analyst forecasting errors are too large. Based on the I/B/E/S database for 1983 through 1996, I show that analysts' earnings forecast errors are approximately as large as Dreman–Berry documented. Thus, their results appear to have external validity.

Dreman–Berry maintained that analyst fore-

casting errors have increased over time. In a 1996 article, I argued that the Abel–Noser data, as summarized by Dreman–Berry, suggest precisely the opposite. In his critique of my analysis, David Dreman correctly pointed out that I did not access the data Dreman–Berry used to reach their conclusions. In this study, I used I/B/E/S data to examine five error metrics to determine whether analyst forecasting accuracy has deteriorated over time. I found that analyst forecasting errors have *decreased* significantly over time, especially for mean absolute surprise and the proportion of errors outside the +/−10 percent and −10 percent bandwidths.[11] My finding that analysts' earnings forecast errors have decreased over time is robust to firms included in as opposed to those excluded from the S&P 500.

I examined whether analyst forecasting errors differ according to certain firm-specific factors:

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Table 4. Forecast Errors by Industry

SIC Code	Industry Name	Number of Firms	Number of Forecasts	Mean Absolute Surprise	Mean Surprise	+/−10 Percent[a]	+10 Percent[a]	−10 Percent[a]
13	Oil and gas extraction	73	1,681	1.663	−0.721*	0.780	0.338	0.442
20	Food and kindred products	55	1,644	0.255	−0.068*	0.361	0.166	0.195
28	Chemicals and allied products	128	3,910	0.454	−0.159*	0.422	0.189	0.233
33	Primary metal industries	63	1,619	1.267	−0.532*	0.683	0.298	0.385
35	Industrial, commercial machinery and computer equipment	128	3,958	0.794	−0.243*	0.596	0.274	0.322
36	Electronics and other equipment companies	104	2,824	0.856	−0.370*	0.556	0.237	0.319
37	Transportation equipment	66	2,096	0.820	−0.070	0.553	0.249	0.305
38	Measurement instruments; photo goods; watches	76	1,991	0.445	−0.186*	0.425	0.186	0.239
48	Communications	56	1,292	0.455	−0.076	0.429	0.202	0.227
49	Electric, gas, and sanitary services	190	6,766	0.436	−0.130*	0.560	0.261	0.299
60	Depository institutions	421	7,298	0.543	−0.336*	0.369	0.197	0.171
63	Insurance carriers	189	4,453	0.512	−0.142	0.517	0.285	0.232
67	Holding; other investment offices	82	777	0.392	−0.151*	0.539	0.175	0.364
73	Business services	78	2,111	0.540	−0.263*	0.448	0.182	0.266

Notes: Mean absolute surprise, mean surprise, and the percentage of surprises outside the three bandwidths use absolute value of earnings forecast as the deflator. To be included in Table 4, an industry must have more than 50 firms in the sample.

[a]Proportion of forecast errors (using absolute value of earnings forecast as a deflator) outside bandwidth.

*Significant at the 5 percent level, two-tailed test.

inclusion in the S&P 500, market capitalization, absolute value of earnings forecast, analyst following, and industry membership. I showed that: (1) analyst forecasting errors for S&P 500 firms are smaller than for other firms; (2) analyst forecasting errors are relatively small for firms with comparatively large market cap, absolute value of earnings forecast, and analyst following; and (3) analyst forecasting errors for firms in certain industries are substantially larger than those in other industries. Thus, depending on the nature of the firms followed by investors, analysts' earnings forecast errors may be considerably larger or smaller than average.

Dreman and Berry showed that analysts' earnings forecasts exhibit an optimistic bias. I had argued in my 1996 paper that the optimistic bias was not evident for S&P 500 firms for the period from first-quarter 1993 through third-quarter 1995. Moreover, according to I/B/E/S, the optimistic bias has not been evident for S&P 500 firms for the subsequent period, fourth-quarter 1995 through second-quarter 1997.[12]

Based on the I/B/E/S data, which include both S&P 500 and other firms, I documented an optimistic bias in analysts' quarterly earnings forecasts for all years, 1985 through 1996, and in 11 of 14 industries. I also showed that the optimistic bias in quarterly forecasts has diminished significantly over time for both S&P 500 and other firms and that it was absent for S&P 500 firms for each year from 1993 through 1996. The optimistic bias in quarterly forecasts for non-S&P 500 firms remains.[13]

NOTES

1. Because earnings forecast errors cannot be calculated when the actual or quarterly earnings forecast equals zero, these observations were omitted from the analysis. To be consistent with Dreman–Berry, I did not adjust outliers in any manner.

2. The other two definitions of earnings surprise are SURP8 and SURPC7, which respectively use the standard deviation of trailing eight-quarter actual earnings per share and the standard deviation of trailing seven-quarter changes in earnings per share.

3. Other studies have documented that managers manipulate earnings in order to report positive earnings, positive earnings growth, and/or earnings that exceed analyst expectations. When managers cannot succeed in these goals, they are likely to take a "big bath." See Lowenstein (1997).

4. For simplicity, I do not provide these results in a table.

5. These results and those that follow are based on the full I/B/E/S sample of 129,436 observations described in Table 1.

6. This suggestion was made when I presented an earlier version of this article at the 1997 Prudential Securities Quantitative Research Seminar for Institutional Investors.

7. The positive rank correlation for mean surprise indicates that the bias has become less negative (i.e., there has been a temporal reduction in the optimistic bias).

8. Such an analysis is beyond the scope of this study but is on the author's research agenda.

9. When I presented results at the 1997 Prudential Securities

Quantitative Research Seminar for Institutional Investors, I used the actual EPS as a deflator. It was suggested to me that the aberrant results for the largest EPS group may be attributable to large random shocks in the actuals. When I substituted forecasted EPS for actual EPS (as in this article), the tenor of my results was unchanged.

10. The exception is the proportion of errors outside the +10 percent bandwidth, for which the proportion of 19.2 percent for the analyst following of ≥10 slightly exceeds the proportion of 19.1 percent for the analyst following of 8.

11. The exception is that the percentage of errors outside the +10 percent bandwidth has not decreased significantly for either the entire I/B/E/S sample or the non-S&P 500 sub-sample.

12. According to information provided to me by I/B/E/S, the mean surprises for S&P 500 firms for these seven quarters (sample sizes are in parentheses) are 1.7 percent (488), 2.4 percent (492), 2.6 percent (490), 2.4 percent (490), 1.9 percent (481), 3.3 percent (492), and 2.2 percent (491). The optimistic bias is still present for S&P 500 firms for annual forecasts.

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