



NATIONAL OPEN UNIVERSITY OF NIGERIA

SCHOOL OF MANAGEMENT SCIENCES

COURSE CODE: ENT330

COURSE TITLE: BUSINESS FORECASTING

Ent330 Business Forcaeting

John E. Hanke, Arthur G. Reitsch



Ent330 Business Forecasting:

Business Forecasting Michael Gilliland, Len Tashman, Udo Sglavo, 2016-01-05 A comprehensive collection of the field's most provocative influential new work *Business Forecasting* compiles some of the field's important and influential literature into a single comprehensive reference for forecast modeling and process improvement It is packed with provocative ideas from forecasting researchers and practitioners on topics including accuracy metrics benchmarking modeling of problem data and overcoming dysfunctional behaviors Its coverage includes often overlooked issues at the forefront of research such as uncertainty randomness and forecastability as well as emerging areas like data mining for forecasting The articles present critical analysis of current practices and consideration of new ideas With a mix of formal rigorous pieces and brief introductory chapters the book provides practitioners with a comprehensive examination of the current state of the business forecasting field Forecasting performance is ultimately limited by the forecastability of the data Yet failing to recognize this many organizations continue to squander resources pursuing unachievable levels of accuracy This book provides a wealth of ideas for improving all aspects of the process including the avoidance of wasted efforts that fail to improve or even harm forecast accuracy Analyzes the most prominent issues in business forecasting Investigates emerging approaches and new methods of analysis Combines forecasts to improve accuracy Utilizes Forecast Value Added to identify process inefficiency The business environment is evolving and forecasting methods must evolve alongside it This compilation delivers an array of new tools and research that can enable more efficient processes and more accurate results *Business Forecasting* provides an expert's eye view of the field's latest developments to help you achieve your desired business outcomes *Business Forecasting Methods* Jeffrey Jarrett, 1987 ***Handbook of Business Forecasting*** Thomas W. Moore, 1989 *Whitaker's Five-year Cumulative Book List*, 1968 ***Business Forecasting*** John E. Hanke, Arthur G. Reitsch, 1998 Appropriate for junior senior and graduate level courses in Forecasting found in Economics or Statistics departments This top selling text presents in a straightforward application driven manner the basic statistical techniques that are useful for preparing individual business forecasts and long range plans The emphasis is on the application of techniques by managers for decision making *Principles of Business Forecasting--2nd Ed* Keith Ord, Robert Fildes, Nikos Kourentzes, 2017-06 This second edition of *Principles of Business Forecasting* by Keith Ord Robert Fildes and newest author Nikolaos Kourentzes serves as both a textbook for students and as a reference book for experienced forecasters in a variety of fields The authors' motivation for writing this book is to give users the tools and insight to make the most effective forecasts drawing on the latest research ideas without being overly technical The book is unique in its design providing an introduction to both standard and advanced forecasting methods as well as a focus on general principles to guide and simplify forecasting practice for those with little or no professional experience One of the book's key strengths is the emphasis on real data sets which have been updated in this second edition These data sets are taken from government and business sources and are used throughout in

the chapter examples and exercises Forecasting techniques are demonstrated using a variety of software platforms beyond just R and a companion website provides easy to use Excel R macros that users can access to conduct analyses Another important innovation in the second edition is the tutorial support for using open source R programs making all the methods available for use both in courses and practice After the introductory chapters the focus shifts to using extrapolative methods exponential smoothing and ARIMA then to statistical model building using multiple regression The authors also cover more novel techniques including data mining and judgmental methods which are gaining increasing attention in applications The second edition also offers expanded material on data analytics in particular neural nets together with software and applications that include new research findings relevant and immediately applicable to operations such as hierarchical modeling and temporal aggregation Finally the authors examine organizational issues of implementation and the development of a forecasting support system within an organization relevant to every manager or future manager who must make plans or decisions based on forecasts Please take a moment to review the companion website for additional content in the Appendices Basic Statistical Concepts overview of Forecasting Software and Forecasting in R Tutorial and Examples the many data sets referenced in the chapters macros such as the Exponential Smoothing and Trend Curve Marcos and Time Series Neural Network Analysis and student study materials

Strategic Business Forecasting Jae K. Shim, 2000-01-28 A book on practical business forecasting belongs in the library of everyone interested in business Forecasting is extremely important to finance and accounting executives business economists and managers at all levels Strategic Business Forecasting The Complete Guide to Forecasting Real World Company Performance provides you with a working knowledge of the fundamentals of business forecasting that can be applied in the real world regardless of the size of the firm The author explains the basic forecasting methodology and the practical applications All aspects of business are discussed making this a comprehensive and valuable reference The author avoids theoretical and mathematical discussions to get right into how when and why to use this book Many practical examples applications illustrations guidelines measures checklists rules of thumb tips graphs diagrams and tables aid your comprehension of the subject The author displays and explains printouts obtained using many popular spreadsheet programs and software packages The book goes far beyond just sales forecasting encompassing a wide range of topics of major importance to practical business managers and finance professionals including cash flow forecasting cost prediction earnings forecasts bankruptcy prediction foreign exchange forecasting and interest rate forecasting Written in an easy to read style it is practical current and intriguing a reference book to use throughout your business career

Ebook: Business Forecasting and Modelling J. Holton Wilson, Barry Keating, John Solutions Inc., 2014-10-16 The Sixth Edition of Business Forecasting is the most practical forecasting book on the market with the most powerful software Forecast X This edition presents a broad based survey of business forecasting methods including subjective and objective approaches As always the author team of Wilson and Keating deliver practical how to forecasting

techniques along with dozens of real world data sets while theory and math are held to a minimum This Sixth Edition includes Forecast X software updated for Excel 2007 and Vista Forecast X is the most comprehensive software tool available in this market and the new version is also backwards compatible for XP Excel 2003 systems This Excel based tool effectively uses wizards and many tools to make forecasting easy and understandable Practical Guide to Business Forecasting Chaman L. Jain & Jack Malehorn,2005 *Practical Business Forecasting* Michael K. Evans,2002-05-06 Stressing the concrete applications of economic forecasting Practical Business Forecasting is accessible to a wide range of readers requiring only a familiarity with basic statistics The text focuses on the use of models in forecasting explaining how to build practical forecasting models that produce optimal results In a clear and detailed format the text covers estimating and forecasting with single and multi equation models univariate time series modeling and determining forecasting accuracy Additionally case studies throughout the book illustrate how the models are actually estimated and adjusted to generate accurate forecasts After reading this text students and readers should have a clearer idea of the reasoning and choices involved in building models and a deeper foundation in estimating econometric models used in practical business forecasting

The Business Forecasting Deal Michael Gilliland,2010-05-13 Practical nontechnical solutions to the problems of business forecasting Written in a nontechnical style this book provides practical solutions to common business forecasting problems showing you how to think about business forecasting in the context of uncertainty randomness and process performance Addresses the philosophical foundations of forecasting Raises awareness of fundamental issues usually overlooked in pursuit of the perfect forecast Introduces a new way to think about business forecasting focusing on process efficiency and the elimination of worst practices Provides practical approaches for the non statistical problems forecasters face Illustrates Forecast Value Added FVA Analysis for identifying waste in the forecasting process Couched in the context of uncertainty randomness and process performance this book offers new innovative ideas for resolving your business forecasting problems

Business Forecasting Frank Davies Newbury,1952 Business Forecasting Michael Gilliland,2015 *The Value Line Investment Survey*,2007 **Business Forecasting** A. Reza Hoshmand,2009-12-04 The information age has brought greater interconnection across the world and transformed the global marketplace To remain competitive business firms look for ways of improving their ability to gauge business and economic conditions around the world At the same time advances in technology have revolutionized the way we process information and prepare business and economic forecasts Secondary data searches data collection data entry and analysis graphical visualization and reporting can all be accomplished with the help of computers that provide access to information not previously available Forecasters should therefore learn the techniques and models involved as applied in this new era Business Forecasting A Practical Approach is intended as an applied text for students and practitioners of forecasting who have some background in economics and statistics The presentation is conceptual in nature with emphasis on rationale application and interpretation of the most commonly used forecasting

techniques The goal of this book is to provide students and managers with an overview of a broad range of techniques and an understanding of the strengths and weaknesses of each approach It is based on the assumption that forecasting skills are best developed and retained by starting with simple models followed by repeated exposure to real world examples The book makes extensive use of international examples to amplify concepts **Strategic Business Forecasting** Jae K. Shim, 2009 Business forecasting is of extreme importance to managers at practically all levels from making long term strategic decisions or developing departmental budgets to creating almost any business plan This book will provide a working knowledge of the fundamentals of business forecasting that can be applied in the real world regardless of your firm s size book cover

Whitaker's Cumulative Book List ,1972 *Business Forecasting with Student CD* J. Holton Wilson, Barry Keating, Solutions Inc., John, 2008-12-16 The Sixth Edition of Business Forecasting is the most practical forecasting book on the market with the most powerful software Forecast X This edition presents a broad based survey of business forecasting methods including subjective and objective approaches As always the author team of Wilson and Keating deliver practical how to forecasting techniques along with dozens of real world data sets while theory and math are held to a minimum This Sixth Edition includes Forecast X software updated for Excel 2007 and Vista Forecast X is the most comprehensive software tool available in this market and the new version is also backwards compatible for XP Excel 2003 systems This Excel based tool effectively uses wizards and many tools to make forecasting easy and understandable **Business Forecasting Methods** Jeffry Jarrett, 1987 *Future Ready* Steve Morlidge, Steve Player, 2010-02-19 The recent crisis in the financial markets has exposed serious flaws in management methods The failure to anticipate and deal with the consequences of the unfolding collapse has starkly illustrated what many leaders and managers in business have known for years in most organizations the process of forecasting is badly broken For that reason forecasting business performance tops the list of concerns for CFO s across the globe It is time to rethink the way businesses organize and run forecasting processes and how they use the insights that they provide to navigate through these turbulent times This book synthesizes and structures findings from a range of disciplines and over 60 years of the authors combined practical experience This is presented in the form of a set of simple strategies that any organization can use to master the process of forecasting The key message of this book is that while no mortal can predict the future you can take the steps to be ready for it Good enough forecasts wise preparation and the capability to take timely action will help your organization to create its own future Written in an engaging and thought provoking style Future Ready leads the reader to answers to questions such as What makes a good forecast What period should a forecast cover How frequently should it be updated What information should it contain What is the best way to produce a forecast How can you avoid gaming and other forms of data manipulation How should a forecast be used How do you ensure that your forecast is reliable How accurate does it need to be How should you deal with risk and uncertainty What is the best way to organize a forecast process Do you need multiple forecasts What changes should be

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