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Excel Sales Forecasting For Dummies

Conrad Carlberg

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When they first told you that forecasting sales would be part of your job, did you feel just the tiniest bit of panic? Did you momentarily consider consulting the Yellow Pages for listings of “Psychics” or “Tea Leaf Readers”? Well, fear not. *Excel Sales Forecasting For Dummies* can help you predict the future without incense or a crystal ball.

Excel Sales Forecasting For Dummies shows you how to use the number one workbook program, Microsoft Excel, to predict trends and future sales based on something not quite so ethereal—numbers. You use data about the past to forecast the future. Excel provides all sorts of tools to help you do that, and this book shows you how to use them.

From recognizing why forecasting is a good idea to making sense of exponential smoothing, *Excel Sales Forecasting For Dummies* has you covered. If you have a basic grasp of how to use Excel, you’ll be ready to discover how to

- Select and use the right forecasting method for your business
- Choose and arrange data in lists, then manage that data with pivot tables
- Filter lists and turn them into charts that illustrate what’s going on
- Find relationships in your data
- Use Excel’s Analysis Toolpak feature to create forecasts automatically, or venture into advanced forecasts using worksheet functions
- Gain more control over your forecasting and target specific types of predictions
- Use moving averages and predict seasonal sales

Written by Conrad Carlberg, a nationally recognized expert on Excel who also has experience in sales and marketing, this friendly guide gets you up and running quickly and easily. You’ll soon be setting up a baseline you can chart and label, summarizing data with pivot tables, making forecasts based on regression, understanding correlation, and discovering how smoothing lets us profit from our mistakes. You’ll find your confidence in your ability to make sales predictions has soared right off the chart.

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Donovan Pena:

Spent a free time to be fun activity to complete! A lot of people spent their leisure time with their family, or their friends. Usually they performing activity like watching television, likely to beach, or picnic in the park. They actually doing same task every week. Do you feel it? Do you want to something different to fill your personal free time/ holiday? Might be reading a book could be option to fill your free of charge time/ holiday. The first thing you ask may be what kinds of book that you should read. If you want to consider look for book, may be the publication untitled Excel Sales Forecasting For Dummies can be very good book to read. May be it can be best activity to you.

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