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Unlike other books on the subject, Excel Sales Forecasting For Dummies, 2nd Edition leaves arcane business school terms and complex algebraic equations at the door, focusing instead on what you can do right now to utilize the world's most popular spreadsheet program to produce forecasts you can rely on.

Excel Sales Forecasting For Dummies, 2nd Edition By Conrad Carlberg Moving averages is one of the three principal tools that the Excel Data Analysis add-in gives you to make forecasts.

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3 Methods of Excel Forecasts. By Conrad Carlberg. If you want to forecast the future in Excel — next quarter's sales, for example — you need to get a handle on what's happened in the past. So you always start with what's called a baseline (that is, past history — how many poppy seeds a company sold during each of the last ten years, where the market futures wound up each of the last 12 months, what the daily high temperature was year-to-date).

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Go to formula menu and click insert function. A dialogue box will be displayed. Choose the category statistically. Once you choose the statistical you will find a list of a function. Choose forecast function. In the advanced version, we can use the shortcut wherein the formula menu we can see the more function.

Part of Excel Sales Forecasting For Dummies Cheat Sheet. Excel's LINESST function is a handy tool for sales forecasting. Knowing what you can do with it will make your forecasting endeavors easy work. Here is a quick rundown on Excel's LINESST function, row by row: Column 1. Column 2.

Excel Sales Forecasting For Dummies, 2nd Edition. Author: Conrad Carlberg. Print, 408 pages, July 2016. ISBN: 978-1-119-29142-8. Description. Excel at predicting sales and forecasting trends using Microsoft Excel! If you're a sales or marketing professional, you know that forecasting sales is one of the biggest challenges you face on the job.

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 ...

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Using Excel's charts, you can see how your actuals are doing. And

by charting your actuals, you can see how well your sales forecasts do against the actual sales results. The second figure shows a forecast that's based on moving averages, against the monthly actuals. An Excel chart makes it much easier to see how your sales are doing.

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manage, and present data; Select the right forecasting method

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sales; Create sales forecasts you can trust; You don't need magic,

luck, or an advanced math degree to develop reliable sales

forecasts; you just need Excel and this book! This guide explains

how forecasting works and how to use the tools built into Excel.

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