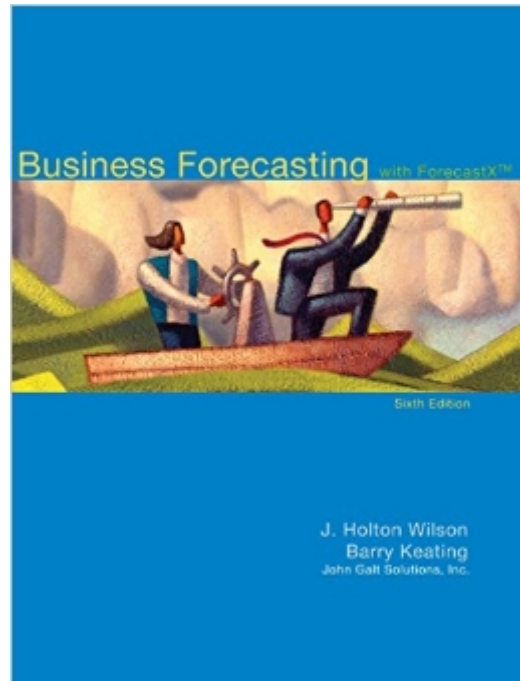


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# Business Forecasting



## Synopsis

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.

## Book Information

File Size: 12275 KB

Print Length: 513 pages

Publisher: McGraw-Hill Higher Education; 6 edition (December 19, 2008)

Publication Date: December 19, 2008

Language: English

ASIN: B012Y5I7VW

Text-to-Speech: Not enabled

X-Ray: Not Enabled

Word Wise: Not Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #542,287 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #36

in Kindle Store > Kindle eBooks > Engineering & Transportation > Engineering > Industrial,

Manufacturing & Operational Systems > Production, Operation & Management #103 in Kindle

Store > Kindle eBooks > Business & Money > Management & Leadership > Planning & Forecasting

#134 in Books > Engineering & Transportation > Engineering > Industrial, Manufacturing &

Operational Systems > Production, Operation & Management

## Customer Reviews

Wilson and Keating's "Business Forecasting" is an accessible introduction to practical forecasting. There is little explicit treatment of the statistical properties of the methods used, but the practical examples (which are numerous) show the effects of those properties. The methods should get a

manager or engineer through most situations that require a justifiable forecast. I'm a bug on references, and there were an adequate number of them, but it would have been better if the reason each work was cited was specified. This book is also, in practice, the user manual for the descriptive statistics / forecasting package 'SORITEC,' which is bound with the book. As such, it is absolutely required for beginning users of the package. The features of SORITEC which are covered are covered well, but that sharpens my wish that there would be at least a short description and a few references for the features not used in the main presentation. In summary, a fine book for the 'dirty hands' crowd of forecasters; not bad for the 'ivory tower' crowd either, but not quite enough for the latter

I read this book for an MBA course on business forecasting. It is well written and very easy to understand. I do not have time to spend reading dense textbooks that get lost in academic jargon. This book gets right to the point. Most importantly, every chapter concludes with an application of the lessons learned using the Forecast X software. The book also uses very practical examples such as Gap sales data that everyone can relate to. Prior to reading this book, I had no background in business forecasting. Today, I feel confident in my abilities to prepare, analyze, interpret, and communicate forecasts because of the lessons and practice problems in this book. The software is easy to install as an add-in for Excel. The interface is simple to use and eased my fears of being lost in a complex software package. This is a great book to learn business forecasting.

Business Forecasting is an excellent resource for students who want to learn how forecasting is really done. The book is clear, concise, and well structured. Wilson and Keating provide an excellent foundation for students to understand the forecasting process and quickly build on this foundation. The comments from "real-world" practitioners provide a practical perspective to help students appreciate the concepts presented in the book. The ForecastX software from John Galt Solutions (included with book) is the most comprehensive forecasting toolkit available. The students who take the time to learn the software through the text will certainly gain a marketable skillset. Because the software is easy to use and reliable, I was able to quickly apply the lessons from the text to create sophisticated and powerful forecasts. Moreover, students learn how to interpret and communicate the most important components of each forecasting method. The software accompanying the book also includes all the data used in the text examples and chapter ending problems. This provides students with many opportunities to practice each forecasting technique. I found that practicing the chapter ending problems were a strong way to solidify the concepts presented in the text and learn

when to apply each technique.

Prior to reading this book my understanding of forecasting was fairly narrow. After reading the text and using the ForecastX software, I feel that I've gained a much deeper understanding of forecasting and a better grasp of the tools available for those in the field. The book provides detailed explanations of terminology and methods as well as real world simulations to help build understanding. It gets the point across in a straight forward manner without getting off topic and bogging you down in anything unnecessary. The software is user friendly and their customer support is quick off the mark. Mac users beware though, the software is geared towards Windows users so a Windows PC or Laptop will be necessary. Other than, that it's top notch.

The fact that the book is the same as the hardcover/US edition and is \$65 instead of the \$175 they charge at my university's bookstore is great. But be warned that this is the INTERNATIONAL Edition which, strictly speaking is not supposed to be sold in the US and may create some problems for you if you try to resell it. I for one have no problem with buying and using the international edition. I'm sick of being scammed by publishers at the expense of students in other countries having the same text book for less than half of what we pay - especially when publishers print later editions rendering earlier editions unsalable, and also making the hardcover manufacturing totally overkill considering the useful life of a textbook is usually one academic year. The description doesn't mention, or at least I didn't see anywhere saying International Edition. So be warned.

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