Excel Sales Forecasting For Dummies

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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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Beverly Dewitt:

Information is provisions for people to get better life, information presently can get by anyone in everywhere. The information can be a understanding or any news even restricted. What people must be consider whenever those information which is inside former life are hard to be find than now is taking seriously which one works to believe or which one the particular resource are convinced. If you have the unstable resource then you have it as your main information you will have huge disadvantage for you. All those possibilities will not happen throughout you if you take Excel Sales Forecasting For Dummies as your daily resource information.

Lorraine Woodward:

The guide with title Excel Sales Forecasting For Dummies has lot of information that you can understand it. You can get a lot of help after read this book. This book exist new know-how the information that exist in this reserve represented the condition of the world right now. That is important to yo7u to learn how the improvement of the world. This kind of book will bring you with new era of the globalization. You can read the e-book on your own smart phone, so you can read this anywhere you want.

Joe North:

A lot of people always spent their own free time to vacation or maybe go to the outside with them family members or their friend. Are you aware? Many a lot of people spent these people free time just watching TV, or even playing video games all day long. If you need to try to find a new activity here is look different you can read a new book. It is really fun to suit your needs. If you enjoy the book that you read you can spent 24 hours a day to reading a guide. The book Excel Sales Forecasting For Dummies it is quite good to read. There are a lot of those who recommended this book. These people were enjoying reading this book. Should you did not have enough space to create this book you can buy often the e-book. You can m0ore easily to read this book out of your smart phone. The price is not to cover but this book offers high quality.

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Playing with family inside a park, coming to see the sea world or hanging out with buddies is thing that usually you will have done when you have spare time, then why you don't try matter that really opposite from that. 1 activity that make you not experience tired but still relaxing, trilling like on roller coaster you have been ride on and with addition of knowledge. Even you love Excel Sales Forecasting For Dummies, you may enjoy both. It is excellent combination right, you still wish to miss it? What kind of hangout type is it? Oh can occur its mind hangout people. What? Still don't obtain it, oh come on its referred to as reading friends.

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