

Session Overview - Forecasting & Projections

Approach

- Session Overview
- Forecasts – What Are They?
- Basic Forecasting Approaches
- Qualitative Forecasting
- Quantitative Forecasting

Challenges

- Forecasting – Watch Outs
- Forecasting – Constraining Factors
- Forecasting – Other Useful Things
- How Should Forecasts Work
- Problems With Business Forecasting

Solution

- Forecasting Quiz
- Session Wrap-Up

