

contents

“Knowledge of truth is always more than theoretical and intellectual. It is the product of activity as well as its cause. Scholarly reflection therefore must grow out of real problems, and not be the mere invention of professional scholars.”

JOHN DEWEY, UNIVERSITY OF VERMONT

3 Note from the Editor

special feature

on forecasting support systems **PLN, MGR, MOD**

5 Forecasting Support Systems: Ways Forward *Fotios Petropoulos*

12 *Commentary: Technology, Databases, Statistics, and Processes* *Stephan Kolassa*

14 *Commentary: Where Is the Support for Judgment?* *Paul Goodwin*

16 *Commentary: Just Don’t Do the Stupid Stuff!* *Mike Gilliland*

18 *Commentary: The Corporate Backbone of an FSS* *Eric Stellwagen*

20 *Commentary: A Productive Triangulation* *Igor Gusakov*

22 *Commentary: The Way to Go* *Daniele Amberti*

collaborative forecasting and planning

31 Collaborative Culture:
The New Workplace Reality **MGR, PLN** *Neill Wallace
& John Mello*

36 An Executive Guide to Hiring
Successful Demand Planners **MGR, PLN** *Jack Harwell*

forecasters in the field

40 Interview with Jack Harwell **GEN**

41 Interview with Neill Wallace **GEN**

book review

42 *Forecasting for the Pharmaceutical Industry* **MOD, PLN** *Christian Schäfer*

44 forecasting methods tutorials **MOD, GEN**

.....
Article Coding: General (**GEN**), Managers (**MGR**), Modelers (**MOD**), Planners (**PLN**)
.....