

"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

CONTENTS

2 Editorial Statement



SPECIAL FEATURE

SHOULD THE FORECASTING PROCESS ELIMINATE FACE-TO-FACE MEETINGS?

- 3 How to Make Better Forecasts and Decisions: Avoid Face-to-Face Meetings
by J. Scott Armstrong
- 9 Commentary: Forecasting Meetings Are Really Not About Forecasting
by Marcus O'Connor
- 11 Commentary: A Depersonalized Interactive Process is the Key
by Joe Smith, Coca-Cola Enterprises Inc.
- 12 Commentary: Business Objectives, Forecasters and Meetings
by Jamilya Kasymova and Catalin Vieru, Marriott International
- 14 How Practitioners Can Use Evidence-Based Findings: Reply to Commentaries
by J. Scott Armstrong

FORECAST MODEL-BUILDING: The Practical Issues

- 16 To Include or Exclude an Explanatory Variable: Beware of Rules of Thumb
by Peter Kennedy
- 22 Commentary: Testing Multiple Periods Ahead May Be the Real Need
by Roy Pearson
- 25 Reply from William Bassin

FORECAST PROCESS IMPROVEMENT: Lessons From Successful Companies

- 26 Preface
by Nada Sanders, FORESIGHT Associate Editor
- 27 Managing Functional Biases in Organizational Forecasts
by Rogelio Oliva and Noel Watson

THE WORLD OF FORECASTING

- 32 How to Predict a Movie's Success at the Box Office
by Ramesh Sharda and Dursun Delen
- 37 A Retrospective on Forecasting Midterm Elections to the U.S. House of Representatives
by Randall Jones and Alfred Cuzán



SOFTWARE REVIEWS: Forecasting with SAP

- 43 Introduction
by Ulrich Küsters, FORESIGHT Software Editor
- 45 The New SAP Forecasting and Replenishment Solution: Is it an Improvement over mySAP ERP?
by Norman Götz and Carsten Köhler, Wincor Nixdorf Retail Consulting GmbH
- 51 Forecasting For Worldwide Supply Chain Processes with SAP's APO
by Christoph Seeger, ContiTech Power Transmission Group

- 55 Upcoming in 2007
- 56 Subscribe to FORESIGHT