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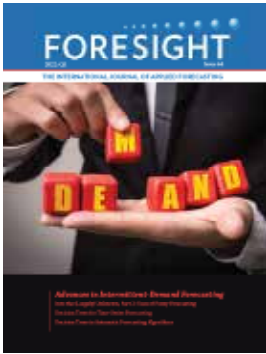
Forecasting Principles and Methods

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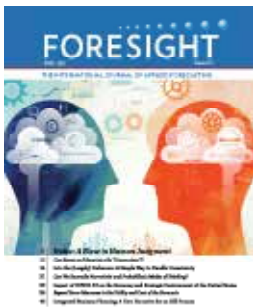
- Advances in Intermittent-Demand Forecasting
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- *Resurrecting Retail: The Future of Business in a Post-Pandemic World* by Doug Stephens

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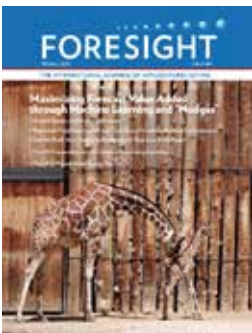
- Forecasting Demand during COVID—The Case of Wayfair

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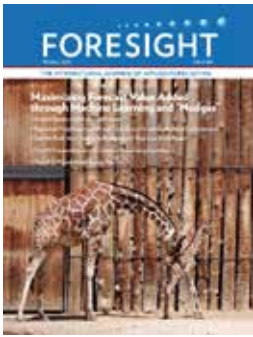
- The Great Toilet Paper Buy: Lessons for the Supply Chain

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- Combining Humans and Machines in an Emerging Form of Enterprise: The Humachine
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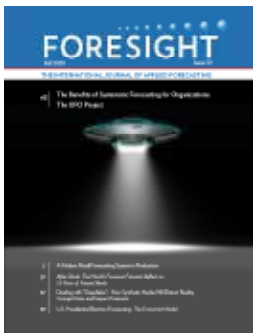
- Can We Profit from Trading on Predictions of High-Low Stock Prices?

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- *Commentary*: We’ll Still Need Expertise
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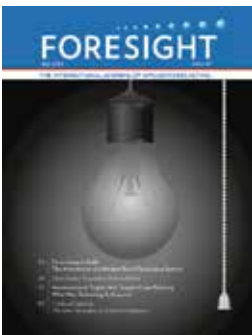
- Forecasting for Remanufacturing
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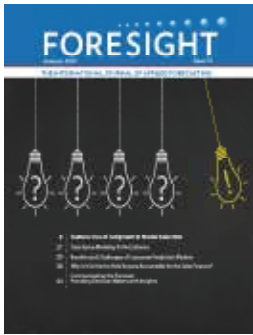
- *Commentary: Close the Loop, Stabilize, and Respond*

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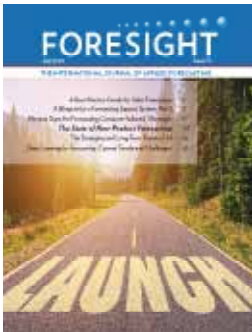
- Predicting Medical Risks and Appreciating Uncertainty

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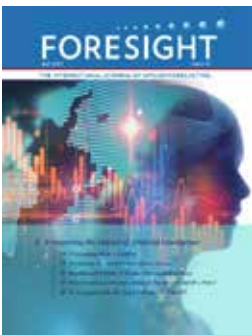
- Incorporating Leading Indicators into Sales Forecasts
- *Principles of Business Forecasting*: Review of the 2nd Edition

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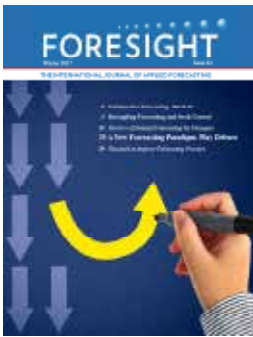
- Interview with Shaun Snapp

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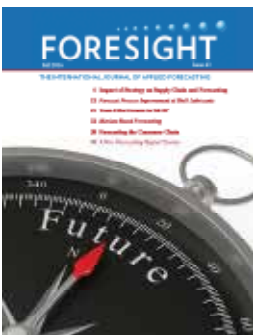
- *Demand Forecasting for Managers*

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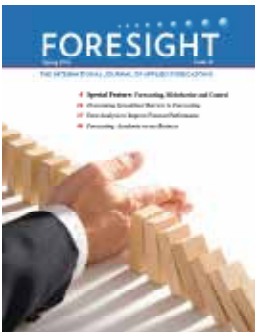
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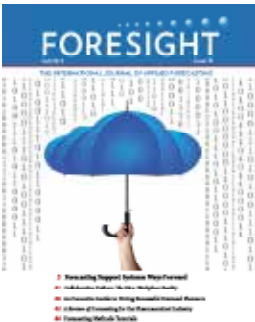
- Interview with Dean Sorensen

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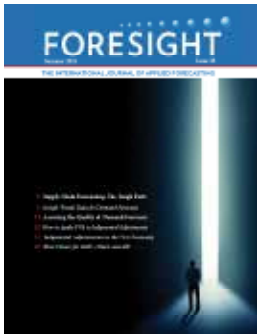
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- Have Corporate Prediction Markets Had Their Heyday?

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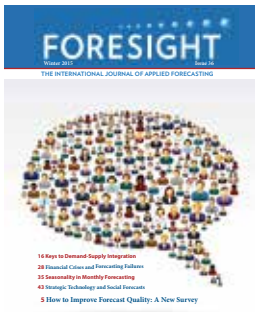
- Measuring the Quality of Intermittent-Demand Forecasts: It's Worse than We've Thought!

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- *Demand Forecasting for Inventory Control* by Nick T. Thomopoulos

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- Interview with Fotios Petropoulos



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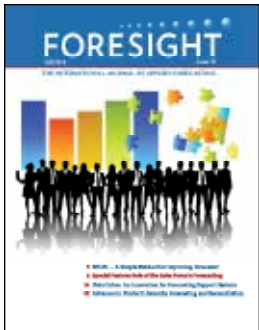
- Always in Season: Giving Due Respect to Seasonality in Monthly Forecasting

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- *Fortune Tellers: The Story of America's First Economic Forecasters* by Walter A. Friedman
- *In 100 Years: Leading Economists Predict the Future* edited by Ignacio Palacios-Huerta

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- *The Bet* between Paul Ehrlich and Julian Simon over Earth's Future

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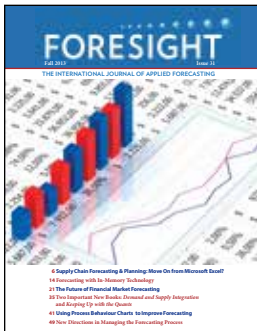
- Forecasting “In the Pocket”: Mobile Devices Can Improve Collaboration

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- *Demand and Supply Integration: The Key to World-Class Demand Forecasting* by Mark A. Moon
- *Keeping Up with the Quants: Your Guide to Understanding + Using Analytics* by Thomas H. Davenport and Jinho Kim

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- ARIMA: The Models of Box and Jenkins

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- *Practical Time Series Forecasting: A Hands-On Guide, 2nd edition* By Galit Shmueli

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- Megatrends and Game Changers: The U.S. National Intelligence Council’s “*Global Trends 2030: Alternative Worlds*”



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- Interview with Jason Boorman

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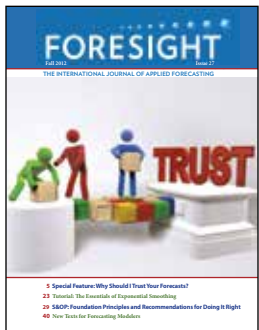
- GIS: The Missing Tool for Supply-Chain Design

Election Postmortem

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- Nate Silver's The Signal and the Noise: Why So Many Predictions Fail – But Some Don't



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- Forecasting Software: Improving the User Experience

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- Reliable Forecasts of the 2012 Presidential Election
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- *Thinking, Fast and Slow* by Daniel Kahneman

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- Predicting Job Performance: The Moneyball Factor
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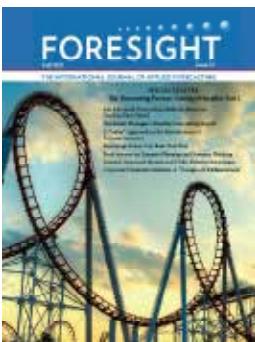
- The PollyVote's Year-Ahead Forecast of the 2012 U.S. Presidential Election
- Does a Presidential Candidate's Campaign Affect the Election Outcome?

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- Forecasting Rounds of Golf

The Forecasting Process: Guiding Principles First Round of Commentaries

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- The Senior Managers' Monthly Forecasting Report

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- A "Softer" Approach to the Measurement of Forecast Accuracy
- Percentage Errors Can Ruin Your Day (and Rolling the Dice Shows How)

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- *Scenario Planning in Organizations*, by Tom Chermack and *Scenario Thinking: Practical Approaches to the Future*, by George Wright and George Cairns

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- Prediction Markets and the "Trough of Disillusionment"
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- Executive S&OP and The Cycle of Resolution: Resolving Conflict to Align Human Energy

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- Forecasting Tools: Have They Upgraded the Forecasting Process?

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- *The World in 2050: Four Forces Shaping Civilization's Northern Future* by Laurence C. Smith

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- A Forecasting Support System for Temperature-Controlled Transport



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- Being Wrong: Adventures in the Margin of Error by Kathryn Schulz

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- Projecting Success: Don't Forget the Base Rate

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- Forecasting Exceptional Demand: Not the Same as Forecasting Ordinary Demand

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- Wilpen L. Gorr

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- Getting Your Forecasting and Planning Fundamentals Right: A Case Study

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- Corporate Prediction Markets: Pitfalls and Barriers

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- This Time Is Different: Eight Centuries of Financial Folly by Carmen M. Reinhart and Kenneth S. Rogoff

Supply Chain Forecasting

- Classification for Forecasting and Inventory

Forecasting Intelligence

- Forecasting Future Technology

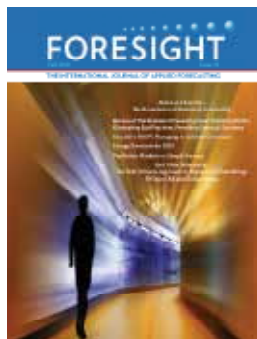
Forecast Process Improvement

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- How S&OP Changes Corporate Culture: Results from Interviews with Seven Companies

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- The Business Forecasting Deal: Exposing Myths, Eliminating Bad Practices, Providing Practical Solutions by Michael Gilliland

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- The Boundaries of Quantitative Forecasting Methods: Respecting the Limits of Determinism

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- In Some Ways the Situation is Even Worse
- The View from a Quantitative Forecaster
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- The Holt Winters Approach to Exponential Smoothing: 50 Years Old and Going Strong

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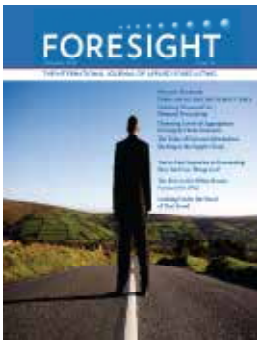
- Executive S&OP: Managing to Achieve Consensus

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- Are Prediction Markets More Accurate than Simple Surveys?

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- Worst-Case Scenarios in Forecasting: How Bad Can Things Get?

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- The Keys to the White House: Forecast for 2012

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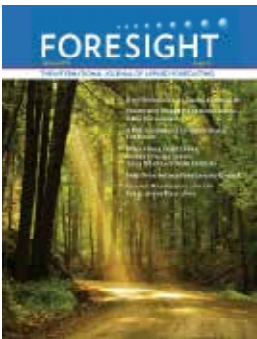
- Looking Under the Hood of That Trend

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- The Next Hundred Million: America in 2050 by Joel Kotkin

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- Should You Report Forecast Error or Forecast Accuracy?



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- Why Hindsight Can Damage Foresight

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- Prediction Markets for Forecasting Drug Development

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- A DEFT Approach to Trend-Based Foresight

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- Resolving a Family Feud: Market-Facing versus Lean Manufacturing Families

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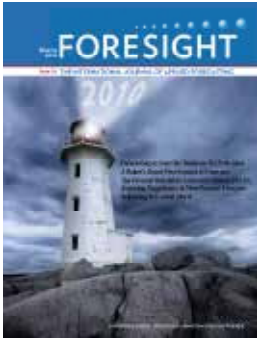
- Part 3: Change Management and the Forecasting Challenge

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- Business Forecasting: A Practical, Comprehensive Resource for Managers and Practitioners
- Strategic Business Forecasting: A Structured Approach to Shaping the Future of Your Business

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- The Forecast Reliability Assurance Model (FRAM) by Joe Smith

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- Assessing Uncertainty in New-Product Forecasts by Nick Guthrie and Des Markland

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- How V&M Star Converts Family Forecasts Into Resource Requirements with Executive S&O by Robert Stahl and Amy Mansfield
- Corporate Culture and S&OP: Why Culture Counts by John Mello

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- Preview, Len Tashman
- The Alignment of People, Process, and Tools, Joe Smith

- "People, then Process, then Tools" But What if the People and Toolset are Frozen?, Ian Watson-Jones
- The Alignment of People, Process, and Tools: Commentary, Mark Moon

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- How Jarden Branded Consumables Made Forecasting Simpler & Better through Executive S&OP, Robert Stahl and Brad McCollum

Forecasting Principals and Methods

- Can Managers' Judgmental Forecasts be Made Scientifically?, Philip Franses
- Case Study: Forecasting the Productivity of Professional Services, Tonya Boone, Ram Ganeshan, and Robert Hicks

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- Using Excel to Forecast: A Review of Two Recent How-To Books, Rick Hesse

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- Tonya Boone and Ray Ganeshan, College of William and Mary



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- Can We Forecast Earthquakes, Len Tashman

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- The Drunkard's Walk: How Randomness Rules Our Lives by Leonard Modinov, Peter Sephton

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- Free and Easy Access to Monthly Forecasts, Roy Pearson

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- Sales and Operations Planning: Simpler, Better and Needed More than Ever, Bob Stahl

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- How to Track Forecast Accuracy to Guide Forecast Process Improvement, Jim Hoover

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- A Systems Approach to Forecasting, David Orrell and Patrick McSharry
- Commentary: Why Do We Need Complexification?, Roy Batchelor
- Commentary: Are We Ready for a New Approach? Paul Goodwin and Robert Fildes
- Reply to Commentaries, David Orrell and Patrick McSharry

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- Spare Parts Forecasting: Case Study at HP, Jerry Z. Shan, Julie Ward, Shelen Jain, Jose Beltram, Feridoun Amirjalayer, and Young-Wook Kim

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- Sparklines: The Tom Thumb of Statistical Graphs, Tom Yokum

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- Peg Young, US Bureau of Transportation Statistics
- Upcoming in Foresight



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- *Future Savvy* by Adam Gordon, David Orrell

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- Forecasting Sharp Changes, Roy Batchelor

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- The Impact of Sales Forecast Game Playing on Supply Chains, John Mello

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- Forecastability: Insights from Physics, Graphical Decomposition, and Information Theory, Peter Catt
- Toward a More Precise Definition of Forecastability, John Boylan
- How to Assess Forecastability, Stephan Kolassa

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- Global Trends 2025: A Transformed World, Ira Sohn

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- The Winter 2009 Issue, Len Tashman

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- Sales Forecasting: Improving Cooperation Between the Demand People and the Supply People, Tom Wallace and Bob Stahl
- John Mello and Joseph McConnell review *Sales and Operations Planning – Best Practices: Lessons Learned from Worldwide Companies* by John Dougherty and Christopher Gray

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- Predicting Recessions: A Regression (Probit) Model Approach by Peter Septon

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- New Evidence on the Value of Combining Forecasts by Paul Goodwin

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- Percentage Error: What Denominator? Findings of a Survey Conducted by Kesten Green and Len Tashman
- Combined Forecasts of the 2008 Election: The Pollyvote by Andreas Graefe, J. Scott Armstrong, Alfred G. Cuzin, and Randall Jones, Jr.
- Forecasting Performance of Regression Models in the 2008 Presidential Election by Randall Jones, Jr. and Alfred G. Cuzin

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- The Fall 2008 Issue, Len Tashman

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- Ruy Batchelor reviews *Sugar Crashers* by Ian Ayres

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- Can We obtain Valid benchmarks from Published Surveys of Forecast Accuracy? Stephan Kolassa
- Measuring Improvement in Forecast Accuracy: A Case Study, Robert Kieg
- Commentary on Benchmarking, Teresa McCarthy, Donna Davis, Susan Golick, and John Mentzer

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- Overcoming Challenges in Operational Forecasting, Ian Watson-Jones
- Commentaries on Overcoming Challenges in Operational Forecasting Projects, Patric Wader, Mark Moon

The World of Forecasting

- Regression Model Forecasts of the U.S. Presidential Election, Randall Jones and Alfred Cuzin

Software Review

- **Forecast Pro Unlimited: An Off-the-Shelf Solution for Large-Volume Forecasting**, Ulrich Küsters and Janko Thysen
- ## Forecaster in the Field
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Issue 10, Summer, 2008

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- Overview of the Summer 2008 Issue, Len Tashman

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- Paul Fields reviews David Orrell's *The Future of Everything: The Science of Prediction*

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- The End of the World

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- Looking at Tomorrow Today – The What, Why, and How of Factoring for Forecasters, Roy Pearson

Forecasting Perspectives

- Lessons Learned – Reflections from 25 Years as a Forecasting Consultant, Antonio Garcia-Ferrer

Forecast Model Building

- Life-Cycle Forecasting – The HP Approach to Forecasting Printer Demand, Jerry Shan, Matthew Reimann, and Pereydoon Safai

Forecaster in the Field

- Simon Clarke, Coca-Cola Enterprises Inc.

The World of Forecasting

- Forecasting the U.S. Presidential Elections – A Brief Review, Randall Jones and Alfred Czizai

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- A Quick Tour of Tourism Forecasting, Paul Goodwin

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- Should We Define Forecast Error as $e = F - A$ or $e = A - F$? Kirsten Green and Len Tashman



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- Overview of the Spring 2008 Issue, Len Tashman

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- Roy Batchelor reviews Thomas H. Davenport and Jeanne G. Harris's *Competing on Analytics: The New Science of Winning*

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- Predicting the Demand for New Products, Paul Goodwin

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- The Value of Information Sharing in the Retail Supply Chain: Two Case Studies, Tonya Boone and Ram Ganeshan

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- Innovations in Sales Forecasting for Large-Scale Retailers, Bruce Andrews, James Bennett, Lindsey Howe, Brooks Newkirk and Joseph Ogrodniczyk

Prediction Markets for Pharmaceutical Forecasting and Beyond

- Prediction Markets – A Guide to Practical Adoption in the Pharmaceutical Industry, Carol Gebert
- Prediction Markets – Defining Events and Motivating Participation, Andreas Graefe
- A Primer on Prediction Markets, Joe Miles

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- Monte Carlo Simulation/Risk Analysis on a Spreadsheet: Review of Three Software Packages, Sam Sugiyama
- Commentary, Kevin Weiner, Marketing Communications, Crystal Ball Global Business Unit
- Commentary, Randy Heffernan, Vice President, Palisade
- Commentary, Daniel Fylstra, President, Frontline Systems

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- "Been There, Done That": Perils, Pitfalls and Promises of Long-Term Projections, Ira Solon



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- New in this Issue, Len Tashman

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- Good and Bad Judgment in Forecasting: Lessons from Four Companies, Robert Fildes and Paul Goodwin

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- A Guide to Delphi, Gene Rowe
- Methods to Elicit Forecasts from Groups: Delphi and Prediction Markets Compared, Kesten Green, J. Scott Armstrong and Andreas Graefe

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- Key Assumptions in Calculating the Cost of Forecast Error, John Boylan
- Use of the Normal Distribution in Calculating the Cost of Forecast Error, Thomas Willemain
- Supply Risk and Costing Challenges, Michael Smith
- Lost Sales and Customer Service, Scott Roy
- Reply to Cost of Forecast Error Commentaries, Peter Cati

Pharmaceutical Forecasting

- How to Project Patient Persistence, Ka Lok Lee, Peter Fader and Bruce Hardie

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- The Keys to the White House: Forecast for 2008, Allan Lichtman

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- Bayesian Forecasting Methods for Short Time Series, Enrique de Alba and Manuel Mendez

Hot New Research Column

- Bill Baer reviews *Mirror, Mirror, Who's the Best Forecaster of Them All?* by Michael F. Bryan and Lindsey Molloy of the Federal Reserve Bank of Cleveland



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- New in this Issue, Len Tashman

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- Assessing the Cost of Forecast Error – A Practical Example, Peter Cati

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- An Expanded Prediction-Realization Diagram for Assessing Forecast Errors, Roy Pearson
- Use Scaled Errors Instead of Percentage Errors in Forecast Evaluations, Lange Valentin

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- S&OP, Forecasting, and the Knowledge-Creating Company, John Mello and Terry Esper

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- Decision-Directed Forecasting for Major Disruptions: The Impact of 9/11 on Las Vegas Gaming Revenues, Stephen Custer and Don Miller
- How to Get Good Forecasts from Bad Data, Ellen Borell

Software Review: Forecasting with SAP

- Introduction, Ulrich Küsters
- The New SAP Forecasting and Replenishment Solution: Is It an Improvement over mySAP ERP?, Norman Götz and Carsten Köhler
- Forecasting for Worldwide Supply Chain Processes with SAP's APO, Christoph Seeger



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Special Feature: Forecasting for Call Centers

- Nano Forecasting: Forecasting Techniques for Short-Term Intervals, Jay Minneci
- Forecasting Call Flow in a Direct Marketing Environment, Peter Varisco
- Forecasting Weekly Effects of Recurring Irregular Occurrences, Dan Rickwaller
- Commentary on Call Center Forecasting, Tim Montgomery

Forecast Process Improvement – Lessons From Successful Companies

- Managing the Introduction of a Structured Forecast Process: Transformation Lessons from Coca-Cola Enterprises, Inc., Simon Clarke
- Breaking Down Barriers to Forecast Process Improvement, Mark Moon

Special Feature: Forecast-Accuracy Metrics for Inventory Control and Intermittent Demand

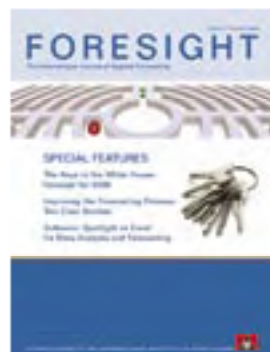
- Measuring Forecast Accuracy: Omissions in Today's Forecasting Engines and Demand-Planning Software, Jim Hoover
- Forecast-Accuracy Metrics for Intermittent Demands: Look at the Entire Distribution of Demand, Tim Willemsen
- Accuracy and Accuracy-Implication Metrics for Intermittent Demand, John Boylan and Aris Syntetos
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- To Include or Not to Include an Explanatory Variable: That is the Question, William Bassin
- A Primer on Forecasting with Neural Networks, Roy Batchelor

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- Filling a Gap in the Demand Planning Spectrum: Jim Hoover reviews *Demand Works Express 3.5*
- Paul Goodwin reviews *Collaborative Planning, Forecasting and Replenishment: How to Create a Supply Chain Advantage* by Dink Seifer



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Recognition For Forecasting Accuracy: Politicalforecasting.com

- How We Computed the Pollyvote, Alfred Cuzán, J. Scott Armstrong, and Randall Jones, Jr.

Frequently Asked Questions on Forecasting

- What Forecasting Can Do For You, Kesten Green