



Issue 75 2024: Q4

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- *Judgment in Predictive Analytics*, edited by Matthias Seifert
- *The Age of Prediction: Algorithms, AI, and the Shifting Shadows of Risk* by Igor Tulchinsky and Christopher E. Mason

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- Eric Stellwagen

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- Iconoclast and Champion of Science for Practical Purposes
- Lessons from a Mentor and Friend
- Scott Armstrong's Scientific Legacy

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- *Sales & Operations Planning – An Executive Update* by Robert A. Stahl
- *Power and Prediction: The Disruptive Economics of Artificial Intelligence* by Ajay Agrawal, Joshua Gans, and Avi Goldfarb
- *Demand Forecasting for Executives and Professionals* by Stephan Kolassa, Bahman Rostami-Tabar, and Enno Siemsen

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- *The Scientific Method: A Guide to Finding Useful Knowledge* by J. Scott Armstrong & Kesten C. Green

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- *Histories of the Future* by Jonathon P. Karelse

- *Atlas of Forecasts* by Katy Börner

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Special Feature: Selecting a Best Model

- Representativeness: A New Criterion for Selecting Forecasts
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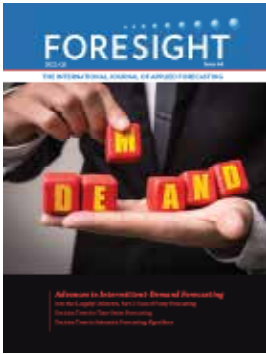
Forecasting Principles and Methods

- An Extension of Possibility Distributions in Fuzzy Forecasting
- STR: A Flexible New Decomposition Method for Analyzing and Forecasting Complex Time Series

- More Thoughts on STR

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- One-Number Forecasting: A Solution for Silo Behavior?
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- The UFO Project (Usage of Forecasting in Organizations) Final Survey Results



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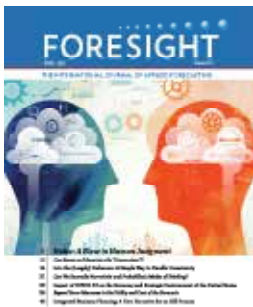
- Advances in Intermittent-Demand Forecasting
- Book Review: *Intermittent Demand Forecasting: Context, Methods and Applications*
- Commentary: Let's Look Next at Dynamics!
- Reply to Stephan Kolassa Commentary
- Forecasters in the Field: John Boylan and Aris Syntetos

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- *Resurrecting Retail: The Future of Business in a Post-Pandemic World*
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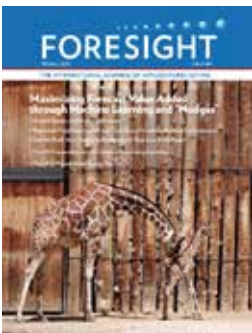
- Forecasting Demand during COVID—The Case of Wayfair

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- Strategy in Uncertain Times: Lenses to Approach Decision Making, Forecasting, and Planning

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- Introduction
- A Better Crystal Ball: The Right Way to Think About the Future
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- *Commentary*: The Case for Parsimonious Intervention
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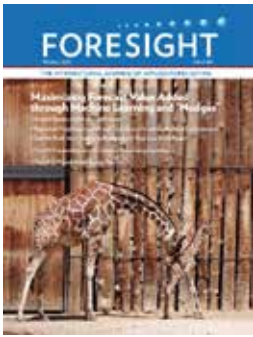
- The Great Toilet Paper Buy: Lessons for the Supply Chain

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- Combining Humans and Machines in an Emerging Form of Enterprise: The Humachine
- *Commentary*: AI Is Here to Automate the Knowledge Worker
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- *The Data Detective: Ten Easy Rules to Make Sense of Statistics* by Tim Harford



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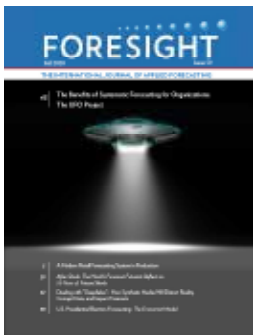
- Can We Profit from Trading on Predictions of High-Low Stock Prices?

Forecast Accuracy

- The M5 Competition and the Future of Human Expertise in Forecasting
- *Commentary*: We’ll Still Need Expertise
- *Commentary*: Will the Value of Forecasting Knowledge and Experience Diminish?
- *Commentary*: The M5 Competition: A Critical Appraisal
- *Commentary*: The M5 and the Future Role of Expertise
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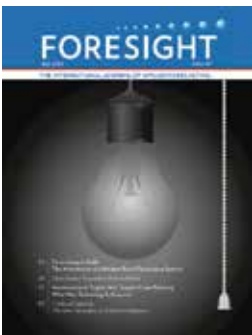
- *Commentary*: Why Is Forecasting for Remanufacturing Hard?

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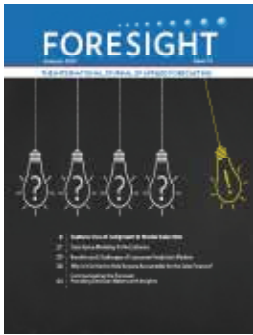
- Commentary: Close the Loop, Stabilize, and Respond

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- *Commentary*: A Surprisingly Useful Role for Judgment
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- Commentary on “Forecasting the Future of Retail Forecasting”

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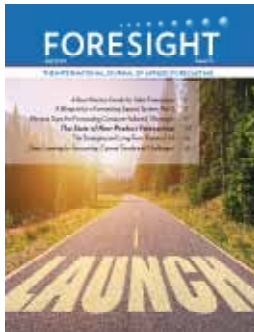
- Predicting Medical Risks and Appreciating Uncertainty

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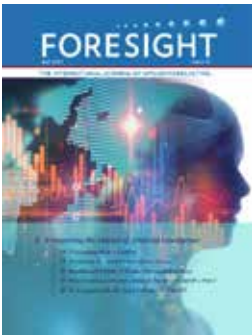
- Incorporating Leading Indicators into Sales Forecasts
- *Principles of Business Forecasting*: Review of the 2nd Edition

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- *Commentary*: Becoming Responsible Consumers ... of Big Data
- *Commentary*: Customer vs. Item Forecasting
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- *Commentary*: Big Data and the Internet of Things

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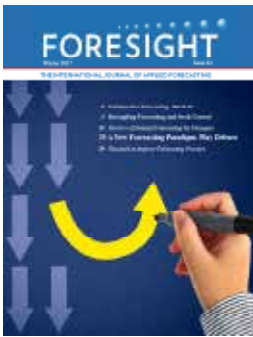
- Interview with Shaun Snapp

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- How to Shape a Company Culture with S&OP
- *Commentary* on "How to Shape a Company Culture with S&OP": Building and Maintaining Trust



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- Beyond S&OP and IBP to Enterprise Planning and Performance Management

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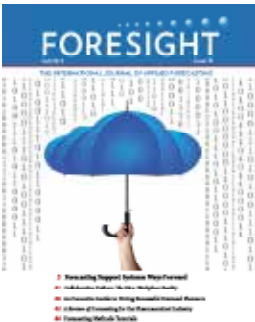
- Interview with Dean Sorensen

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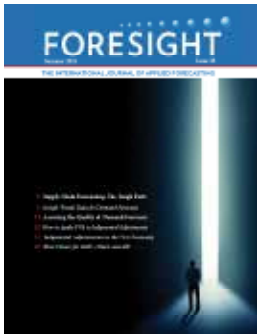
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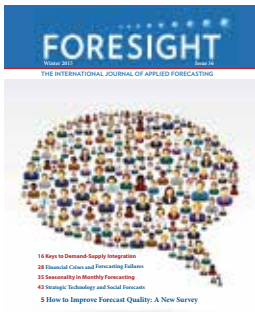
- Measuring the Quality of Intermittent-Demand Forecasts: It's Worse than We've Thought!

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

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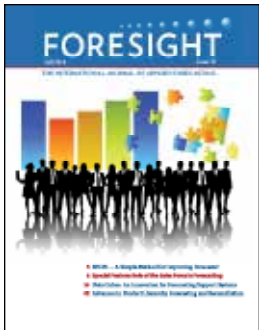
- Always in Season: Giving Due Respect to Seasonality in Monthly Forecasting

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- *Fortune Tellers: The Story of America's First Economic Forecasters* by Walter A. Friedman
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- *The Bet* between Paul Ehrlich and Julian Simon over Earth's Future

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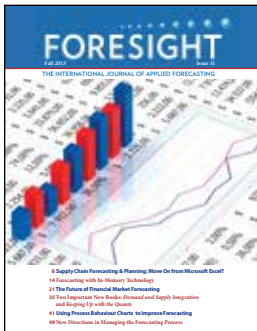
- Forecasting “In the Pocket”: Mobile Devices Can Improve Collaboration

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- *Demand and Supply Integration: The Key to World-Class Demand Forecasting* by Mark A. Moon
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- *Practical Time Series Forecasting: A Hands-On Guide, 2nd edition* By Galit Shmueli

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- The Role of S&OP in a Sluggish Economy

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- Interview with Jason Boorman

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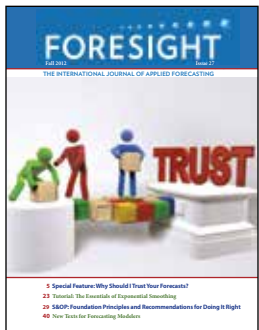
- GIS: The Missing Tool for Supply-Chain Design

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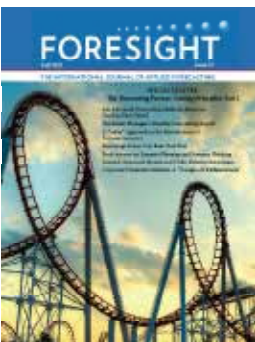
- The PollyVote's Year-Ahead Forecast of the 2012 U.S. Presidential Election
- Does a Presidential Candidate's Campaign Affect the Election Outcome?

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- Forecasting Rounds of Golf

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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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- Forecasting Tools: Have They Upgraded the Forecasting Process?

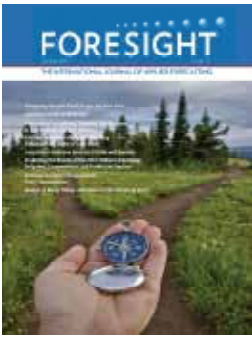
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- *The World in 2050: Four Forces Shaping Civilization's Northern Future* by Laurence C. Smith

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

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- Classification for Forecasting and Inventory

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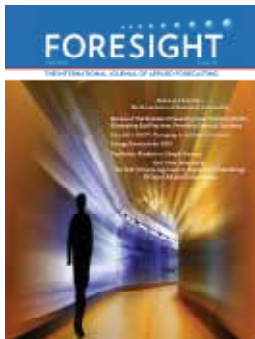
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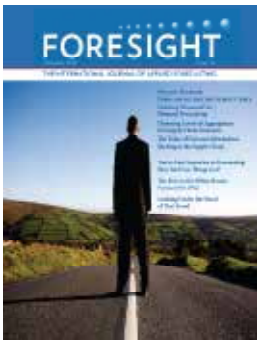
- Executive S&OP: Managing to Achieve Consensus

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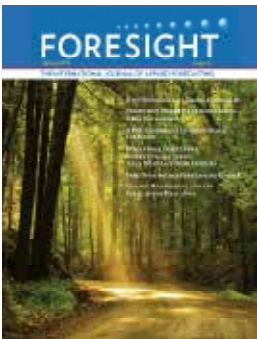
- Looking Under the Hood of That Trend

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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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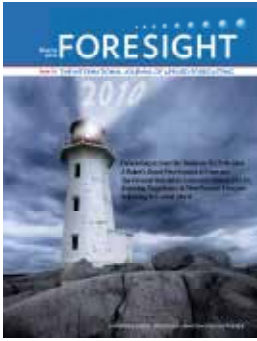
- Part 3: Change Management and the Forecasting Challenge

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- Corporate Culture and S&OP: Why Culture Counts by John Mello

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- 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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- Capsule of the Summer 2009 Issue, Len Tashman
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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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- Toward a More Precise Definition of Forecastability, John Boylan
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- John Mellin 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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- Ruy Batchelor reviews *Sugar Crutchers* 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 Golobic, and John Mentzer

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

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- **Forecast Pro Unlimited: An Off-the-Shelf Solution for Large-Volume Forecasting**, Ulrich Küsters and Janko Thysen
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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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- Lessons Learned – Reflections from 25 Years as a Forecasting Consultant, Antonio Garcia-Ferrer

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

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- Simon Clarke, Coca-Cola Enterprises Inc.

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

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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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- 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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- 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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- Key Assumptions in Calculating the Cost of Forecast Error, John Boylan
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- How to Project Patient Persistence, Ka Lok Lee, Peter Fader and Bruce Hardie

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

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- The Forecaster as leader of the Forecasting Process, James Burneman
- Forecasting Software: A Progress Report for the First Seven Years of the 21st Century, Jim Hoover

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- Forecasting Short Seasonal Time Series Using Aggregate and Analogous Series, Michael Leonard
- Seasonality: Shrinkage Procedures For Small Samples, Dan Williams
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- Forecast Uncertainty and Monte Carlo Simulation, Sam Sugiyama

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- Steven Schaefer reviews *New Product Forecasting: An Applied Approach* by Kenneth Kahn

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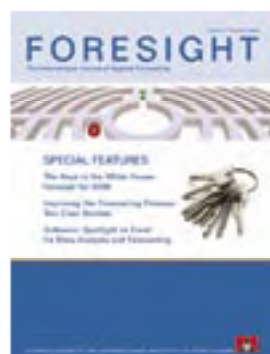
- Measuring Forecast Accuracy: Omissions in Today's Forecasting Engines and Demand-Planning Software, Jim Hoover
- Forecast-Accuracy Metrics for Intermittent Demands: Look at the Entire Distribution of Demand, Tim Willemsen
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- Lessons From Thomas Edison's Technological and Social Forecasts, Steven Schmeers

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- Increasing the Credibility of Your Forecasts: 7 Suggestions, Roy L. Pearson
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Software: Spotlight on Excel For Data Analysis and Forecasting

- On the Use and Abuse of Microsoft Excel, Paul J. Fields
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- Roy Batchelor reviews *Dow 36,000: The New Strategy for Profiting from the Coming Rise in the Stock Market* by James Glassman and Kevin Hassett



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- The War in Iraq: Should We Have Expected Better Forecasts?, Kesten Green and J. Scott Armstrong

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- My Life as Soothsayer: 25 Years of Forecasting at British Telecom, C. Mason

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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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- How to Integrate Management Judgment with Statistical Forecasts, Paul Goodwin
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- Intermittent and Lumpy Demand: A Forecasting Challenge, John Boylan
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- Nada Sanders reviews *Demand Management Best Practices* by Colleen Crum and George Palmatier

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