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## Excel Sales Forecasting For Dummies

By Conrad Carlberg

For Dummies. Paperback. Book Condition: New. Paperback. 404 pages. Dimensions: 9.0in. x 7.3in. x 1.2in. When they first told you that forecasting sales would be part of your job, did you feel just the tiniest bit of panic? Did you momentarily consider consulting the Yellow Pages for listings of Psychics or Tea Leaf Readers? Well, fear not. Excel Sales Forecasting For Dummies can help you predict the future without incense or a crystal ball. Excel Sales Forecasting For Dummies shows you how to use the number one workbook program, Microsoft Excel, to predict trends and future sales based on something not quite so ethereal as numbers. You use data about the past to forecast the future. Excel provides all sorts of tools to help you do that, and this book shows you how to use them. From recognizing why forecasting is a good idea to making sense of exponential smoothing, Excel Sales Forecasting For Dummies has you covered. If you have a basic grasp of how to use Excel, you'll be ready to discover how to select and use the right forecasting method for your business. Choose and arrange data in lists, then manage that data with pivot tables. Filter lists and turn them into charts...



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