Updating an existing Forecast using the Wizard

Learning Objectives

After completing this unit, you'll be able to:

- Update an existing Forecast record using the CDL Forecast Wizard

In the previous unit you learned How to create a new Forecast using the Wizard. Let's now learn How to Update an existing Forecast using the Wizard.

Updating an Existing Forecast

You have now mastered creating a new Forecast record.

Let's now learn how to "update" an existing forecast with the CDL Forecast Wizard, i.e. replace it with a more current one, and archive the old one.

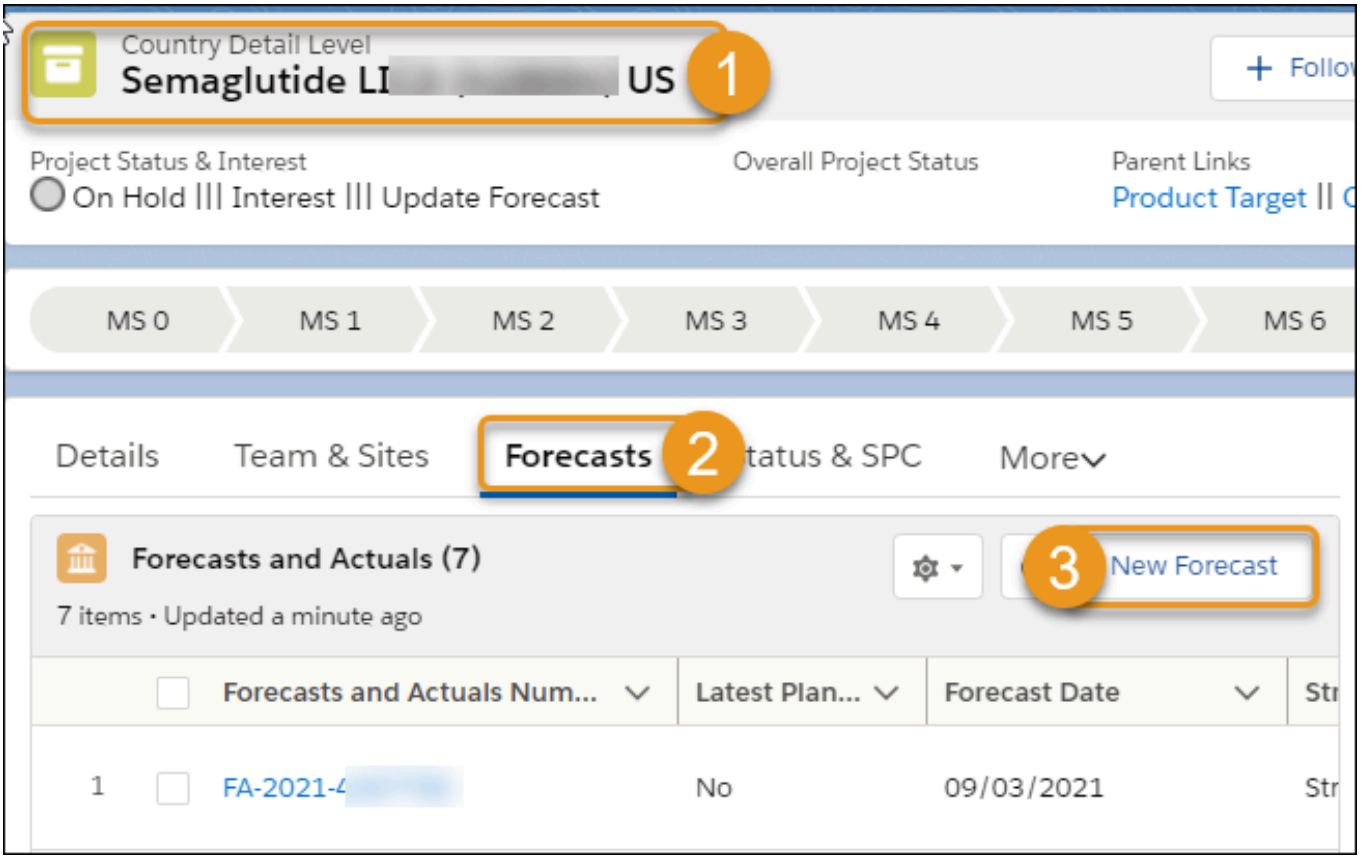
Starting the CDL Forecast Wizard

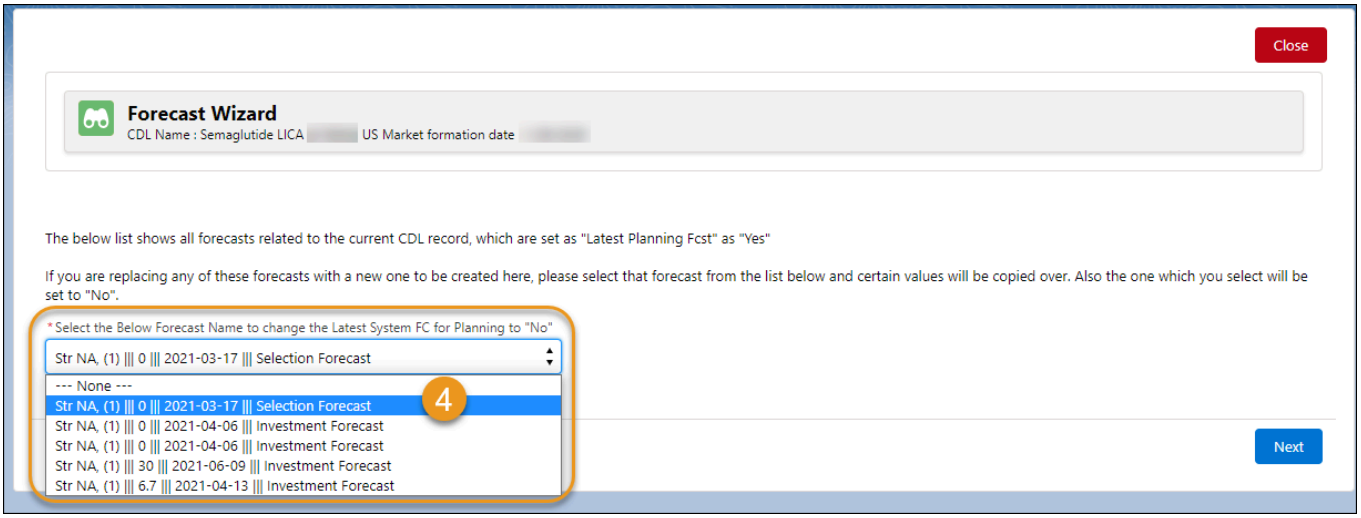
Following the below steps, you will learn how to start with the Country Detail Level (CDL) Forecast Wizard.

Let's get started.

1. Open the Country Detail Level record you want to work on
2. Click on the "Forecasts" tab
3. Click on the "New Forecast" button to launch the Wizard
4. From the dropdown list select the forecast you intend to replace and click on "Next".

From the name in the list of Forecasts you can find "Strength & Pack information ||| Sales value of the forecast ||| Date of the forecast |||Forecast Type" information respectively.





Following along the Wizard to update an existing forecast

Let's have a look at each of those steps!

Basic Forecast Details

You have to fill all the fields in the same way you had filled while creating a new Forecast record in Unit 2 (https://sanity.my.trailhead.com/content/sanity/modules/szsanitym0023kb/szsanitym0023u02kb).

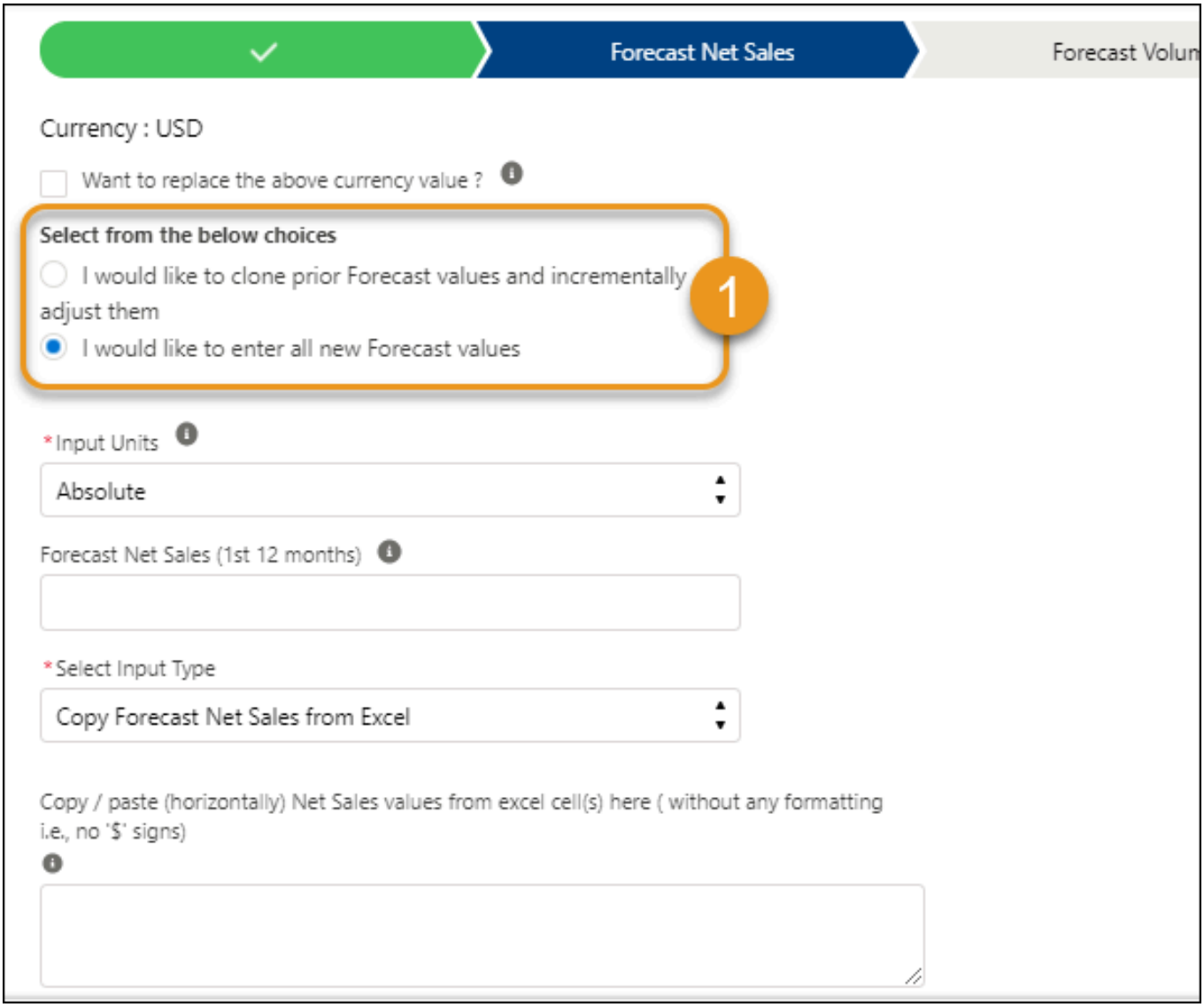
The values in fields “**Primary pack type**”, "**Primary pack size**", "**Secondary pack size**", "**Total # players at launch**", "**Target Price percent of brand at launch (%)**", and "**Target Market share at launch**" are copied by default from the forecast you are planning to replace but can be modified as needed.

Click on "**Next**" to enter the "Forecast Net Sales" screen.

Forecast Net Sales

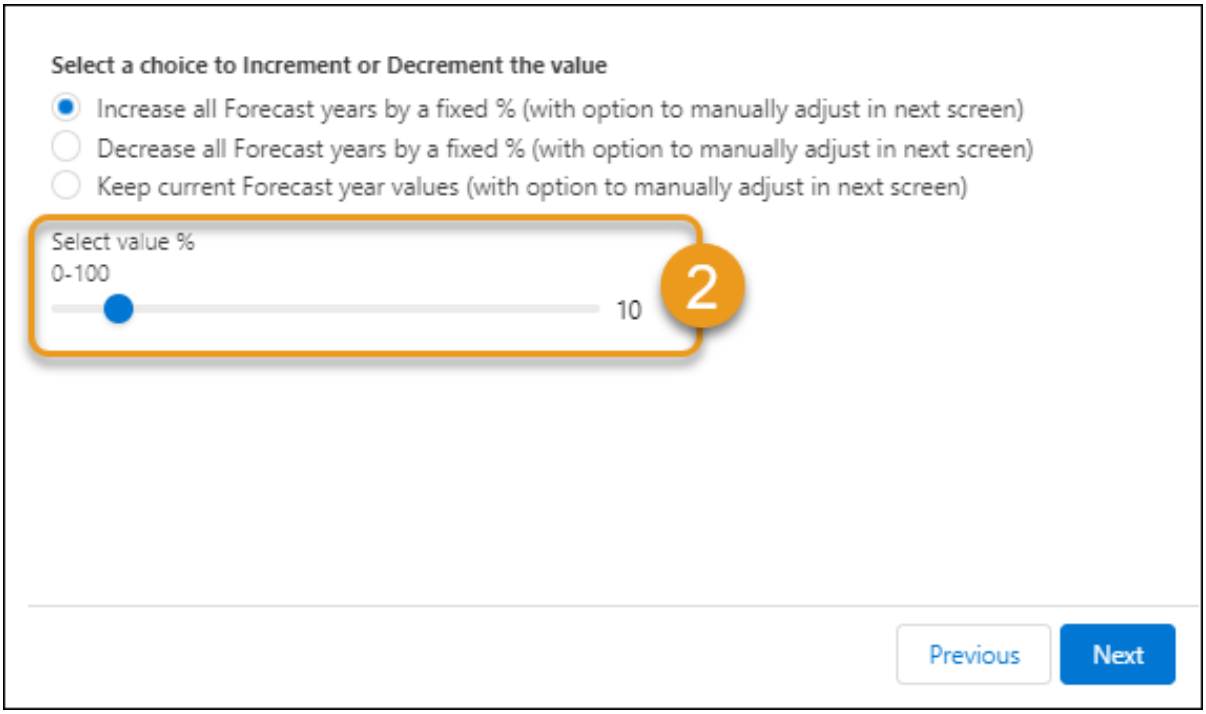
(1) You will have an option to either clone prior Forecast values or Enter new Forecast values.

If you choose “I would like to enter all new Forecast values” then it will be the same as you have already learned to create a new Forecast.

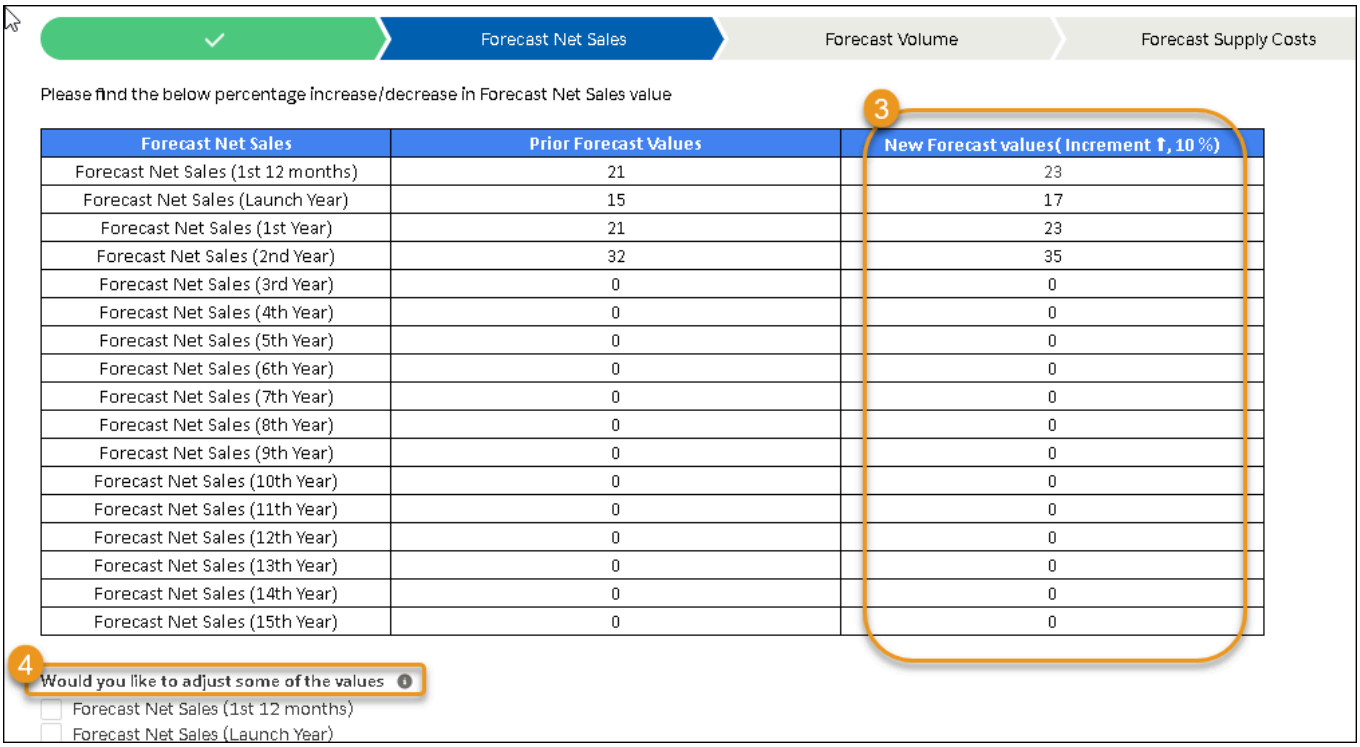


But if you choose the “I would you like to clone prior Forecast values and incrementally adjust them” option you will see a table where previous Forecast Net Sales values are cloned from the selected Forecast, and you have options to either Increment, Decrement or to not change the value.

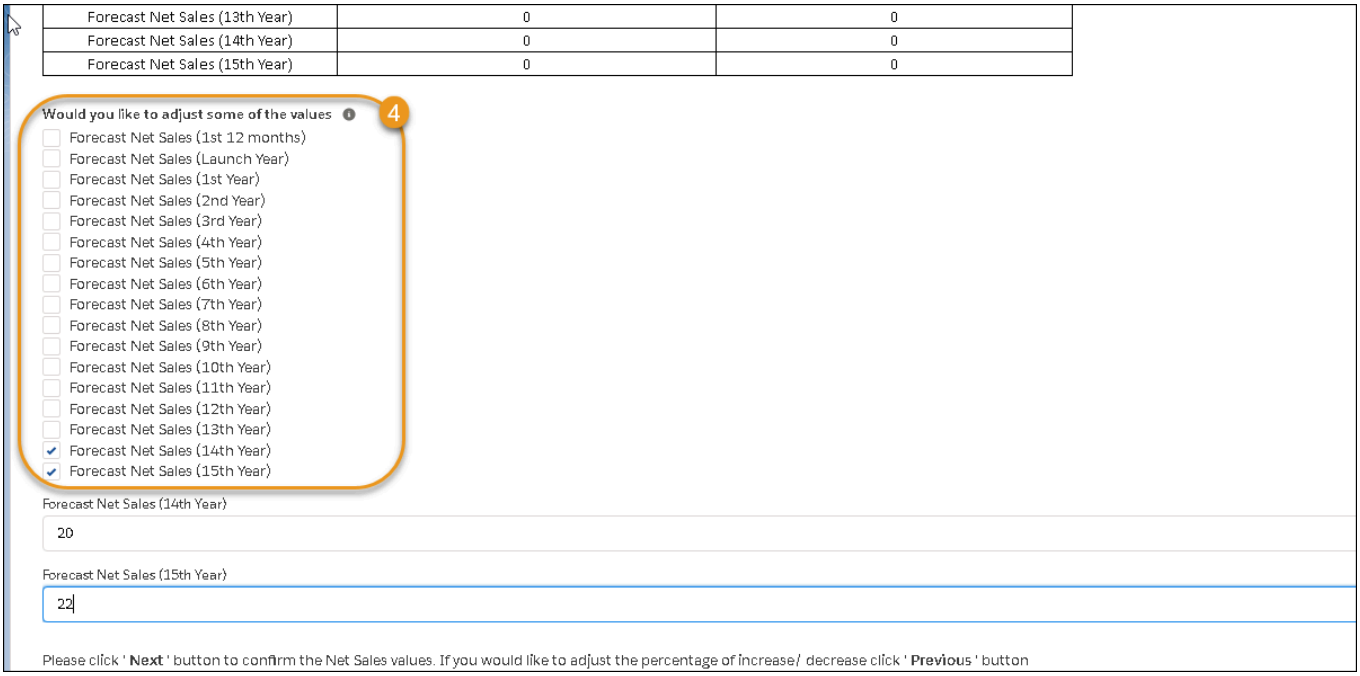
(2) If you select either “Increase all Forecast years by a fixed % (with option to manually adjust in next screen)”, or “Decrease all Forecast years by a fixed % (with option to manually adjust in next screen)” option, a percentage slider will appear on which you can slide the “Select Value %” between 0 to 100 and click “Next”



(3) In the next screen will appear a table where you will see a column “New Forecast Values” with the value you had selected in the previous screen.
Example: You had selected the option “Increase all Forecast years by a fixed % (with option to manually adjust in next screen)” with the value as 10 to be incremented, and all the old values have been Incremented by 10%



(4) If you still want to adjust certain values for certain years you can tick the checkbox's for those particular years and enter specific values and click "Next".
Example : Here the selected years are "Forecast Net Sales (14th Year)" and "Forecast Net Sales (15th Year)" and the values have been changed from 0 to 20 and 22 respectively.



On the next screen, follow the same logic for "Forecast Volumes", and on the next screen, also for "Forecast Supply Costs".

Forecast Comments

You have already learned how to complete this stage when you were creating a new Forecast. Follow the same procedure to complete this stage.

For updating a forecast, steps are the same as creating a new forecast after completing the “Forecast Comments” stage.

You have now mastered creating and updating CDL Forecast.

Note that we are continuously improving the CDL Forecast Wizard based on your feedback!
Please contact us to provide your comments and requirements: Shilajit, Product Owner Portfolio, or your relevant SuperUser.