

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.

Country Detail Level
Semaglutide LI US 1

Project Status & Interest
On Hold ||| Interest ||| Update Forecast

Overall Project Status

Parent Links
Product Target ||| C

MS 0 MS 1 MS 2 MS 3 MS 4 MS 5 MS 6

Details Team & Sites Forecasts 2 Status & SPC More

Forecasts and Actuals (7)
7 items • Updated a minute ago

	Forecasts and Actuals Num...	Latest Plan...	Forecast Date	Str
1	FA-2021-4	No	09/03/2021	Str

Forecast Wizard
CDL Name : Semaglutide LICA | US Market formation date

The below list shows all forecasts related to the current CDL record, which are set as "Latest Planning Fcst" as "Yes"

If you are replacing any of these forecasts with a new one to be created here, please select that forecast from the list below and certain values will be copied over. Also the one which you select will be set to "No".

* Select the Below Forecast Name to change the Latest System FC for Planning to "No"

Str NA, (1) 0 2021-03-17 Selection Forecast
--- None ---
Str NA, (1) 0 2021-03-17 Selection Forecast
Str NA, (1) 0 2021-04-06 Investment Forecast
Str NA, (1) 0 2021-04-06 Investment Forecast
Str NA, (1) 30 2021-06-09 Investment Forecast
Str NA, (1) 6.7 2021-04-13 Investment Forecast

4

Next

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.

The screenshot shows the "Forecast Net Sales" screen. At the top, there is a green progress bar with a checkmark icon. To its right, the title "Forecast Net Sales" is displayed in a blue header bar. Further to the right, the text "Forecast Volu" is partially visible. Below the header, the currency is set to "USD". There is a checkbox labeled "Want to replace the above currency value ?" followed by a help icon. A callout box with a yellow border and a large orange circle containing the number "1" highlights the following options:

- I would like to clone prior Forecast values and incrementally adjust them
- I would like to enter all new Forecast values

Below these options, there is a section for "Input Units" with a dropdown menu set to "Absolute". Under "Forecast Net Sales (1st 12 months)", there is a text input field. A section for "Select Input Type" includes a dropdown menu set to "Copy Forecast Net Sales from Excel". At the bottom, there is a text area for pasting Net Sales values from Excel, with a note: "Copy / paste (horizontally) Net Sales values from excel cell(s) here (without any formatting i.e., no '\$' signs)".

But if you choose the "I would 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"

Select a choice to Increment or Decrement the value

Increase all Forecast years by a fixed % (with option to manually adjust in next screen)
 Decrease all Forecast years by a fixed % (with option to manually adjust in next screen)
 Keep current Forecast year values (with option to manually adjust in next screen)

Select value %
0-100

2

Previous 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%

Please find the below percentage increase/decrease in Forecast Net Sales value

Forecast Net Sales	Prior Forecast Values	New Forecast values(Increment ↑, 10 %)
Forecast Net Sales (1st 12 months)	21	23
Forecast Net Sales (Launch Year)	15	17
Forecast Net Sales (1st Year)	21	23
Forecast Net Sales (2nd Year)	32	35
Forecast Net Sales (3rd Year)	0	0
Forecast Net Sales (4th Year)	0	0
Forecast Net Sales (5th Year)	0	0
Forecast Net Sales (6th Year)	0	0
Forecast Net Sales (7th Year)	0	0
Forecast Net Sales (8th Year)	0	0
Forecast Net Sales (9th Year)	0	0
Forecast Net Sales (10th Year)	0	0
Forecast Net Sales (11th Year)	0	0
Forecast Net Sales (12th Year)	0	0
Forecast Net Sales (13th Year)	0	0
Forecast Net Sales (14th Year)	0	0
Forecast Net Sales (15th Year)	0	0

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4 Would you like to adjust some of the values 

Forecast Net Sales (1st 12 months)
 Forecast Net Sales (Launch Year)

(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.

Forecast Net Sales (13th Year)	0	0
Forecast Net Sales (14th Year)	0	0
Forecast Net Sales (15th Year)	0	0

Would you like to adjust some of the values 

Forecast Net Sales (1st 12 months)
 Forecast Net Sales (Launch Year)
 Forecast Net Sales (1st Year)
 Forecast Net Sales (2nd Year)
 Forecast Net Sales (3rd Year)
 Forecast Net Sales (4th Year)
 Forecast Net Sales (5th Year)
 Forecast Net Sales (6th Year)
 Forecast Net Sales (7th Year)
 Forecast Net Sales (8th Year)
 Forecast Net Sales (9th Year)
 Forecast Net Sales (10th Year)
 Forecast Net Sales (11th Year)
 Forecast Net Sales (12th Year)
 Forecast Net Sales (13th Year)
 Forecast Net Sales (14th Year)
 Forecast Net Sales (15th Year)

Forecast Net Sales (14th Year)
20

Forecast Net Sales (15th Year)
22

Please click 'Next' button to confirm the Net Sales values. If you would like to adjust the percentage of increase/ decrease click 'Previous' button

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.