



# Excel Sales Forecasting For Dummies

*Conrad Carlberg*

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# Excel Sales Forecasting For Dummies

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**Excel Sales Forecasting For Dummies** Conrad Carlberg

Choose, manage, and present data

Select the right forecasting method for your business

Use moving averages and predict seasonal sales

Create **sales forecasts** you can trust

You don't need magic, luck, or an advanced math degree to develop reliable sales forecasts; you just need Excel and this book! This guide explains how forecasting works and how to use the tools built into Excel. You'll learn how to choose your data, set up tables, chart your baseline, to create both basic and advanced forecasts you can really use.

Inside...

- Prevent common issues
- Why baselines matter
- How to organize your data
- Tips on setting up tables
- Working with pivot charts
- How to forecast seasonal sales revenue
- Forecasting with regression

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