

Demand Forecasting



Modern Forecasting Practice And Process For Demand Management

Norman Charles Firth,Arthur H. Little

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Strategic Marketing Tony Proctor,2014-02-25 Fully updated and revised to include the latest case studies and examples from a broad range of industry sectors this second edition of Strategic Marketing An Introduction is a concise thorough and enlightening textbook that demonstrates how organizations can cope with a myriad of demands by better understanding themselves their products or services and the world around them From assessing internal relationships to planning and implementing marketing strategies and featuring analysis of relationship marketing and strategic alliances Proctor uses insights from a range of key models and theoretical frameworks to illustrate how an organization can successfully take advantage of strategic windows to improve its position Core issues covered include marketing strategy analyzing the business environment the customer in the market place targeting and positioning marketing mix strategy This textbook is the complete guide to assessing and imposing a realistic and successful marketing strategy to fit an organization its resources and objectives and the environment in which it operates Accessibly written and supported by a user friendly companion website this new edition of Strategic Marketing An Introduction is an essential resource for all students of marketing and business and management

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understand and easy to follow You ll soon be delivering accurate predictions that are driving major business value What s Inside Enhance forecasting quality while reducing team workload Utilize intelligent KPIs to track accuracy and bias Identify process areas for improvement Assist stakeholders in sales marketing and finance Optimize statistical and machine learning models About the Reader For demand planners sales and operations managers supply chain leaders and data scientists About the Author Nicolas Vandeput is a supply chain data scientist the founder of consultancy company SupChains in 2016 and a teacher at CentraleSup lec France Table of Contents Part 1 Forecasting demand 1 Demand forecasting excellence 2 Introduction to demand forecasting 3 Capturing unconstrained demand and not sales 4 Collaboration data sharing and planning alignment 5 Forecasting hierarchies 6 How long should the forecasting horizon be 7 Should we reconcile forecasts to align supply chains Part 2 Measuring forecasting quality 8 Forecasting metrics 9 Choosing the best forecasting KPI 10 What is a good forecast error 11 Measuring forecasting accuracy on a product portfolio Part 3 Data driven forecasting process 12 Forecast value added 13 What do you review ABC XYZ segmentations and other methods Part 4 Forecasting methods 14 Statistical forecasting 15 Machine learning 16 Judgmental forecasting 17 Now it s your turn *Analytical Inventory Management and Optimization* Majid Khan Majahar Ali,Sani Rabiu,Mohd Tahir Ismail,2025-06-30 In this vital resource with discussion of and applicability to various industries Ali Rabiu and Ismail guide readers through the challenging environment of inventory management and enable them to successfully balance the demand and supply of items in stock a critical task in any field The book covers a wide range of topics related to inventory management and optimization After introducing the key concepts and principles of inventory management such as inventory analytics optimization and models the authors provide a comprehensive and in depth understanding of various inventory control techniques that are essential for effective inventory management such as ABC analysis EOQ model safety stock and reorder point They then introduce various mathematical models and optimization techniques such as system level and item level inventory analysis and show how to perform sensitivity analyses to test the robustness of these models They then look at the role of inventory management in various industries such as supply chain management and logistics manufacturing and more and address the effects and integration of cutting edge technologies like artificial intelligence machine learning and robotics to conventional inventory management practices Additional topics include inventory forecasting inventory management systems inventory auditing and control risk management In combining mathematical underpinnings in the area with practical case studies throughout readers will gain a solid understanding of the real world applications of these different techniques so that they can apply inventory management and optimization best practices in their workplace The comprehensive coverage makes the book a valuable reference for practitioners and students particularly postgraduate and MBA students who require such insights to improve business functions and make informed decisions Because it provides the foundational mathematical knowledge required to comprehend any chapter it is also accessible for readers without a strong background in mathematics

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