



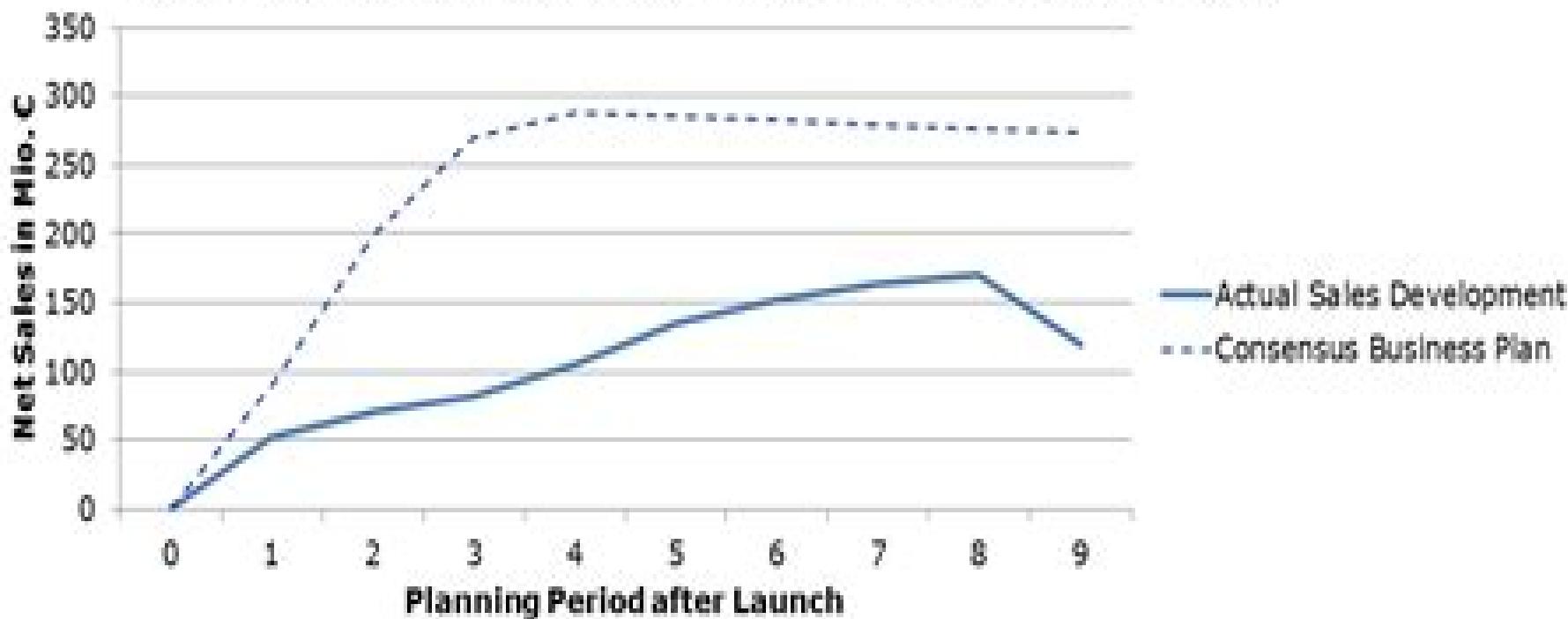
New Product Sales Forecast Demo Tool

Recent Product Launches Controlling View

Recent Product Launch: North America, Launch May 2009

Country/Region: Global

Global Sales Development for Product Type B Premium, Launch May 2009



	0	1	2	3	4	5	6	7	8	9
Actual Sales Development	0	53	70	82	105	136	152	164	170	120
Consensus Business Plan	0	90	198	270	288	285	282	279	277	274

New Product Forecasting

**Jerry Wind, Vijay Mahajan, Richard
Cardozo**

New Product Forecasting:

New Product Forecasting Kenneth B. Kahn,2006-04-26 Concise and jargon free this is a one step primer on the tools and techniques of forecasting new product development Equally useful for students and professionals the book is generously illustrated and features numerous current real world industry cases and examples **New Product Forecasting** Kenneth B. Kahn,2014-12-18 Concise and jargon free this is a one step primer on the tools and techniques of forecasting new product development Equally useful for students and professionals the book is generously illustrated and features numerous current real world industry cases and examples Part I covers the basic foundations and processes of new product forecasting and links forecasting to the broader processes of new product development and sales and operations planning Part II includes detailed step by step techniques of new product forecasting from judgmental techniques to regression analysis Each chapter in this section begins with the most basic techniques then progresses to more advanced levels Part III addresses managerial considerations of new product forecasting including postlaunch issues such as cannibalization and supercession The final chapter presents an important set of industry best practices and benchmarks *New-product Forecasting* Yoram Wind,Vijay Mahajan,Richard N. Cardozo,1981 **New-Product Forecasting, Chapter 21** Jerry Wind,Vijay Mahajan,Richard Cardozo,2011-03-31 New-Product Forecasting Yoram Wind,Vijay Mahajan,Richard Cardozo,2011-02-09

Benchmarking Chaman L. Jain,Jack Malehorn,2006 Using Forecasting to Understand how to Increase (not Just Predict) New Product Sales William C. Bruhn,1998 The primary role of management is to improve the firm's processes New product sales forecasting is one such process The sales forecasting process can be used to increase not just predict new product sales Forecasting new product sales is difficult due to market change and complexity The changes are random and the complexity of the market always means that information is lacking Traditional wisdom has forecasters concentrating on how to increase the new product sales forecast accuracy This is important and it will be addressed in the course of this research However the better question to focus on is how to increase the new product sales forecast If a logical rational can be established to this question then the resultant actions from this exercise should indeed make this a self fulfilling prophecy of increased sales Management needs to answer both questions Six information sources were used to compile this thesis trade publications an original market survey corporate annual reports from the Dow Jones 30 Industrials seminar literature computer software information and consultant brochures The Journal of Business Forecasting and Journal of Product Innovation were the most prolific trade literature sources An original survey was done to gain insights from real world practitioners The annual reports yielded what was on the minds of the nation's top CEO's new products were definitely critical Seminars are another way to increase the forecasters skill base The Marketing Institute and Institute of Business Forecasting each run forecasting seminars New Product Forecasting Karima Dyussekeneva,Sheik Meeran,2012 This book contains comprehensive analysis of the methods used in new product forecasting which would provide higher accuracy in

managerial practice These methods include statistical judgmental and combination methods For ease of use in managerial practice the book maintains the simplicity in use of difficult concepts A popular idea of using analogous product data for forecasting sales of a target product has been researched and evaluated Three methods of new product forecasting were selected for this purpose and their suitability is compared with other existing methods and rigorous evaluation of academic research in this area is carried out and appropriate recommendation made The selected methods balance sophistication with the easiness for the company managers to understand and use them It contains the results of a practical research with real sales data in a high technology industry of the US market for the time period from 1946 up to present times The book provides detailed analysis of the pros and cons of all the methods tested and may well serve as one of the essential resources for a forecasting manager

Reexamination of New Product Forecasting Models Yoram Wind,1981

A review and analysis of new product forecasting Kathryn Bate Aberle,1985

New-Product Forecasting, Chapter 17 Jerry Wind,Vijay

Mahajan,Richard Cardozo,2011-03-31

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Cardozo,2011-03-31

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New Product Forecasting Models Vijay Mahajan,Yoram

Wind,1988

New-Product Demand Forecasting for Long-Lived Products Shanshan Huang,Andrew Lim,2022

We consider the problem of demand forecasting for long lived products when a new product is introduced This problem is challenging in

part because sales data is limited or non existant for the new product In addition a new product can change the demand for

the existing products through cannibalization so forecasts for existing products also need to be adjusted to take this into

account We propose a joint forecasting model for the demand of the new and existing products that combines a linear model

and a choice model over clusters of similar products Clustering reduces the dimension of the choice model which makes it

easier to calibrate and allows us to estimate cannibalization by the new product by quantifying the impact on demand when

similar products were introduced in the past Market shares are further adjusted by the linear model to account for

potentially time varying factors and product level features that are lost in the clustering The resulting model is easy to calibrate using an extension of the method by Theil 1969 Inout of sample tests using data from The Body Shop methods like linear regression and random forest which do not explicitly account for cannibalization overestimate demand for existing products when a new product is introduced while our proposed model is able to eliminate this bias

New-Product Forecasting, Chapter 12 Jerry Wind,Vijay Mahajan,Richard Cardozo,2011-03-31

Myths and Realities of New Product

Forecasting Ugur Yucelt,1987

New Product Forecasting in Volatile Markets Alexander Lee Baldwin,Jaesung Shin

(M. Eng.),Massachusetts Institute of Technology. Engineering Systems Division,2014 Forecasting demand for limited life cycle products is essentially projecting an arc trend of demand growth and decline over a relatively short time horizon When planning for a new limited life product many marketing and production decisions depend on accurately predicting the life cycle effects on product demand For products with stable market shares forecasting demand over the life cycle benefits from the high degree of correlation with prior sales of similar products But for volatile share markets rapid innovation continually alters the shape of available features and performance leading to products with demand patterns that differ greatly from prior generations and forecasting techniques that rely more on judgment and naive expectations In an effort to understand opportunities and limitations of quantitative forecasting in a specific volatile market context we hypothesized certain characteristics about the shape and volatility of the demand trend in volatile market product and tested them using sample stable and volatile market data from a partner firm We found significant differences in quantifiable characteristics such as skew and variance over the life cycle presenting an opportunity for supply chain stakeholders to incorporate life cycle effects into forecasting models

the journal of product innovation management ,2002

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