

CHAPTER OVERVIEW

4: Forecasting



Learning Objectives

- What is forecasting and why is it important? Understand the differences between qualitative and quantitative forecasting.
- Describe types of demand patterns exhibited in product demand.
- Calculate forecasts using time series analysis and seasonal index.
- Determine forecast accuracy.

[4.1: Introduction to Forecasting](#)

[4.2: Qualitative Forecasting](#)

[4.3: Quantitative Forecasting](#)

[4.4: Causal \(Econometric\) Forecasting Methods \(Degree\)](#)

[4.5: Forecasting Assumptions and Demand Patterns](#)

[4.6: Time Series Methods](#)

[4.7: Forecast Accuracy Measures](#)

[4.8: End of Chapter Problems](#)

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