



# 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

**Excel at predicting sales and forecasting trends using Microsoft Excel!**

If you're a sales or marketing professional, you know that forecasting sales is one of the biggest challenges you face on the job. Unlike other books on the subject, *Excel Sales Forecasting For Dummies, 2<sup>nd</sup> Edition* leaves arcane business school terms and complex algebraic equations at the door, focusing instead on what you can do right now to utilize the world's most popular spreadsheet program to produce forecasts you can rely on.

Loaded with confidence boosters for anyone who succumbs to sweaty palms when sales predictions are mentioned, this trusted guide show you how to use the many tools Excel provides to arrange your past data, set up lists and pivot tables, use moving averages, and so much more. Before you know it, you'll become a forecaster par excellence—even if numbers aren't your jam.

- Choose the right forecasting method
- Find relationships in your data
- Predict seasonal sales
- Filter lists or turn them into charts

Consider this guide your crystal ball—and start predicting the future with confidence and ease!

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