

CHAPTER 1: FORECASTING AND MANAGERIAL PLANNING

LEARNING OBJECTIVES

- Identify various aspects of forecasting methods.

TOPICS COVERED

- Who Uses Forecasts?
- Types of Forecasts
- Forecasting Methods
- The Qualitative Approach
- Common Features and Assumptions Inherent in Forecasting
- Steps in the Forecasting Process

CHAPTER 2: FORECASTING, BUDGETING, AND BUSINESS VALUATION

LEARNING OBJECTIVES

- Identify the important steps to budgeting
- Recognize the value of sensitivity analysis.
- Identify factors in the computation of business valuation.

TOPICS COVERED

- The Master Budget
- Forecasting and Business Valuation

CHAPTER 3: MOVING AVERAGES AND SMOOTHING METHODS

LEARNING OBJECTIVES

- Recognize the features of naive forecasting models.
- Recognize smoothing techniques.

TOPICS COVERED

- Naive Models
- Smoothing Techniques
- Regression Analysis

CHAPTER 4: TIME SERIES ANALYSIS AND CLASSICAL DECOMPOSITION

LEARNING OBJECTIVES

- Identify the basic components of the time series data.
- Recognize the steps to perform decomposition of time series.

TOPICS COVERED

- Trend Analysis
- Forecasting Using Decomposition of Time Series

CHAPTER 5: FORECASTING WITH NO DATA

LEARNING OBJECTIVES

- Recognize life cycle stages for new products.

TOPICS COVERED

- The A-T-A-R Model
- Growth Models

CHAPTER 6: INDIRECT METHODS

LEARNING OBJECTIVES

- Identify assumptions use to forecast sales with the Markov model.
- Understand the value of performing market surveys for forecasting.

TOPICS COVERED

- Forecasting Sales with the Markov Model
- Indirect methods

CHAPTER 7: EVALUATION OF FORECASTS

LEARNING OBJECTIVES

- Recognize methods of comparing a predicted forecast change with the observed change.
- Identify how to measure and rank accuracy of forecasts.

TOPICS COVERED

- Cost of Prediction Errors
- Measuring Accuracy of Forecasts
- Control of Forecasts
- Forecasting Tools

CHAPTER 8: SALES AND REVENUE FORECASTING

LEARNING OBJECTIVES

- Identify the value of a combination method of sale forecasting.

TOPICS COVERED

- Dependent and Independent Demand
- Purposes, Concepts, and Methods of Forecasts
- Basic Forecasting Methods
- Sales Forecasting: A Combined Process
- Can You Manage Demand?

CHAPTER 9: FORECASTING THE ECONOMY

LEARNING OBJECTIVES

- Recognize the use of different econometric models.
- Identify some sources of economic data that can be used to improve forecasts

TOPICS COVERED

- Barometric Forecasting
- Econometric Models
- Input-Output Analysis
- Opinion Polling
- Economic Forecasting Services
- Sources of General Economic Information:

CHAPTER 10: FINANCIAL FORECASTING

LEARNING OBJECTIVES

- Identify the steps in projecting financial needs for the firm.
- Recognize the implication of earnings forecasts and the Sarbanes-Oxley Act requirements.
- Identify different sources provided from security analysts for earnings projections.
- Identify benefits and methods of forecasting the cash collection pattern.

TOPICS COVERED

- The Percent-of-Sales Method for Financial Forecasting
- The CPA's Responsibility for Prospective Financial Statements
- Earnings Forecast
- Cash Flow Forecasting
- Total Cash Receipts

CHAPTER 11: ANALYSIS OF COST BEHAVIOR AND COST PREDICTION

LEARNING OBJECTIVES

- Differentiate the costs found in a company.
- Recognize different methods for estimating costs.

TOPICS COVERED

- A Look at Costs by Behavior

CHAPTER 12: BANKRUPTCY PREDICTION

LEARNING OBJECTIVES

- Identify bankruptcy prediction models and the limitations of some methodologies.

TOPICS COVERED

- The Need of Bankruptcy Prediction
- Three Different Models
- Neural Bankruptcy Prediction

CHAPTER 13: FORECASTING FOREIGN EXCHANGE RATES

LEARNING OBJECTIVES

- Recognize the reasons for managers to forecast the foreign exchange rates.

TOPICS COVERED

- Why Forecast Exchange Rates?
- Some Basic Terms and Relationships
- Forecasting Techniques
- A Framework for Evaluating Forecasts

CHAPTER 14: INTEREST RATE FORECASTING

LEARNING OBJECTIVES

- Identify the different aspects of interest rate forecasts

TOPICS COVERED

- Term Structure of Interest Rates
- Interest Rate Fundamentals
- Statistical Methodology and a Sample Model

CHAPTER 15: TECHNOLOGICAL FORECASTING

LEARNING OBJECTIVES

- Identify characteristics and accuracy of technological forecasting.
- Identify the trends that affect the future of forecasting.

TOPICS COVERED

- Accuracy of Technological Forecasting
- S-Curve as a Guide for Technology Forecasting
- Methodology of Technological Forecasting
- An Evaluation
- Forecasting in the 21st Century