

Chapter 1: Forecasting and Managerial Planning

- 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

- The Master Budget
- Forecasting and Business Valuation

Chapter 3: Moving Averages and Smoothing Methods

- Naive Models
- Smoothing Techniques
- Regression Analysis

Chapter 4: Time Series Analysis, Classical Decomposition, and Forecasting with No Data

- Trend Analysis
- Forecasting Using Decomposition of Time Series
- Forecasting With No Data

Chapter 5: Indirect Methods and Evaluating Forecasts

- Forecasting Sales with the Markov Model
- Indirect methods
- Evaluation of Forecasts

Chapter 6: Sales and Revenue Forecasting, and Forecasting the Economy

- Dependent and Independent Demand
- Purposes, Concepts, and Methods of Forecasts
- Basic Forecasting Methods
- Sales Forecasting: A Combined Process
- Forecasting the Economy

Chapter 7: Financial Forecasting

- 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 8: Cost Behavior, Cost Prediction, and Bankruptcy Prediction

- A Look at Costs by Behavior
- Bankruptcy Prediction

Chapter 9: Forecasting Foreign Exchange Rates

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

Chapter 10: Interest Rate and Technological Forecasting

- Interest Rate Fundamentals
- Statistical Methodology and a Sample Model
- Technological Forecasting
- Accuracy of Technological Forecasting
- S-Curve as a Guide for Technology Forecasting
- Methodology of Technological Forecasting
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- Forecasting in the 21st Century