

East Asia Training & Consultancy Pte Ltd

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Business Forecasting using Forecast Pro

3 - day Professional Development Workshop

[East Asia Training & Consultancy Pte Ltd](#) invites you to attend a three-day professional development workshop covering the use of Forecast Pro software.

Course Summary

This 3-day comprehensive training workshop provides you with a better understanding of how to use Forecast Pro most effectively, enabling you to maximize the return on your investment. We've recently expanded the format of our Forecast Pro training workshops—in addition to providing hands-on training with Forecast Pro, the workshops provide an overview of the various forecasting methods used in the product, explaining how they work and how they are applied. Topics include:

- Introduction to business forecasting
- The role of judgment in forecasting
- Exponential smoothing models
- Box-Jenkins
- Dynamic regression
- Out-of-sample testing
- Event modeling
- Forecasting a product hierarchy reconciliation
- Event modeling
- Forecasting a product hierarchy

On the second & third day, you will spend the both days working with either Forecast Pro XE or Forecast Pro Unlimited.

This workshop uses Forecast Pro and delegates will be guided through numerous forecasting problems using real business data. By the end of the hands-on session you will know how to

- Navigate effectively and efficiently through Forecast Pro
- Set up your input data easily and quickly
- Save results via custom reports, graphs, spreadsheets and audit trails
- Select appropriate forecasting techniques
- Build automatic and custom forecast models

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- Model promotions, outliers, and irregular seasonality using event models
- Build multiple-level models to forecast product hierarchies
- Reconcile hierarchies using top-down and bottom-up reconciliation

Who should attend

Product managers, marketing managers, business managers, corporate planners, market researchers, utility forecasters, production planners, supply chain analysts or anyone who prepares or analyzes forecasts as part of their job responsibilities. Some prior knowledge of statistics is helpful but not essential.

Fees & Registration

The fee includes lectures, course materials, databases, luncheons, tea/coffee breaks, refreshments and opportunities to meet with other professionals from different industries throughout Asia.

This is a “hands-on” course. Each delegate is required to bring their own laptops.

The number of delegates is restricted. Please register early to guarantee your place. Please complete the registration form and fax it to us to reserve a place. All course fees are prepaid. Confirmation will only be made upon receipt of payment. Further instructions will be given to confirmed participants.

If you need assistance in locating hotel accommodation in the area for this workshop, please email your request to us at administrator@eastasiatc.com.sg.

MAS Financial Sector Development Fund (FSDF)

Participants may be eligible for Financial Sector Development Fund (FSDF) support on a case by case basis. Interested applicants should submit their applications to the FSDF Secretariat directly. For enquiries, please contact the FSDF secretariat at 65- 6229 9396 or via email at fsdf@mas.gov.sg.

You may use the printable MAS FSDF application form in Word format posted on our website. Please submit your applications to the FSDF Secretariat directly at least 6 weeks prior to the commencement of the course.

Course Outline (subject to minor changes)

DAY 1

Introduction to Forecasting:

- Properties of Data
- Overview of Methods

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- Evaluating Forecast Accuracy

Time Series Decomposition:

- Components of Data
- Business Cycle Indicators
- Census X-1

DAY 2

Exponential Smoothing Models:

- Simple One, Holt Two and Winters Three Parameter
- Damped Trend Models
- Event Models

Box-Jenkins Models:

- Advantages and Disadvantages
- Automatic Identification Procedure
- Differencing
- Diagnostics

DAY 3

Batch (Multi-Series) Forecasting:

- Data Characteristics
- A-B-C Classifications
- Measures of Accuracy
- Top Down vs. Bottom Up

Dynamic Regression:

- When to Use
- Standard OLS
- Lagged Variables
- Cochrane-Orcutt Models
- Hypothesis Tests

Computer Workshops:

Structured Forecasting Exercises
Analysis of Attendee's Data (optional)

Students are also welcomed to bring your own data-sets and discuss with our trainer.