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this top selling book presents in a straightforward application driven manner the basic statistical techniques necessary for preparing individual business forecasts and long range plans the emphasis is on the application of techniques by management for decision making this essential book provides understandable coverage of several important topics often omitted from other books including econometrics autocorrelation analysis and the use of box jenkins techniques judgmental forecasting techniques and the means of selecting the correct forecasting technique and analyzing data the book also reviews statistical concepts prior to introducing material that requires an understanding of those concepts the sixth edition of business forecasting has been revised to include instructions on using excel spreadsheets and the statistical package minitab in forecasting an essential reference for every professional in a business of any size from large corporations to small family run firms

muchas empresas tienen la necesidad de pronosticar sus ventas requieren identificar el nivel posible de alcanzar para fijar sus propias metas empresariales iniciar el proceso presupuestario y confeccionar su presupuesto maestro en este libro se presentan variadas t\(\textsuperation\) confeccionar su presupuesto maestro en este libro se presentan variadas t\(\textsuperation\) concepta para pronosticar desde las m\(\textsuperation\) sencillas que proyectan el nivel de ventas a las m\(\textsuperation\) avanzadas que pronostican la estacionalidad la tendencia y el ciclo de negocios lo \(\textsuperation\) litimo permite detectar cambios en la tendencia especialmente relevante cuando las perspectivas econ\(\textsuperation\) micas se tornan desfavorables se presentan t\(\textsuperation\) concepta que pueden aplicarse en excel para guiar su aprendizaje se provee enlaces a variados recursos descargables incluyendo planillas excel con ejemplos demostrativos videos con clases explicativas y tutoriales adem\(\textsuperation\) spodr\(\textsuperation\) usar los excel demostrativos como plantillas para sus propios pron\(\textsuperation\) stoco

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