Issue 53 Spring 2019

Note from the Editor

Special Feature: Will You Become a Victim of Your Models?
• Commentary: The More Basic Questions for Forecasting the Supply Chain
• Commentary: Love and Disdain for Forecasting Models
• Commentary: Models Are Easy to Abuse
• Commentary: The Benefits of Advanced Modeling Techniques
• Commentary: Testing Models Is Critical

Response to Comments

Forecasting Principles and Methods
• The Ten Commandments of Economic Forecasting

World of Forecasting
• Commentaries on Forecasting Medical Risks
• Medical Science and Practice: Does Anyone Want to Fix Them?
• Medicine and Risk Transfer

Issue 54 Summer 2019

Note from the Editor

Special Feature: Use of Judgment in Model Selection
• Judgmental Model Selection
• Commentary: A Surprisingly Useful Role for Judgment
• Commentary: Algorithmic Aversion and Judgmental Wisdom
• Commentary: Model Selection in Forecasting Software
• Commentary: Exploit Information from the M4 Competition

Book Review
• Data Science for Supply Chain Forecast

Forecasting Methods
• State Space Modeling for Practitioners

Prediction Markets
• Benefits and Challenges of Corporate Prediction Markets

Forecaster in the Field
• Interview with Thomas Wolfram

Forecasting Practice
• Why Is It So Hard to Hold Anyone Accountable for the Sales Forecast?
• Communicating the Forecast: Providing Decision Makers with Insights
Forecast Error Measurement
• Monetized Forecast-Error Comparisons

Artificial Intelligence
• Forecasting the Impact of Artificial Intelligence: Another Voice
• Response to Lawrence Vanston

Forecaster in the Field
• Interview with Lawrence Vanston

Issue 52 Winter 2019
Note from the Editor
Book Review
• The Little (Illustrated) Book of Operational Forecasting by Steve Morlidge
Hot New Research
• Scenarios and Forecasts: Complementary Ways of Anticipating the Future?
Special Feature
• Forecasting the Future of Retail Forecasting
• Interview with Stephan Kolassa
• Commentary on “Forecasting the Future of Retail Forecasting”

World of Forecasting
• Predicting Medical Risks and Appreciating Uncertainty

Forecasting Practice
• A Classification of Business Forecasting Problems

Artificial Intelligence
• Commentary on Spyros Makridakis’s article “Forecasting the Impact of Artificial Intelligence”

Issue 51 Fall 2018
Note from the Editor
Book Review
• Profit from Your Forecasting Software: A Best-Practice Guide for Sales Forecasters by Paul Goodwin
Forecasting Support Systems
• A Blueprint for Selecting and Implementing a Forecasting Support System: Part 2

Forecaster in the Field
• Interview with Matthias Lütke Entrup and Dennis Goetjes

Forecasting Practice
• Warning Signs for Forecasting Consumer-Induced Shortages
• The State of New-Product Forecasting

Forecasting Perspectives
• Forecasting the Impact of Artificial Intelligence, Part 5: The Emerging and Long-Term Future
• Deep Learning for Forecasting: Current Trends and Challenges
Issue 49 Spring 2018

Note from the Editor

Special Feature on Supply Chain Forecasting
• Preview
• Choosing and Achieving a Target Service Level
• How Should a Company Set Service Levels? Perception vs. Reality

Forecasting Perspectives
• Forecasting the Impact of Artificial Intelligence Part 3 of 4: The Potential Effects of AI on Businesses, Manufacturing, and Commerce

Long-Range Forecasting
• The Future of Work in the United States: Projections of Occupational Employment to 2026

Collaboration in Forecasting and Planning
• Bridging the Distributor into a Collaborative Demand-and-Supply Planning Process

Forecaster in the Field
• Interview with Can Eksoz

Mannheim Certificate of Forecasting Practice

Issue 50 Summer 2018

Note from the Editor

Forecasting Perspectives
• Forecasting the Impact of Artificial Intelligence Part 4 of 5: Blockchain (BC) Technology, the Integration of BC and AI, and the Road to Intelligence Augmentation (IA)

Forecasting Support Systems
• A Blueprint for Selecting and Implementing a Forecasting Support System

Sales and Operations Planning
• How Big Data Could Challenge Planning Processes across the Supply Chain
• Commentaries on “Misconceptions, Missteps, and Bad Practices in S&OP”
• S&OP Vision, Culture, and Language
• A Cautionary Tale from a Former Operations Planner

Forecasting Methods
• Deep Learning for Forecasting

The World of Forecasting
• Outcome Prediction in the Practice of Law
Issue 47 Fall 2017

Note from the Editor

Special Feature on Artificial Intelligence
• Introduction
• Forecasting the Impact of Artificial Intelligence (AI)
• Interview with Spyros Makridakis

Hot New Research
• Forecasting After a Fashion

Pharmaceutical Forecasting
• Predicting the Uptake Curve of New Drugs

Collaborative Forecasting and Planning Practices
• Principles, Benefits, and Pitfalls of Vendor-Managed Inventory
• Misconceptions, Missteps, and Bad Practices in S&OP – Part 2
• Do Companies Really Need Software for S&OP?

Issue 48 Winter 2018

Note from the Editor

The M4 Competition: Interview with Spyros Makridakis

Forecasting Perspectives
• Forecasting the Impact of Artificial Intelligence (AI), Part 2 of 4: Examining Four Scenarios of Possibility
• How to Respond to a Forecasting Sceptic
• Review of Forewarned: A Sceptic’s Guide to Prediction

Forecasting Methods
• Incorporating Leading Indicators into Sales Forecasts
• Principles of Business Forecasting: Review of the 2nd Edition

Collaborative Forecasting and Planning Practices
• Misconceptions, Missteps, and Bad Practices in S&OP, Part 3: Automating at the Expense of Judgment and Accountability

Forecast Accuracy Measurement
• Beware of Standard Prediction Intervals for Causal Models
Issue 46 Summer 2017

Note from the Editor
Sales and Operations Planning
• Misconceptions, Missteps, and Bad Practices in S&OP
Forecasting Methods Tutorial
• The Theta Method
Long-Range Forecasting
• Longevity: Blessing or Curse?
Forecasting Practice
• Communicating Forecasts to the C-Suite: A Six-Step Survival Guide

Forecasting Accuracy Measurement
• The Quest for a Better Forecast Error Metric: Measuring More than the Average Error

Forecaster in the Field
• Interview with Stefan de Kok

Issue 45 Spring 2017

Note from the Editor
Earnings Forecasts: The Bias Is Back
Special Feature
• Is Big Data the Silver Bullet for Supply-Chain Forecasting?
• Commentary: Becoming Responsible Consumers … of Big Data
• Commentary: Customer vs. Item Forecasting
• Commentary: Big Data or Big Hype?
• Commentary: Big Data, a Big Decision

• Commentary: Big Data and the Internet of Things
Forecaster in the Field
• Interview with Shaun Snapp
Prediction Markets
• Prediction Market Performance in the 2016 U.S. Presidential Election
Sales and Operations Planning
• How to Shape a Company Culture with S&OP
• Commentary on “How to Shape a Company Culture with S&OP”: Building and Maintaining Trust
Issue 44 Winter 2017

Note from the Editor

Hot New Research
• Collaborative Forecasting: Is It Always Worth It?

Forecasting Principles and Methods
• Recoupling the Forecasting and Stock-Control Processes

Book Reviews
• Demand Forecasting for Managers

Forecasting Perspectives
• Changing the Paradigm for Business Forecasting
• Commentary on “Changing the Paradigm for Business Forecasting”

Forecasting Practice
• Research into Forecasting Practice
• Commentary on “Research into Forecasting Practice”

Issue 43 Fall 2016

Note from the Editor

Forecasting Perspectives
• The Impact of Strategy on Supply Chain and Forecasting

Forecasting Principles and Methods
• Forecast Process Improvement at Shell Lubricants

Collaborative Forecasting and Planning
• Achieving S&OP Success: How Principles of Team Effectiveness Can Help

Forecasting Practice
• Mission-Based Forecasting: Demand Forecasting for Military Operations
• Sales Forecasts for the Consumer Chain: Are We Kidding Ourselves?

Forecasting Support Systems
• Off-the-Shelf vs. Customized Forecasting Support Systems
Issue 41 Spring 2016

Note from the Editor

Special Feature: Forecasting Misbehavior and Control
- Econs vs. Humans: Which Are We?
  - Book Review of *Misbehaving* by Richard H. Thaler
- Misbehaving Agents
- Misbehavior in Forecasting Financial Markets
- Toward a More Rational Forecasting Process: Eliminating Sales-Forecasting Misbehaviors

Forecasting Support Systems
- Overcoming Barriers to Improving Forecast Capabilities
- Beyond S&OP and IBP to Enterprise Planning and Performance Management:
  - A Commentary on the Need for New Technology

Forecasting Accuracy Measurement and Presentation
- Using Error Analysis to Improve Forecast Performance

Forecaster in the Field
- Interview with Mark Blessington
- Forecasting: Academia versus Business
Issue 39 Fall 2015

Note from the Editor

Special Feature on Forecasting Support Systems
- Forecasting Support Systems: Ways Forward
- Commentaries

Collaborative Forecasting and Planning
- Collaborative Culture: The New Workplace Reality
- An Executive Guide to Hiring Successful Demand Planners

Forecasters in the Field
- Interview with Jack Harwell
- Interview with Neill Wallace

Book Review
- Forecasting for the Pharmaceutical Industry

Forecasting Methods Tutorial

Issue 40 Winter 2016

Note from the Editor

Book Review
Superforecasting: The Art and Science of Prediction

Forecasting Principles and Methods
- Bias-Variance Trade-offs in Demand Forecasting
- Sometimes It’s Better to Be Simple than Correct

Collaborative Forecasting and Planning
- Beyond S&OP and IBP to Enterprise Planning and Performance Management

Forecaster in the Field
- Interview with Dean Sorensen

Forecasting Practice
- Sales Quota Accuracy and Forecasting

Strategic Forecasting
- TechCast’s Top Ten Forecasts

Superforecasting: A Review of The New Book

Virtues of Simplicity in Forecast Modeling

Beyond S&OP to Enterprise-Wide Planning

New Ways to Set Sales Quotas

Top Ten Strategic Forecasts
Issue 37 Spring 2015

Note from the Editor

Special Feature
• From Sales & Operations Planning to Business Integration

Strategic Forecasting
• Thinking Big! Incorporating Macrotrends into Supply Chain Planning and Execution
• The United Nations Probabilistic Population Projections: An Introduction to Demographic Forecasting with Uncertainty

Prediction Markets
• Have Corporate Prediction Markets Had Their Heyday?

Forecast Principles and Methods
• Measuring the Quality of Intermittent-Demand Forecasts: It’s Worse than We’ve Thought!

Book Review
• Demand Forecasting for Inventory Control by Nick T. Thomopoulos

Forecaster in the Field
• Interview with Fotios Petropoulos

Issue 38 Summer 2015

Note from the Editor

Hot New Research
• When Forecasting in the Supply Chain Gets Tough

Demand Forecast Modeling
• Incorporating Google Trends Data Into Sales Forecasting
• A Better Way to Assess the Quality of Demand Forecasts

Judgmental Adjustments to Statistical Forecasts
• Practical Considerations in Forecast Value Added (FVA) Analysis
• Judgmental Adjustments to Forecasts in the New Economy

Forecaster in the Field
• Interview with Pete Alle

Review Article
• Three Cheers for GDP – Warts and All!
Issue 36 Winter 2015
Notes from the Editor
Forecast Process Improvement
• Improving Forecast Quality in Practice
• Commentary
Sales and Operations Planning
• Internal and External Collaboration:
The Keys to Demand-Supply Integration
• Commentary: Extension Beyond Fast-Moving Consumer Goods

Financial Forecasting
• Financial Crises and Forecasting Failures
• Commentary
Forecasting Intelligence
• Always in Season: Giving Due Respect to Seasonality in Monthly Forecasting

Forecaster in the Field
• Interview with Clive Jones

Strategic Forecasting
• Strategic Technology and Social Forecasts
• New Foresight Guidebook: Techniques for Forecasting Product and Temporal Hierarchies

Issue 35 Fall 2014
Notes from the Editor
Hot New Research
• SPIES— A Simple Method for Improving Forecasts?
Special Feature: Role of the Sales Force in Forecasting
• Role of the Sales Force in Forecasting
• Commentaries
Forecasting Support Systems
• Data-Cube Forecasting for the Forecasting Support System

Forecaster in the Field
• Interview with Igor Gusakov

Forecasting by Aggregation: Part 2
• Forecasting by Cross-Sectional Aggregation
• Optimally Reconciling Forecasts in a Hierarchy
Issue 33 Spring 2014

Notes from the Editor

Hot New Research
• Getting Real about Uncertainty

Special Feature
• A Roadmap to Implementing CPFR
• Commentary: Challenges along the Road to Implementing CPFR

Forecasting Intelligence
• Clickstream Analysis for Forecasting Online Behavior

Forecasting Accuracy Measurement
• Forecast Quality in the Supply Chain

Forecasting Perspectives
• The Bet between Paul Ehrlich and Julian Simon over Earth’s Future

Book Reviews
• Predictive Business Analytics: Forward-Looking Capabilities to Improve Business Performance by Lawrence S. Maisel and Gary Cokins
• The Map and the Territory: Risk, Human Nature, and the Future of Forecasting by Alan Greenspan

Issue 34 Summer 2014

Notes from the Editor

Special Feature: Forecasting by Aggregation
• Introduction
• Forecasting by Temporal Aggregation
• Improving Forecasting via Multiple Temporal Aggregation

Forecaster in the Field
• Interview with Aris Syntetos

Book Reviews
• Fortune Tellers: The Story of America’s First Economic Forecasters by Walter A. Friedman
• In 100 Years: Leading Economists Predict the Future edited by Ignacio Palacios-Huerta

Forecasting Principles and Methods
• Forecasting for Revenue Management: An Introduction

Forecasting Accuracy Measurement
• Using Relative Error Metrics to Improve Forecast Quality in the Supply Chain
Issue 31 Fall 2013

Notes from the Editor

Special Feature: Forecasting Support Systems
- Supply Chain Forecasting & Planning: Move On from Microsoft Excel?
- Forecasting with In-Memory Technology

Financial Forecasting
- The Future of Financial Market Forecasting: Five Trends Worth Watching

Forecaster in the Field
- Interview with Jeffrey Mishlove

Book Reviews
- Demand and Supply Integration: The Key to World-Class Demand Forecasting by Mark A. Moon
- Keeping Up with the Quants: Your Guide to Understanding + Using Analytics by Thomas H. Davenport and Jinho Kim

Forecasting Principles and Practices
- Using Process Behaviour Charts to Improve Forecasting and Decision Making
- New Directions in Managing the Forecasting Process

Issue 32 Winter 2014

Notes from the Editor

Special Feature
- Critical Skills for the Business Forecaster

Forecaster in the Field
- Interview with Sujit Singh

Forecasting Support Systems
- Forecasting “In the Pocket”: Mobile Devices Can Improve Collaboration

Forecasting Methods Tutorial
- Regression Modeling for Business Forecasting

Forecasting Principles and Practices
- Do Forecasting Methods Reduce Avoidable Error? Evidence from Forecasting Competitions
- The Beauty of Forecasting
- Energy Forecasting: Past, Present, and Future
Issue 29 Spring 2013

Notes from the Editor

Forecasting Principles and Practices
• Forecasting Revenue in Professional Service Companies
• FVA: A Reality Check on Forecasting Practices

S&OP and Collaborative Forecasting
• S&OP and Financial Planning
• Collaborative Forecasting: Beyond S&OP

Forecasting Methods
• Rare Events: Limiting Their Damage Through Advances in Modeling

Book Review

Long-Range Forecasting
• Megatrends and Game Changers: The U.S. National Intelligence Council’s “Global Trends 2030: Alternative Worlds”

Issue 30 Summer 2013

Notes from the Editor

Special Feature
• How Good Is a “Good” Forecast?: Forecast Errors and Their Avoidability

The Success Equation Book
• Is Success a Result of Skill or Luck?
• Tracking and Improving Our Performance in the Skill-Luck Continuum

Forecasting Methods Tutorial
• ARIMA: The Models of Box and Jenkins

Hot New Research Column
• Come Rain or Shine: Better Forecasts for All Seasons

Forecasting Intelligence
• Forecasting Consumer Purchases Using Google Trends

Book Review
• *Supply Chain Forecasting Software* by Shaun Snapp
Issue 27 Fall 2012

Notes from the Editor

Special Feature
• Why Should I Trust Your Forecasts?

Commentaries
• It's About the Quality of Interaction
• The Forecaster's Capability and Empowerment
• Trust in Forecasting, and the Myth of Neutrality
• The View Across the Supply Chain

Forecasting Methods Tutorial
• Exponential Smoothing: The Workhorse of Business Forecasting

Sales and Operations Planning
• S&OP Principles: The Foundation for Success
• Executive S&OP Implementation – Do It Right

Book Review
• Principles of Business Forecasting by Keith Ord & Rober Fildes and Forecasting: Principles and Practice by Rob Hyndman & George Athanasopoulos
Issue 25 Spring 2012

Notes from the Editor

Book Review

- Thinking, Fast and Slow by Daniel Kahneman

Forecasting Support Systems

- Guiding Principles for the Forecasting Support System

Joe and Simon Sez

- Our Best Worst Forecasting Mistakes

Forecasting Principles and Methods

- Good Patterns, Bad Patterns
- Predicting Job Performance: The Moneyball Factor
- Designing the Forecasting Process to Manage Bias

Sales and Operations Planning

- Executive S&OP: Overcoming the “Catch-22” of Implementation

Forecasting Intelligence

- Forecasting for Fun Outside Your Cubicle

Issue 26 Summer 2012

Notes from the Editor

Special Feature

- Forecastability: A New Method for Benchmarking and Driving Improvement

Forecaster in the Field

- Interview with Sean Schubert

Forecasting Meeting

- Questions from On High

Forecast Model Building

- The Application of Product-Group Seasonal Indexes to Individual Products
- Hemlines and the Economy: Which Goes Down First?

Forecast Support Systems

- Forecasting Software: Improving the User Experience

Book Review

- Abundance: The Future Is Better Than You Think by Peter Diamandis and Steven Kotler

Election Forecasting

- Reliable Forecasts of the 2012 Presidential Election
- Does Obama Keep the Keys to the White House?
Issue 24 Winter 2012

Notes from the Editor

Forecasting Intelligence
• Stream Analytics for Forecasting

Election Forecasting
• The PollyVote's Year-Ahead Forecast of the 2012 U.S. Presidential Election
• Does a Presidential Candidate's Campaign Affect the Election Outcome?

Forecasting Methods
• Forecasting Rounds of Golf

The Forecasting Process: Guiding Principles First Round of Commentaries
• Preview to the Commentaries
• There are More Fundamental Issues
• A Practical Handbook on Best Practice
• Elaboration on the Foundation Principles
• Elaboration on the Behavioral Principles
• Foundation Principles for Supply Chain Partners
• The Morlidge Guiding Principles vs. Armstrong's Principles of Forecasting
• Guiding Principles: Reply to Commentaries
• Outrageous Fortunes: How Daniel Altman Sees the Future of the Global Economy

Issue 23 Fall 2011

Note from the Editor
• Fall 2011 Issue

Foresight Thank You and Upcoming Features

Special Feature
• The Forecasting Process: Guiding Principles Part 2

Hot New Research
• High on Complexity, Low on Evidence: Are Advanced Forecasting Methods Always as Good as They Seem?

The Forecasting Meeting
• The Senior Managers' Monthly Forecasting Report

Forecast Accuracy Measurement
• A “Softer” Approach to the Measurement of Forecast Accuracy
• Percentage Errors Can Ruin Your Day (and Rolling the Dice Shows How)

Book Reviews
• Scenario Planning in Organizations, by Tom Chermack and Scenario Thinking: Practical Approaches to the Future, by George Wright and George Cairns

Forecasting Methods Tutorial
• Forecasting with Structural Models and VARs: Relative Advantages and the Client Connection

Prediction Markets
• Prediction Markets and the “Trough of Disillusionment”
• Reply to “Trough of Disillusionment”
**Issue 22 Summer 2011**

**Note from the Editor**
- Summer 2011 Issue

**Special Feature**
- The Forecasting Process: Guiding Principles

**Forecasting Intelligence**
- Using the International Futures Global Modeling System (IFs) for Alternative Scenarios by the Numbers

**Sales and Operations Planning**
- Executive S&OP and the Cycle of Resolution: Resolving Conflict to Align Human Energy

**Joe and Simon Sez**
- Forecasting Tools: Have They Upgraded the Forecasting Process?

**Letter to the Editor**

**Book Review**
- *The World in 2050: Four Forces Shaping Civilization's Northern Future* by Laurence C. Smith

**Forecasting Support Systems**
- A Forecasting Support System for Temperature-Controlled Transport

---

**Issue 21 Spring 2011**

**Note from the Editor**
- Spring 2011 Issue

**Book Review**
- *Being Wrong: Adventures in the Margin of Error* by Kathryn Schulz

**Hot New Research**
- Projecting Success: Don't Forget the Base Rate

**Financial Forecasting**
- Accuracy versus Profitability

**Forecasting Principles and Methods**
- Forecasting Exceptional Demand: Not the Same as Forecasting Ordinary Demand

**Forecaster in the Field**
- Wilpen L. Gorr

**Forecast Process Improvement**
- Getting Your Forecasting and Planning Fundamentals Right: A Case Study

**Prediction Markets**
- Corporate Prediction Markets: Pitfalls and Barriers

**World of Forecasting**
- Predicting the Results of the 2010 Midterm Elections: Judgment, Econometrics, and Prediction Markets

**Forecast Accuracy Measurement**
- Two Commentaries
Issue 19 Fall 2010

Note from the Editor
- A Capsule of the Fall 2010

Joe and Simon Sez
- Who Should Own the Business Forecasting Function?

Commentaries

Book Review
- The Business Forecasting Deal: Exposing Myths, Eliminating Bad Practices, Providing Practical Solutions by Michael Gilliland

Forecaster in the Field
- Mike Gilliland

Special Feature: The Boundaries of Statistical Forecasting
- The Boundaries of Quantitative Forecasting Methods: Respecting the Limits of Determinism

Commentaries
- In Some Ways the Situation is Even Worse
- The View from a Quantitative Forecaster
- The Limitations of Quant Models: Compared to What?

Hot New Research
- The Holt Winters Approach to Exponential Smoothing: 50 Years Old and Going Strong

Sales and Operations Planning
- Executive S&OP: Managing to Achieve Consensus

Prediction Markets
- Are Prediction Markets More Accurate than Simple Surveys?

Long Range Forecasting
- U.S. Annual Energy Outlook 2010
**Issue 17 Spring 2010**

**Note from the Editor**
- A Capsule of the Spring 2010 Issue

**Hot New Research**
- Why Hindsight Can Damage Foresight

**Prediction Markets**
- Prediction Markets for Forecasting Drug Development

**Special Feature**
- A DEFT Approach to Trend-Based Foresight

**Software Review**
- Free Open-Source Forecasting Using R

**Sales and Operations Planning**
- Resolving a Family Feud: Market-Facing versus Lean Manufacturing Families

**Forecast Process Design**
- Part 3: Change Management and the Forecasting Challenge

**Book Reviews**
- Business Forecasting: A Practical, Comprehensive Resource for Managers and Practitioners
- Strategic Business Forecasting: A Structured Approach to Shaping the Future of Your Business

**Forecaster in the Field**
- Adam Gordon

---

**Issue 18 Summer 2010**

**Note from the Editor**
- A Capsule of the Summer 2010 Issue

**Special Feature: Forecasting for the Supply Chain**
- Defining “Demand” for Demand Forecasting
- Choosing Levels of Aggregation for Supply Chain Forecasts
- The Value of Forecast Information Sharing in the Supply Chain

**Forecast Model Building: the Practical Issues**
- Worst-Case Scenarios in Forecasting: How Bad Can Things Get?

**World of Forecasting**
- The Keys to the White House: Forecast for 2012

**Forecasting Intelligence**
- Looking Under the Hood of That Trend

**Book Review**
- The Next Hundred Million: America in 2050 by Joel Kotkin

**Letter to the Editor**
- Should You Report Forecast Error or Forecast Accuracy?
Issue 15, Fall 2009 Issue

Note from the Editor
• A Capsule of the Fall 2009 Issue

Forecasting Perspectives
• Using Forecasting to Steer the Business: Six Principles by Steve Morlidge

Forecasting Intelligence
• A Baker’s Dozen Free Sources of Economic Forecasts by Roy Pearson

Special Feature On Forecast Process Design: Part 2
• The Forecast Reliability Assurance Model (FRAM) by Joe Smith

Forecasting Principles and Methods
• Assessing Uncertainty in New-Product Forecasts by Nick Guthrie and Des Markland

Sales and Operations Planning
• How V&M Star Converts Family Forecasts Into Resource Requirements with Executive S&O by Robert Stahl and Amy Mansfield
• Corporate Culture and S&OP: Why Culture Counts by John Mello

Forecaster in the Field
• Steve Morlidge

Issue 16, Winter 2010 Issue

Note from the Editor
• A Capsule of the Winter 2010 Issue

Forecasting Perspectives
• Using Forecasting to Steer the Business: Six Principles by Steve Morlidge

Forecasting Intelligence
• A Baker’s Dozen Free Sources of Economic Forecasts by Roy Pearson

Special Feature On Forecast Process Design: Part 2
• The Forecast Reliability Assurance Model (FRAM) by Joe Smith

Forecasting Principles and Methods
• Assessing Uncertainty in New-Product Forecasts by Nick Guthrie and Des Markland

Sales and Operations Planning
• How V&M Star Converts Family Forecasts Into Resource Requirements with Executive S&O by Robert Stahl and Amy Mansfield
• Corporate Culture and S&OP: Why Culture Counts by John Mello

Forecaster in the Field
• Steve Morlidge
Issue 14, Summer 2009 Issue

Note from the Editor
• Capsule of the Summer 2009 Issue, Len Tashman
• Can We Forecast Earthquakes, Len Tashman

Book Review
• The Drunkard’s Walk: How Randomness Rules Our Lives by Leonard Mlodinov, Peter Sephton

Forecasting Intelligence Column
• Free and Easy Access to Monthly Forecasts, Roy Pearson

Sales and Operations Planning Column
• Sales and Operations Planning: Simpler, Better and Needed More than Ever, Bob Stahl

Forecast Accuracy Measurement
• How to Track Forecast Accuracy to Guide Forecast Process Improvement, Jim Hoover

Special Feature: Rethinking the Ways We Forecast
• Preview, Len Tashman
• A Systems Approach to Forecasting, David Orrell and Patrick McSharry
• Commentary: Why Do We Need Complexity?, Roy Batchelor
• Commentary: Are We Ready for a New Approach? Paul Goodwin and Robert Fildes
• Reply to Commentaries, David Orrell and Patrick McSharry

Forecasting Principles and Methods
• Spare Parts Forecasting: Case Study at HP, Jerry Z. Shan, Julie Ward, Shelen Jain, Jose Beltram, Feridoun Amirjalayer, and Young-Wook Kim

Software Review
• Sparklines: The TomThumb of Statistical Graphs, Tom Yokum

Forecaster in the Field
• Peg Young, US Bureau of Transportation Statistics

Upcoming in Foresight

Issue 13, Spring, 2009

Note from the Editor
• Spring 2009 Issue, Len Tashman

Book Review
• Future Savvy by Adam Gordon, David Orrell

Financial Forecasting Column
• Forecasting Sharp Changes, Roy Batchelor

Forecast Process Improvement
• The Impact of Sales Forecast Game Playing on Supply Chains, John Mello

Special Feature: Assessing Forecastability
• Preview, Len Tashman
• Forecastability: Insights from Physics, Graphical Decomposition, and Information Theory, Peter Catt
• Toward a More Precise Definition of Forecastability, John Boylan
• How to Assess Forecastability, Stephan Kolassa

The World of Forecasting
• Global Trends 2025: A Transformed World, Ira Sohn

Forecaster in the Field
• Rob Dhuyvetter
Issue 12, Winter, 2009

Note from the Editor
• The Winter 2009 Issue, Len Tashman

Special Feature: Forecast Process Improvement
• The Forecasting Mantra: A Holistic Approach to Forecasting and Planning, Alec Finney and Martin Joseph
• Sales Forecasting: Improving Cooperation Between the Demand People and the Supply People, Tom Wallace and Bob Stahl
• John Mello and Joseph McConnell review Sales and Operations Planning – Best Practices: Lessons Learned from Worldwide Companies by John Dougherty and Christopher Gray

The World of Forecasting
• Predicting Recessions: A Regression (Probit) Model Approach by Peter Sephton

Hot New Research Column
• New Evidence on the Value of Combining Forecasts by Paul Goodwin

Forecast Accuracy Measurement
• Forecasting Performance of Regression Models in the 2008 Presidential Election by Randall Jones, Jr. and Alfred G. Cuzán

Forecaster in the Field
• Carolyn Allmon

Issue 11, Fall, 2008

Note from the Editor
• The Fall 2008 Issue, Len Tashman

Book Review
• Roy Batchelor reviews Super Crunchers by Ian Ayres

Special Feature: Benchmarking of Forecast Accuracy
• Can We obtain Valid benchmarks from Published Surveys of Forecast Accuracy? Stephan Kolassa
• Measuring Improvement in Forecast Accuracy: A Case Study, Robert Rieg
• Commentary on Benchmarking, Teresa McCarthy, Donna Davis, Susan Golicic, and John Mentzer

Special Feature: Forecast Process Improvement
• Overcoming Challenges in Operational Forecasting, Ian Watson-Jones
• Commentaries on Overcoming Challenges in Operational Forecasting Projects, Patric Wader, Mark Moon

The World of Forecasting
• Regression Model Forecasts of the U.S. Presidential Election, Randall Jones and Alfred Cuzán
Software Review
• Forecast Pro Unlimited: An Off-the-Shelf Solution for Large-Volume Forecasting, Ulrich Küsters and Janko Thyson

Forecaster in the Field
• Mohsen Hamoudia

Issue 10, Summer, 2008

Note from the Editor
• Overview of the Summer 2008 Issue, Len Tashman

Book Review
• Paul Fields reviews David Orrell’s The Future of Everything: The Science of Prediction

Can't-Miss Forecasts
• The Next White House
• The End of the World

Forecasting Intelligence Column
• Looking at Tomorrow Today – The What, Why, and How of Futuring for Forecasters, Roy Pearson

Forecasting Perspectives
• Lessons Learned – Reflections from 25 Years as a Forecasting Consultant, Antonio García-Ferrer

Forecast Model Building
• Life-Cycle Forecasting – The HP Approach to Forecasting Printer Demand, Jerry Shan, Matthew Reimann, and Fereydoon Safai

Forecaster in the Field
• Simon Clarke, Coca-Cola Enterprises Inc.

The World of Forecasting
• Forecasting the U.S. Presidential Elections – A Brief Review, Randall Jones and Alfred Cuzán

Hot New Research Column
• A Quick Tour of Tourism Forecasting, Paul Goodwin

Forecast Accuracy Measurement
• Should We Define Forecast Error as $e = F - A$ or $e = A - F$? Kesten Green and Len Tashman

Issue 9, Spring, 2008

Note from the Editor
• Overview of the Spring 2008 Issue, Len Tashman

Book Review
• Roy Batchelor reviews Thomas H. Davenport and Jeanne G. Harris’s Competing on Analytics: The New Science of Winning

Hot New Research Column
• Predicting the Demand for New Products, Paul Goodwin

Forecast Process Improvement
• The Value of Information Sharing in the Retail Supply Chain: Two Case Studies, Tonya Boone and Ram Ganeshan

Forecasting Principles and Methods
• Innovations in Sales Forecasting for Large-Scale Retailers, Bruce Andrews, James Bennett, Lindsey Howe, Brooks Newkirk and Joseph Ogrodowczyk

Prediction Markets for Pharmaceutical Forecasting and Beyond
• Prediction Markets – A Guide to Practical Adoption in the Pharmaceutical Industry, Carol Gebert
• Prediction Markets – Defining Events and Motivating Participation, Andreas Graefe
• A Primer on Prediction Markets, Joe Miles
Software Review
• Monte Carlo Simulation/Risk Analysis on a Spreadsheet: Review of Three Software Packages, Sam Sugiyama
• Commentary, Kevin Weiner, Marketing Communications, Crystal Ball Global Business Unit
• Commentary, Randy Heffernan, Vice President, Palisade
• Commentary, Daniel Fylstra, President, Frontline Systems

The World of Forecasting
• “Been There, Done That”: Perils, Pitfalls and Promises of Long-Term Projections, Ira Sohn

Cost of Forecast Error – New Perspectives
• Key Assumptions in Calculating the Cost of Forecast Error, John Boylan
• Use of the Normal Distribution in Calculating the Cost of Forecast Error, Thomas Willemen
• Supply Risk and Costing Challenges, Michael Smith
• Lost Sales and Customer Service, Scott Roy
• Reply to Cost of Forecast Error Commentaries, Peter Catt

Pharmaceutical Forecasting
• How to Project Patient Persistency, Ka Lok Lee, Peter Fader and Bruce Hardie

The World of Forecasting
• The Keys to the White House: Forecast for 2008, Allan Lichtman

Forecast Model Building
• Bayesian Forecasting Methods for Short Time Series, Enrique de Alba and Manuel Mendoza

Hot New Research Column
• Bill Bassin reviews Mirror, Mirror, Who’s the Best Forecaster of Them All? by Michael F. Bryan and Linsey Molloy of the Federal Reserve Bank of Cleveland

Forecasting Principles and Methods
• Decision-Directed Forecasting for Major Disruptions: The Impact of 9/11 on Las Vegas Gaming Revenues, Stephen Custer and Don Miller
• How to Get Good Forecasts from Bad Data, Ellen Bonnell
Forecasting Perspectives

• The Forecaster as leader of the Forecasting Process, James Borneman
• Forecasting Software: A Progress Report for the First Seven Years of the 21st Century, Jim Hoover

Book Review

• Carolyn Allmon reviews Flowcasting the Retail Supply Chain by André Martin, Mike Doherty and Jeff Harrop

Hot New Research Column

• Supermarket Forecasting – Check Out Three New Approaches, Paul Goodwin

Issue 6, Spring 2007

Forecasting Perspectives

• Confessions of a Pragmatic Forecaster, Chris Chatfield

Forecast Model Building – the Practical Issues: Modeling Seasonality in Short Time Series

• Minimum Sample Size Requirements For Seasonal Forecasting Models, Rob Hyndman and Andrey Kostenko
• Forecasting Short Seasonal Time Series Using Aggregate and Analogous Series, Michael Leonard
• Seasonality: Shrinkage Procedures For Small Samples, Dan Williams
• Constant vs. Changing Seasonality, Philip Hans Franses

Hot New Research Column

• Recent Studies on Forecasting Know-How, Training and Information Sharing, Paul Goodwin

Forecasting Principles and Methods

• Forecast Uncertainty and Monte Carlo Simulation, Sam Sugiyama

Book Review

• Steven Schnaars reviews New Product Forecasting: An Applied Approach by Kenneth Kahn

Forecast Accuracy Measurement

• Advantages of the MAD/MEAN Ratio Over the MAPE, Stephan Kolassa and Wolfgang Schütz

The World of Forecasting

• The Pollyprize, Alfred Cuzán
• Forecasting the 2006 Democratic Party Takeover of the U.S. House of Representatives, Carl Klarner and Stan Buchanan

Issue 5, Fall 2006

Special Feature: Should the Forecasting Process Eliminate Face-to-Face Meetings?

• How to Make Better Forecasts and Decisions: Avoid Face-to-Face Meetings, J. Scott Armstrong
• Commentary: Forecasting Meetings Are Really Not About Forecasting, Marcus O’Connor
• Commentary: A Depersonalized Interactive Process Is the Key, Joe Smith
• Commentary: Business Objectives, Forecasters and Meetings, Jamilya Kasymova and Catalin Vieru
• Reply to Commentaries: How Practitioners Can Use Evidence-Based Findings, J. Scott Armstrong

Forecast Model Building – The Practical Issues

• To Include or Exclude an Explanatory Variable: Beware of Rules of Thumb, Peter Kennedy
• Commentary: Testing Multiple Periods Ahead May Be the Real Need, Roy Pearson
• Reply to Peter Kennedy, William Bassin

Forecast Process Improvement – Lessons From Successful Companies

• Managing Functional Biases in Organizational Forecasts, Rogelio Oliva and Noel Watson

The World of Forecasting

• How to Predict a Movie’s Success at the Box Office, Ramesh Sharda and Dursun Delen
• A Retrospective on Forecasting Midterm Elections to the U.S. House of Representatives, Randall Jones and Alfred Cuzán
Software Review: Forecasting with SAP
• Introduction, Ulrich Küsters
• The New SAP Forecasting and Replenishment Solution: Is It an Improvement over mySAP ERP?, Norman Götz and Carsten Köhler
• Forecasting for Worldwide Supply Chain Processes with SAP’s APO, Christoph Seeger

Issue 4, June 2006
Special Feature: Forecasting for Call Centers
• Nano Forecasting: Forecasting Techniques for Short-Term Intervals, Jay Minnucci
• Forecasting Call Flow in a Direct Marketing Environment, Peter Varisco
• Forecasting Weekly Effects of Recurring Irregular Occurrences, Dan Rickwalder
• Commentary on Call Center Forecasting, Tim Montgomery

Forecast Process Improvement – Lessons From Successful Companies
• Breaking Down Barriers to Forecast Process Improvement, Mark Moon

Special Feature: Forecast-Accuracy Metrics for Inventory Control and Intermittent Demand
• Measuring Forecast Accuracy: Omissions in Today’s Forecasting Engines and Demand-Planning Software, Jim Hoover
• Forecast-Accuracy Metrics for Intermittent Demands: Look at the Entire Distribution of Demand, Tom Willemain
• Accuracy and Accuracy-Implication Metrics for Intermittent Demand, John Boylan and Aris Syntetos
• Another Look at Forecast-Accuracy Metrics for Intermittent Demand, Rob J. Hyndman

Forecasting Principles And Methods
• Tips for Forecasting Semi-New Products, Bill Tonetti
• Lessons From Thomas Edison’s Technological and Social Forecasts, Steven Schnaars

Book Review
• Anirvan Banerji reviews Fooled by Randomness: The Hidden Role of Chance in Life and in the Markets by Nassim Nicholas Taleb

Issue 3, February 2006
Special Feature: The Keys to the White House: Forecast for 2008, Alan J. Lichtman
• Index Methods for Forecasting: An Application to the American Presidential Elections, J. Scott Armstrong and Alfred Cuzán

Improving The Forecasting Process: Two Case Studies
• Measuring the Efficiency of an Informal Forecasting Process, Robert W. Samohyl
• Forecasting as a Business Process, Mario Sepulveda-Guzman, Michael E. Smith and George M. Mechling
• Commentary: Putting Forecast Accuracy Into Perspective, Kenneth B. Kahn

Forecasting Principles and Methods
• Increasing the Credibility of Your Forecasts: 7 Suggestions, Roy L. Pearson
• Credit Scoring: The State of the Art, Lyn C. Thomas

Software: Spotlight on Excel For Data Analysis and Forecasting
• On the Use and Abuse of Microsoft Excel, Paul J. Fields
• The Unreliability of Excel’s Statistical Procedures, Bruce McCullough
• Incorrect Nonlinear Trend Curves in Excel, Rick Hesse

Book Review
• Roy Batchelor reviews Dow 36,000: The New Strategy for Profiting from the Coming Rise in the Stock Market by James Glassman and Kevin Hasset
Issue 2, October 2005

Special Feature: The Organizational Politics of Forecasting
• Six Steps to Overcome Bias, Elaine Deschamps
• The Impact of Corporate Culture on Sales Forecasting, John E. Mello
• How to Assess the Effect of Organizational Politics on the Efficiency of the Forecasting Process, Michael Gilliland
• Commentary on the Organizational Politics of Forecasting, Donald Tynes

Forecasting Faqs
• The War in Iraq: Should We Have Expected Better Forecasts?, Kesten Green and J. Scott Armstrong

Forecasting Processes – Lessons From Successful Companies
• Commentary on the Organizational Politics of Forecasting, Emmet Jones
• Managerial Judgment: Best as an Input to the Statistical Forecasting Process, Rob Dhuyvetter
• My Life as Soothsayer: 25 Years of Forecasting at British Telecom, C. Mason

Forecasting Principles and Methods
• To Include or Not to Include an Explanatory Variable: That is the Question, William Bassin
• A Primer on Forecasting with Neural Networks, Roy Batchelor

Books and Software
• Filling a Gap in the Demand Planning Spectrum: Jim Hoover reviews Demands Works Express 3.5
• Paul Goodwin reviews Collaborative Planning, Forecasting and Replenishment: How to Create a Supply Chain Advantage by Dirk Seifer

Issue 1, June 2005

Special Feature: When and How to Judgmentally Adjust Statistical Forecasts, Nada Sanders
• How to Integrate Management Judgment with Statistical Forecasts, Paul Goodwin
• Judgmental Adjustment: A Challenge for Providers and Users of Forecasts, Dilek Önkal and M. Sinan Gönül
• Relative Merits of Different Ways of Combining Judgment With Statistical Forecasts, Nigel Harvey
• Commentary on the Judgmental Adjustment of Statistical Forecasts, Anthony Lee
• Commentary on the Integration of Sales and Product-Management Input with Statistical Forecasts, Lucy Kjolsø

Forecasting Processes – Lessons From Successful Companies
• The Sales Forecasting Evolution at Brooks Sports, Thomas Ross

Forecasting Principles and Methods
• The Forecasting Canon: Nine Generalizations to Improve Forecast Accuracy, J. Scott Armstrong
• Intermittent and Lumpy Demand: A Forecasting Challenge, John Boylan
• Case Study: Integrating Consumer Demand to Improve Shipments Forecasts, Charles Chase

Books and Software
• How to Evaluate the Forecasting Ability of Demand-Planning Software, Jim Hoover
• Nada Sanders reviews Demand Management Best Practices by Colleen Crum and George Palmatier

Recognition For Forecasting Accuracy: Politicalforecasting.com
• How We Computed the Pollyvote, Alfred Cuzán, J. Scott Armstrong, and Randall Jones, Jr.

Frequently Asked Questions on Forecasting
• What Forecasting Can Do For You, Kesten Green