

## Pronstico De Negocios

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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

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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 técnicas para pronosticar desde las más sencillas que proyectan el nivel de ventas a las más avanzadas que pronostican la estacionalidad la tendencia y el ciclo de negocios lo último permite detectar cambios en la tendencia especialmente relevante cuando las perspectivas económicas se tornan desfavorables se presentan técnicas de pronóstico 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 además podrá usar los excel demostrativos como plantillas para sus propios pronósticos

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