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mismanagement of inventory is costing 1 75 trillion in lost sales and costs for retailers worldwide annually and inventory forecasting is one way to tackle the problem this article covers the basics of inventory forecasting including what it is why it s important as well as inventory forecasting methods useful formulas and

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to achieve accurate inventory forecasting you need to glean insights from data analysis industry trends market expertise and perhaps a touch of magic learn what inventory forecasting is how it works examples formulas some handy tips and a remarkable way to simplify the process

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inventory forecasting is a method used to predict inventory levels for a future time period it also helps keep track of sales and demand so you can better manage your purchase orders it is a great inventory management tool that can increase your company s revenue and decrease unnecessary costs

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inventory forecasting is the practice of using data sales data surveys market research and more to predict what will sell in what quantities and in what span of time in other words inventory forecasting also known as inventory demand planning helps retailers decide what they need to have in their stores

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inventory forecasting also known as demand planning is the practice of using past data trends and known upcoming events to predict needed inventory levels for a future period accurate forecasting ensures businesses have enough product to fulfil customer orders and do not spend too little or too much on inventory

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