

ONLINE TRAINING COURSE

Evaluate<sup>+</sup>  
a norstella company

J+D  
an Evaluate company

# Forecasting: Time Series Essentials

The aim of the course is to provide a practical and informed understanding of the principles of time series modeling and how this can be utilized effectively to instill greater confidence in your forecasts.



5

MODULES



3

QUIZZES



1

CASE STUDY



5

HOURS

## Training Courses Designed and Delivered by J+D Forecasting, Experts in Pharmaceutical Forecasting

We love to educate, support and inject the passion we have for forecasting into our in-depth pharma forecasting training. We have digitized our face to face training so that you can complete online pharmaceutical forecasting courses at any time, any pace, any place



LEARN ANYWHERE  
LEARN ANYTIME

Meeting all your learning needs:

Face-to-Face | Live Online Training | Onsite & Customized Training

# FORECASTING: TIME SERIES ESSENTIALS

## Empowering you through expert pharmaceutical forecasting solutions

Our training programs are tailored to address your specific needs, placing your success at the forefront.

### FOLLOWING COMPLETION OF THE COURSE, YOU WILL HAVE THE ABILITY TO:

- 1 Identify the most appropriate time series methodology for your forecasts
- 2 Rationalize the pros and cons of the different options available to you
- 3 Understand the component parts that make up each methodology
- 4 Critically assess your resulting outputs and know when to manually intervene

## About the course

All key topics will be covered to ensure a strong and comprehensive understanding of statistical trending methodologies:



Understanding time series key principles



Key considerations and approaches to modeling



Linear regression vs Holt Winters vs ARIMA vs VAR methodologies, and how to choose the correct approach



When to consider seasonality, structural breaks, recently launched products and much more, in your trend

# FORECASTING: TIME SERIES ESSENTIALS

Providing participants with the knowledge to confidently apply key time series forecasting approaches.

## About the course

The training is brought to life using engaging visuals, real-life examples, and a do-it-yourself case study:



### 30+ BITE-SIZE VIDEOS

and accompanying text walk you through the key time series principles



### 3 QUIZZES

test your understanding as you move through the training



### 2 HANDS-ON

activities, bringing the theory to life



### 1 CASE STUDY

to put into practice what you have learnt – one in which you can apply and interpret your own methodology selections to a forecast model

## WHO WILL BENEFIT

We developed the statistical trending course for forecasters with a basic understanding of the key principles of time series modeling but keen to strengthen their knowledge base and confidence.

## Case study exercise

Put your learning into practice using J+D's FC+ software:

FREE FC+ model building software



Populate the forecast with the historical data


Select an appropriate time series model

Review the resulting output from a future trend perspective

Consider the impact on forecast revenues

# FORECASTING: TIME SERIES ESSENTIALS

 **5**  
MODULES

 **3**  
QUIZZES

 **1**  
CASE STUDY

 **5**  
HOURS

## Course outline

- Pre-training self evaluation
- Introduction to time series
- Key time series principles
- Importance of clean historical data
- Overview of time series methodologies – key considerations
- Methodology selection activity
- Case study exercise: Put your learning into practice and review and adjust the forecast
- Post-training evaluation


During this training you will have the opportunity to immerse yourself in the depths of time series modeling – from basic definitions through to practical application and interpretation.

We would encourage you to also enroll on the Fundamentals of Forecasting course to ensure a comprehensive understanding of best practice forecasting principles.

 **TRAINING COURSE  
ACCESS TIME**  
90 Days

 **LEARN AT YOUR  
OWN PACE**

**DESIGNED AND DELIVERED BY:**

  
an Evaluate company

J+D Forecasting,  
Experts in  
Pharmaceutical  
Forecasting

**GET IN TOUCH**

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