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## Page Formatting and Typeface

To accommodate the needs of those with weaker vision, we use LARGER PRINT throughout the book whenever practical. The text in this book was created using Garamond (size 16). A little bit of page resizing, however, may have happened along the actual book printing process.

## Exam topics covered in this book

The CBF exams target those who work on the supply side. Topics are relevant to supply chain forecasting so you must know SCM (supply chain management) inside and out in addition to understanding the various business forecast techniques. To pass the CBF exams, I suggest that you do lots of readings – readings that are about the current industry trend, the best practices, case analysis or even commercials. Know what is happening in the supply world. Know how good or bad different forecast techniques are. From these readings you should be able to build up the “business sense” you need for passing the exams.

There are 3 exams in the CPF program. They are:

## Exam 1

- Role of Forecasting & Planning in Decision Making
- Demand Planning (Demand Sensing, Shaping, & Creating)
- Forecasting & Planning Process
- Consumption (POS Data) Based Forecasting & Planning
- Consensus Forecasting & Planning
- Sales & Operations Planning (S&OP) Process
- Collaborative, Planning, Forecasting, & Replenishment (CPFR)

## Exam 2

- Data Analysis & Treatment
- Fundamentals of Models & Modeling
- Types of Models
- Time Series Models
- Model Selection
- Metrics: Measuring Forecast Error and Performance

## Exam 3

- Forecast Reporting & Presentation
- Forecast Communication
- Winning Support and Confidence of Management
- Getting Buy-in from Stakeholders

Instead of following the “official” topic flow, this book is structured into parts. The first part deals with knowledge on supply chain. The other parts deal with all sorts of business forecasting techniques and methods. Think of part 1 as the foundation knowledge you need to prepare for the exams.

**The 3 exams have topics that are inter-related. We therefore like to recommend that you study all of them together instead of studying on a per-exam basis. Get yourself fully prepared on ALL topics prior to sitting any single exam.** Do not attempt to take the exams unless you have hands-on skills making forecasts. This study notes provide study material for exam preparation. However, this is not intended to be used as a tutorial on statistics or forecasting techniques. You should go through sufficient hands on exercises before using this study notes.

A competent test taker will always use multiple resources for preparation. There are other readings you will find helpful in learning the subjects. Topics not listed in the official subject list may still show up in the exams for purpose of distraction. Therefore, do as many readings as possible.

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