

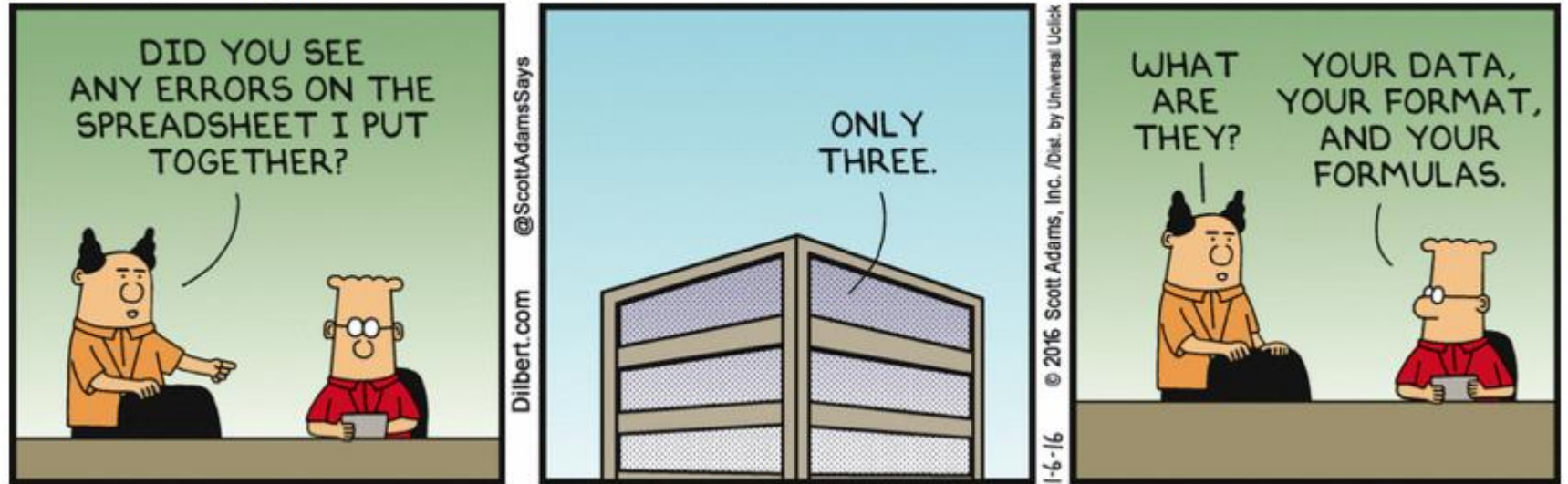
# Using Excel for Forecasting

Jo Sparkes





Wednesday January 06, 2016 *Three Problems With Spreadsheet*

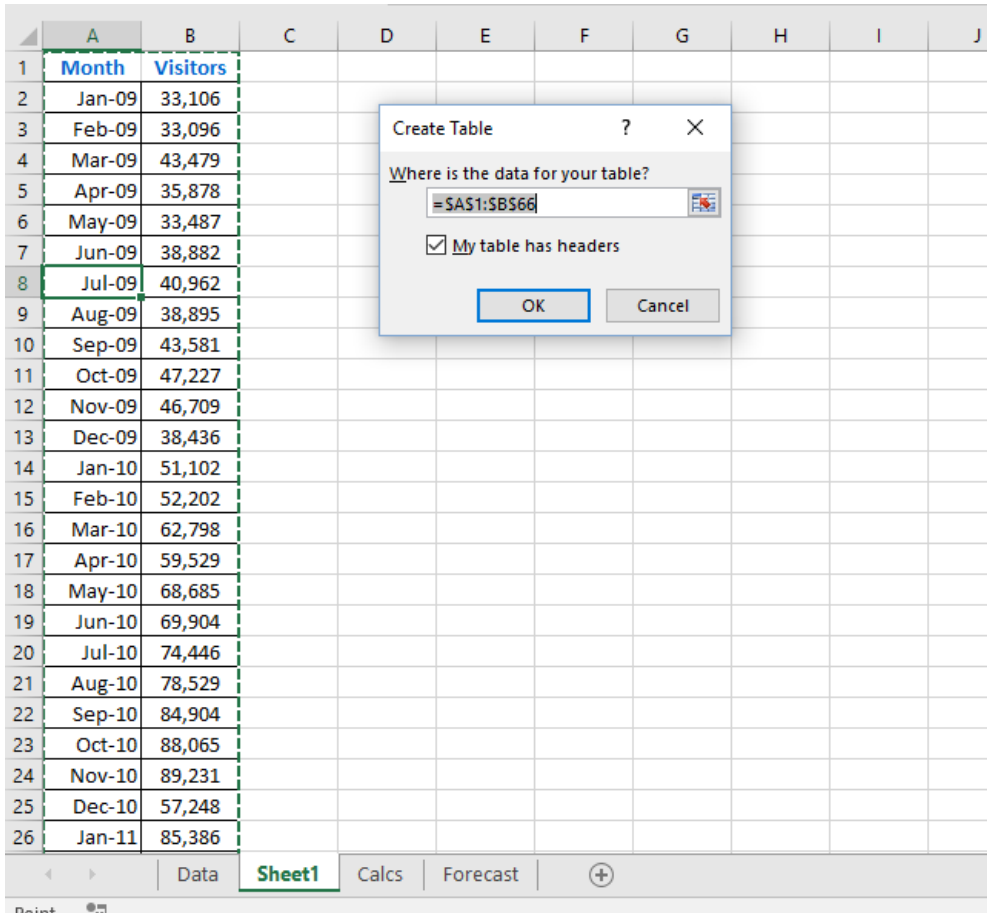


1. Preparing and Cleaning your Data
2. PivotTables
3. Charting and Correlation
4. The Analysis Toolpak and Solver
5. Useful Formulas



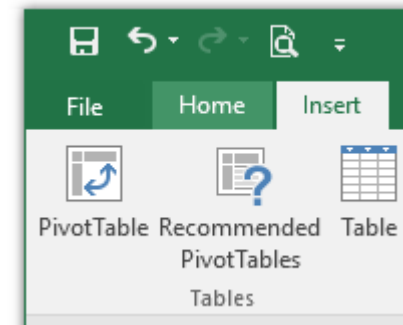
# Preparing your Data

Use Tables, in their own worksheets, to hold your data



Keyboard Shortcut = Ctrl T

Or Insert, Table



Always keep Data and Calculations separate in your Workbooks



Give your Table a name and it can be referenced in formulas and PivotTables

The screenshot shows the Microsoft Excel interface with the 'Table Tools Design' ribbon active. A pink arrow points to the 'Table Name' field, which is set to 'CCHVisitors'. The formula bar shows the value '43479' for cell B4. The spreadsheet grid displays a table with the following data:

	Mont	Visitor
2	Jan-09	33,106
3	Feb-09	33,096
4	Mar-09	43,479
5	Apr-09	35,878
6	May-09	33,487
7	Jun-09	38,882
8	Jul-09	40,962



# Cleaning your Data

Make use of the Text Import Wizard to bring in external data  
- particularly for specifying dates



The screenshot shows the Microsoft Excel interface with the 'Text Import Wizard - Step 1 of 3' dialog box open. The dialog box indicates that the data is delimited and offers options for 'Delimited' (selected) or 'Fixed width'. It also shows the file origin as 'MS-DOS (PC-8)' and a preview of the CSV data.

Text Import Wizard - Step 1 of 3

The Text Wizard has determined that your data is Delimited.  
If this is correct, choose Next, or choose the data type that best describes your data.

Original data type

Choose the file type that best describes your data:

- Delimited - Characters such as commas or tabs separate each field.
- Fixed width - Fields are aligned in columns with spaces between each field.

Start import at row: 1 File origin: MS-DOS (PC-8)

My data has headers.

Preview of file C:\Users\Joanne\Dropbox\Call Centre Helper\jonty\_users\_table.csv.

1	"user_id",	"timestamp",	"campaign",	"campaignID",	"session_id",	"user
2	"95",	"2008-07-16 00:00:00",	"newsletter",	"1",	"talmujenqrpa5qinqk1	
3	"100",	"2008-07-16 00:00:00",	"newsletter",	"1",	"bo23bc990qqu911r9c	
4	"99",	"2008-07-16 00:00:00",	"newsletter",	"1",	"uqi2nid054imgg6esms	
5	"98",	"2008-07-16 00:00:00",	"newsletter",	"1",	"n439n1v371ninjdn7e	

The screenshot shows the 'Text Import Wizard - Step 2 of 3' dialog box. It allows the user to specify delimiters and text qualifiers. A preview of the data is shown at the bottom.

Text Import Wizard - Step 2 of 3

This screen lets you set the delimiters your data contains. You can see how your text is affected in the preview.

Delimitation options:

- Treat consecutive delimiters as one
- Text qualifier: -

timestamp	campaign	campaignID	session_id
2008-07-16 00:00:00	newsletter	1	talmujenqrpa5qinqk16uq5s5
2008-07-16 00:00:00	newsletter	1	bo23bc990qqu911r9cp5esb1c
2008-07-16 00:00:00	newsletter	1	uqi2nid054imgg6esms8ta621
2008-07-16 00:00:00	newsletter	1	n439n1v371ninjdn7eok0ros0

The screenshot shows the 'Text Import Wizard - Step 3 of 3' dialog box. It allows the user to select the data format for each column. A preview of the data is shown at the bottom.

Text Import Wizard - Step 3 of 3

This screen lets you select each column and set the Data Format.

Column data format

- General
- Text
- Date: DMY (selected)
- Do not

'General' converts numeric values to numbers, date values to dates, and all remaining values to text.

Data preview

General	DMY	General	General	General
user_id	timestamp	campaign	campaignID	session_id
95	2008-07-16 00:00:00	newsletter	1	talmujenqrpa5qinqk16uq5s5
100	2008-07-16 00:00:00	newsletter	1	bo23bc990qqu911r9cp5esb1c
99	2008-07-16 00:00:00	newsletter	1	uqi2nid054imgg6esms8ta621
98	2008-07-16 00:00:00	newsletter	1	n439n1v371ninjdn7eok0ros0

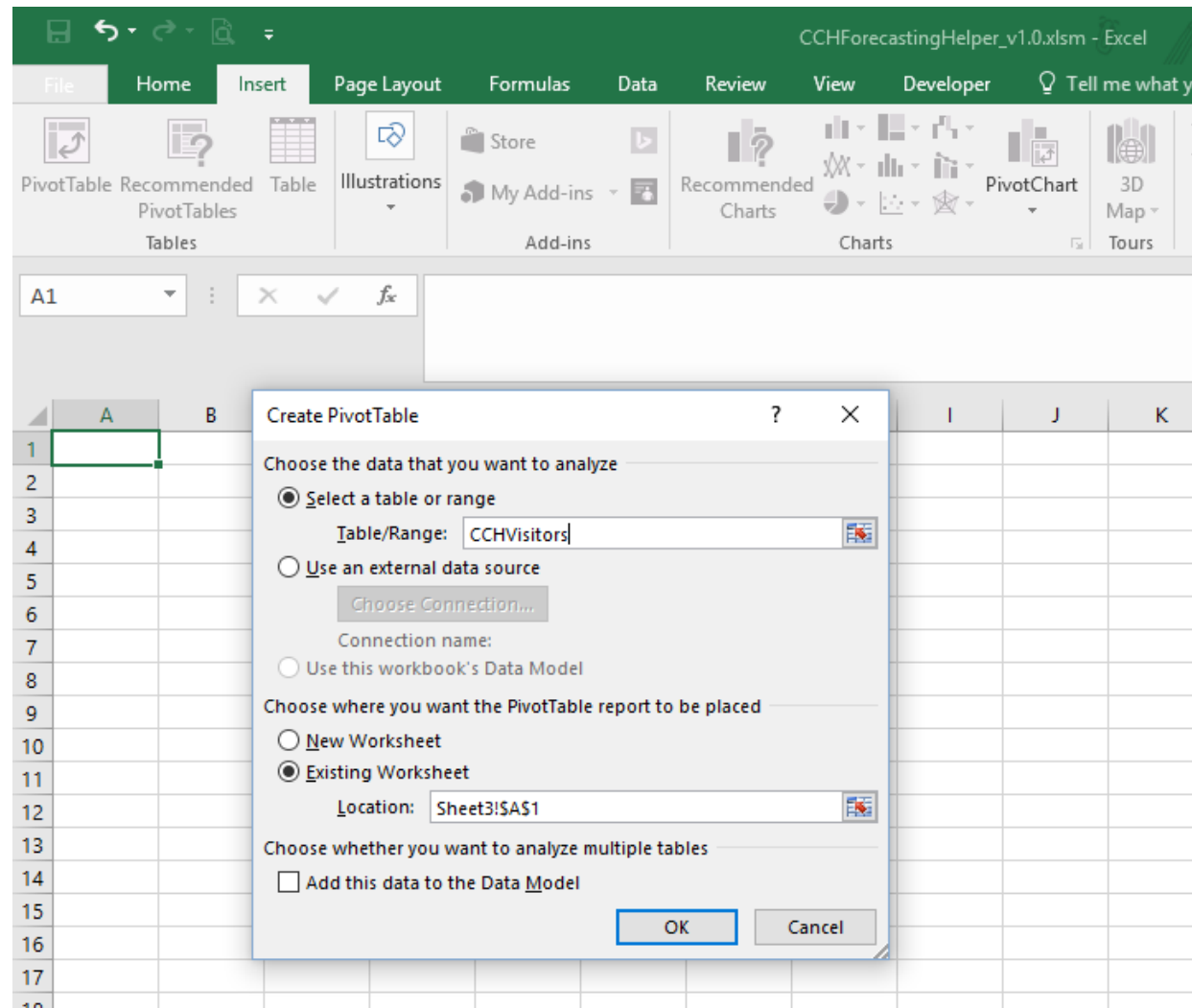
Use Flash Fill to complete datasets  
- particularly for dates in text format

	A	B	C	D	E
1	20080603	03/06/2008			
2	19700721	21/07/1970			
3	19451012	12/10/1945			
4	19980514				
5	20011605				
6	19940508				
7	19820609				
8					
9					
10					

Keyboard Shortcut  
= Ctrl E

Try it to clean email addresses  
e.g. a name before a . or before the @

# Use PivotTables



Combine and control your Data without a single formula

Fields from your Table are here.  
Drag the ones you want to the Row, Column and Value areas

PivotTable Fields

Choose fields to add to report:

Search

Month  
 Visitors

MORE TABLES...

Drag fields between areas below:

<b>FILTERS</b>	<b>COLUMNS</b>
<b>ROWS</b>	<b>VALUES</b>

Defer Layout Update **UPDATE**





Using a date field automatically results in grouping by Years, Quarters and Months

The screenshot shows an Excel spreadsheet with a PivotTable. The PivotTable is located in column A, with row labels for years from 2009 to 2014, and a 'Grand Total' row. The PivotTable Fields task pane on the right is configured with 'Month', 'Quarters', and 'Years' checked in the 'Choose fields to add to report' section. Below, the 'ROWS' area contains 'Years', 'Quarters', and 'Month' dropdown menus. A large pink arrow points from the 'VALUES' area towards the 'ROWS' area.

Row Labels									
2009									
2010									
2011									
2012									
2013									
2014									
Grand Total									

Expand Years to see sum for each Quarter or month

If you don't want Quarters drag Quarters out of the rows area



Qtr4

Row Labels	Sum of Visitors
2009	
Qtr1	
Jan	33106
Feb	33096
Mar	43479
Qtr2	
Apr	35878
May	33487
Jun	38882
Qtr3	
Jul	40962
Aug	38895
Sep	43581
Qtr4	
Oct	47227
Nov	46709
Dec	38436
2010	836643
2011	1010234
2012	1747325
2013	2043027
2014	942183
Grand Total	7053150

PivotTable Fields

Choose fields to add to report: [Settings]

Search [Search]

- Month
- Visitors
- Quarters
- Years

MORE TABLES...

Drag fields between areas below:

FILTERS	COLUMNS

ROWS	VALUES
Years [Dropdown]	Sum of Visitors [Dropdown]
Quarters [Dropdown]	
Month [Dropdown]	

Defer Layout Update [UPDATE]

Ready [Icons] 100%



1	Row Labels	Sum of Visitors							
2	2009								
3	Qtr1								
4	Jan	33106							
5	Feb	33096							
6	Mar	43479							
7	Qtr2								
8	Apr	35878							
9	May	33487							
10	Jun	38882							
11	Qtr3								
12	Jul	40962							
13	Aug	38895							
14	Sep	43581							
15	Qtr4								
16	Oct	47227							
17	Nov	46709							
	Dec	38436							
		836643							
		1010234							
		1747325							
		2043027							
		942183							
	Total	7053150							

PivotTable Fields

Choose fields to add to report: [Settings]

Search [ ]

- Month
- Visitors
- Quarters
- Years

MORE TABLES...

Drag fields between areas below:

FILTERS [ ] COLUMNS [ ]

ROWS [ ] VALUES [ Sum of Visitors ]

- Move Up
- Move Down
- Move to Beginning
- Move to End
- Move to Report Filter
- Move to Row Labels
- Move to Column Labels
- Move to Values
- Remove Field
- Value Field Settings...

Value Field Settings

Source Name: Visitors

Custom Name: Sum of Visitors

Summarize Values By Show Values As

Summarize value field by

Choose the type of calculation that you want to use to summarize data from the selected field

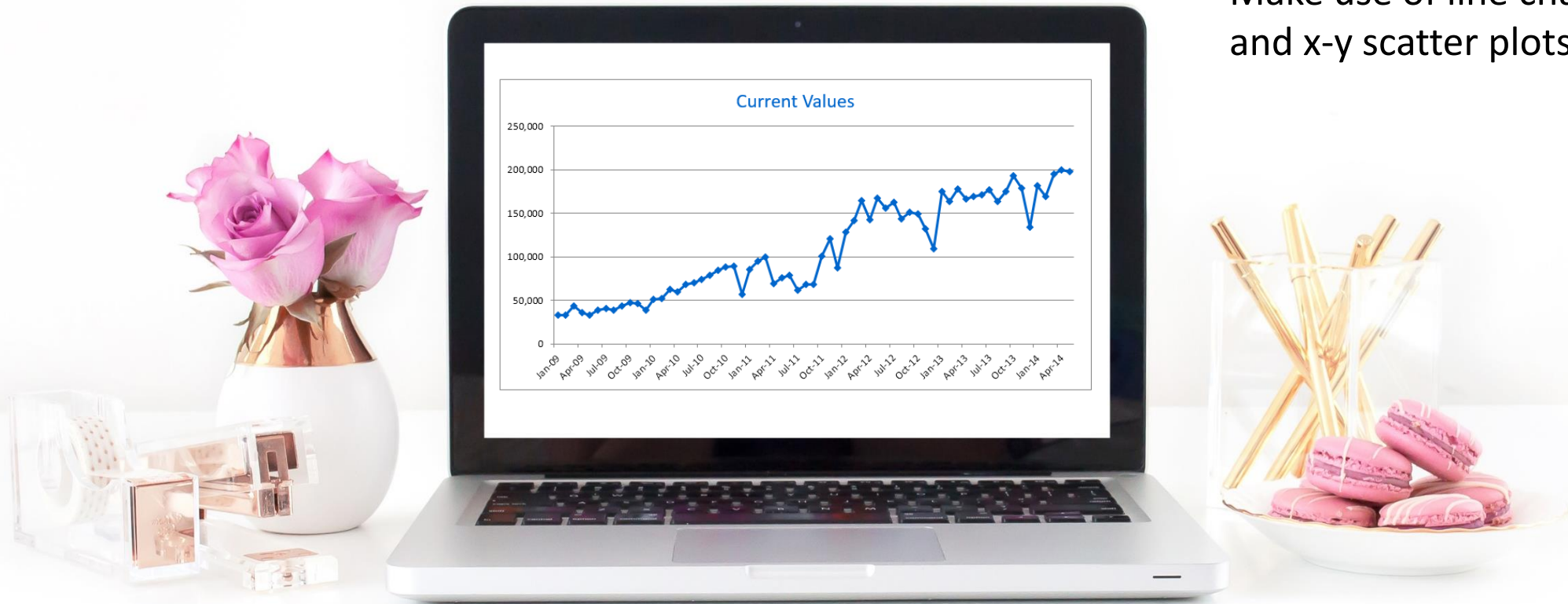
- Sum
- Count
- Average
- Max
- Min
- Product

Number Format [ ] OK [ ] Cancel [ ]

Change how to treat your data by choosing “Value Field Settings” from the dropdown by your field in the Values area

# Forecasting with Charts

Make use of line charts and x-y scatter plots

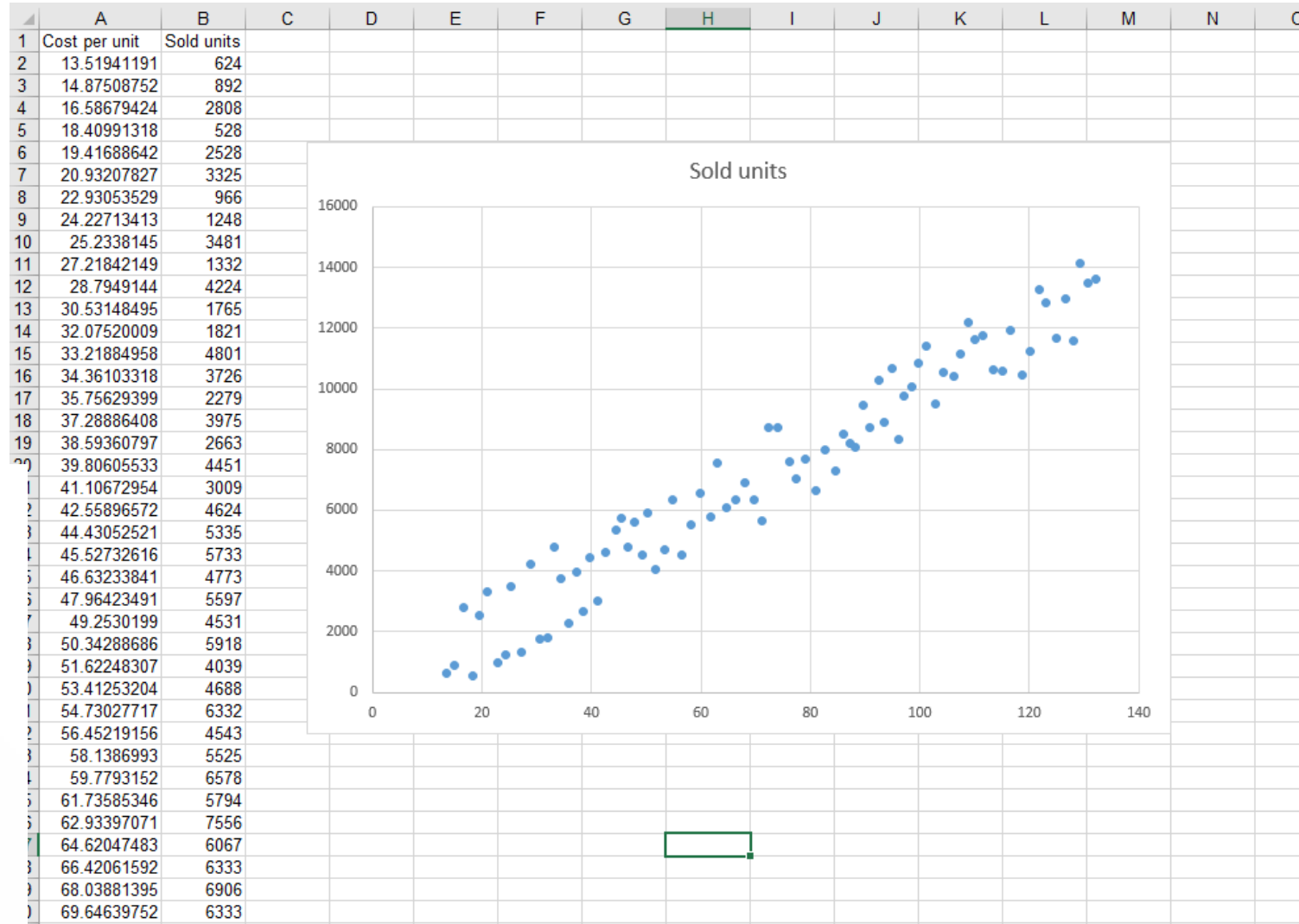


Keyboard Shortcut = Ctrl 1

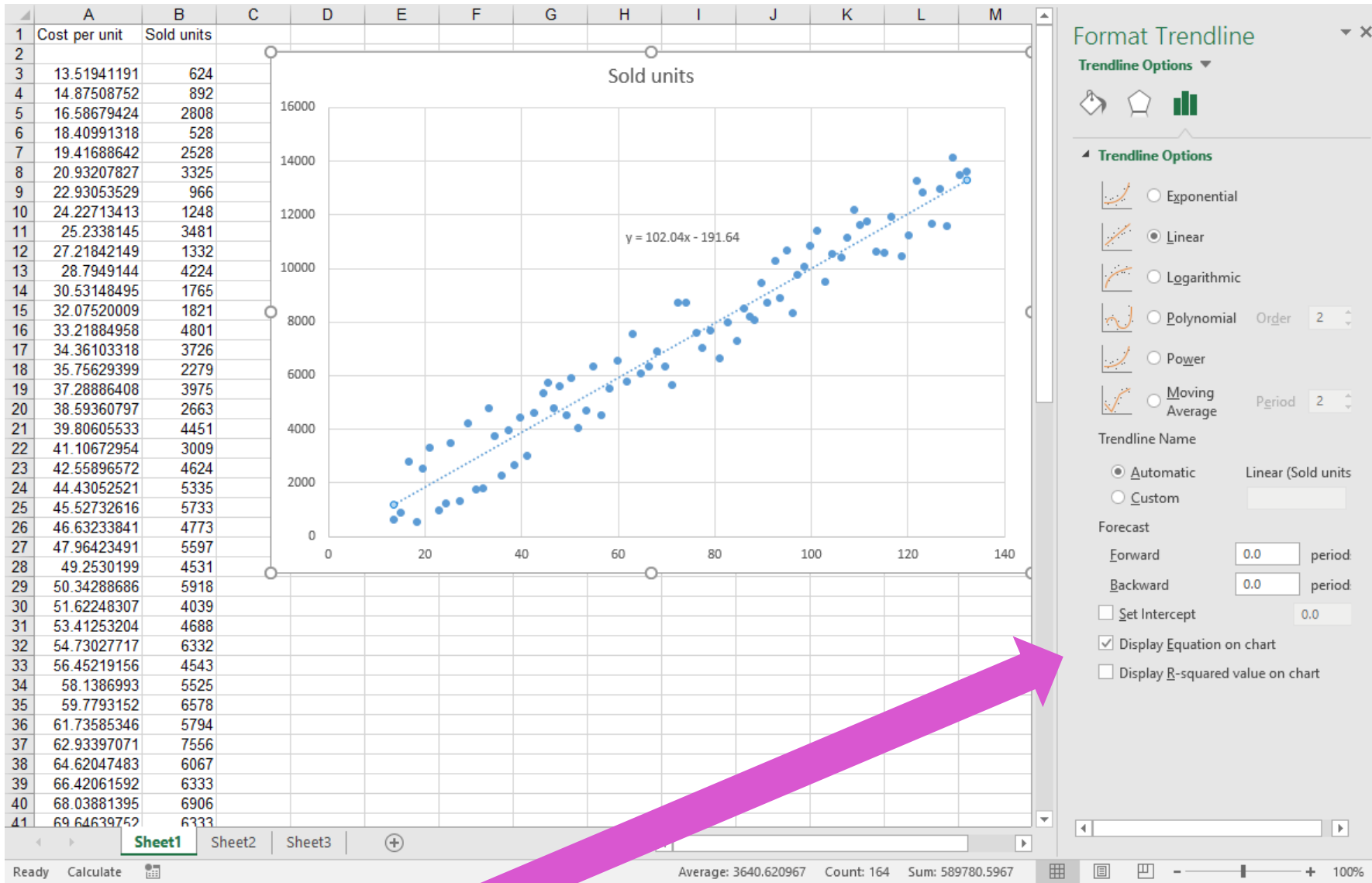
for quickly formatting the chart element you have selected (works in cells too – borders, colour etc)

Forecasting how many units we will sell if we choose a certain price...

Plot Sales on the y axis  
Unit cost on the x axis



Right click on the chart and choose "Trendline"



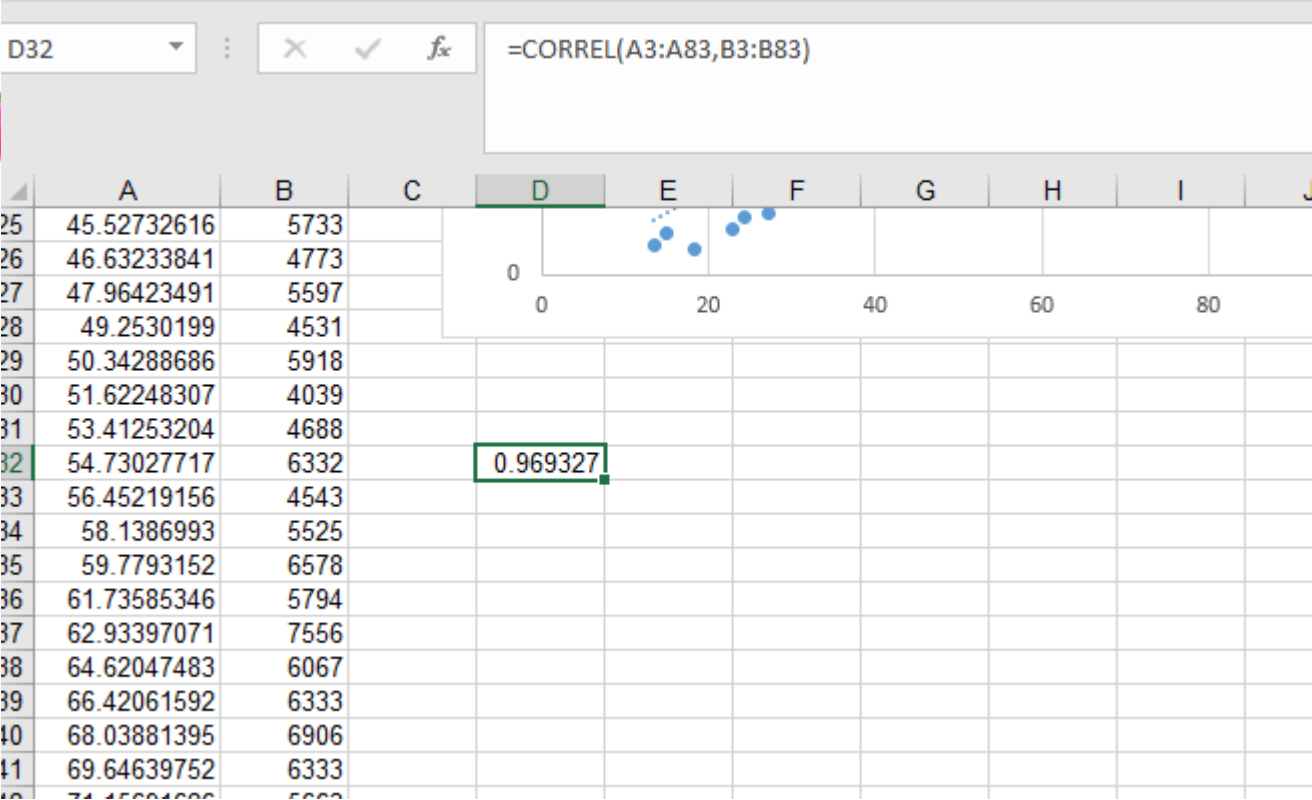
Display Equation on chart



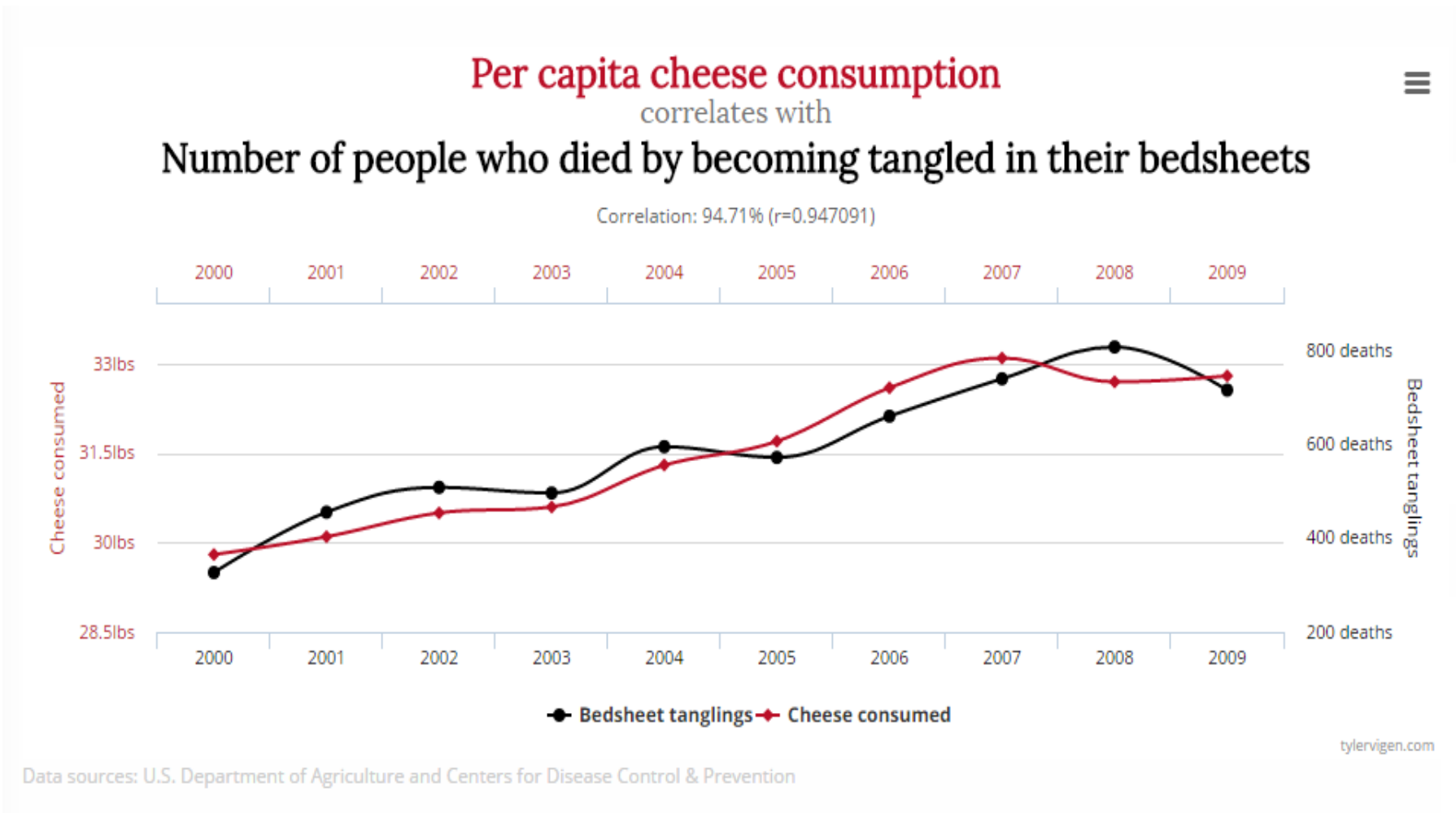
# Correlation

How strongly are your variables related?

```
=CORREL(A2:A83,B2:B83)
```



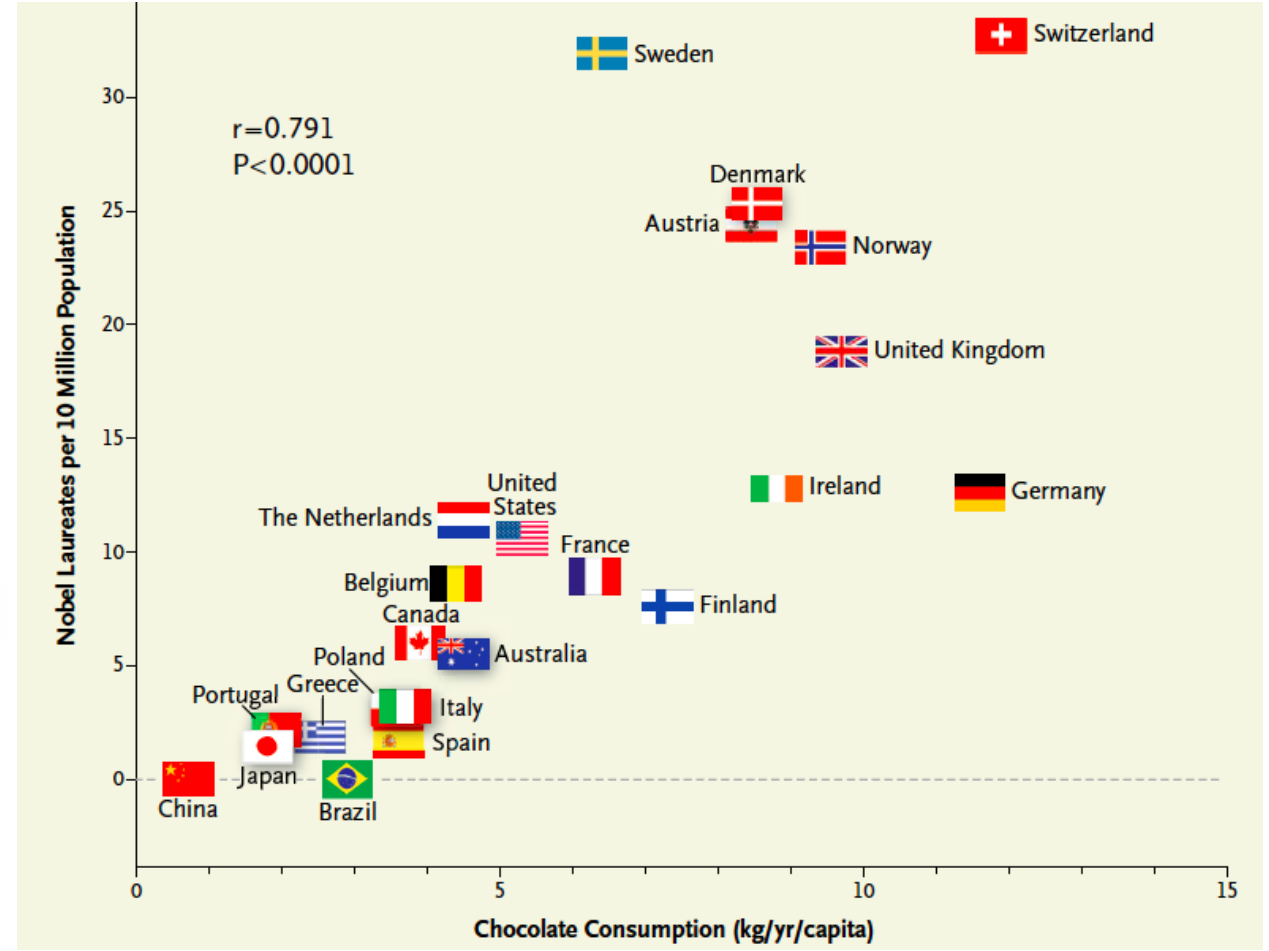
# Correlation is not Causation



Spurious Correlations - <http://tylervigen.com/>



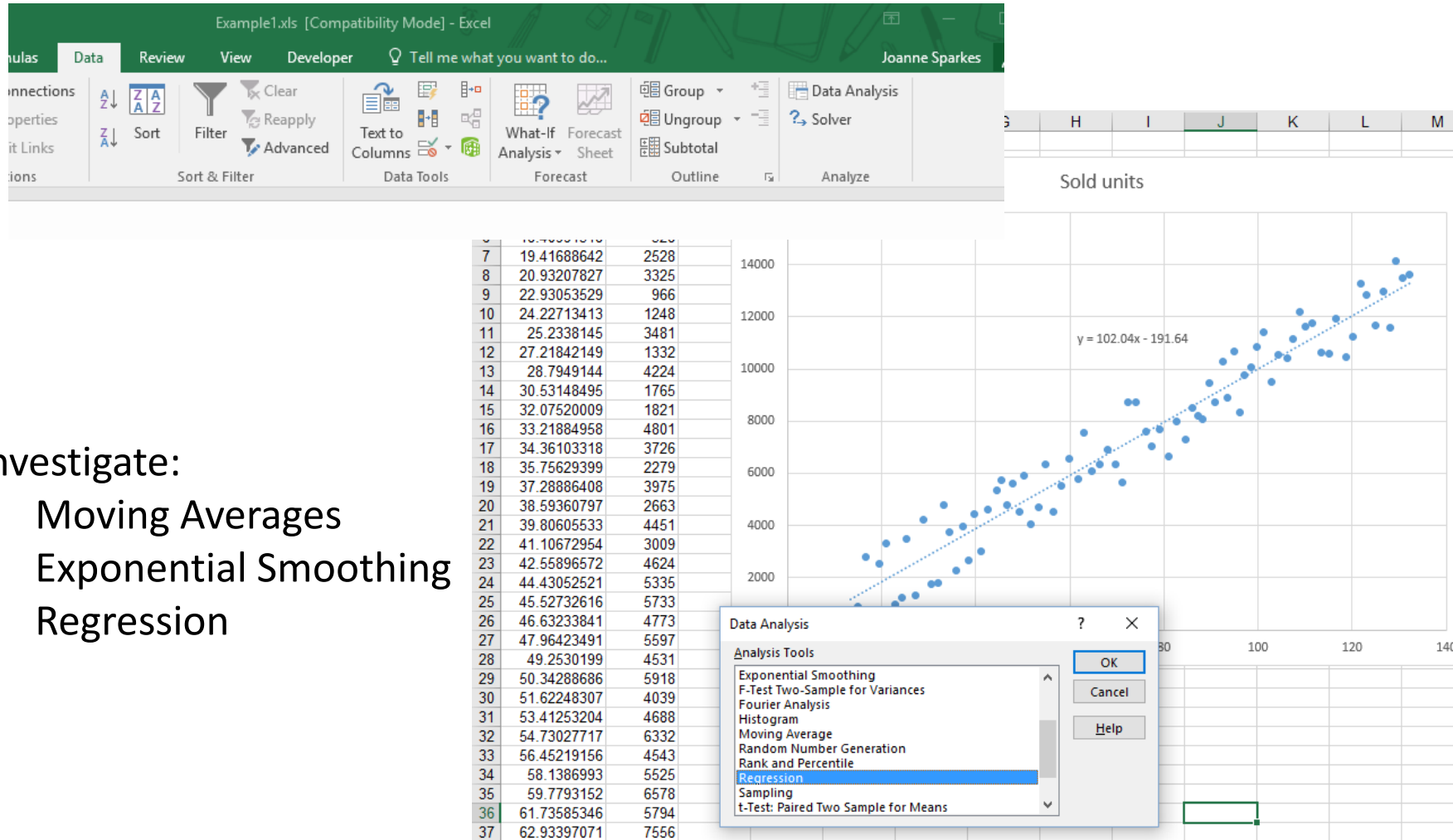




New England Journal Of Medicine: 2012

# The Analysis Toolpak

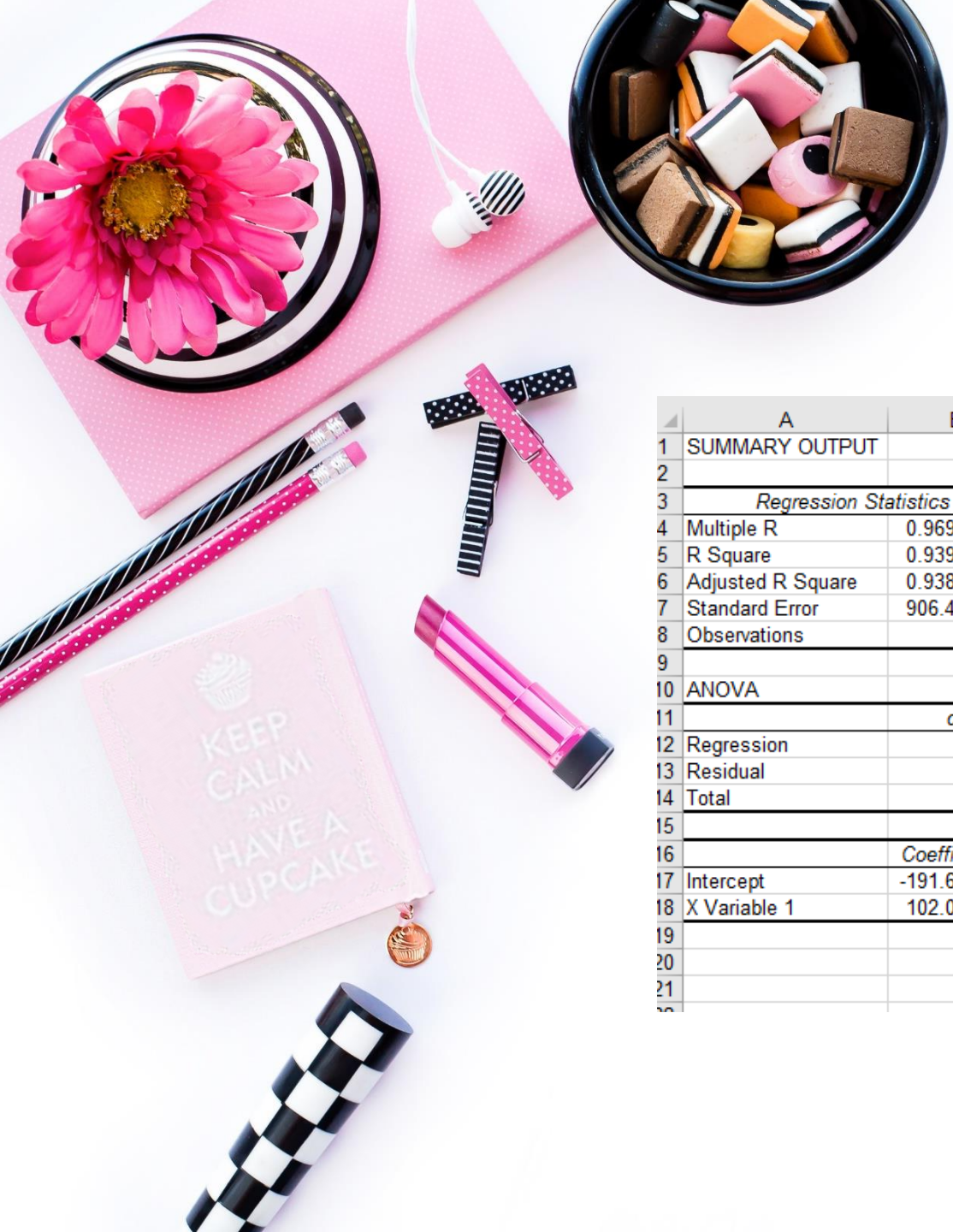
Some of the heavy lifting done for you



Investigate:

- Moving Averages
- Exponential Smoothing
- Regression





Regression results are shown on another tab  
Not as visually clear as charts

	A	B	C	D	E	F	G	H	I	J
1	SUMMARY OUTPUT									
2										
3	<i>Regression Statistics</i>									
4	Multiple R	0.969326871								
5	R Square	0.939594584								
6	Adjusted R Square	0.938829958								
7	Standard Error	906.4504272								
8	Observations	81								
9										
10	ANOVA									
11		<i>df</i>	<i>SS</i>	<i>MS</i>	<i>F</i>	<i>Significance F</i>				
12	Regression	1	1009670879	1009670879	1228.829742	6.56803E-50				
13	Residual	79	64910537.79	821652.377						
14	Total	80	1074581416							
15										
16		<i>Coefficients</i>	<i>Standard Error</i>	<i>t Stat</i>	<i>P-value</i>	<i>Lower 95%</i>	<i>Upper 95%</i>	<i>Lower 95.0%</i>	<i>Upper 95.0%</i>	
17	Intercept	-191.6383909	233.9035035	-0.819305346	0.415077097	-657.2116686	273.9348869	-657.2116686	273.9348869	
18	X Variable 1	102.0374236	2.910808451	35.05466791	6.56803E-50	96.24360429	107.8312429	96.24360429	107.8312429	
19										
20										
21										
22										

# Solver

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	Factors	Level	40%	Trend	30%	Seasonal	86%		Average Variance	0.04								
2							last row	75										
3	Year	Demand	Month	Adjust Level	Adjust Trend	Average Month (last 12 months)	Monthly Variation from Average Month	Seasonal weighting	Forecast	Forecast								
4	Set up initial		June							0.87								
5	seasonal weightings		July							0.87								
6			August							0.85								
7			September							0.90								
8			October							1.00								
9			November							1.00								
10			December							0.75								
11			January							1.08								
12			February							1.11								
13			March							1.25								
14			April	initial level	initial trend					1.11								
15			May	38882.00	2628.00					1.21								
16	Jun-09	38,882	June	42851.39	3031.69			0.79	0.90									
17	Jul-09	40,962	July	46333.16	3167.14			0.83	0.88									
18	Aug-09	38,895	August	48089.95	2742.70			0.79	0.81									
19	Sep-09	43,581	September	49803.94	2433.11			0.89	0.88									
20	Oct-09	47,227	October	50153.80	1806.17			0.96	0.95									
21	Nov-09	46,709	November	49806.53	1158.09			0.95	0.95									
22	Dec-09	38,436	December	51127.73	1207.18			0.78	0.75									
23	Jan-10	51,102	January	50277.70	588.07			1.04	1.03									
24	Feb-10	52,202	February	49406.82	149.00			1.06	1.06									
25	Mar-10	62,798	March	49831.68	232.02			1.28	1.26									
26	Apr-10	59,529	April	51480.26	658.33			1.21	1.15									
27	May-10	68,685	May	53979.12	1212.23	49084.00		1.40	1.26									
28	Jun-10	69,904	June	64185.18	3918.90			0.87	1.06									
29	Jul-10	74,446	July	74654.87	5890.34			0.92	0.98									
30	Aug-10	78,529	August	86948.92	7817.51			0.97	0.89									
31	Sep-10	84,804	September	95468.17	8837.73			1.05	0.98									

**Solver Parameters**

Set Objective:

To:  Max  Min  Value Of:

By Changing Variable Cells:

Subject to the Constraints:

levelsMOOTH <= 1  
 seasonalSMOOTH <= 1  
 seasonalSMOOTH >= 0  
 levelsMOOTH >= 0  
 trendSMOOTH <= 1  
 trendSMOOTH >= 0

Make Unconstrained Variables Non-Negative

Select a Solving Method:

Solving Method  
Select the GRG Nonlinear engine for Solver Problems that are smooth nonlinear. Select the LP Simplex engine for linear Solver Problems, and select the Evolutionary engine for Solver problems that are non-smooth.





Useful Functions

TREND

LINEST

FORECAST

# Useful Formulas for Analysis



## **SUMIFS**

=SUMIFS(what you want to sum up, column 1, condition 1, column 2, condition 2...)

=SUMIFS(sales, regions, "A", products, "B", customer types, "C")

## **INDEX** and **MATCH** are faster and more flexible than **VLOOKUP**

=INDEX(list of values, MATCH(what you want to lookup, lookup column, is column sorted?))

=INDEX(customer IDs, MATCH("Jonty Pearce", Customer names, 0) )

## **SMALL** and **LARGE** Formulas (**MAX** and **MIN**)

=SMALL(range of values, n) finds the nth smallest value in a list

## **IFERROR**

= IFERROR(formula, what to do in case of error)

# More Help

<https://www.facebook.com/groups/spreadsheetsupport>

hello@dashboarddiva.co.uk

