

# AI for Forecasting and Planning



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## Course Description

**Can AI help me predict sales or busy seasons?** Forecasting is often based on guesswork for small businesses. This course explains how AI can analyze past data to predict sales, staffing needs, and seasonal demand. Learners will practice reading AI-generated forecasts and testing simple “what-if” scenarios to build more confident, data-informed plans.

### Learning Tracks

Operations

AI

Scheduling

Planning

Productivity

Analytics



## Why This Course Matters

- Replaces guesswork with data-driven planning.
- Helps prepare for seasonal shifts and workload changes.
- Improves staffing and resource allocation.
- Builds confidence in AI-supported decision-making.

## Who Should Attend

**Register Now**



Administrative  
staff



Department  
managers



Business  
analysts



Project managers  
& coordinators

# COURSE SYLLABUS

## Course Overview

Participants will learn how forecasting models work in plain language, how to interpret AI predictions, and how to turn them into actionable business plans.

## Syllabus

1. Understand how AI forecasting works in simple terms.
2. Explore forecasting use cases for small businesses.
3. Learn how data quality affects accuracy.
4. Practice reading AI-generated forecasts.
5. Run “what-if” scenario tests.
6. Adjust plans based on AI insights.
7. Evaluate and improve future forecasts.

## What You'll Learn

- 1 How AI uses data patterns to make forecasts.
- 2 Predicting demand from past records.
- 3 Running and interpreting simple “what-if” scenarios.
- 4 Comparing forecasts with actual results.
- 5 Checking if your data is reliable for forecasting.

**Register Now**



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