Financial Forecasts is an interactive technical note which develops the students understanding of the procedure for making financial forecasts.

This interactive technical note is separated into two main areas:

- The four steps which make up the forecast procedure
- A Sensibility Analysis
The steps of the financial forecast procedure
Students will work through an exercises in stages, receiving theory information at every step. The exercise begins by analyzing historical data and forecasting sales, and concludes with the calculation of the funds required.

The five steps developed in this section are:
- Historical data analysis
- Forecast of sales
- Identifying relationships between variables and calculating ratios
- Making the forecast
- Calculating the funds required or excess
Students will develop the exercise with the help of feedbacks and interactive graphs along the way.

Graphs are used to study sales tendencies and to choose the function that best fit their criteria.
Sensitivity analysis

In this section students can make changes to the variables of the exercise completed in the first part and in this way simulate the effects on funds required or excess of funds.

Graphs allow students to clearly visualize the effects of changes to the variables.