

# Forecast Process Questionnaire

Who on the forecasting team is responsible for pulling together the overall forecast?

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Who are the team members involved in the forecasting process?

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What tools are in place to develop and monitor actual results compared to the forecast?

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What are the three to five key initiatives being implemented which will impact the forecast?

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What are the specific timelines for delivering on these initiatives?

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What is the biggest risk to effectively delivering on the forecast?

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What is the biggest opportunity that can be captured in the upcoming period?

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How does the leadership team receive feedback on the strengths or weaknesses in the forecast?

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