ZELVU Education

COURSE BROCHURE

Sales Forecasting & Analytics

Business & Entrepreneurship / Sales Management

One-time full-course fee

INR 2,499

Access

12 months course access

Study plan

12 suggested study hours; 12 months access

Learning format

4 self-paced written English lessons with original worked examples, practical exercises, explained answers and a self-assessed capstone. The material is AI-authored with independent AI editorial checks. Optional automated Course Tutor assistance is available in the protected LMS.

Programme overview

Define sales metrics, calculate cohort conversion and weighted forecasts, evaluate forecast error and build a decision-focused dashboard using original fictional datasets and explained calculations. 4 self-paced written English lessons with original worked examples, practical exercises, explained answers and a self-assessed capstone. The material is AI-authored with independent AI editorial checks. Optional automated Course Tutor assistance is available in the protected LMS. Independent ZELVU sales-skills education. No live instructor classes, individual human marking, recorded lecture series, external professional certification, software licence, customer leads, employment or income guarantee is included. Practice uses supplied fictional business cases; software subscriptions and any real business implementation are separate. Standalone quantitative course. CRM and sales management provide related process context; this pack concentrates on metric definitions, forecast assumptions, period alignment and error analysis. No other course entitlement is included.

Who this is for

1. Basic arithmetic, percentages and spreadsheet use. Exercises can be completed on paper; no paid analytics software or live customer data is required.
2. Use supplied fictional records for practice and keep real customer or confidential business information out of exercises.

Published topics and learning focus

1. Define Sales Metrics Before Calculating Them
2. Build Weighted and Scenario Forecasts
3. Measure Forecast Error and Investigate Its Causes
4. Capstone: Build a Forecast and Decision Dashboard

Before you choose

1. These are published programme highlights, not certification of complete syllabus coverage. Review the available reading index and programme trial before enrolling.
2. ZELVU provides learning support. It does not award the underlying degree, professional registration or an examination result.
3. Current checkout terms and refund policy apply. Payment and access require successful provider verification.

Take the next step

Explore the programme trial

View current details, scope and terms

Ask ZELVU about this programme

Save this brochure for reference. Details can change: confirm the current programme page and checkout before making a purchase.