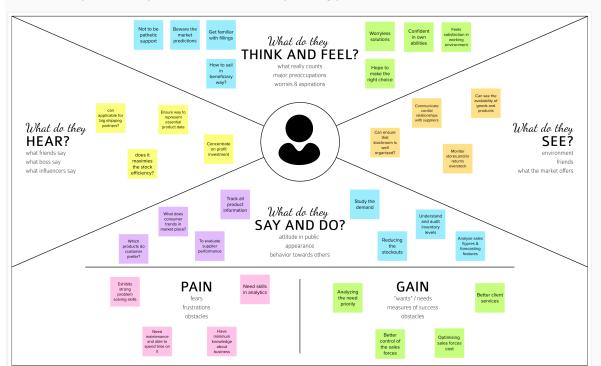# Retail Store Stock Inventory Analytics

Gain insight and understanding on solving customer problems.

1

Build empathy and keep your focus on the user by putting yourself in their shoes.

Share your feedback

What do they
THINK AND FEEL?
what really counts
major preoccupations
worries & aspirations

- Not to be pathetic support
- Beware the market predictions
- Get familiar with fillings
- How to sail in beneficiary way?
- Worryless solutions
- Confident in own abilities
- Feels satisfaction in working environment
- Hope to make the right choice

What do they
HEAR?
what friends say
what boss say
what influencers say

- can applicable for big shipping partners?
- Ensure way to represent essential product data
- does it maximies the stock efficiency?
- Concentrate on profit investment

What do they
SEE?
environment
friends
what the market offers

- Can see the availability of goods and products
- Communicate cordial relationships with suppliers
- Can ensure that stockroom is well organized?
- Monitor stores,and/or returns overstock

What do they
SAY AND DO?
attitude in public
appearance
behavior towards others

- Track all product information
- Study the demand
- What does consumer trends in market place?
- Understand and audit inventory levels
- Which products do customer prefer?
- To evaluate supplier performance
- Reducing the stockouts
- Analyse sales figures & forecasting features

PAIN
fears
frustrations
obstacles

- Exhibits strong problem solving skills
- Need skills in analytics
- Need maintenance and able to spend time on it
- Have minimum knowledge about business

GAIN
"wants" / needs
measures of success
obstacles

- Analyzing the need priorily
- Better client services
- Better control of the sales forces
- Optimising sales forces cost

PROBLEM STATEMENT

Ram _____ is a/an retailer _____

user name   user characteristics

who needs   to track inventory status
_____

user need

because   retailers can meet customer demand without running out of stock or carrying excess supply .
_____

insight

PROBLEM STATEMENT

Somu _____ is a/an store manager _____

user name   user characteristics

who needs to ensure the better inventory management for maintaining warehouse storage _____

user need

because inorder to avoid poor inventory management _____ .

insight

PROBLEM STATEMENT

Raju   is a/an   stakeholder

_____   _____

user name   user characteristics

who needs   to provide right goods to the customer, in right quantity, at right place in right time

_____

user need

because   they are responsible for exhibit better client services

_____.

insight

PROBLEM STATEMENT

Sheela _____ is a/an distributor _____

user name   user characteristics

who needs to manage the supply chain for a firm from vendors and suppliers to point of sales _____

user need

because distribution management is important for company's financial success _____ .

insight