

UTS\_DimasAjiHaritson\_

Creation Date: Sabtu, 28 Desember 2024 20.50.44

# Homepage



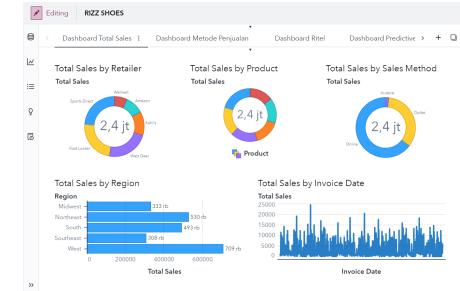
## RIZZ SHOES

RIZZ SHOES menggunakan 6 dashboard yang terdiri dari Dashboard total penjualan, Dashboard Metode Penjualan, Dashboard Ritel, Dashboard Predictive Total Penjualan, Dashboard Predictive Metode Penjualan, dan Dashboard Predictive ritel. Setiap dashboard dirancang untuk memberikan wawasan spesifik yang membantu perusahaan dalam pengambilan keputusan strategis.

## Dashboard Predictive Total Penjualan



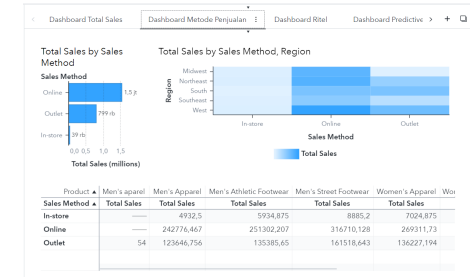
## Dashboard Total Penjualan



## Dashboard Predictive Metode Penjualan



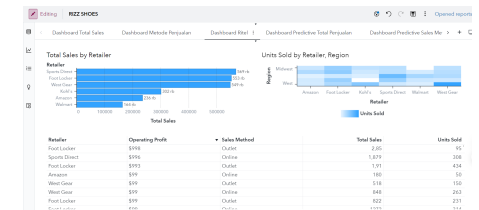
## Dashboard Metode Penjualan



## Dashboard Predictive Retailer



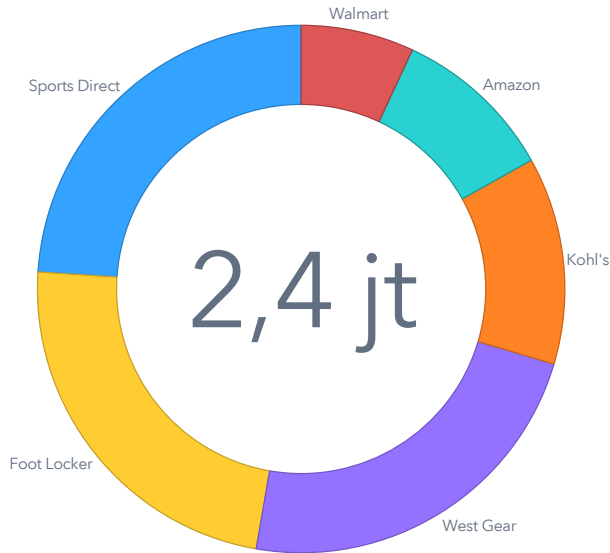
## Dashboard Penjualan Retailer



# Dashboard Total Sales

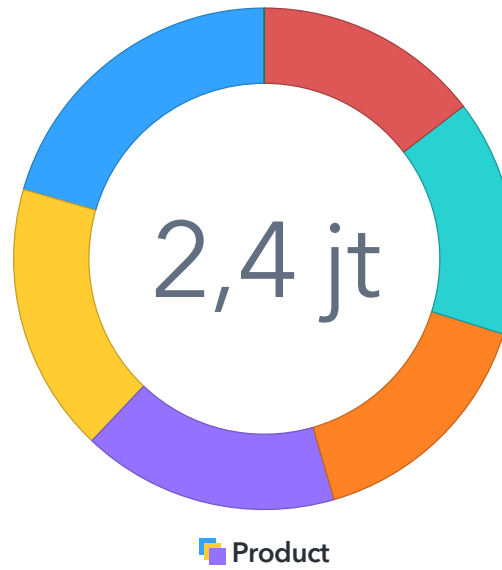
## Total Sales by Retailer

Total Sales



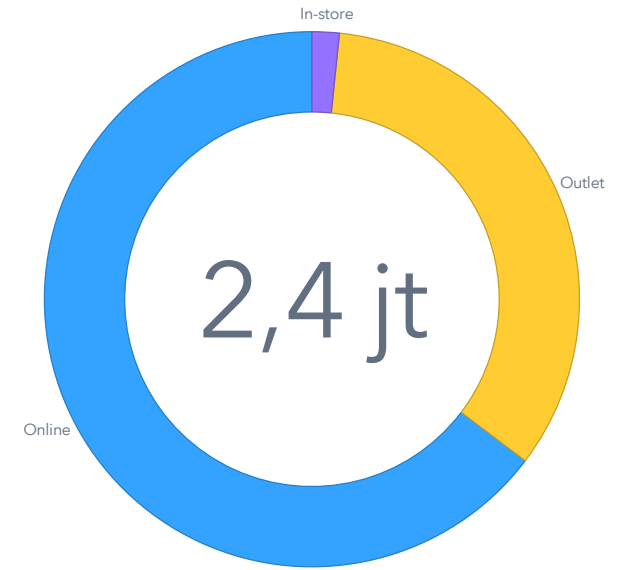
## Total Sales by Product

Total Sales



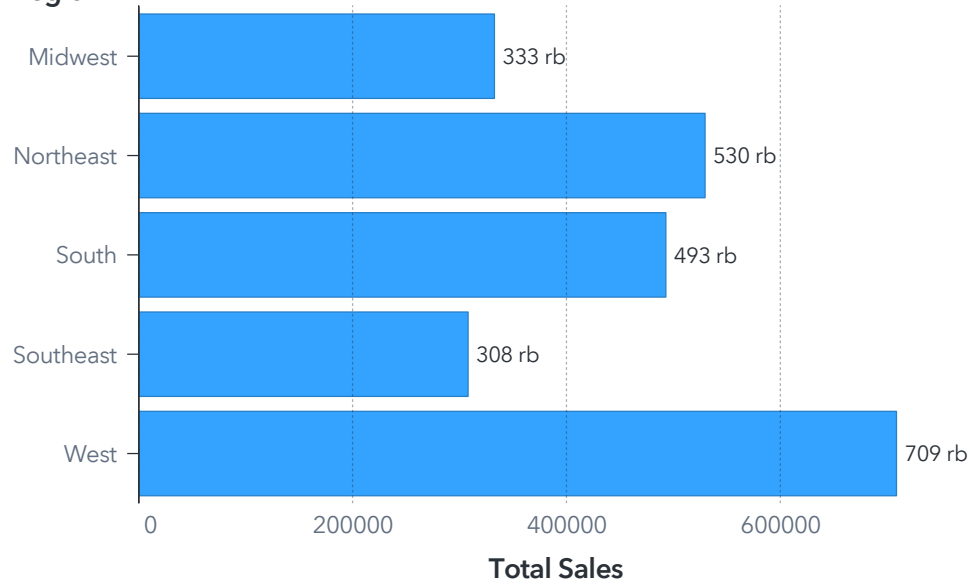
## Total Sales by Sales Method

Total Sales



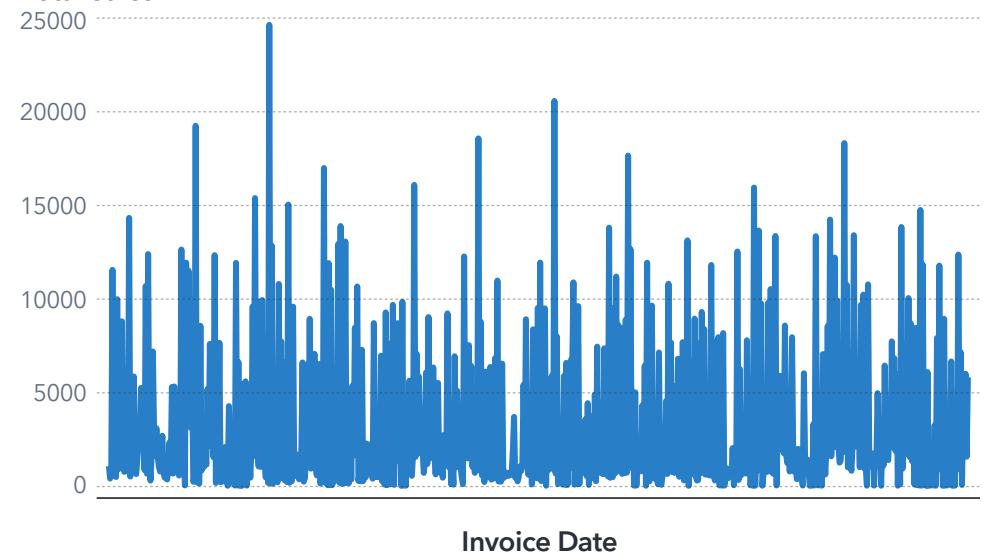
## Total Sales by Region

Region



## Total Sales by Invoice Date

Total Sales

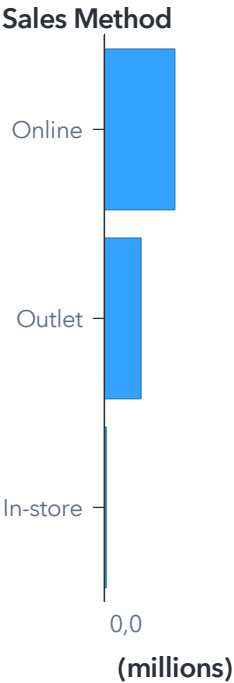


Dashboard Metode Penjualan

Boise

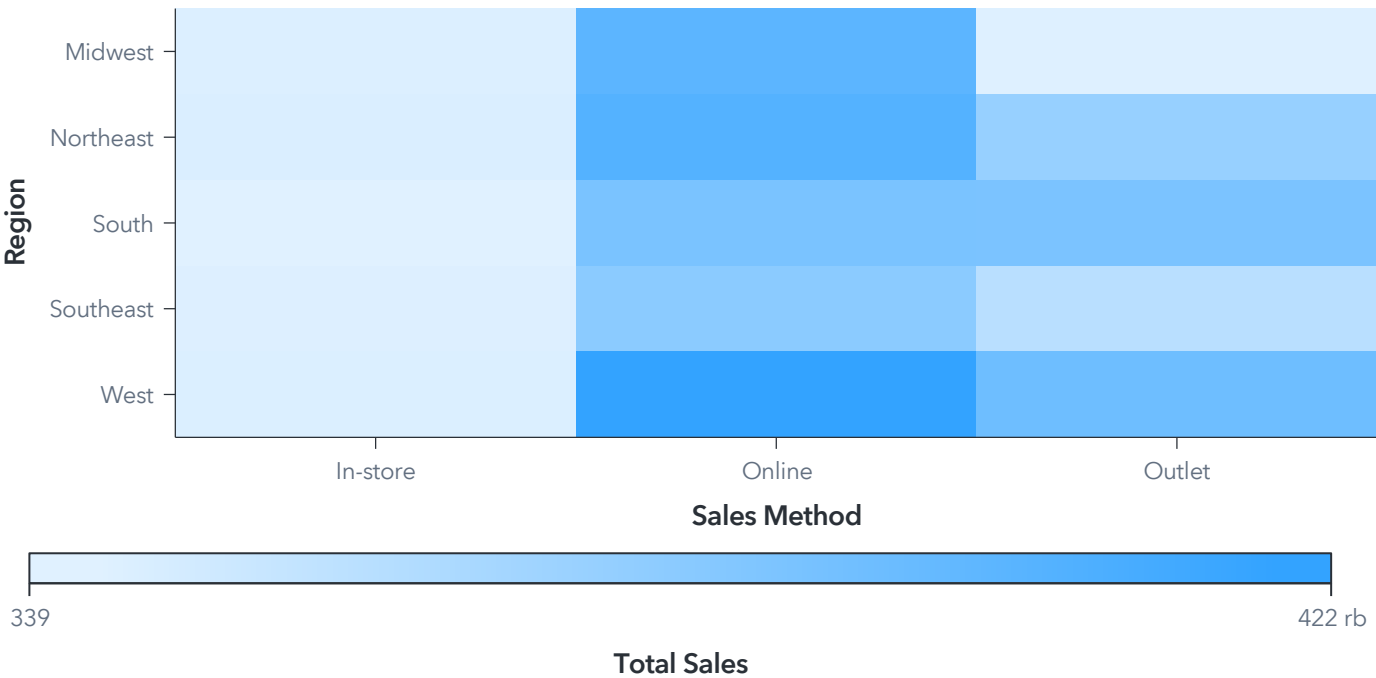
- Amazon
- Foot L...
- Kohl's
- Sports...
- Walmart
- West...

Total Sales by Sales Method



- Midw...
- North...
- South
- South...
- West

Total Sales by Sales Method, Region



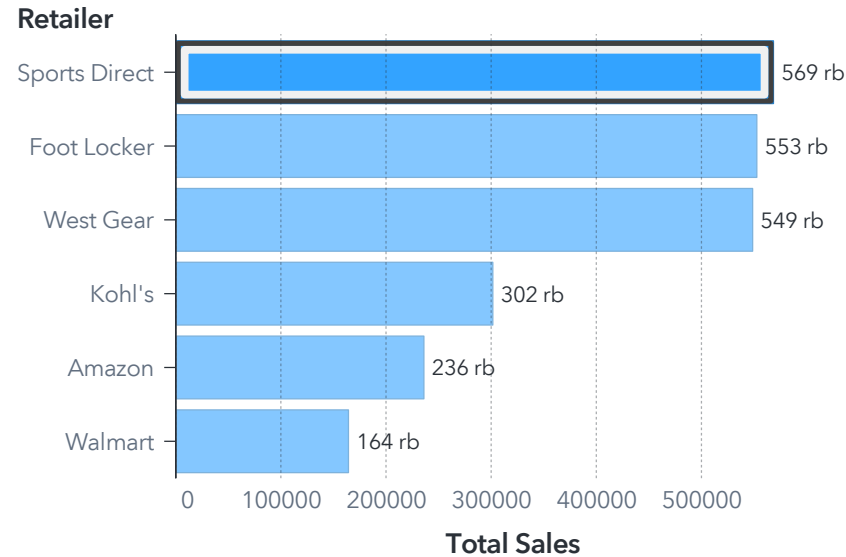
Product ▲	Men's aparel	Men's Apparel	Men's Athletic Footwear	Men's Street Footwear	Women's Apparel	
Sales Method ▲	Total Sales	Total Sales	Total Sales	Total Sales	Total Sales	
In-store	—	4932,5	5934,875	8885,2	7024,875	
Online	—	242776,467	251302,207	316710,128	269311,73	
Outlet	54	123646,756	135385,65	161518,643	136227,194	

# Dashboard Ritel

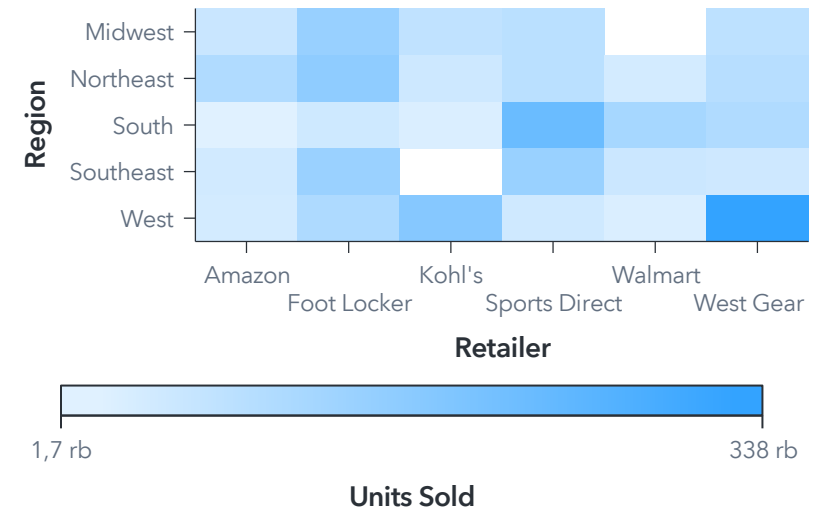
- ☐ Amaz...
- ☐ Foot...
- ☐ Kohl's
- ☐ Sport...
- ☐ Walm...
- ☐ West...

In-store	Online	Outlet
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## Total Sales by Retailer



## Units Sold by Retailer, Region



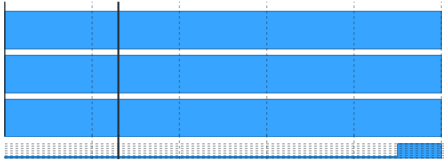
Retailer	▼ Operating Profit	Sales Method	Total Sales	Units Sold
West Gear	\$6,230	In-store	15,575	445
West Gear	\$8,450	In-store	21,125	325
West Gear	\$6,256	In-store	17,875	325
West Gear	\$1,600	Online	4	200
West Gear	\$175	Online	1374	305
West Gear	\$8,500	In-store	34	425
West Gear	\$672	Online	1,344	210
West Gear	\$6,750	Online	16,875	375
West Gear	\$1,063	Online	1,635	244
West Gear	\$583	Online	898,042	400
West Gear	\$468	Outlet	867	170
West Gear	\$12,075	In-store	34,5	575

# Dashboard Predictive Total Penjualan

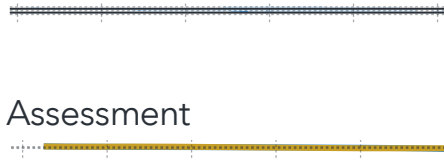
## Linear Regression of Total Sales

Fit: **ASE 58 rb** Observations: **9,6 rb of 9,6 rb**

### Fit Summary



### Residual Plot



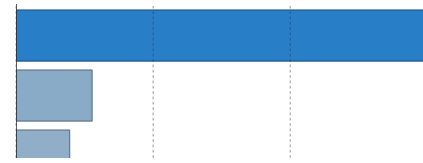
### Assessment



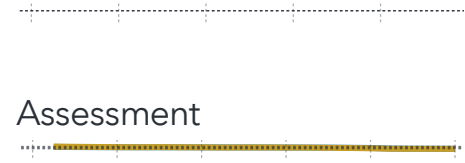
## Forest of Total Sales

Fit: **ASE 62 rb** Observations: **9,6 rb of 9,6 rb**

### Variable Importance



### Error Plot



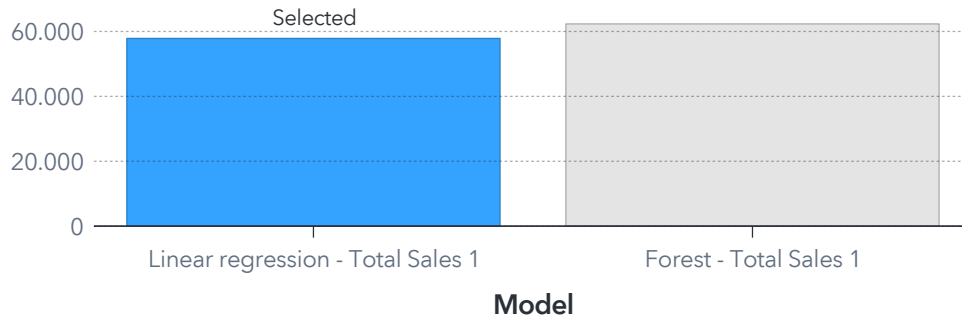
### Assessment



## Model Comparison of Total Sales

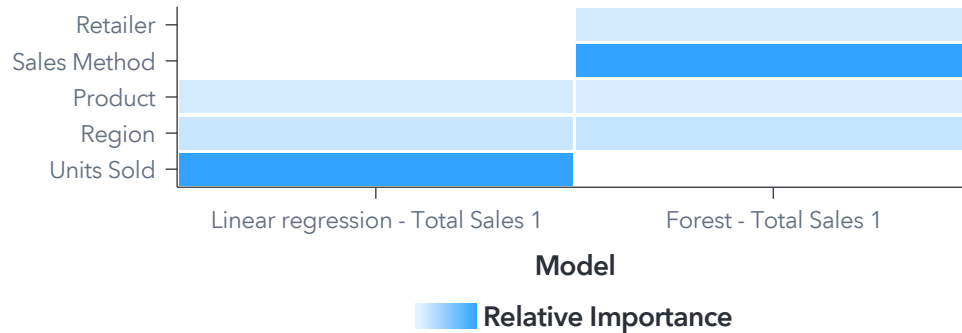
### Fit Statistic

**ASE**



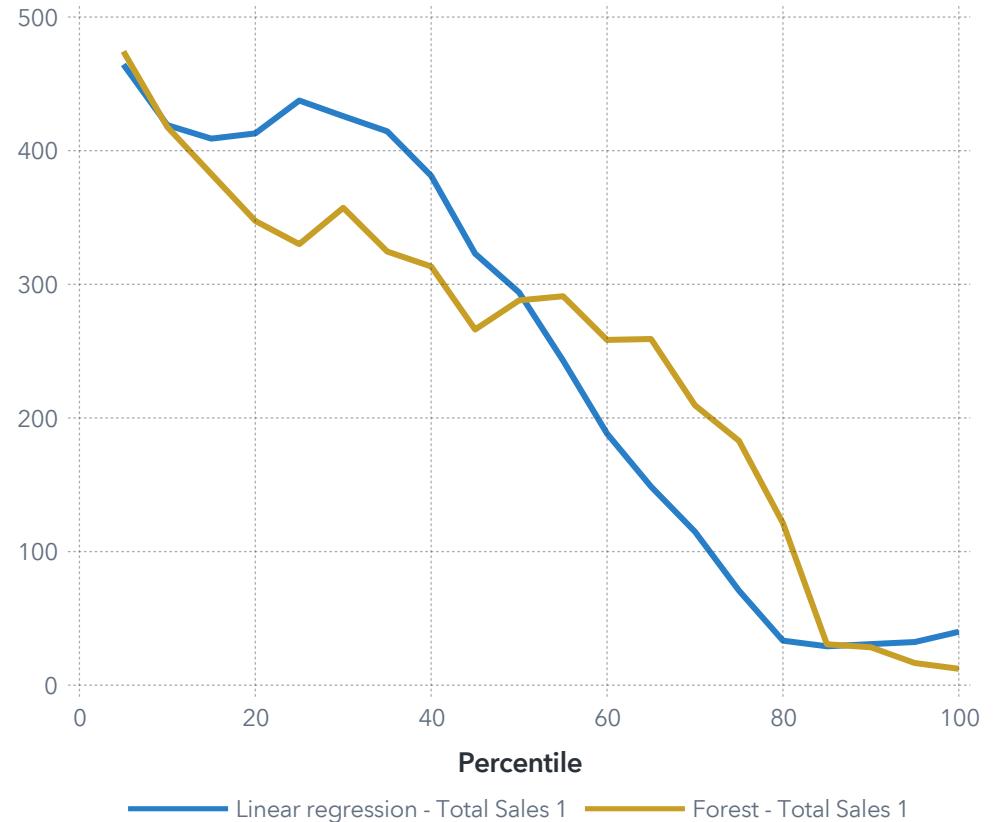
### Relative Importance Plot

**Variable**



### Assessment

**Observed Average**

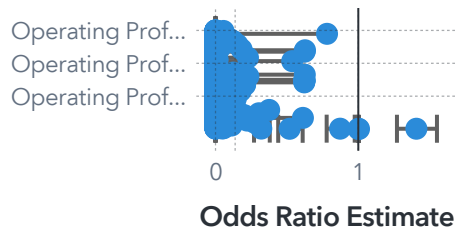
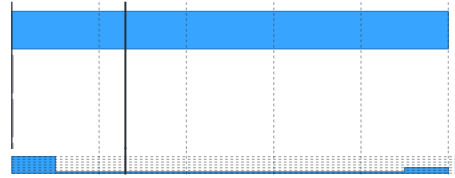


# Dashboard Predictive Metode Penjualan

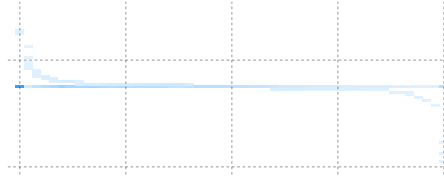
## Logistic Regression of Sales Method

Event: **Outlet** Fit: **KS (Youden) 0,4817** Observations: **9,6 rb of 9,6 rb**

### Fit Summary



### Residual Plot



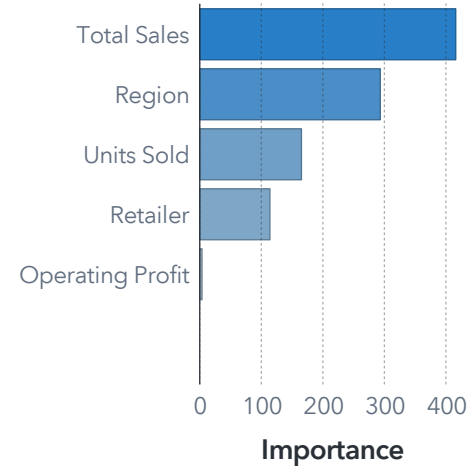
### Confusion Matrix

1,5 rb	1,6 rb
555	6,1 rb

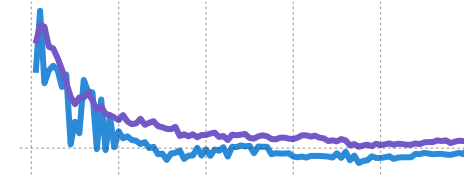
## Forest of Sales Method

Event: **Outlet** Fit: **KS (Youden) 0,3426** Observations: **9,6 rb of 9,6 rb**

### Variable Importance



### Error Plot



### Confusion Matrix

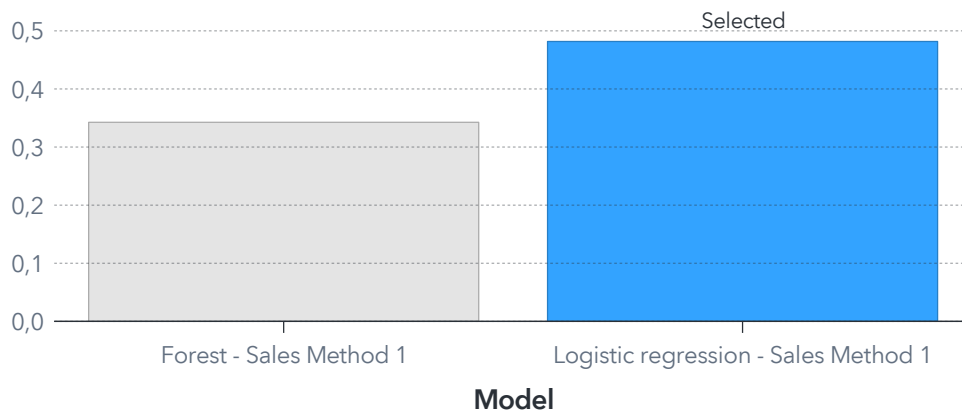
1,6 rb	148	
492	4,3 rb	55
852	1,7 rb	431

## Model Comparison of Sales Method

Event: **Outlet**

### Fit Statistic

**KS (Youden)**



### Confusion Matrix

**Observed**

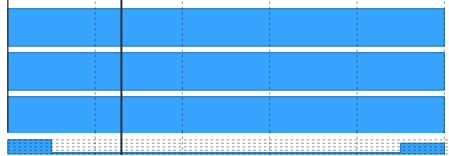
Observed	Outlet	432	2,6 rb	1,5 rb	1,6 rb
		56	6,6 rb	555	6,1 rb
Predicted	Outlet	Model	Forest - Sales Method 1	Logistic regression - Sales Method 1	NOT Outlet
	NOT Outlet	Model	Forest - Sales Method 1	Logistic regression - Sales Method 1	NOT Outlet

# Dashboard Predictive Retailer

## Logistic Regression of Retailer

Event: **West Gear** Fit: **KS (Youden) 0,6058** Observations: **9,639 rb of 9,641 rb**

### Fit Summary

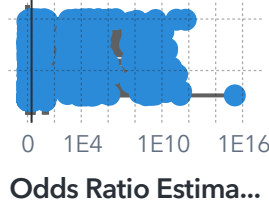


### Residual Plot



Operating Prof...

Operating Prof...



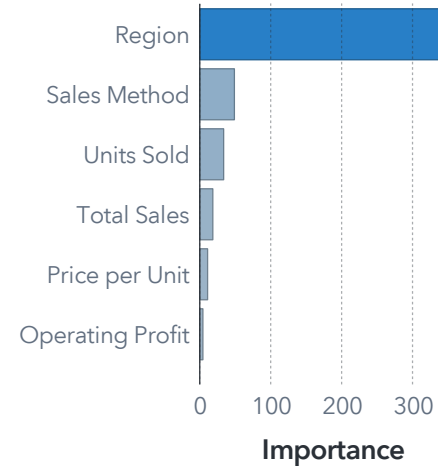
### Confusion Matrix

1,4 rb	1 rb
433	6,8 rb

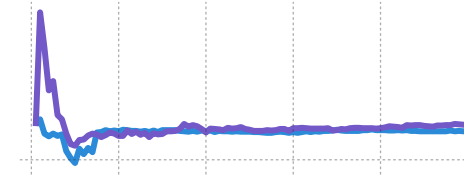
## Forest of Retailer

Event: **West Gear** Fit: **KS (Youden) 0,4096** Observations: **9,6 rb of 9,6 rb**

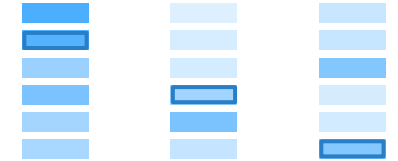
### Variable Importance



### Error Plot



### Confusion Matrix

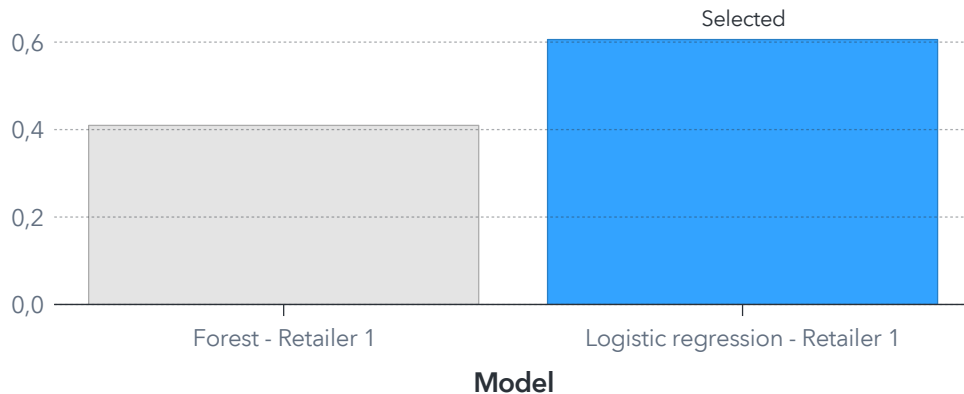


## Model Comparison of Retailer

Event: **West Gear**

### Fit Statistic

**KS (Youden)**



⚠ A2.1

### Confusion Matrix

**Observed**

Observed	Forest - Retailer 1		Logistic regression - Retailer 1	
	West Gear	NOT West Gear	West Gear	NOT West Gear
West Gear	1,2 rb	1,1 rb	1,4 rb	1 rb
NOT West Gear	1,2 rb	6 rb	433	6,8 rb
Predicted Model	Forest - Retailer 1		Logistic regression - Retailer 1	



# Appendix

## A1.1 Total Sales by Invoice Date

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Filters:	Invoice Date NOT MISSING
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## A2.1 Fit Statistic

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Warnings:	Number of observations for all models do not match.
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