

BRAINSTORM

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Define your problem statement

What problem are you trying to solve? Frame your problem as a How Might We statement. This will be the focus of your brainstorm.

 5 minutes

PROBLEM

Shopping online is currently the need of the hour. Because of this COVID, it's not easy to walk in a store randomly and buy anything you want. Hence understanding things like, Customer Analysis and Product Analysis of this Global Super Store is essential.



Key rules of brainstorming

To run an smooth and productive session



Stay in topic.



Encourage wild ideas.



Defer judgment.



Listen to others.



Go for volume.



If possible, be visual.

2

Brainstorm

Write down any ideas that come to mind that address your problem statement.

🕒 10 minutes

KARTHIKEYAN K

Sales analytics refers to the technology and processes used to gather sales data and gauge sales performance.

Analytics should focus on determining a strategy for improving your sales performance based on data and insights.

Focus on sales and account performance and a strategy for overall performance can become a primary selling factor for your sales team.

Analytics analytics are a sales dashboard which is designed to track, monitor, and communicate a clear message.

Sales target evaluation is carried out by sales and managers. There is your target, target, target goals.

Another possible way to measure performance and accountability for sales analytics projects is to design a sales dashboard.

MANUDEV R

Perform sales analysis by comparing your current sales against the previous period. The sales period the previous year, and get a sense of future trends.

The goal of sales analytics is always to identify the information available to you.

Sales analytics can enable your agency to explore trends, spot sales patterns, and increase productivity.

Sales growth shows how much your revenue increases for a specific period of time.

Using two tools like Google Sheets, PowerPivot, or Excel. Or I can be limited up to a dashboard software solution like PowerBI.

Many sales analytics tools can be used using that sales data to improve your sales and business decisions.

ROSANAKTHAR S

Sales analytics refers to the use of analytics to collect, analyze, and interpret sales data to identify trends, spot sales patterns, and increase productivity.

Quick Sales may be the top focus of most business owners, but analyzing sales data is equally important.

Without looking at sales data, you can't see your sales trends, you can't see the sales trends, you can't see the sales trends, you can't see the sales trends.

Gathering, analyzing and interpreting sales data can be a complex task without the right expertise and tools in place.

For sales that aren't meeting your most profitable customers, and potential sales opportunities.

By analyzing your sales, you can identify your most profitable products.

KAMESHWARAN M

Quick is the keyword of any business, and the only way to generate sales is through sales.

There is no such thing as a free lunch. The only way to generate sales is through sales.

It's not just about the sales, it's about the sales, it's about the sales, it's about the sales, it's about the sales.

The longer you spend time analyzing sales data, the longer the response of your business, and the longer the response of your business, and the longer the response of your business.

Analytics of sales data is a key to success. It's not just about the sales, it's about the sales, it's about the sales, it's about the sales, it's about the sales.

Analytics of sales data is a key to success. It's not just about the sales, it's about the sales, it's about the sales, it's about the sales, it's about the sales.

Definition

Sales analytics refers to the technology and processes used to gather sales data and gauge sales performance.

Sales analytics refers to the use of technology to collect and use sales data to derive actionable insights. It is used to identify, optimize, and forecast sales.

Tools

There's several benefits to using spreadsheets to gather data. They're free, they provide a helpful real-time overview of your current sales operation.

display analytics on a sales dashboard which is straightforward, intuitive, and communicate a clear message.

using free tools like Google Sheets, PowerPoint, or Excel. Or it can be hooked up to a dashboard software solution like PowerMetrics.

gathering, analyzing and leveraging sales data can be a complex task without the right expertise and tools in place.

AI gathers information conveyed by customers and the semantics of the conversation.NLP use to analyze users' feedback.

Goals

Sales target evaluates current sales and compares them to your bigger, long-term goals.

The goal of sales analytics is always to simplify the information available to you.

By analyzing your sales, you can identify your most profitable products.

Sales analytics can enable your agents to spot key trends, dive deep, predict outcomes, and increase productivity.

Cash And Revenue

Sales growth shows how much your revenue increases (or decreases) over a specific period of time.

Cash flow may be the top focus of small business owners, but analyzing sales data is equally important.

Cash is the lifeblood of any business, and the way to generate cash is through sales.

focus on sales and revenue performance, and a strong (or weak) performance can become a potent rallying force for your entire team.

Users

Analysis should focus on improvement and developing a strategy for improving your sales performance in both the short- and long-term.

Without tracking those sales as well as your in-store ones, you won't be able to identify the areas you should focus on.

analysis of data sets of retailers. Store to determine the business drivers and predict which departments are affected by the different scenarios.

The insights you glean from analyzing sales data can change the trajectory of your business, enabling you to take actions that improve your operations.

Others

Retailers have to create effective promotions and offers to meet its sales and marketing goals.

the ones that aren't moving, your most profitable customers, and potential sales opportunities.

Many global, industry-leading brands are now using their sales data in ingenious ways to make better business decisions.

Perform rapid analysis by comparing your current sales against the previous period, the same period the previous year, and get a sense of historical trends.

Another positive way to increase transparency and accountability for sales analytics process is to display a sales leaderboard.



Importance

If each of these tasks could get done without any difficulty or cost, which would have the most positive impact?

