



Says

What have we heard them say?
What can we imagine them saying?

Walmart Sales
Analysis For Retail
Industry With Machine
Learning



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

We need accurate sales forecasts to make informed decisions.

We rely on these forecasts to plan our inventory and staffing

I need to analyze the data thoroughly to provide reliable insights

We need to align markdowns with holidays for maximum impact.

Accurate forecasts will help us optimize our resources and serve our customers better.

Promotional events are crucial for attracting customers

Plans and coordinates promotional events, provides input on markdowns

Collaborates with the team, adjusts store operations based on forecasts

Runs algorithms, analyzes past sales, considers holiday impacts

Focused, determined, analytical

Anxious about holiday rushes, concerned about meeting targets

Excited about boosting sales during holidays, pressure to deliver successful promotions



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?