Summary Report #4

Kevin Poaletti

12/10/2021

Kevin Poaletti started off with a question he got often when he was a student, “what can you do with an economics degree?” He has been able to have roles in Walmart and been able to not sacrifice his family. He was making huge decisions in Walmart even though he had only been out of school for a little bit of time. He prefers retail with the constant feedback and information provided. He is using machine learning and data science to see what is best for the company. Walmart has a lot of divisions, and it is better for the company to have many divisions and organizations to make it less flat and better for managers. Kevin has been working with merchandizing the whole time since he has been at Walmart. They are trying to figure out his online and physical experiences to get the most out of everything. When doing clearance, it is about balance and how much should be stored and how much should be in shelves. The price is important and seeing if the price is too low or not. They build models for each product to find the best price for them. Through his career he has found there are attributes needed. Strategic mindset, analytic rigor, structured influence, and business impact. When he recruits people, he looks for these attributes rather than how much data someone can collect. Persistence is a good attribute, when you have an idea, you are confident about. He had advice that challenging classes help the most. Take statistics beyond, econometrics, data wrangling and anything that is considered difficult material. The skills learned in Econ will be so useful in the future. He mentioned that getting a job is a process not an event. He provided with different things to do each years of college.