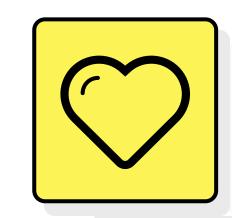
WALMART SALES FORECASTING

Develop shared understanding and empathy

Summarize the data you have gathered related to the people that are

Summarize the data you have gathered related to the people that are impacted by your work. It will help you generate ideas, prioritize features, or discuss decisions.



WHO are we empathizing with?

Who are the key stakeholders within Walmart's sales forecasting process that we should empathize with, such as analysts, managers, or data scientists?

How does Walmart foster a culture of empathy within its forecasting teams to ensure they understand the needs and challenges of each other?

How does Walmart ensure that its sales forecasting efforts empathize with the local communities and cultural diversity in various regions where it operates?



What do they THINK and FEEL?

PAINS

What are their fears, frustrations, and anxieties?

Seasonal Variations: Seasonal sales fluctuations

make it challenging to predict demand

accurately and adjust inventory levels

data preparation and analysis.

anticipate demand.

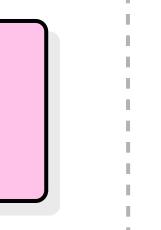
Data Complexity: Dealing with large and

Changing Consumer Behavior: Shifting

complex datasets can lead to time-consuming

consumer preferences and behaviors introduce

uncertainty into forecasting, making it harder to



accordingly

GAINS

What are their wants, needs, hopes, and dreams?

Improved Inventory Management:
More accurate sales forecasts help optimize stock levels, reducing overstock and stockouts.
Cost Savings: Efficient inventory management and reduced waste lead to cost savings.
Enhanced Customer Satisfaction:
Better inventory control ensures that

products customers want



What do they HEAR?

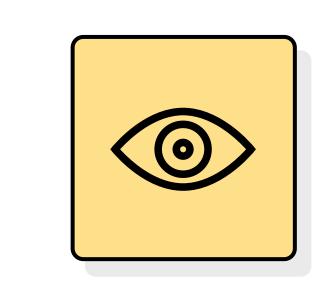
How does Walmart utilize historical sales data to forecast future sales?

What key factors and variables does Walmart consider when forecasting sales in its various departments?

Can you explain the technology and tools Walmart uses for sales forecasting?

What role do market trends and consumer behavior play in Walmart's sales forecasting process? ur paragraph...





forecasts?

for forecasting?

What do they SEE?

What do they need to DO?

preferences and behaviors?

What do they need to improve the accuracy of their sales

What do they need to access and analyze data effectively

What do they need to acquire training and skill

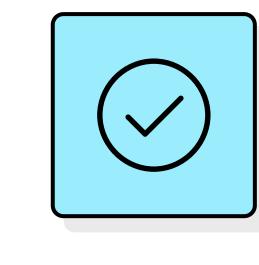
development opportunities in sales forecasting?

What do they need to better understand customer

What do they see as the main drivers of sales at Walmart?

What do they see in terms of customer shopping behaviors and patterns?

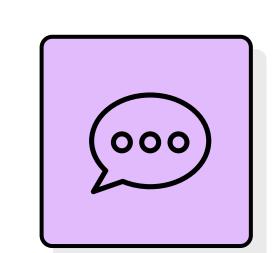
What do they see as the most significant challenges in sales forecasting?



What do they DO?

What specific tasks and actions are taken by individuals involved in sales forecasting at Walmart?

How do they gather and process sales data for forecasting purposes? Do they collaborate with other teams or departments, and if so, how? What steps are taken to adjust forecasts for seasonality or special promotions?



What do they SAY?

What do they say about the challenges they encounter when forecasting sales?

What do they say about customer feedback and its impact on sales forecasting?

What do they say about the pressure and stress they experience during peak retail seasons?

What do they say about the expectations and feedback from Walmart's management regarding sales forecasts?

EMPATHY MAP ON WALMART SALES FORECASTING BY:

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