Conference Date : **Yogyakarta, Indonesia : 8-9 December 2022**

Detail Information **https://isriti.utdi.ac.id/**

Manuscripts must not contain page numbers, headers or footers. Please use **the A4 document** template available at https://isriti.utdi.ac.id/template/Conference-template-A4-IEEE.doc

#246 (1570870193): *Modeling Sales Person Performance Based On Sales Data Clustering*

Hide details

BIBTEX

Authors	Kadek Cahya Dewi, Putu Indah Ciptayani and Ni Wayan Dewinta Ayuni (Bali State Polytechnic, Indonesia); Ida Bagus Putu Sandhi Yudistira (PT Telkom Indonesia, Indonesia) ✈ ↫
Paper title	*Modeling Sales Person Performance Based On Sales Data Clustering* Only the chairs can edit
Conference and track	**2022 5th International Seminar on Research of Information Technology and Intelligent Systems (ISRITI)** - *Data and Distributed Computing*
Abstract	⤢ Only the chairs can edit The case study in this research is a company in Indonesia. Currently, the company needs to assess...
Keywords	Intelligent System; sales data analytics; sales person performance; multidimensional clustering; self organizing map Only the chairs can edit
Topics	Big Data; Data Mining, Web Technology, and OntologyOnly the chairs can edit
Similarity	On Nov 22, 2022 21:44 America/New_York, ithenticate computed a similarity score of 18 for the review manuscript.
Personal notes	⊞
Roles	You are the creator, an author and a presenter for this paper. You are registered for the conference or have provided an access key. You have assigned a review for this paper.
Status	Published ⊗
Copyright	⊞ IEEE; IEEE: Dec 5, 2022 00:00 America/New_York
Registration	✉ Kadek Cahya Dewi has registered and paid for ON:VPR ⊗ ✎

Presented	by Kadek Cahya Dewi (bio) 🔖 ⚲ ⊞ in session 2-5: *Parallel Session 2-5* chaired by Aloysius Agus Subagyo ↫ from Thu, December 8, 2022 00:30 EST until 02:30 (6th paper) in Breakout Room 5 (15 min.)

Presentation	Video Presentation for Back Up (optional)	Final manuscript	Stamped	Stamped-e
📄 📋 🕒	📄 📋 🕒	📄 📋 🕒	📄 📋 🕒	📄 📋 🕒

Review

Actions	Technical content and scientific rigour		Novelty and originality		Quality of presentation		Relevance and timeliness		Recommendation	
completed	Below Average	2	Below Average	2	Below Average	2	Average	3	Likely Reject.	1

Detailed comments

The author(s) stated, "The novelty of this research is using the sales data for making sales person performance clustering and found the model for the company." But some papers have been published with a similar topic, so what is the main problem with the novelty of this paper? COuld you more specify your state-of-the-art of this paper?

1. The authors should state their contributions to this research in the abstract and introduction.
2. It would be more readable if the literature review existed.
3. It seems that figure 1 is not the structure of the module but a process of experiment and would confuse readers.
4. Add more specifics and quantitatively about the validation of your model.

completed	Average	3	Average	3	Average	3	Average	3	Possible Accept.	2

Detailed comments

How feasible is the proposed model used to obtain salesperson performance?
How many salespeople can be analyzed using this method to get the optimum performance?
This paper needs proofreading

completed	Average	3	Average	3	Average	3	Average	3	Possible Accept.	2

Detailed comments

How feasible is the proposed model used to obtain salesperson performance?
How many salespeople can be analyzed using this method to get the optimum performance?
This paper needs proofreading

completed	Good	4	Average	3	Average	3	Good	4	Possible Accept.	2

Detailed comments

This paper is well-written and coherent.
Strong abstraction because it is supported by data from the result and conclusions.
Meanwhile, please add some recent references due to almost old references.

Modeling Salesperson Performance Based On Sales Data Clustering

Publisher: IEEE

Cite This

PDF

Kadek Cahya Dewi ; Putu Indah Ciptayani ; Ni Wayan Dewinta Ayuni ; Ida Bagus Putu Sandhi Yudistira   **All Authors**

Abstract

Document Sections

I. Introduction

II. Methodology

III. Result and
Discussions

IV. Conclusions and
Future Work

Abstract:

The case study in this research is a company in Indonesia. Currently, the company needs to assess the performance of salesperson, but it does not have yet criteria for classifying the salesperson's performance. The research purpose was developing salesperson performance model based on sales data clustering. The research is adopted CRISP-DM framework. As the result, the proposed model is connected with the prior sales order database. The model grab multidimensional features and classification data label from the database. The multidimensional features was formulated through Kohonen SOM clustering evaluation result with the value of quantization error was 0.95 and topographic error value was 0.13. The best multidimensional features are product, transaction, and monthly price. It can be concluded that the dimensional combination is considered capable of representing salesperson performance. Therefore, it can be used as base criteria or features in classification. The contribution of the research is built a new model of salesperson performance for the company.