

Item Category Sales Forecast

Module Guide: Sales Forecast Item Category

Module Location

Sales > Sales Forecasting > Sales Forecast Item Category

Module Objective

The **Sales Forecast Item Category** module serves as a tool to manage the master data used for grouping products into various categories and sub-categories. This categorization aims to simplify the process of creating and analyzing sales forecast reports.

1. Main View (Category Structure)

The main page of this module displays all the product categories and sub-categories that have been created in a hierarchical structure format.

<<< Tambah Katagori >>>

1. KUKIS
 - 1.1. KUKIS 300g
 - 1.2. KUKIS Convi
 - 1.3. KUKIS 90g
 - 1.4. KUKIS 60g
 - 1.5. KUKIS 30g
 - 1.6. KUKIS 26g
 - 1.7. KUKIS 218g
 - 1.8. KUKIS 25,2g
 - 1.9. KUKIS 56g
2. CRACKERS
 - 2.1. CRACKERS 438g
 - 2.2. CRACKERS 262g
 - 2.3. CRACKERS 132g
 - 2.4. CRACKERS Convi
 - 2.5. CRACKERS 45g
 - 2.6. CRACKERS 10g
 - 2.7. CRACKERS 108 g
 - 2.8. CRACKERS 28g
 - 2.9. CRACKERS 208gr
 - 2.10. CRACKERS 24g
 - 2.11. CRACKERS 20g
 - 2.12. CRACKERS 100g
 - 2.13. CRACKERS 25g
 - 2.14. CRACKERS 238g
 - 2.15. CRACKERS 260g
 - 2.16. CRACKERS 110g
3. CREAM
 - 3.1. CREAM 260g
 - 3.2. CREAM 250g
 - 3.3. CREAM 210g
 - 3.4. CREAM 200g
 - 3.5. CREAM 150g
 - 3.6. CREAM 23g
 - 3.7. CREAM 46g
4. WAFER
 - 4.1. WAFER 90g
 - 4.2. WAFER 53,5g
 - 4.3. WAFER 43g
 - 4.4. WAFER 11,25g
 - 4.5. WAFER 145g
 - 4.6. WAFER 120g
 - 4.7. WAFER 80g
 - 4.8. WAFER 70g
5. MARIE
 - 5.1. MARIE 180g
 - 5.2. MARIE 150g
 - 5.3. MARIE 110g
 - 5.4. MARIE 100g
 - 5.5. MARIE 30g
 - 5.6. MARIE 28,8g
 - 5.7. MARIE 24g
 - 5.8. MARIE 26g
6. PUFF
 - 6.1. PUFF 250g
 - 6.2. PUFF 12g
7. LAIN-LAIN
 - 7.1. LAIN-LAIN
8. Festive
 - 8.1. Festive
9. Export
 - 9.1. E-Mart
 - 9.2. Mondelez
 - 9.3. Private Label
10. GOPEK
 - 10.1. GOROK

View Explanation

- **Tree View:** This display shows the parent-child relationship between categories, such as **1. KUKIS** as the main category and **1.1. KUKIS 300g** as its sub-category.
- **Navigation:**
 - To add a new main category, click the **<<< Add Category** link at the top.
 - To view or edit the contents of a category (for example, to see which products are in "KUKIS 300g"), click on the

category name.

2. Category Detail Page

After you click on one of the category names from the main page, you will be directed to a detail page that displays all the product items included in that category.

Penjualan | Perkiraan Penjualan | Kategori Item Perkiraan Penjualan | KUKIS 300g

Nama Item Cari

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<input type="checkbox"/>	Item Code	Item Name	Item Category
<input type="checkbox"/>	01040101020070	BK/Kukis Butter 300 gr/18pack/00	KUKIS 300g
<input type="checkbox"/>	02040101020069	BK/Kukis Coconut 300 gr/18pack/00	KUKIS 300g
<input type="checkbox"/>	01040101020072	BK/Kukis Mochachino 300 gr/18pack/00	KUKIS 300g
<input type="checkbox"/>	02040101020073	BK/Kukis Susu Vanilla 300 gr/18pack/00	KUKIS 300g
<input type="checkbox"/>	01040101020119	BK/Kukis White Coffee 300 gr/18pack/00	KUKIS 300g

View Explanation

This page, for example for "KUKIS 300g", displays all product items such as "BK/Kukis Butter 300 gr", "BK/Kukis Coconut 300 gr", and others that are included in that category.

Button Functions

The buttons at the bottom of this page are the primary tools for managing the category's contents:

- **Add Subcategory:** To create a new sub-category under the category you are currently viewing.
- **Delete Category:** To permanently delete this category.
- **Add Item:** To add a new product to this category. This action will usually open a product search window.
- **Remove Item:** To remove a selected product (by checking the box on the left) from this category.

- **Back:** To return to the Main View (Category Structure).

Kembali

Tips & Important Notes

- The category structure you create here will become the basis for grouping items in the **Sales Forecast Report**.
- Ensure all products have been placed into their appropriate categories so that the forecast data becomes organized and easy to analyze.
- This is an important master data setup module and is typically managed by the **Sales Admin team** or the **master data team**.

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