

Skill Builder

OTB Scavenger Hunt

Prepare for an exciting expedition into the world of OTB with our OTB Scavenger Hunt! Armed with your department's OTB and Attribute Reports, you'll embark on a quest to uncover the answers to a series of intriguing questions. Along the way, consider the story the data tells. What are you learning about your assortment, and what recommendations can you bring to your team? Your keen insights will earn you special badges to showcase your expertise. Earn each badge by successfully checking each box under every question and record your answers on the notes page at the end. **Let the scavenger hunt begin!**



Sales and Revenue Analyst

How did we do?

- ☐ What were last month's total sales?
- ☐ How are sales performing QTD & YTD?
- ☐ How did sales perform to LY, 2LY & 4LY?



Retail Analytics Champion

Are we hitting plan?

- ☐ How did sales perform to CP?
- ☐ How did sales perform to OP?



Inventory Optimization Specialist

Are we hitting inventory plan?

- ☐ Do we have enough inventory to meet demand?
- ☐ Do we need to balance inventory across channels?
- ☐ How are inventory metrics looking?



Trend Spotter

What is working?

- ☐ What products are overperforming?
- ☐ Where are we winning?

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Keep going, you're doing great! With just a little more, victory will be within your grasp! Keep up the momentum and complete the remaining challenges. **You're halfway there, and success awaits!**



Sales Recovery Detective

What isn't working?

- ☐ What products are underperforming?
- ☐ What are our misses?



Assortment Planning Pro

How can we do more of what is working?

- ☐ What proactive actions can you take?
- ☐ What are your recommendations to support wins?



Inventory Management Master

How to fix what isn't working?

- ☐ What corrective actions can you take?
- ☐ What are your recommendations to mitigate losses?



Demand Forecasting Wizard

What did you learn?

- ☐ How can data insights optimize future product purchases?
- ☐ What are your recommendations for future buys?

Congratulations on your successful completion of the scavenger hunt. Your efforts and resourceful problem-solving skills have brought you to this point. Even if you didn't earn all the badges this time, remember that the journey is what truly matters.

Embrace the experience and keep learning.

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Notes