MOHAMMAD KRISDIYANTO, 18.230.0015
SISTEM INFORMASI PENENTUAN TARGET PENJUALAN AGEN DAN RESELLER MENGGUNAKAN METODE *MOVING AVERAGE* DI NONA BEAUTY, dibawah bimbingan Much. Rifqi Maulana, S.Kom., M.Kom. dan Anas Syaifudin, S.Kom., M.Kom.
104 + xiv halaman / 70 gambar / 15 tabel / 3 lampiran / 15 pustaka (2012 – 2021)

ABSTRAK

Terjadi masalah pada proses penentuan target penjualan produk di Nona Beauty, karena masih menggunakan sistem konvensional dalam menargetkan masing – masing agen dan resellernya, sehingga mengakibatkan owner kewalahan dalam menyediakan stok barang sesuai dengan permintaan para agen dan reseller. Sehingga dibangun sistem menggunakan metode pengembangan sistem Waterfall melalui tahapan Requirements Definition, System and Software Design, Implementation and Unit Testing, Integration and System Testing, serta Operation and Maintenance. Sistem dirancang dengan Unified Modeling Language (UML) dan Lembar Kerja Tampilan (LKT). Hasil pengujian sistem menggunakan metode White Box, Black Box, dan User Acceptance Test (UAT) menunjukkan bahwa sistem dapat berjalan tanpa kesalahan sesuai dengan rancangan yang telah dibangun dan sesuai spesifikasi kebutuhan pengguna. Sistem yang dibangun dapat membantu pemilik Nona Beauty untuk melakukan proses penentuan jumlah target penjualan reseller dengan lebih mudah dan detail. Sistem harus dikembangkan kedalam aplikasi berbasis mobile yang juga dapat diakses oleh Reseller dan ditambahkan pengelolaan data lainnya berkenaan dengan penjualan produk oleh Reseller didalamnya.

Kata Kunci : *Sistem Informasi, Target Penjualan, Moving Average*

MOHAMMAD KRISDIYANTO, 18.230.0015
INFORMATION SYSTEM FOR DETERMINING AGENT AND RESELLER SALES TARGETS USING THE *MOVING AVERAGE* METHOD IN NONA BEAUTY, under guidance of Much. Rifqi Maulana, S.Kom., M.Kom. dan Anas Syaifudin, S.Kom., M.Kom.
104 + xiv pages / 70 images / 15 tables / 3 attachments / 15 libraries (2012 – 2021)

ABSTRACT

There was a problem in the process of determining product sales targets at Miss Beauty, because they still use the conventional system in targeting each agent and reseller, resulting in the owner being overwhelmed in providing stock of goods according to the requests of agents and resellers. So the system was built using the Waterfall system development method through the stages of Requirements Definition, System and Software Design, Implementation and Unit Testing, Integration and System Testing, and Operation and Maintenance. The system is designed with Unified Modeling Language (UML) and Display Worksheet (DW). The results of system testing using the White Box, Black Box, and User Acceptance Test (UAT) methods indicate that the system can run without errors in accordance with the design that has been built and according to the specifications of user needs. The system built can help the owner of Miss Beauty to make the process of determining the number of reseller sales targets more easily and in detail. The system must be developed into a mobile-based application that can also be accessed by resellers and add other data management related to product sales by resellers in it.

Key Word : *Information System, Sales Target, Moving Average*