

IMPLEMENTASI DATA MINING PADA PENJUALAN PRODUK ELEKTRONIK DENGAN ALGORITMA APRIORI (STUDI KASUS : KREDITPLUS)

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ABSTRAK

Penjualan produk elektronik, khususnya laptop mengalami peningkatan setiap bulannya, produk yang ditawarkan bermacam merek, merek mempengaruhi masyarakat untuk membeli produk tersebut, untuk mengetahui merek dengan penjualan terbanyak diperlukan algoritma apriori untuk dapat mengetahuinya, dan dengan bantuan tools tanagra, produk dengan penjualan terbanyak dapat diketahui. Algoritma apriori termasuk jenis aturan asosiasi pada data mining. Salah satu tahap analisis asosiasi yang menarik perhatian banyak peneliti untuk menghasilkan algoritma yang efisien adalah analisis pola frekuensi tinggi (*frequent pattern mining*). Penting tidaknya suatu asosiasi dapat diketahui dengan dua tolak ukur, yaitu : *support* dan *confidence*. *Support* (nilai penunjang) adalah persentase kombinasi *item* tersebut dalam database, sedangkan *confidence* (nilai kepastian) adalah kuatnya hubungan antar-*item* dalam aturan asosiasi. Algoritma apriori dapat membantu untuk pengembangan strategi pemasaran.

Kata Kunci : penjualan, produk elektronik, algoritma apriori

1. Pendahuluan

1.1 Latar Belakang

Banyaknya persaingan dalam dunia bisnis khususnya dalam industri penjualan, memuntut para pengembang untuk menemukan suatu strategi yang dapat meningkatkan penjualan dan pemasaran produk yang dijual, salah satunya adalah dengan pemanfaatan data penjualan produk elektronik. Dengan adanya kegiatan penjualan setiap hari, data semakin lama akan semakin bertambah banyak. Data tersebut tidak hanya berfungsi sebagai arsip bagi perusahaan, data tersebut dapat dimanfaatkan dan diolah menjadi informasi yang berguna untuk peningkatan penjualan dan promosi produk.

Produk Elektronik merupakan barang yang sangat dibutuhkan saat ini, karena barang elektronik sangat membantu manusia dalam melakukan berbagai aktifitas, seperti Televisi yang membantu manusia untuk mendapatkan informasi dan hiburan, dan masih banyak barang elektronik lainnya yang memiliki fungsi yang berbeda-beda untuk mempermudah manusia dalam melakukan berbagai aktifitas. Dari sumber data penjualan Kreditplus, menunjukkan permintaan produk elektronik semakin meningkat. Hal inilah yang dijadikan sebagai dasar pengolahan data mining pada penjualan produk elektronik.

Kreditplus merupakan perusahaan pembiayaan beragam produk elektronik yang telah bekerja sama dengan lebih dari 10.000 toko yang tersebar di

Indonesia. Data penjualan pada kredit plus selama ini tidak tersusun dengan baik, sehingga data tersebut hanya berfungsi sebagai arsip bagi perusahaan dan tidak dapat dimanfaatkan untuk pengembangan strategi pemasaran.

Algoritma apriori termasuk jenis aturan asosiasi pada data mining. Algoritma Apriori yang bertujuan untuk menemukan *frequent item sets* dijalankan pada sekumpulan data. Analisis Apriori didefinisikan suatu proses untuk menemukan semua aturan apriori yang memenuhi syarat minimum untuk *support* dan syarat minimum untuk *confidence*.

1.2 Rumusan Masalah

Adapun rumusan masalah yang akan diambil adalah:

1. Bagaimana menerapkan algoritma apriori untuk mengetahui penjualan produk elektronik yang paling banyak terjual?
2. Apakah algoritma apriori dapat membantu mengembangkan strategi pemasaran?
3. Bagaimana mengimplementasikan algoritma apriori pada penjualan produk elektronik dengan Tanagra?

1.3 Batasan Masalah

Adapun batasan masalahnya adalah:

1. Implementasian ini dilakukan berdasarkan data penjualan Kredit Plus Medan 1 tahun terakhir, periode april 2012 sampai dengan maret 2013.

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Table of Contents Merek Manual Intecelluar Volume Excess

1. Understanding the eBook Merek Manual Intecelluar Volume Excess
 - The Rise of Digital Reading Merek Manual Intecelluar Volume Excess
 - Advantages of eBooks Over Traditional Books
2. Identifying Merek Manual Intecelluar Volume Excess
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Merek Manual Intecelluar Volume Excess
 - User-Friendly Interface
4. Exploring eBook Recommendations from Merek Manual Intecelluar Volume Excess
 - Personalized Recommendations
 - Merek Manual Intecelluar Volume Excess User Reviews and Ratings
 - Merek Manual Intecelluar Volume Excess and Bestseller Lists
5. Accessing Merek Manual Intecelluar Volume Excess Free and Paid eBooks
 - Merek Manual Intecelluar Volume Excess Public Domain eBooks
 - Merek Manual Intecelluar Volume Excess eBook Subscription Services
 - Merek Manual Intecelluar Volume Excess Budget-Friendly Options
6. Navigating Merek Manual Intecelluar Volume Excess eBook Formats

- ePub, PDF, MOBI, and More
 - Merek Manual Intecelluar Volume Excess Compatibility with Devices
 - Merek Manual Intecelluar Volume Excess Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Merek Manual Intecelluar Volume Excess
 - Highlighting and Note-Taking Merek Manual Intecelluar Volume Excess
 - Interactive Elements Merek Manual Intecelluar Volume Excess
 8. Staying Engaged with Merek Manual Intecelluar Volume Excess
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Merek Manual Intecelluar Volume Excess
 9. Balancing eBooks and Physical Books Merek Manual Intecelluar Volume Excess
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Merek Manual Intecelluar Volume Excess
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Merek Manual Intecelluar Volume Excess
 - Setting Reading Goals Merek Manual Intecelluar Volume Excess
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Merek Manual Intecelluar Volume Excess
 - Fact-Checking eBook Content of Merek Manual Intecelluar Volume Excess
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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