

## **ABSTRACT**

### ***Decision Support System Of Performance Appraisal Of Sales At PT Kebayoran Pharma Palembang Using Simple Additive Weighting Method***

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*An organization or agency is inseparable from the role of human resources (HR) who work in it. PT Kebayoran Pharma Palembang is a distributor company that engaged in the pharmaceutical field and put sales as the spearhead of the company. During this assessment and evaluation is still subjective nature of sales performance by the company. Therefore, this study apply Information Technology Decision Support System (DSS) and Simple Additive Weighting method (SAW). SAW method is one method that can be used in dealing with many aspects of the decision making considerations by finding a weighted summation of the performance rating for each alternative with all its attributes. The software is built with PHP (web-based) and the database management system MySQL. In accordance with the purpose of DSS, with such software is expected to reduce the value of subjective decision making, more effective in getting the information to determine the achievement of sales performance that is more objective.*

*Keywords:*

***DSS, Performance Appraisal Sales, SAW, PT Kebayoran Pharma Palembang***