H I G H E R T E C H N I C A L I N S T I T U T E

COMPUTER STUDIES COURSE

DIPLOMA PROJECT

GENERALIZED SOFTWARE PACKAGE FOR ANALYSIS OF PRODUCT SALES AND SALESPERSONS' PERFORMANCE

CS/027

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1735

1. INVESTIGATION PHASE

1.1 DEFINE THE PROBLEM

This project deals with the design and implement of a generalized software package for analysis of product sales and salespersons' performance.

The system should be general enough so as to be used by any company involved with sales and employing a team of salespersons. All the products of the company should be coded and numbers should be assigned to all salespersons.

The system should provide the facility of adding new products, delete and modify a product and salesperson entries and also add a new salesperson record, modify the record, delete a salesperson's record if a salesperson leave the company or keep the information of that salesperson's record to provide a comparison of the salesperson with that of their successor.

The system should also generate, at a minimum the following reports.

1. Sales per product per salesperson
2. Sales per product per area
3. Sales per product per salesperson per month
4. Sales per product/product group
5. Sales per product/product group per month
6. Sales per product group per salesperson
7. Sales per salesperson per month
8. Sales per salesperson per product group per month

The method used for collecting information about existing procedures used in companies involved with sales and employing a team of salesperson was interviews.

A salesperson, Mr. E Stylianou, was interviwed. Mr. Stylianou is working at Lambrianides Bro Lmd. This company sells meat products in all cities in Cyprus and employs a team of salespersons The salespersons are responsible of going around the groceries and supermarkets at a given area and sell the products.

Depending on the quantity of products they sell, salespersons get their commission.

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