

“Design Sales Management System for Marketing Institutions”

تصميم نظام إدارة مبيعات المتسوق المؤسساتي

المدرس المساعد

علي سعد فليح

معهد الإدارة - الرصافة

“Design Sales Management System for Marketing Institutions”

تصميم نظام إدارة مبيعات المتسوق المؤسساتي

المدرس المساعد
علي سعد فليح
معهد الإدارة - الرصافة

Introduction

The project titled “Design Sales Management System for Marketing Institutions” is the Project whose main aim is to check sales of particular item and maintain its sales and purchase according to transaction.

The project starts with an Authentication screen prompting user about the correct user name and password. If the user supplies that then only the system runs otherwise it flags an error message prompting user to enter the correct user name and password. This feature is present in most computerized system so as to validate the correct users of the system so that person who are not authorized to use this software may not access the information and facilities provided by the system.

The main option for this project is adding stock to the current item which is to be purchased and sold. Recording details of sales and purchase done according to the date, updating of stock automatically after each transaction and displaying queries for different options.

This project is quite interesting and easy to work with. Options are kept simple and the project is fully understandable for the common user. It fulfills each and every option that the desired computerized system must have. The project made here covers almost all the objectives and hence the project work should be appreciated.

SECTION ONE

Research Methodology

1. Research problem

It is a type of research by which we can go through a plan or scheme, which can be further implemented for some specific purpose. A problem can easily be defined through the formation of project. A project completely explains any problem.

Today, modern civilization has become so complicated & sophisticated that to survive in this society one has to be competitive. Rather to be competitive to other those who are there in our fields or you sit idle at your home. Because today you go to anywhere you will have to face competition which needs you to be competitive & forces you to be up to date with all the happenings around. Modern education institution & organization need a system that can collect immense data around in a meaningful way. Up to now one stored this data in files & paper that required a large space & also a large quantity of manpower. After storing it creates several other problems like fire risk, spoiling & deterioration by the rain & humidity etc.

2. Objectives of the Research

Following are the objectives of making this project:

- A. To make sales management computerized.
- B. To reduce paper work.
- D. To reduce manpower needed.
- E. To increase working efficiency.
- F. To reduce errors in the system.
- G. To save valuable time.
- H. To make work easy and understandable to common user

3.Research Important

To analyze & study a system, it is most necessary to recognize the requirement of the user. The requirement of the user of the personal information system is:

1. Application should be user friendly so that user can select alternatives from menu with minimum efforts.
2. Help should be available to user to solve any problem that occurs at any time of insertion, deletion & updating.
3. Documentation of the system knows how to start & continue using the system.
4. To provide guidance to a trained user to expand & improve on the existing personal information system.

SECTION TWO

Theoretical part

1.System Design

Every man made entity is first a concept in someone's mind computerized system, like other product technologies are developed in response to the perceived needs. Before any development is undertaken, certain specification are made after consulting the end users.

Managers of the relevant department & experienced engineers who have been associated with the development of various applications based on the user requirement, the software to be developed is plan the first step in planning a software projects to be prepare user's technology a concise statement of problem to be solved the definite problem, statement include a description of present situation & goal to be achieved by the new system.

A system may be defined as assets of instructions combined in some fashions & directed to some purpose, system explain how to perform specific activities or task who does what & when

2.System Advantages:

- A .Provide role clarity
- B .Serve as common language
- C .Avoid confusion & Confliction
- D. General awareness essential to make organization healthy
- E .Help in taking logical decision
- F .Provide vital information for business operation
- G .Compliance enhances organization effectiveness
- H. Always advocate avoiding shortcuts
- I . Bring organization together.

3. System Design requirements

- Memory 128 MB
- CD Drive LG 52X
- Monitor LG 15” Colored
- Printer H.P. 640c
- Processor P-III 850 MHz
- Hard Disk 40 G.B , Segate
- Keyboard TVSE Gold
- Floppy Disk 1.44 MB , Samsung

Software Used

- Microsoft Visual Basic 6.0
- Microsoft Word 2000

4. Input, Output and File Design

Input Form

Form Name	Description
Adds.cs	Adding a stock item
Modis.cs	Modifying a stock item
del.cs	Deleting a stock item
srchs.cs	Searching an item
prm.cs	Purchasing an item
slm.cs	Sale of an item

Output Form

Form Name	Description
Ls.cs	List of all stock items
Lp.cs	List of all purchase
Ls.cs	List of all sales

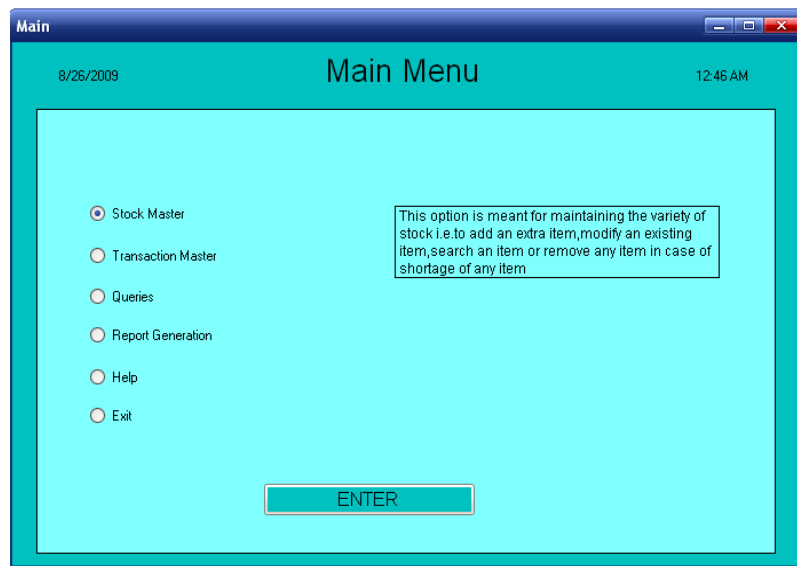
Display Form

Form Name	Description
Help.cs	Help Screen
Login.cs	Authentication Screen

5. How To Operate The System

The System contains many screens used for execution it:-

1. Main Menu



The screenshot shows a window titled "Main" with a cyan background. At the top, it displays the date "8/26/2009" on the left, the title "Main Menu" in the center, and the time "12:46 AM" on the right. Below the title bar, there is a list of menu options, each preceded by a radio button. The first option, "Stock Master", is selected. To the right of this list, a text box contains a description: "This option is meant for maintaining the variety of stock i.e to add an extra item, modify an existing item, search an item or remove any item in case of shortage of any item". At the bottom center, there is a button labeled "ENTER".

Main Menu

8/26/2009 12:46 AM

- ☒ Stock Master
- ☐ Transaction Master
- ☐ Queries
- ☐ Report Generation
- ☐ Help
- ☐ Exit

This option is meant for maintaining the variety of stock i.e to add an extra item, modify an existing item, search an item or remove any item in case of shortage of any item

ENTER

2. Stock Master



The screenshot shows a window titled "Stock Master" with a cyan background. At the top, it displays the date "8/26/2009" on the left, the title "Stock Master" in the center, and the time "12:51 AM" on the right. Below the title bar, there is a list of options, each preceded by a radio button. The first option, "Add new stock item", is selected. At the bottom center, there is a button labeled "ENTER".

Stock Master

8/26/2009 12:51 AM

- ☒ Add new stock item
- ☐ Modify an existing stock item
- ☐ Search an existing stock item
- ☐ Delete an existing stock item
- ☐ Back to main menu

ENTER

3.Addition of Items

Adding Form

8/26/2009

Addition of an Item

26/8/2009

Item Number

Item Name

Item Type

Cost

Rate

Company

Current Stock

Back to Main Menu

ENTER

BACK

4.Login page

Welcome

Inventory Control System

USER NAME

PASSWORD

OK

CANCEL

5. Modification of Items

The 'Modify Form' window has a title bar with standard Windows controls. The main area is titled 'Modification of an Item' and contains several input fields and buttons. At the top left is 'label2' and at the top right is 'label3'. The form includes a dropdown menu labeled 'Select to here', and text labels for 'Item Number', 'Item Name', 'Item Type', 'Cost', 'Rate', 'Company', and 'Current Stock', each followed by an input field. At the bottom are three buttons: 'Back to Main Menu', 'Modify', and 'BACK'.

Select to here		
Item Number	Item Name	
Item Type	Cost	
Rate	Company	
Current Stock		
Back to Main Menu	Modify	BACK

6. Transformation Master

The 'Transaction Master' window has a title bar with standard Windows controls. The main area is titled 'Tranformation Master' (note the typo) and contains three radio button options: 'Purchase Master', 'Sales Master', and 'Back'. A text box on the right provides a description for the 'Purchase Master' option. At the bottom is an 'ENTER' button.

☒ Purchase Master
☐ Sales Master
☐ Back

This option is meant for purchasing an item. The item should be present in some quantity and we need to enter the quantity that we have purchased.

ENTER

7. Queries

Queries

26/8/2009

Queries

1:26:16 AM

☒ purchase data by date

☐ purchase data by name

☐ sales data by Name

☐ sales data by Date

☐ Back

ENTER

Back

8.Report Generation

Report Form

1:51:38 AM

Report Generation

26/8/2009

☒ List of all items

☐ List of all Purchase Items

☐ List Of all purchase By Name

☐ List of all Sales Item

☐ Back

ENTER

SECTION THREE

Conclusions & recommendations

First: Conclusions

the researcher presented many conclusions as a follow:

- 1.The total project is menu driven and whenever required help is given by messages
- 2 .the project can be improved with minor changes and then can be used on large scale.
3. A successful program is that, which covers all the requirements. Here I dedicate all my possible efforts to give life to this project.
4. Even a successful program retain some drawback & there is a possibility of not fulfilling some requirement in this project work so, suggestions are always welcomed because we are always learner

Second : recommendations

Due to the conclusions above the researcher offered many recommendations as follow:

1. Everything can be changed in this world except change. Every system needs some modification after an interval of time because as the time passes every current system becomes less and less effective .
2. This project gives small information. This project has further scope by doing some modifications in it.
3. The existing project is user friendly and helps in all the fields calculate the bill changes can be made in it to achieve the desired objectives

Abstract:-

All Institution and organizations in current time desire to design computerized systems to collect , arranged and updating the data in efficient way.

So the research aim to design a system to record the purchased and sale stock with all its details according to the date, as well as updating the stock after any transaction automatically, instead of using paper records and to achieve the work in simple and efficient way.

Finally the research presented many conclusions and offered many recommendations due to it.

المستخلص:-

ترغب جميع المؤسسات و المنظمات في الوقت الحاضر تحتاج إلى نظم
محوسبة لجمع وتنظيم البيانات وتحديثها بطريقة كفوءة .

لذا يهدف البحث إلى تصميم نظام لتسجيل المواد المخزنية المشتراة والمباعة
وبكافة التفاصيل حسب تواريخها وكذلك إجراء عمليات التحديث للمخزون
بعد كل عملية وتحديثها أوتوماتيكياً بدلاً من استخدام السجلات الورقية
ولانجاز العمل بطريقة كفوءة وسهلة .

وأخيراً توصل البحث إلى مجموعه من الاستنتاجات وتقديم عدد من
التوصيات اللازمة بشأنها.

RESOURCES

1. Tondon, R.J.Data Processing System, Prentice Hall of India, New Delhi
2. Senn , J.A and Design Information System, Prentice Hall, New Delhi
3. Rajaran V, Analysis & Design of Information System, McGraw Hall , Singapore 1985
4. Martin J.Principles of Database Management, Prentice Hall of India, New Delhi, 1977
5. Russel A. Stultz, Learn Dbase in a day, BPB Publications , New Delhi
6. C# Black Book
7. C# E. Balagurusamy