“Design Sales Management System for Marketing Institutions”

تصميم نظام إدارة مبيعات المتسوق المؤسساتي

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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 idol 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 f 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

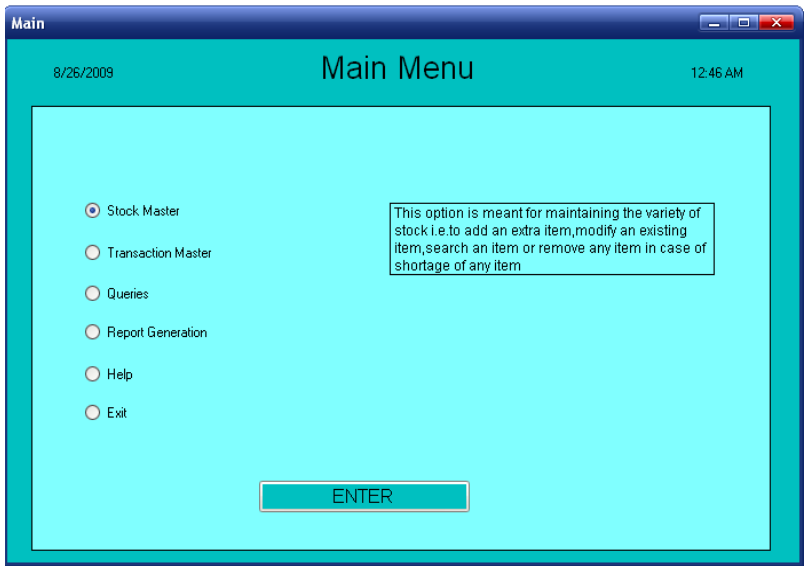
Display Form

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

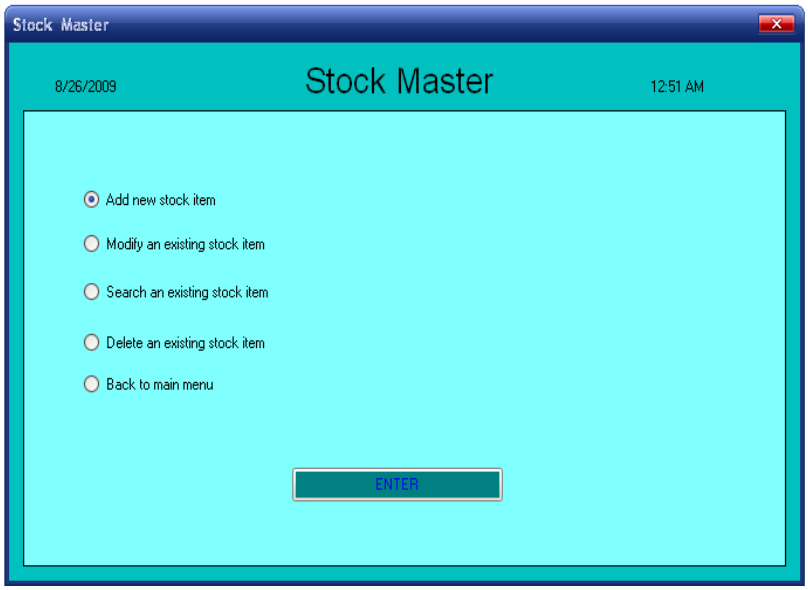
5. How To Operate The System

The System contains many screens used for execution it:-

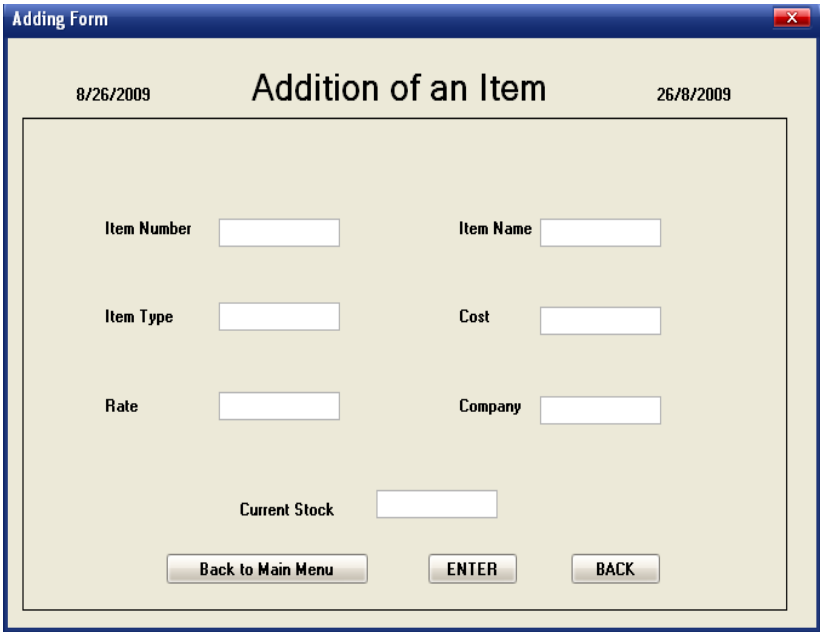
1.Main Menu



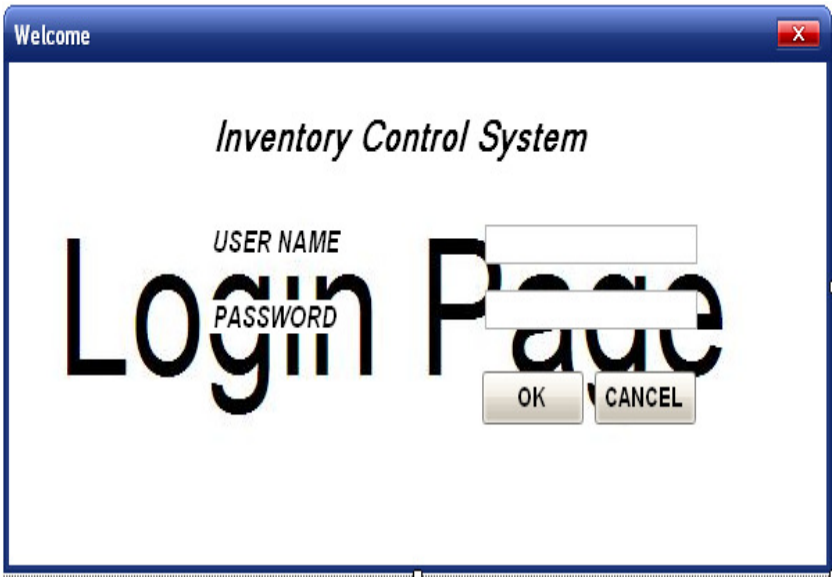
2.Stock Master



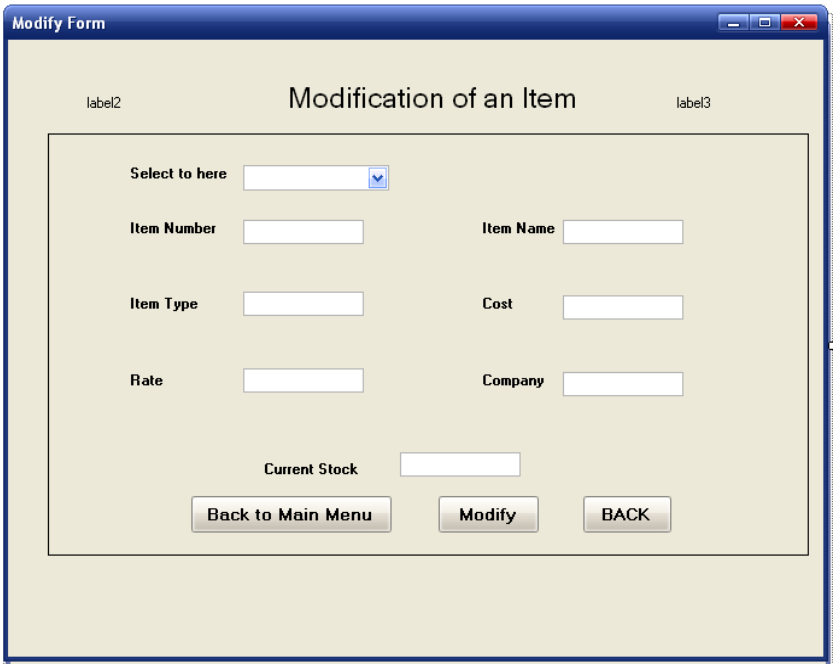
3.Addition of Items



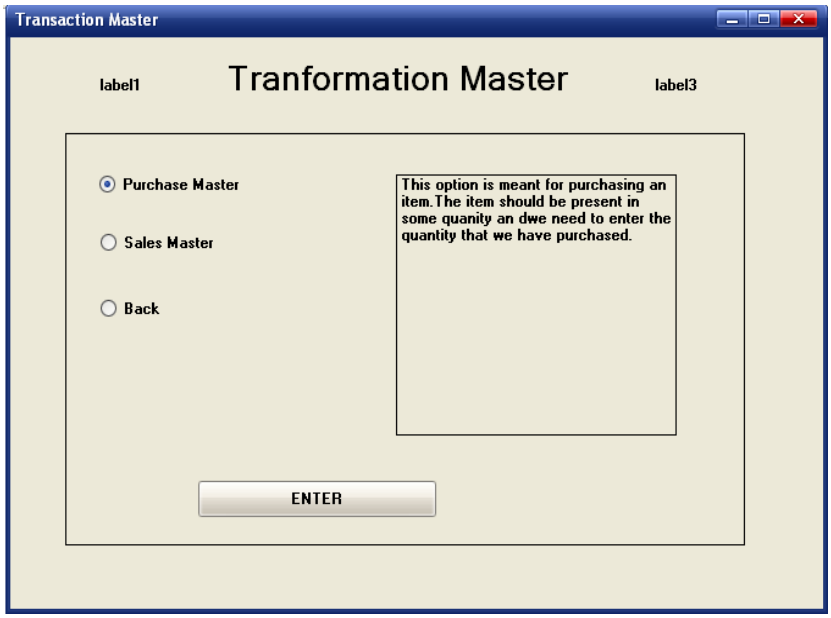
4.Login page



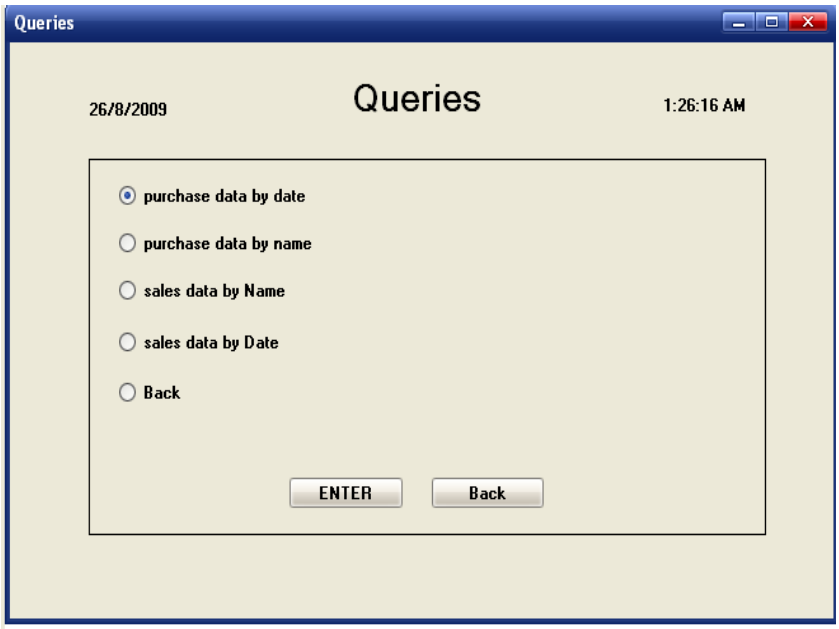
5. Modification of Items



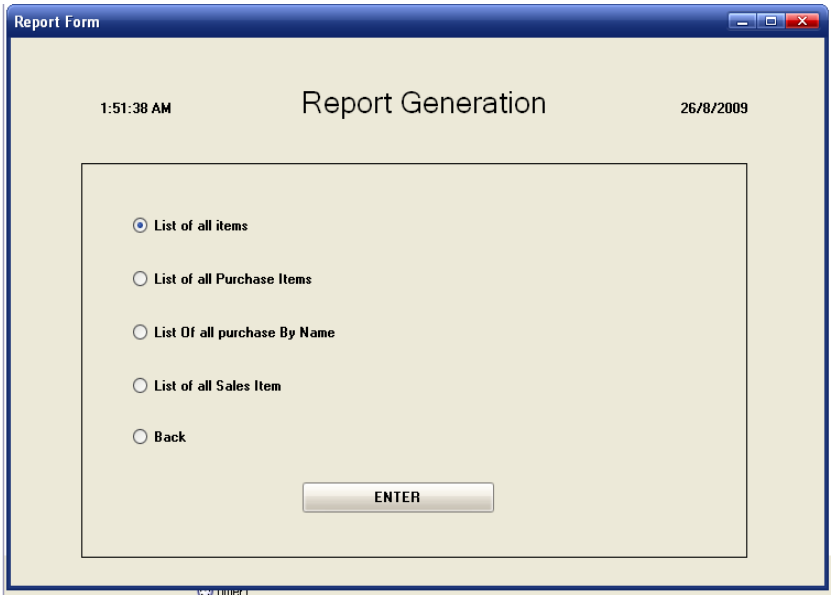
6. Transformation Master



7. Queries



8.Report Generation



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 وتحديثاها أوتوماتيكياً بدلاً من استخدام السجلات الورقية ولانجاز العمل بطريقة كفوءة وسهله .

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

RESOURCES

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