

Commission Tracking System

Sales Representative:

- Manages sales transactions and commission tracking
- Creates sales transactions, views commission records, and requests payouts
- Has commission rate and performance tier

Manager:

- Reviews and approves commission records
- Oversees team performance and generates reports
- Manages commission rules and policies

Transaction:

- Records all sales activities and generates commissions
- Tracks sale amounts, products, dates, and commission calculations
- Links sales reps to commission records

Commission Record:

- Automatically calculated based on transactions
- Tracks commission amounts, status (pending/approved/paid)
- Contains commission rate and performance bonuses

Commission Rule:

- Defines how commissions are calculated
- Includes base rates, tier bonuses, and performance incentives
- Configures commission structures for different products/scenarios

Basic Workflow:

- Sales rep records sales transactions
- Manager reviews and approves sales
- System calculates commissions
- Manager processes payments

- Sales rep receives payouts

