**Submission Question Assignment**

**Due Date 08/09/2015 @ 11:59pm submit online via Blackboard**

**Page limit: No Page Limit applies for this submission due to the number of process models**

**Weight: 10%**

Scenario: Map the sales order process that exists between an organization and its customer. The sales department receives a purchase order from the customer. The sales department converts the purchase order into a sales order. The sales order is then distributed to the dispatch team. The dispatch team checks to see if all the materials on the sales order are available (in-stock). If the materials are not in stock the dispatch team needs to purchase the items. The procurement (purchase) of goods is mapped as a separate sub-process (you do not need to do the process model for the sub-process however you need to indicate that one exists) Do not expand. Once the materials are retrieved from the supplier they are classified as being in stock. If the materials are in stock the dispatch team picks and packs the goods and distributes them to the customer along with an invoice. When the finance department receives payment the sales order process is complete.

1. Map the above scenario using BPMN (4 marks)
   1. Black box (customer pool)
   2. Signavio
2. Map the above scenario using EPC (4 marks)
   1. Organization who is selling goods
   2. Best mapped in ARIS express
3. Discuss the differences between the BPMN and EPC diagrams (link both to theory and the scenario) (2 marks)
   1. Link both diagrams to each other and explain
   2. Purchasing diagram up on blackboard under week 6 details, opposite of sales.