

Appendix

Appendix A: Initial interview with client/advisor

Me: Hello! As we discussed last time, I would like to create a program called Financial Planner in order to help your students better understand finance. I am currently thinking of sectionalizing my program into three parts as we discussed last time: Inputting user financial data, Generating Income Statement, and Giving suggestions.

Client/Advisor: That's great! I think in the last time discussion, we said that the program is for one particular company. But what don't we make a program for multiple companies?

Me: Yes, I like that idea! Then, I can call the Inputting section as "Registration" so that companies can register their financial information.

Client/Advisor: Yes, I also think that there is a possibility user might want to just view income statement.

Me: Then, I think I should totally separate the two sections. But in order to do so, I think I should make sure that the program is asking companies for a unique password.

Client/Advisor: Password? What about it?

Me: Because there should be some kind of password in order to generate the company's income statement from correct data for that certain company. What should be the password..?

Client/Advisor: That's a good point. What about just the company's name? Because all the companies register the trademark for their business name, the name is always unique.

Me: Yes, the company's name would be perfect. Are there any other points you want to add to my program?

Client/Advisor: Would it be possible for you to separate the registration part by two: Trading Account and Profit and Loss Account? That's because I want my students to understand which financial data should be in the Trading Account or Profit and Loss Account in detailed.

Me: Yes, I will do so! For the Profit and Loss Account, what kind of expenses do you think all the companies commonly have?

Client/Advisor: I would probably say rent, electricity, water, insurance, salary. Oh and the Internet!

Me: I will make sure to put those expenses.

Client/Advisor: Oh but expenses really depend on the type of companies. What if the companies have more expenses than those common expenses.

Me: That's a really good point. I will make a part which program asks companies whether there are some missing expenses. If there are, the program will ask users to type those expenses.

Client/Advisor: Great!

Me: For the last part "Giving Suggestion", I am thinking of asking users profit margin rather than other components. Because the unit of margin is percent, I thought it would be easy to ask users.

Client/Advisor: Oh, so you mean that program will ask companies how more percent they want to increase their margin?

Me: Yes! And I am thinking of gross profit margin and net profit margin which I learned in the class.

Client/Advisor: That would be great, as those margins are common.

Me: Is there anything you want me to add to my program?

Client/Advisor: I think this is enough for now. I can't wait to see your program!

Me: Thank you so much for the interview. I will promise you to show you as soon as I make it.

Appendix B: Final interview with client/advisor

Me: Good afternoon! I really appreciate all your support until we come at this moment. Today I want to quick-check your opinion on the evaluation of the program “Financial Planner.”

Client/Advisor: Great, I’m glad that my support was worthy. It was my honor to involve in this great project. I am ready for your quick-check as well.

Me: I am going to ask you whether the program matches the success criterias that we set before. First of all, was there a feature to add financial information of the company through the registration form?

Client/Advisor: Yes, it was perfectly met. I could input the financial information of the companies into the form.

Me: Was there a feature to ask users if there is any missing data or were you able to save information to the database using SQL?

Client/Advisor: Yes, I could input the additional expense and save all the financial data safely and accurately into the database.

Me: Did you get an error message when user types wrong information?

Client/Advisor: Yes. it popped up the error message whenever I typed the wrong name of companies or not enough data.

Me: Could you see the table of the income statement according to the financial information? Also did the program calculate and display the tax based on user information on company’s net profit?

Client/Advisor: Yes, it showed the correct income statement for the company and gave the correct value of tax based on net profit.

Me: Were you able to have a back option and calculate and view the financial ratio of the company?

Client/Advisor: Yes, I could go back to my previous page with the back option. Also the program showed me two ratios, gross profit margin, and net profit margin.

Me: Were you able to see the options of targets for you to choose? And lastly, were you able to see the calculated annual monetary data of the company based on the target?

Client/Advisor: Yes, it gave me options for term and percent of the target. Moreover, it calculated the other monetary values which I needed to reach the target such as sales revenue or cost of goods sold.

Me: Thank you, was my program helpful in overall?

Client/Advisor: Of course! I am so glad that my entrepreneurship class students could have a better-organized understanding of finance when they find and adopt the real-life business.

Me: Any recommendations for further development?

Client/Advisor: I think having user ID and password for the program could be one of them. Since the Financial Planner is used by multiple businesses, there is a privacy issues as one company can easily manipulate another company's information. Furthermore, although currently there is no problem in the program, I think it would be better if there are more help tools such as dictionary tool or user guide.

Me: Thank you so much for the interview! It really helped me a lot.