Interview

Head sales Mr. J. Berger:

* How does the system you use at this moment in time work? And how do you want it changed?
* Can you name some pros and cons of the system used at this moment in time?
* What are for you the most important things the application is able to do for the sales department?
* What data do you need to put in the database, and what do you need to see in the database?
* Which personal information needs to be saved?
* How is the offer number determined?
* How do you want to send the information to the finance department (mail, physical)? or do you want the finance department to have access to the customer database?
* Which departements are allowed to add/delete/edit customers?
* If customers are deleted, do they have to be archived for future purposes?
* What information does there need to be in the help function?
* Are there any extra functions you would like to see in the application as afterthought?