

Assignment 2

Legend:

1. **W:** Wholesale
2. **R:** Retail
3. **COD:** Cash on Delivery
4. **O:** Other
5. **LO:** Large Order (≥ 50 units)
6. **SO:** Small Order (< 50 units)
7. **X:** Apply discount

Decision Table: Company ABC Discount Rules

Conditions / Actions Rule 1 Rule 2 Rule 3 Rule 4 Rule 5 Rule 6 Rule 7 Rule 8

Conditions

Customer Type	W	W	W	W	R	R	R	R
Payment Type	COD	COD	O	O	COD	COD	O	O
Order Size ≥ 50 units?	LO	SO	LO	SO	LO	SO	LO	SO

Actions

Apply 2% Wholesale Discount	X	X	X	X				
Apply 2% COD Discount	X	X			X	X		
Apply 2% Volume Discount	X		X		X		X	
Total Discount (%)	6%	4%	4%	2%	4%	2%	2%	0%

Explanation of Rules:

1. **Rule 1:** Wholesale customer, paying COD, order size ≥ 50 units. (2% Wholesale + 2% COD + 2% Volume = 6%)
2. **Rule 2:** Wholesale customer, paying COD, order size < 50 units. (2% Wholesale + 2% COD = 4%)
3. **Rule 3:** Wholesale customer, not paying COD, order size ≥ 50 units. (2% Wholesale + 2% Volume = 4%)

4. **Rule 4:** Wholesale customer, not paying COD, order size < 50 units. (2% Wholesale = 2%)
5. **Rule 5:** Retail customer, paying COD, order size >= 50 units. (2% COD + 2% Volume = 4%)
6. **Rule 6:** Retail customer, paying COD, order size < 50 units. (2% COD = 2%)
7. **Rule 7:** Retail customer, not paying COD, order size >= 50 units. (2% Volume = 2%)
8. **Rule 8:** Retail customer, not paying COD, order size < 50 units. (No discount = 0%)