Activity 2

**Problem Statement:**

Malone Enterprises wants an online application so that they can watch the performance of all personnel with respect to their country/location.

**Requirements:**

1. Marketing and Sales personnel should be able to logon to the dashboard using their existing official credentials.
2. All personnel should be able to view data specific to their base country/location.
3. The personnel above the Managerial level are allowed to select a country and see statistics for any location within the region.
4. The dashboard should have following sections:
   1. Top 5 sales personnel for the region with their total earnings for the duration (this parameter can be selected)
   2. Top 5 growth opportunities for the region for the selected duration
   3. New Accounts for the region for the selected duration
   4. Total emails, calls, and deals created for the region for the selected duration.
   5. The personnel managerial level should also be able to click on the new accounts and view information about the account which could include:
      1. Account Title
      2. Account Address
      3. Telephone Number
      4. Name of the Correspondence Personnel
      5. Current Account Value etc.
   6. The personnel should be allowed to export the reports for each section in CSV/PDF formats.

**Assumptions:**

**Constraints:**

1. Marketing and Sales personnel should not be able to logon to the dashboard using invalid credentials.
2. The personnel below or at the Managerial level are not allowed to select a country and see statistics for any location within the region.

**Business Rules:**

1. There should be fewer requirements to login and view data.
2. Data should be private only company personnel are allowed to see data.