Assignment 5

Due date: 02/23/2016

You are to extend your ordering application to support the Xerox sales portal with

the following features:

1) Add a Xerox sales person role to enable a sales person to negotiate prices.

2) Use the range pricing ideas we discussed in class to support a flexible pricing

model for sales people. This will include floor, ceiling, target prices.

3) All the system to auto-calculate the sales person commission in real-time (as

products are added). You are responsible for coming up with creative ideas for how

to compensate the sales person.

In addition, provide the following business intelligence analytics:

4) The top 3 sales persons by sales volume

5) The most popular product by sales volume

6) For each sales person how many products sold above target price.

7) For each sales person, how many products sold below target price.

8) Who is our best customer by sales volume.

9) The total commission paid for each sales person.

This report must be a separate use-case/role with a well designed screen set.