Physical Model

Property

ID	INT (PRIMARY KEY)
Type	VARCHAR(255)
Price	INT
Health_and_Safety_Regulations	VARCHAR(255)
Sales_Representative_ID	INT (FOREIGN KEY)
Geographical_Area_ID	INT (FOREIGN KEY)

Supervisor

ID	INT (PRIMARY KEY)
Full_Name	VARCHAR(255) NOT NULL
Phone_Number	VARCHAR(255)
Email	VARCHAR(255)

Sales Representative

ID	INT (PRIMARY KEY)
Full_Name	VARCHAR(255) NOT NULL
Phone_Number	VARCHAR(255)
Email	VARCHAR(255)
Supervisor_ID	INT(FOREIGN KEY)

Geographical Area

ID	INT (PRIMARY KEY)
Location	VARCHAR(255)
Property	VARCHAR(255)
Sales_Targets	INT
Chief_Salesperson_ID	INT (FOREIGN KEY)
Sales_Representative_ID	INT(FOREIGN KEY)

Customers

ID	INT (PRIMARY KEY)
Full_Name	VARCHAR(255)
Phone_Number	VARCHAR(255)
Email	VARCHAR(255)
Sales_Representative_ID	INT (FOREIGN KEY)
Geographical_Area_ID	INT(FOREIGN KEY)

Chief Salesperson

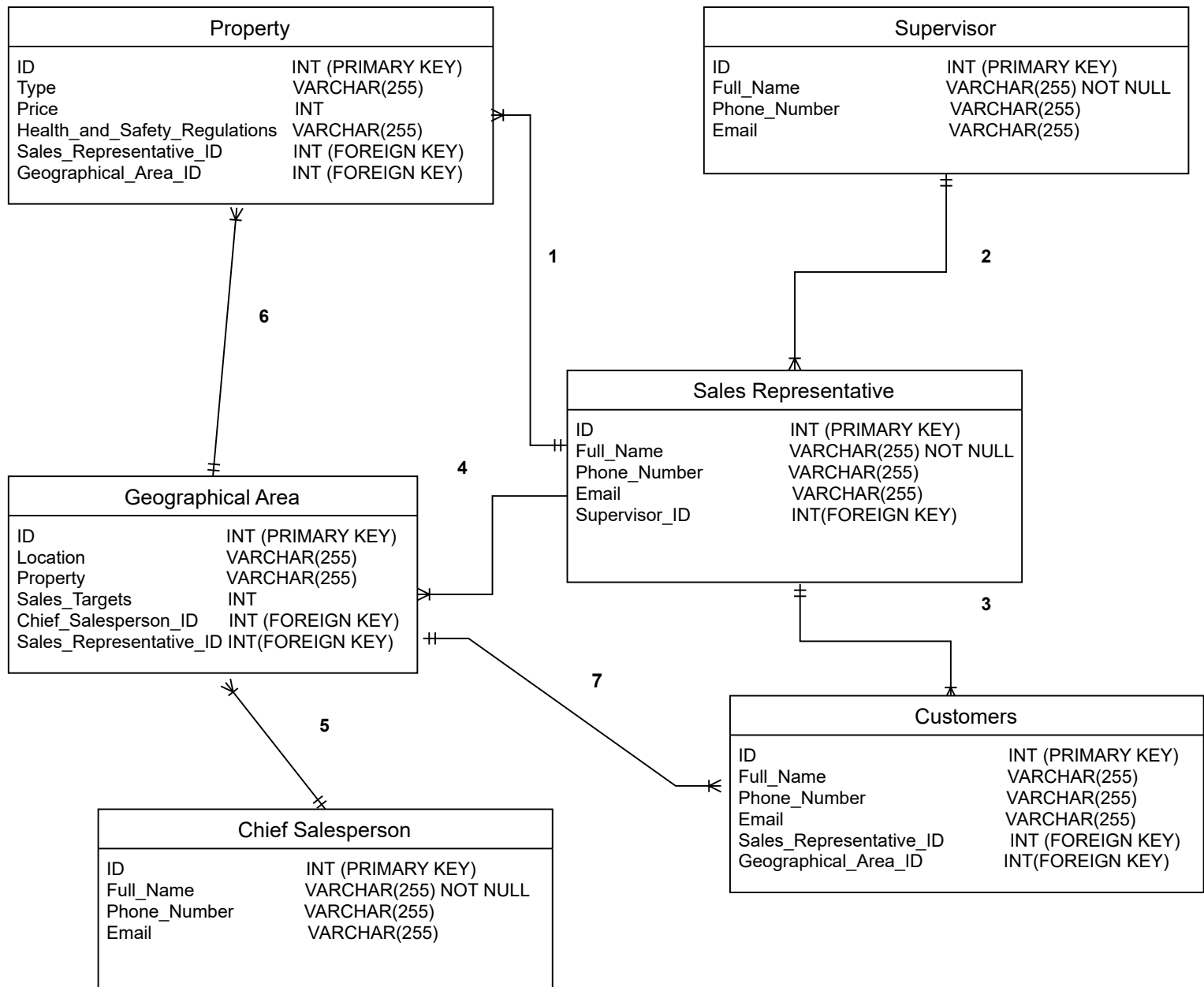|	
ID	INT (PRIMARY KEY)
Full_Name	VARCHAR(255) NOT NULL
Phone_Number	VARCHAR(255)
Email	VARCHAR(255)

1   2   4   6   3   5   7

Relationships

1. The Property entity would have a one-to-many relationship with the Area Sales Representative entity, as each property is the main responsibility of one sales representative, but a sales representative may be responsible for multiple properties

2. The Area Sales Representative entity would have a many-to-one relationship with the Supervisor entity, as a supervisor is directly responsible for managing a team of sales representatives, and each sales representative is managed by one supervisor.

3. The Area Sales Representative entity would have a one-to-many relationship with the Customer entity, as each customer deals with MyHomes through one particular sales representative, and a sales representative may have multiple customers.

4. The Area Sales Representative entity would have a many-to-one relationship with the Geographical Sales Area entity, as each sales representative covers one or more geographical sales areas, and each geographical sales area is covered by one or more sales representatives.

5. The Geographical Sales Area entity would have a many-to-one relationship with the Chief Salesperson entity, as a number of different sales representatives may cover the same geographical area, but there will always be a single sales representative who acts as the chief salesperson for that area and is responsible to management for sales performance in that area.

6. The Property entity would have a many-to-one relationship with the Geographical Area entity because for each Area, there is more than one property.

7. The Customers entity should have a many-to-one relationship with the Geographical Areas entity because - for every geographical area, there will be more than one Customer.