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CIS2321

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Task 2 Data and Process Modeling

Customer Data

Contact info

Sales Feedback

Suggested Contact Plan

Sales Specials

Customer Sales History

Billing Data (two-way)

gg

AR Data (two-way

Accounts Receivable System

D1

Customer Profile

2

Analyze Sales History

Marketing Rep

Sales Records System

1

Analyze Customer Data

3

Manage Contact Plan

Customer