Principles of Business Information Systems

Hands-on activities – Chapter 8

1. Sales Analysis

Sales analysis can identify products, sales personnel, and customers that contribute to profits and those that do not. Reports can be generated to help marketing managers make good sales decisions. Reports for the sales and product information can be generated for a period of time, such as a month. The report can show which products are doing well and which ones need improvement or should be discarded. Create a database application using Microsoft Access or similar to produce reports to display the sales amounts by Item Name and Store Location. Create a table named Items that will contain the Item ID, Item Name, Item Type, Item Price and Store Location. Use the same table structure and data that you used for Chapter 5, Activity 1:

Field	Field Type	Primary key?
ItemID	Text	Yes
ItemName	Text	
ItemType	Text	
ItemPrice	Number (2 decimals)	
StoreLocation	Text	

Enter in the following data:

ItemID	ItemName	ItemType	ItemPrice	StoreLocation
01	Shirt	Brown	12.50	Shirlington
02	Jeans	Blue	30.00	Dumfries
03	Shirt	Black	12.90	Springfield
04	Jeans	Red	25.00	Shirlington
05	Shoes	Black	15.90	Springfield
06	Shoes	Brown	34.00	Dumfries
07	Jacket	Orange	5.90	Dumfries
08	Shirt	Green	10.00	Charlotte
09	Jeans	Silver	15.90	Dumfries
10	Shirt	Brown	34.89	Shirlington
11	Jacket	Blue	23.00	Charlotte
12	Jeans	White	12.90	Springfield
13	Jacket	Black	50.90	Dumfries
14	Jeans	Green	65.00	Springfield

Using the Items table, create the following.

1. Create a report to display the Item Price and Store Location for all products for each Store Location. You will have to create a query that will group the records by Store Location before the report is created. Save the query as 'ByLocationQuery'. The query will group the records by Store Location and total the Item Price for each store location. Save the report as 'ByLocationReport'.

2. Create a report using the report wizard to display the Item Type and Item Price for all products for each Store Location. You will have to create a query that will group the records by Item Type before the report is created. The query will group the records by Item Type and total the Item Price for each item type. Save the query as 'ByTypeQuery'. Save the report as 'ByTypeReport'.

2. Human Resource Planning

A human resource MIS (HRMIS) also called a Personnel Management Information System (PMIS) is concerned with activities related to previous, current, and potential employees of the organization. The human resource (HR) MIS plays a valuable role in ensuring organizational success. Some of the activities performed by the HRMIS are:

- workforce analysis and planning
- hiring
- training
- job and task assignment

1. In a browser, open www.hrpmsi.com/
2. Click on the Why PMIS link (Review why PMS services are needed.)
3. Click on the Services link (Review the available services.)
4. Click on the HRQuiz link and take the quiz (What score did you earn?)