

**DEVELOPMENT AND IMPLEMENTATION OF A
MANAGEMENT SYSTEM TO ENHANCE
SALES
A CASE STUDY OF UGANDA
CLAYS LTD, UGANDA**

BY

YADIEL BERHE TEFAMARIAM

BBC/10017/81/DF

AND

WAMBOI IRENE NAMUWENGE

BBC/10008/81/DU

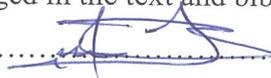
**A GRADUATION PROJECT REPORT SUBMITTED TO THE SCHOOL OF
COMPUTER STUDIES IN PARTIAL FULFILLMENT OF THE
REQUIRMENTS FOR THEAWARD OF A DEGREE OF
BACHELOR OF BUSINESS COMPUTING
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UNIVERSITY**

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Declaration

We, Yadiel Berhe Tesfamariam and Wamboi Irene Namuwenge hereby declare that this graduation report is our original work and has never been presented to any award of degree or certificate whatsoever.

The literature and citation from other peoples work have been duly referenced and acknowledged in the text and bibliography.

Signed..........

Yadiel Berhe Tesfamariam (Student)

Signed..........

Wamboi Irene Namuwenge (Student)

Date.....12/06/2011.....

Supervisor Approval

I approve that this report was conducted and written under my supervision

Signed... Pauline Kabanda

Ms. Pauline Kabanda (Supervisor)

Date... 12/6/2011

Dedication

First and foremost, our heart-felt gratitude goes to The Almighty God, without Him, the journey would not have been a success.

Sincere gratitude also goes to our beloved parents, Mr.Berhe & Mrs.Gouy and Ms.Kalenda Joyce Makuma for their support, both, financial and moral. But above all, their encouragement and a sense of responsibility they nurtured into us that made us believe in our abilities which greatly contributed to our achievements. We thank you, and we love you.

To our family members, to my brothers Yonas Berhe and Philipos Berhe and sisters Wintay Berhe and Maureen Mercy Nabutsebi and our aunties Mrs. Lorna Simiyu and uncles Mr. muzira Isha and our supervisor Ms. Kabanda Pauline for boosting our spirits when the road seemed to be a bit rough, to Kampala International University, Schools of Computer Studies and Business Management for their guidance, and the BBC Class of August 2008 for their positive critics which contributed much to our intellectual growth.

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List of Abbreviations

ROI	Return On Investment
DFI	Integrated Delivery Systems
IPA	Investment Promotion Agencies
CUTS	Consumer Unity and Trust Society
GDP	Growth Development Production
WIR	World Investment Report
WTO	World Trade Organization
DAO	Data Access Projects
VB	Visual Basic
IDE	Integrated Development Environment
RAD	Rapid Application Development
GUI	Graphical User Interface
LAN	Local Area Network
WAN	Wide Area Network
PC	Personal Computer
DBMS	Database Management System
DFD	Data Flow Diagram
ER	Entity Relation
CD-ROM	Compact Disk-Read Only Management

ABSTRACT

This project is main objective of this project was to design a management system to enhance sales for Uganda Clay's with the a view of improving data capture, ease the sales process, retrieval and production of timely reports so as to improve the decision making by management and the overall performance of the Uganda Clay's ltd.

Currently, Ugandan Clay's is using a Traditional (manual) sales system to capture sale's transaction. Traditional Sales system tends to be characterized by high levels of bureaucracy, encumbered with manual authorization (often requiring multiple signatures independent of the order value.)This involves bills such as Purchase order, Invoice, Requisition note, Tender Process, Delivery notes which in process cause a lot of delays, slow communication and create bulky paper work which made them hard to organize and document. Because of the difficulty of analyzing all these documents in short period the sales department was often late in presenting sales reports to the management, a key factor in making future decisions.

A management system was designed with an Item master, Sale master, Purchase master, Bill master to store all records and generate a detailed report on stock items, sales details, purchase details, record levels and daily expenses.

CHAPTER ONE

INTRODUCTION

1.1 Overview

This chapter presents the background information of the study, the problem statement, the main objective, and specific objectives, and research questions, scope of the study and the significance of the study.

1.2 Background Information

Sales of a company are an important financial metric used to evaluate existing information systems and justify investment decisions on new acquisitions. The research work provides an introduction to the sales. It helps to understand the concept, methods of gathering data and calculating assessments.

The deployment of a Sales system is factored by the aspects of bottom-line returns and imperative processes aimed at reducing staff in manufacturing, purchasing, sales, and marketing and hence saving a significant amount of money. The relevance of Sales is marked by increased productivity through reduced system downtime. With the old system, manufacturing staff lost several hours to system crashes in a typical week. IT staff spent the same amount of time rebooting and recovering lost data.

From the research establishments of Piana, (2005) for example, the author perceived Sales as ability to deal with major obstacles to development such as shortages of financial resources, technology, and skills hence making it the center of attention for major companies seeking to have improved service delivery.

According to Radebaugh and Sullivan, (2001), Sales refers to investment made to acquire a lasting management interest (usually at least 10 % of stock) and acquiring at least 10% of equity share in an enterprise operating in the business other than creating a slow production ratio.

From an efficiency perspective, if sale proceeds provide a less costly substitute for the private or public placement of new securities, a firm's retention decision will be positively correlated with its remaining growth opportunities and need for additional financial flexibility. To the extent that post-sale investment proxies for management's expectation regarding investment at the time of the sale, an efficiency motive also suggests a positive relation between post-sale capital investment and the likelihood of retention.

Based on forms of sales and their definitions, Wikipedia (2008) noted that Sales raise particular concerns for a manufacturing entity, such as the extent to which they bring new resources to the organization, the denationalization of domestic firms, investment increment, increase in technological assets, and increased market concentration with implications for the restriction of competition.

In addition to the literature focused on asset divestitures, empirical models have examined the relation between growth opportunities, investment, and a firm's cash reserves. Consistent with hypothesized investment efficiencies Opler et al. (1999) find that cash reserves are positively correlated with a firm's growth opportunities, capital expenditures, research and development expense, and cash flow variance, but inversely correlated with the cost of external financing and cash flow. Similarly, Harford (1999) finds that cash holdings are increasing in growth opportunities, the volatility and level of cash flow, and firm leverage

1.3 Problem Statement

Uganda clays lacks a comprehensive sales system to capture the sales made in its daily transaction. The role played by Sales systems within the Uganda Clays Limited is based on existing production and sales line. The derivative aspect explains the challenges caused by traditional business systems and their ineffectiveness.

However, Piana (2005) indicated that Sales is likely to transfer new or better technologies, generate investment at the institution and create additional working processes in Uganda Clays, Uganda.

1.4 Purpose of the Study

The purpose of this research is to establish the role played by Sales systems and how they affect sales and production lines at the Uganda Clays, Uganda.

1.5 Research Objectives

1.5.1 Main objectives

To enhance the Sales system functionality at the Uganda Clays Ltd

This research is based on the following objectives

Specific Objectives

1. To gather information on the sales system in place
2. Analyze the system and use data flow diagrams and entity relationship diagrams to explain
3. Design a sales system that can capture sales and enhance functionality

1.6 Research Questions

This research seeks to answer the following questions:

- (i) What methods are going to be used to gather information on the sales system in Uganda clay products
- (ii) What methods are going to be to analyze the gathered data at the Uganda Clays ltd?
- (iii) How will the system be tested on a standalone machine?

1.7 Research Scope

As regards the geographical scope of this study, it will be carried out in some of the selected departments at the Uganda Clays-Uganda. The selected portfolios in Uganda Clays include the production lines, Sales lines and marketing lines.

The content scope of this study will dwell on the relationship between production and sales opportunities in Uganda Clays, Uganda. In doing so, study will establish the initiatives taken to attract more clients within the firm and to equally create more returns from projected sales.

Furthermore, this study will be carried out within a period of 9 months; that is to say from the month of November, 2010 to May 2011. The researcher contends that this time frame will be sufficient enough to gather all the necessary information for the study.

1.8 Significance of the Study

This research will be significant in the following ways:

Information provided in this research may help policy makers in formulating strategic policies that will help to attract more clients and create efficiency to establish businesses in Uganda Clays, Uganda so as to boost economic growth and provide investment opportunities to the local population.

The findings in this research will also help the administration of the firm to be well equipped and determined to control some of the key factors brought about by sales and production outputs

This research will be useful to the local businesses as it may provide some strategies that may help them to cope up with the challenges brought about by returns on sales hence, this will enable them to withstand the challenges and compete favourably with the foreign based firms.

The research findings will contribute to the existing theories on the relationship between Returns on sales and investment opportunities especially in the case of Uganda Clays, Uganda. This means that the study will act as a source of reference hence contributing to academic career of the researcher.

1.9 Figure I: Conceptual Framework

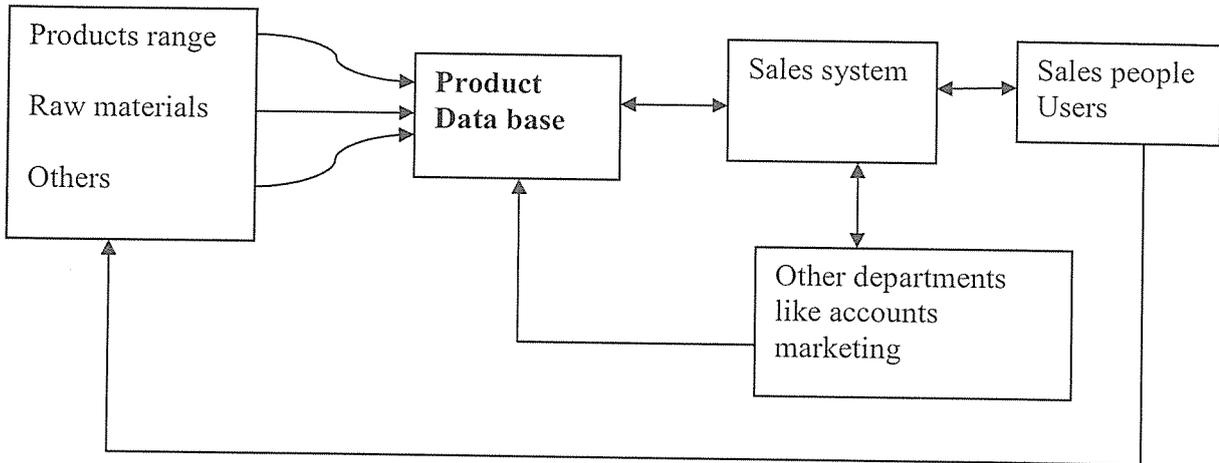


Figure I, shows that how Products, Raw materials and others are inputted to the data base and go through the Sales system to other departments like accounts, marketing finance and how the Sales people and users are able to record their sales made.

CHAPTER TWO

LITERATURE REVIEW

2.1 Overview

This chapter seeks to address what scholars revealed about issues regarding Sales. It will first present relationship between Sales and investment opportunities and then establish initiatives taken by organizations to attract Sales, reasons for Sales and lastly, challenges facing the Sales. However Uganda Clays Ltd is Uganda's leading manufacturer of quality baked clay building products. Using Italian-made heavy clay processing machinery, the Company manufactures well over 40 items of building materials from clay excavated using surface mining techniques. The materials are baked to a characteristic Kajjansi brick-red colour in two continuous Hoffman kilns using coffee husks.

The Company as at 31 December 2009 employed 885 people at its two factories in Kajjansi and Kamonkoli and various branches in and outside Uganda. Of these, 83 are managerial and clerical grades and 338 are unionized workers. The remaining 464 are contract/temporary/casual workers.

2.2 Relationship between Sales and Investment Opportunities

According to the work by Morrisset (2000) it was noted that although most of the Sales come along with their expertise and skilled personnel, they still employ great and massive of the local population of semi-skilled and unskilled to participate in some of the different operational activities hence boosting investment opportunities for the people in the host country especially in the areas of manufacturing, marketing, sales, and technical support.

According to the socio-economic impact assessment on the Sales in Namibia for example, by Jauch and Endresen (2000), the scholars revealed that Namibia had come short of the expectation in terms of the DFI programs in terms of investment opportunities to be created. According to the authors report it was found out that the government anticipated of creating 25000 jobs by the end of 1999 could not be achieved as only 400 actual numbers of jobs were created at the time of the study hence leaving the credibility of sales in job creation doubtful.

The study carried out by Piana, (2005) in its part revealed that although extensive amount of returns has been created for the upcoming companies through the Sales in their various organizations, poor labor conditions prevailing in the jobs created are quite regrettable. Giving a specific example with one of the Chinese owned textile company producing for the US market from Namibia, the author revealed that the company had two strikes within months of each other and this was simply due to poor working conditions and poor salaries, typical conditions that prevail.

Another research on Sales in Africa by Morrisset (1999) also illustrated clearly that in many of the organizations, a quarter of Sales programs expands investment, a third contracts investment. Citing a clear example with Namibia, the author indicated that most Sales systems went into the mining industry that reduced its workforce from 14000 to 5000 during the past 12 years. This therefore challenges that believe in people that Sales creates investments opportunities to the local population.

Another finding by Graham and Spaulding (2004) on Sales especially in South Africa indicated that Sales has greatly helped to transfer managerial skills to local managers. The scholar showed in his research that this has helped many local workers to take places of management when production lines set up new plants, acquire companies or outsource to local subcontractors.

In another research by Morrisset (2000) the authors pointed out that international experience has shown that Sales is hardly accompanied by substantial investment creation, and in some cases may even lead to job losses. Another problem with investment through Sales is the kind of investment it creates.

As it can be seen from the above literature, it can somehow be noted that Sales has somehow been challenged in the area of job creation.

2.3 Initiatives by Developing Organizations to Attract Sales systems

As a matter of fact, different developing organizations employ various initiatives to attract Sales systems. Giving an example with Namibia in Africa, Jauch and Endresen (2000), noted that in order to attract improvement systems to establish businesses in the country, specific governments offers incentives such as tax holidays, exemptions on export and import duties, subsidized infrastructures, and limits on workers' rights. Through this process, many established organizations have established investment programs in the country hence improving the economic growth and development of the country.

In a similar way, WIR, (2002) also indicated that many of the African organizations have improved their regulatory frameworks for Sales by opening their economies, permitting profit repatriation and providing tax and other incentives to attract high production. In the author's deeper analysis, he noted that improvements in the regulatory framework for Sales have been stressed in many organizations through the conclusion of international agreements on Sales. In the reports by UNCTAD, (1999) it was also noted that most African organizations have concluded bilateral investment treaties with organizations whose main aim is the protection and promotion of Sales.

Another report on Sales also indicated that some developing organizations especially to those in Africa resort to reduced tax rates, tax holidays, subsidies, exemptions from import duties, accelerated depreciation allowances, investment and reinvestment allowances, specific deductions from gross earnings for national income tax purposes, deductions from social security contributions that truly entice production lines(Morrisset, 2000).

According to Radebaugh and Sullivan (2001), one of the strategies to attract Sales is entering into investment treaties, both bilateral investment treaties and multilateral ones. In the authors analysis he stressed that through bilateral investment treaties, favorable investment climate between two organizations is established by providing assurance and guarantees to investors. The author also stressed that through foreign investment treaties, fair and equitable treatment for production lines in terms of applications for investment approval and setting up their

businesses; specific provisions on expropriation and non-commercial losses and compensation for the same, and dispute or conflict settlement mechanism is constantly ensured (CUTS, 2001).

Another research by Piana, (2005) also indicated that more and more organizations developing world are engaging in pro-active policies to adopt Sales. As for Piana, (2005) he stressed that most organizations have established investment promotion agencies (IPA) whose main purpose is to engage in Sales and to look after their managerial aspects once they have set operations. Giving some example with those organizations in Africa, the authors noted that many African organizations still suffer from a negative image. This makes the marketing role of IPAs extremely important. Investment promotion agencies usually fulfill a dual role such as acting as a one stop for investors to deal with regulatory and administrative requirements and changing or modifying investor perception of the country by attending and organizing investor fairs and by distributing materials.

Although many other ways or initiative might be used by developing organizations to attract Sales, the above outlined are the one ones reviewed in the literature. More of these will be looked in to especially I the case of Uganda.

2.4 Importance of Sales

According to the literature reviewed, Sales benefits the country in one of the several ways. These will be treated differently.

2.4.1 Benefits of Sales to Organizations

Basing on the Economic Report on Africa by the United Nations Economic Commission for Africa, it was stipulated that Sales is the key to solving organizations economic problems. Bodies such as the IMF and the World Bank have indicated that by allowing organizations to engage in large inflows of Sales, the program has result in economic development.

Another report on the Sales in Sub-Saharan African governments also indicated that developing organizations do attract in order to generate investment. The same report portrays

that through Sales greater competition has been promoted and search for foreign capital to fill the resource gap has to some extent been witnessed.

Accordingly, it has also been cited Wikipedia (2008) that through attracting and permitting Sales many developing organizations have been to some extent to overcome scarcities of resources such as capital, entrepreneurship; access to foreign markets; efficient managerial techniques; technological transfer and innovation; and investment creation. This has pushed their socio-economic development.

UNCTAC (1999) also illustrated that in the attempt to apply Sales, many developing organizations, African organizations in particular have designed and implemented policies; build institutions; and sign investment agreements. This has helped to improve their institutional and infrastructural development

Additionally, Piana, (2005) also indicated that in many developing organizations, Sales is seen as an important source of capital formation particularly when the capital base is low. Through this process, capital inflow has helped to create a surplus in the capital account of the balance of payments or to make up for the deficit on the current account.

Additional analysis by the Consumer Unity and Trust Society (CUTS) (2001) in Southern Africa points out that Sales have led to transfer of technologies. In clear analysis of this report, it was noted that because companies use technology from their home country, their technology is diffused with spill- over into the local production process, and that technology is in most cases adopted and adapted by local enterprises for an economy to improve since quality technological upgrading is crucial.

Morrisset (2000), used a panel data approach for 29 African organizations to examine the main determinant of Sales and found that good government policy, growth in GDP and trade openness have significant positive relationship with Sales. This means that organizations with Sales and are witnessed by good governance experience growth in their GDP.

2.4.2 Benefits of Sales in real time investment

According to Radebaugh, & Sullivan, (2001) although there are risks involved in FID, there are some significant objectives for Sales that actually outweigh the risks involved in the business.

In the works of Graham & Spaulding, (2004) for example, the author noted that one of the major business objectives for Sales is to expand sales. In the analysis of the author, the author indicated that through Sales, investors increase their competitiveness in foreign markets. By having a physical presence in those markets, production lines manufacturing and service provisions are preferred to those local investors. The authors also indicated that through physical presence in different forms, companies have a great way to circumvent trade barriers, official and hidden, to the new market (Graham & Spaulding, 2004).

Additional objective of Sales according to Jaunch and Endresen (2000) is to decrease transportation costs from the organization of manufacturing to the market, save on the human resources investment compensation in all areas of the company operations (manufacturing, marketing, sales, and technical support). This suggests that the company is likely to save great amount of money that can also be reinvested other business or to expand business opportunities.

WIR report on Sales (2002) established that through Sales, foreign companies easily acquire resources. As for this report, through resources acquisition, company's potential savings through vertical Sales is emphasized, and the firm establishes its manufacturing facilities, deliberately allocating different stages of production in different organizations. These types of investment are developed based on the differences across organizations in input costs and availability of the appropriate trained employees. This benefits the country in which the investment is established in a way that it equips that hosting country with well skilled personnel that can boost extractive industry (WTO, 1996).

Additionally, Dupasquier and Osakwe (2005) also indicated that Sales enhances general capability to increase total production capacity, increasing the operations portfolio, and gaining

government incentives (sometimes, significant) for establishing business presence in these organizations. As for the authors this boosts and inspires home based business companies to healthily compete with the international companies' hence promoting entrepreneurship capacity.

Morrisset (1999) also noted that through Sales, risks of business and financial instability can be minimized especially through the approach of diversification. According to Morrisset (1999) diversification might appear in different forms but the common one the author mentioned is product diversification, when one company is purchasing another company doing somewhat different activities than the purchaser, to seize new opportunities (Piana, 2005). Spreading its area of expertise for the wider application base, organization has better abilities to be flexible and survive unstable market demands for the particular products. Additionally, the author mentioned that Sales through diversification of customer base, allows leveraging the profits and risks throughout different customer clusters, saving company from severe hits that might be caused by recession and market saturation in one stand-alone country.

According to the business report by WTO, (1996) some of the serious reasons in favor of Sales are tightly related to host government political and economic regulations. The Sales might also be driven by trade barriers, either existing measures - "tariff-jumping" Sales - or with the intention of reducing the probability of future protectionist measures, the so-called "*quid pro quo*" Sales (WTO, 1996).

Additional advantages might be gained, if the consumers on the host market are having certain, not very positive, sentiments towards the particular foreign product manufacturers, or the manufacturing nations. In these cases, local market penetration through locally produced and localized products will allow to improve the company's product recognition and acceptance. There is a complicated interactive relationship between consumers and manufacturer. It is not manufacturer only, who make adjustments to the product in order to follow the consumer demand and capture the customer needs, but by introducing its goods in the daily life of the people, it changes their perception towards the manufacturing firm to some degree.

2.5 Challenges Facing Sales in Africa

Although Sales has been viewed as an opportunity for economic growth and development in many developing organizations, some scholars establish that the program still faces a lot of challenges.

Dupasquier and Osakwe (2005) for example in their study on Sales on African organizations indicated that although it has been claimed that Sales benefits greatly from the presence of abundance natural resources in the African organizations, these natural resources are not easily accessible due to the poor or inadequate existing infrastructures. This point has been pointed as an obstacle to the proper achievement of Sales especially in Africa.

Dupasquier and Osakwe (2005) also studied the performance, promotion and prospects of Sales in Africa and in their explicit analysis the authors pinpointed that Sales in the case of Africa are highly affected by political instability that in most cases tend to lead to low business growth and in some cases destruction of goods, services and structures hence putting the foreign investing companies at a higher risk.

Another great challenge that has been faced by production lines in African organizations according to Piana (2005) is the inflation. In the explanation of the scholar, he noted that due to high levels of inflation in many of the African organizations, investment and growth have been deterred while trade openness and human capital have been inconsistent and insignificant in explaining the relationship between Sales and growth in these organizations.

CHAPTER THREE

METHODOLOGY

3.1 Introduction

This chapter deals with the research design, sampling procedure which include simple random and purposive sampling, sample size, method of data collection which include interviews and questionnaire, and the method of analysis.

3.2 Research design

A case study design employing both qualitative and quantitative techniques will be used. This design is chosen as appropriate because the study is to investigate the aspect of implementing Sales system to improve investment opportunities in Uganda Clays, Uganda. It will also be tiresome and expensive for the researcher to conduct the study in the whole region.

The design will also choose this design because case studies are suitable for intensive investigations and analysis of a single phenomenon structure or group being studied.

3.3 target Population

The target population for this study is 90. This comprises of 30 people from the three selected Sales departments in Uganda Clays and the 60 company administrators in the organization. The study expects to select the above outlined category of people in order to provide appropriate, relevant, sufficient and realistic information about the topic under study.

3.4 Sample Framework

3.4.1. Sampling Size

Based on the research proposal of Amin (2005), the researcher selected respondents from employees working in the three selected Sales departments for this study and respondents from the administrative units in the company making the total number of respondents to be Respondents of different socio-demographic characteristics will be selected in this.

3.4.2. Sampling Design

In this study, the researcher will employ both simple random sampling and purposive sampling methods. The category of respondents to be sampled by random sampling will include the

management and the employees of the three selected Sales departments while company administrators will be purposively sampled.

3.4.3. Sample Procedure

In using simple random sampling, the researcher will first gather the names of intended subjects from the responsible personnel in Uganda Clays and the three selected Sales departments in the organization. The selection of the respondents will be done from the surnames that start with the letters A, B, C, D. Since the people with their surnames started with letters A,B,C,D will have been many, the researcher will then employ purposive sampling method to select the number that fits the sample size. In using purposive sampling, the researcher will employ the cases of experience, age range and educational level seriously. This is because the researcher believes that experience, some age range and education level are incapable of revealing the required information for the study.

3.5 Data Collection Tools and Procedures

While carrying the study, the researcher will employ a variety of methods among which will include questionnaires, interviews and observation.

3.5.1. The Questionnaire

Questionnaires will be used because they could collect information from many respondents in a projected timeframe. All respondents will be asked the same questions except in technical circumstances. Forty five copies of questionnaires will be used to collect data from respondents. Twenty of them will go to the staff members of Uganda Clays Ltd; 10 to the administrators; 5 to government agencies and 10 remaining will go the local people in the surrounding. These questionnaires will be composed of both close-ended and open ended part. Close ended questions will be preferred because they are easy to answer and score, while open ended questions are intended to give respondents a chance to support their opinions in a free atmosphere in addition to predetermined choices.

3.5.2. Interviews

Both formal and informal interviews will be conducted with some managers of Uganda Clays and their staff members. Guiding questions will be used for interviews but during the course,

other questions will be asked depending on the responses by the respondents. Results from interviews will be helpful in complementing information that would be obtained from questionnaire. During interviews, clarification on some of the statements that will be made by informants will take place enabling the interviewee to reveal his or her view point. Information that cannot be revealed through questionnaire method will be obtained through interview technique.

3.6. Reliability and Validity of Data Collection Tools

The validity of the questionnaire will be established by expert judgment method proposed. The research supervisor will act as an expert to judge the research instruments. The researcher will adjust the materials according to the supervisor's recommendation and analysis.

3.7. Research procedure

An introduction letter will be secured from the Kampala International University, department of Business Computing to enable the researcher to visit the respective respondents in Uganda Clays to inform them formally about the forthcoming study. A list of respondents will then be obtained from their respective places of work.

Permission to conduct the study will then be obtained from the relevant authorities at in the organization. With the help of research assistants, the researcher will administer questionnaires to the respondents and additionally, interviews will be organized.

Information from respondents will be recorded and used to derive conclusions about impact of Sales on the investment opportunities of the local population. The study will respect human dignity and conceal the identity of respondents in the study. Only informed consent will be required.

3.8. Data Analysis and Presentation

Both qualitative and quantitative data analysis techniques will be used in the data analysis and presentation. The findings will be discussed, analyzed and presented in form of tables, charts and other descriptive methods that will be backed by frequency and percentage presentation. The researcher will ran all the data presentation and analysis by use of Data flow Diagrams and Entity Relations Diagrams.

3.9 Designed system

The designed system will be used to collect information in Uganda Clay's by use of certain software's that will help to capture data. Such software's include Ms Access, Ms Visual Basic6.0. This software's will enable to capture data where data inputted in the Ms Visual Basic 6.0 forms will be recorded in the Ms Access data base.

Microsoft access is a relational database management system from Microsoft that combines the relational jet database engine with a graphical user interface and software development tools. It is a member of the Microsoft office suite of applications, included in the professional and higher editions.

Access stores data in its own format based on the access jet database engine. It can also import or link directly to data stored in other applications and databases. Software developers and data architects can use Microsoft access to develop application software, and "power users" can use it to develop simple applications .like other office applications, access is supported by visual basic for applications, an object – oriented programming language that can reference a variety of object including DAO (Data Access Objects) , ActiveX Data Objects ,and many other ActiveX components . visual objects used in forms and reports expose their methods and properties in the VBA programming environment ,and VBA codes modules may declare and call windows operating –system functions

Visual basic (VB) is the third generation event driven programming language and integrated environment (IDE) from Microsoft for its COM programming model. Visual basic was derived from Basic and enables the rapid application development (RAD) of graphical user interface (GUI)applications, accesses to databases using data access objects ,remote data objects, or ActiveX data objects , and creation ActiveX controls and objects .

Standalone PC is a desktop or laptop computer that is used on its own without requiring a connection to a local area network (LAN) or wide area network (WAN). Although it may be connected to a network, it is still standalone PC along as a network connection is not mandatory for its general use. A stand-alone computer can perform complex tasks using the built –in hardware and installed software.

CHAPTER FOUR

4.0 PRESENTATION, ANALYSIS AND INTERPRETATIONS OF FINDINGS

The chapter looks at an over view of the current system, its analysis and the design. This includes the context diagram of the current system, its requirements both functional and none function requirements, the architectural design and how the different sub systems interact, its conceptual and logical design, and finally its physical design.

4.1 Introduction

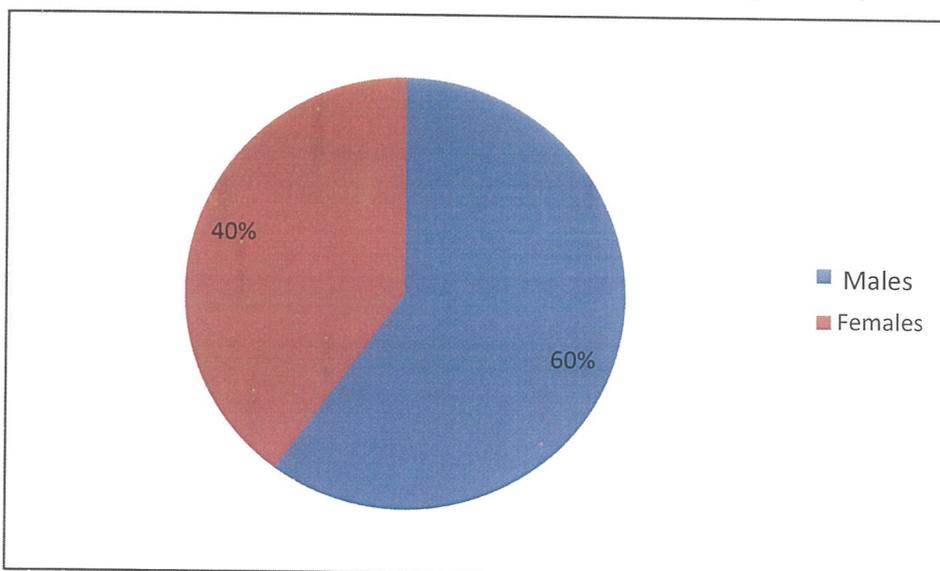
This chapter is a presentation, interpretation and discussion of the field results. The results are presented in tables and in form of frequency counts and percentages. The results and discussions are centered on the set objectives of the study.

Table 1: Distribution of sex respondents in the sales department.

Sex	Respondents	Percentage
Males	15	60%
Females	5	40%
Total	20	100%

Source: Primary Data

Figure 2: Distribution of sex respondents in the sales department.



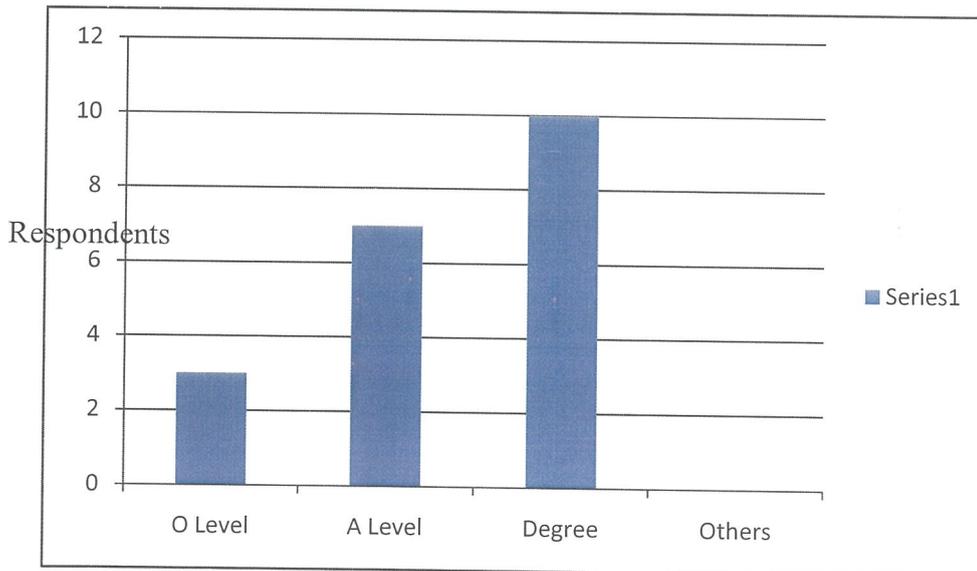
Most of the respondents were male 15(60%). Only 5 (40%) were female. This was because the majority of departmental heads are males in the company under study and the study considered only departmental heads who are involved in the sales process.

Table 2: Level of Education

Level of education	Respondents
“O” Level	3
“A” Level	7
Degree	10
Others	0
Total	20

Source: primary data

Figure 3: A bar graph showing Level of Education



Level of education

The majority of respondents had a degree 10 frequency qualification. This was attributed to the fact that the respondents were in top management of the organization and were supposed to be more qualified than other employees.

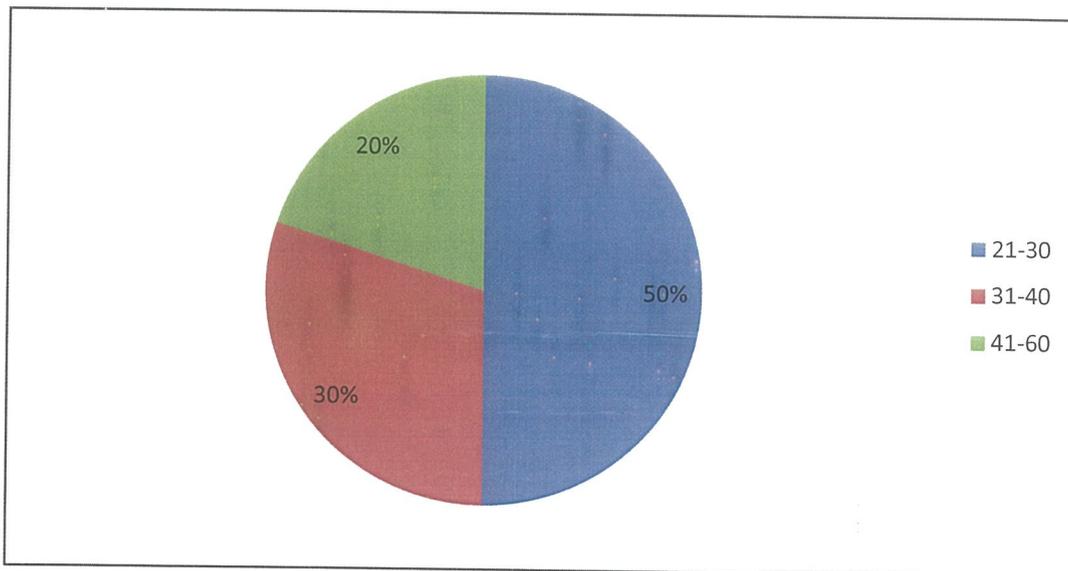
Table 3: Responses on the age of the respondents

Age	Frequency	Percentage
21-30	15	50
31-40	9	30
41-60	6	20
Total	30	100

Source: Primary data

The above information can also be presented in a diagram as follows

Figure 4: A pie-chart showing Distribution of age of the respondent

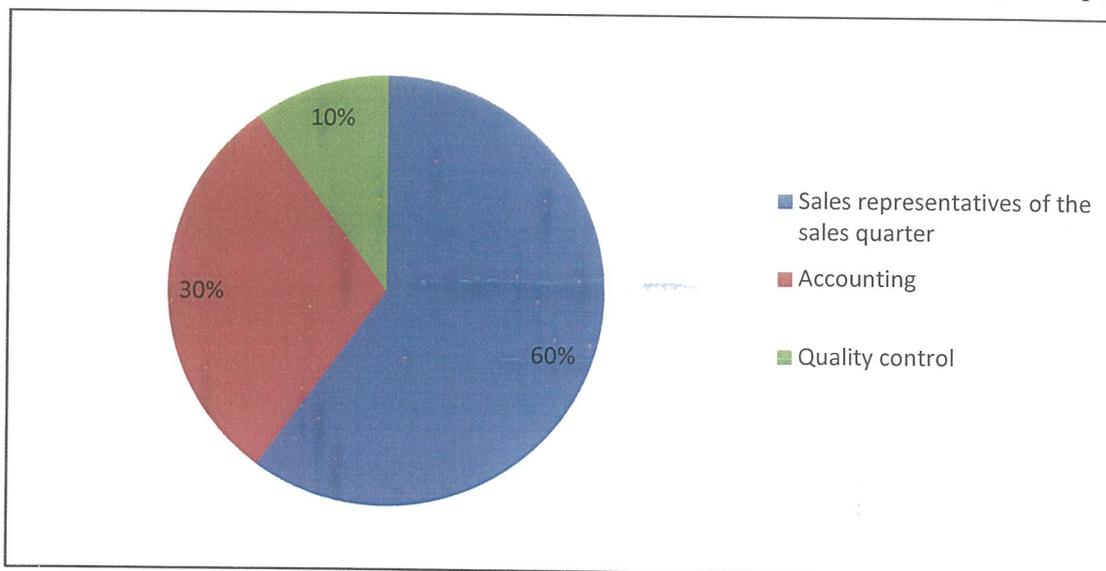


The findings revealed that majority of the respondents who are the sample are at the age between 21-30 years by 50% followed by those at the age between 31-40 represented by while the minorities were those who are at the age between 41-60 represented.

Table 4: Distribution of gender according to department

Department	Males	Frequency	Percentages
Sales representatives of the sales quarter		20	60
Accounting		7	30
Quality control		10	10
Total		37	100

Figure 5: A pie-chart showing the distribution of gender (Males) according to department

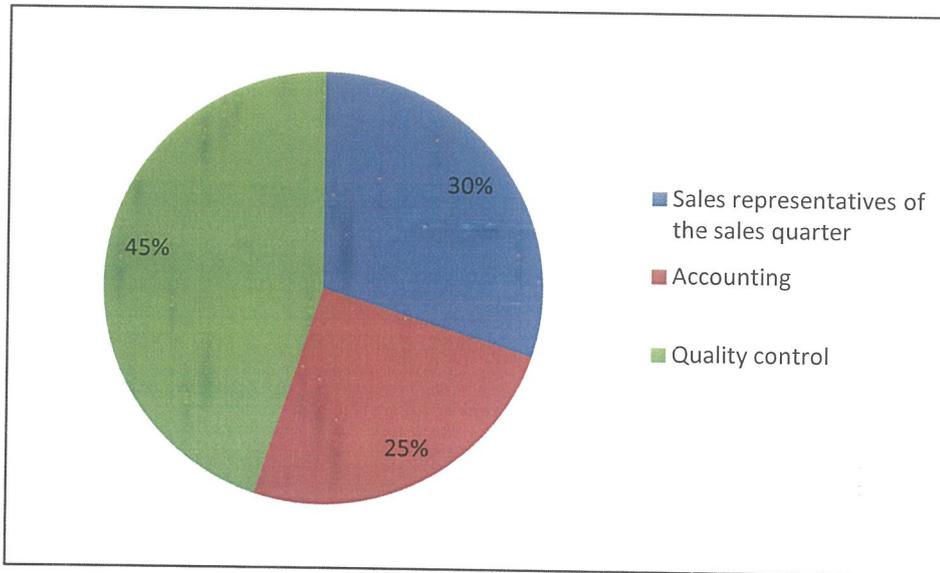


The findings revealed that majority of the respondents are work in the department of sales representatives of the sales quarter represented by 20 (60%) while the minorities were those who are in the accounting department represented.

Table 5: Distribution of gender (Females) according to department

Department	Females	Frequency	Percentages
Sales representatives of the sales quarter		10	30
Accounting		12	25
Quality control		20	45
Total		42	100

Figure 6: Distribution of gender (Females) according to department



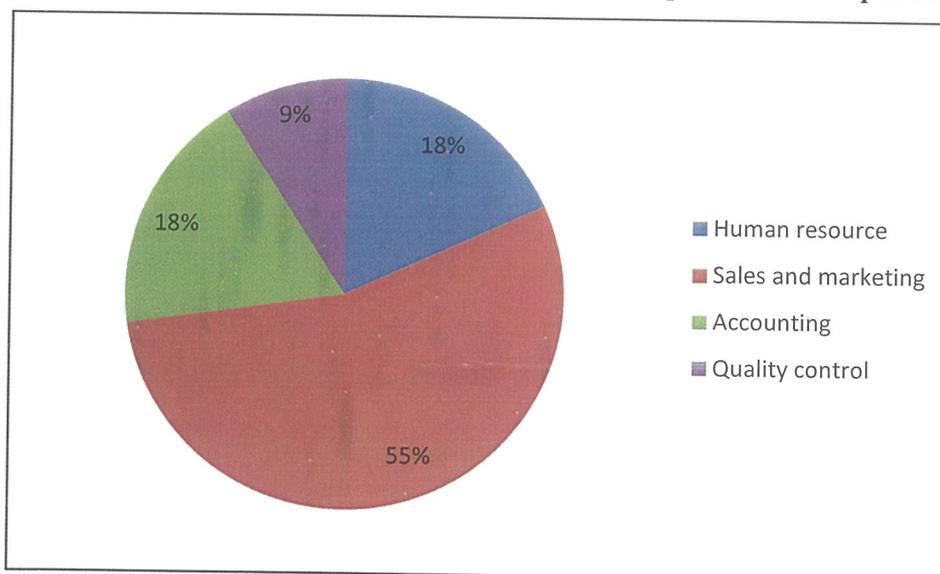
The findings revealed that majority of the respondents are work in the department of sales representatives of the sales quarter represented by 20 (40%) while the minorities were those who are in the accounting department represented by 8 (25%).

Table 6: Distribution of respondents and in the organization

Department	Frequency	Percentage
Human resource	1	18%
Sales and marketing	3	55%
Accounting	1	18%
Quality control	0	9%

Source: primary data

Fig 7: A pie-chart showing the distribution of respondents in departments



From the results it shows that the majority who are the 55% of the sample came from the sales and marketing department and the rest of the departments equal number of respondents responded which were 18% in each department. So this means the findings can be reliable since the sales and marketing department are the ones who are involved, more directly with the promotions and the sales.

4.1.1 Mode of Marketing

4.1.2 Sales promotion strategy employed by Uganda Clays Limited to increase sales.

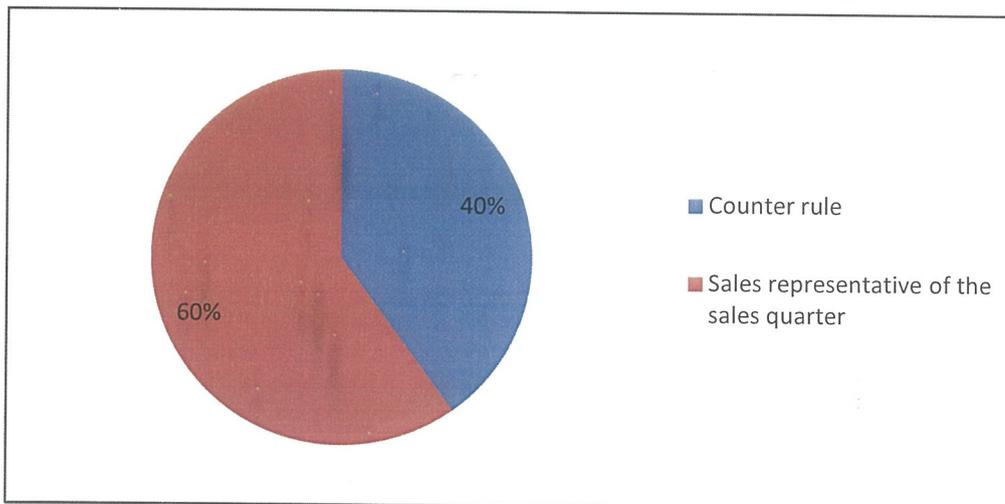
The research findings showed that Uganda Clays Limited uses one sales promotion strategies as a means of increasing sales. That is the Internal Sales Promotion Strategy which is explained as follows:

Table 7: Internal sales promotion strategy

Strategies	Frequency	Percentage
Counter rule	2	40%
Sales representative of the sales quarter	3	60%
Total	5	100%

Source: primary data

Figure 8: A pie-chart showing Internals sale promotion strategy



The findings reveal that the majority of the workers who are the 60% of the sample prefer sales representative of the sales quarter while minority who are the 40% of the sample prefer counter

rule. This means that the company should use sales representative quarter in doing promotion this motivates workers.

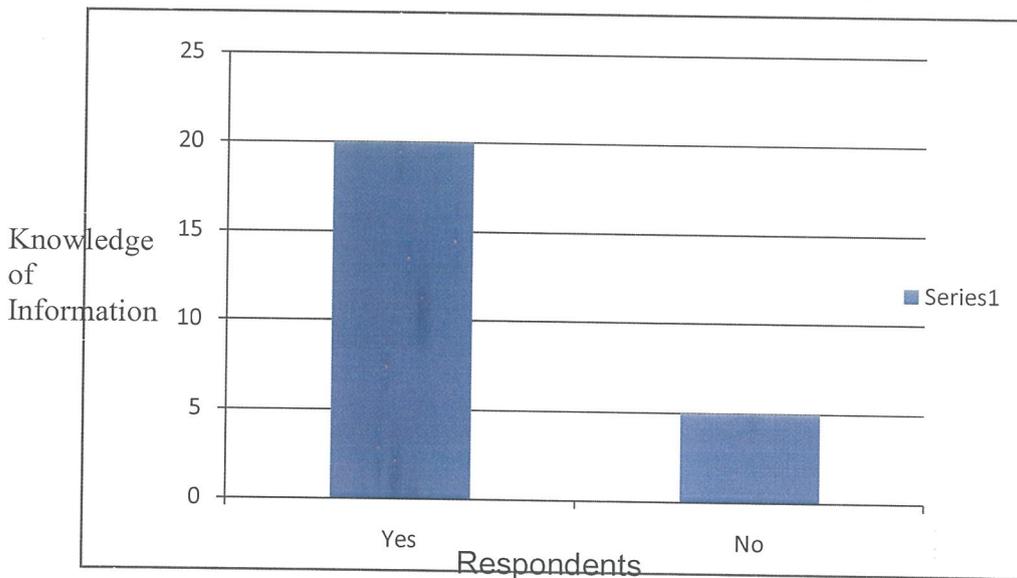
4.1.3 Knowledge of information Vs Respondents

Table 8: Awareness of the current sales promotion strategy

Respondents	Frequency
Yes	20
No	5
Total	25

Source: primary data

Figure 9: Awareness of the current sales promotion strategy



From the findings it shows that the majority who are 80% of the customers know about the ongoing campaigns and promotions with the Uganda Clays Limited. While the minority who are the 20% of the population said they don't know but the promotions.

4.2 System study and Analysis of the existing System

The study of the current Uganda Clay's Sales system was carried out at the Uganda Clay's headquarters using interviews and questionnaire guide provided in Appendix () .

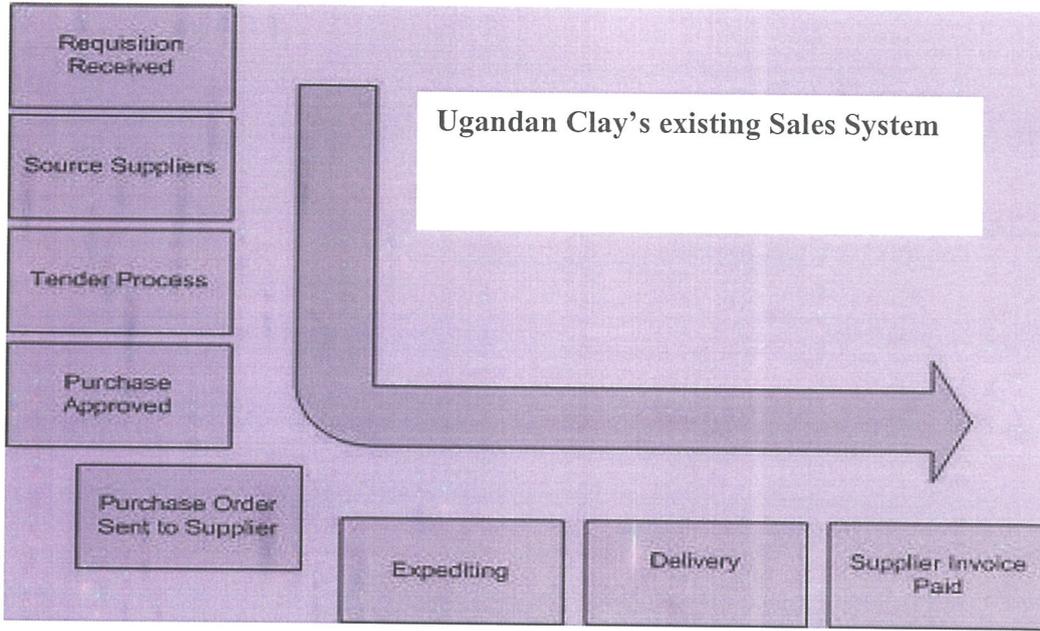
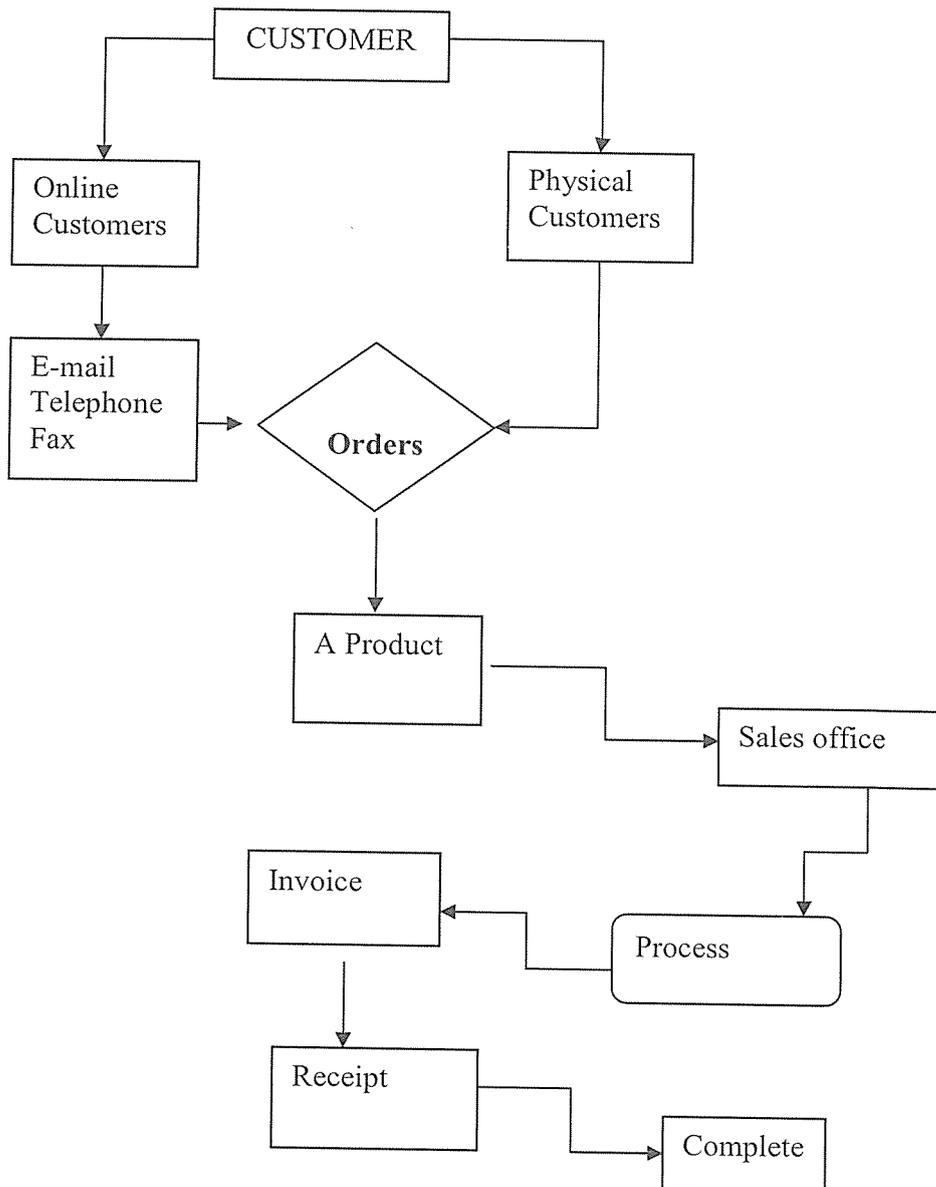


Figure 10. Showing Existing Ugandan Clay's sales system.

Currently, Ugandan Clay's is using a manual system to capture sale's transaction. Traditional Sales system tends to be characterized by high levels of bureaucracy, encumbered with manual authorization (often requiring multiple signatures independent of the order value.) This involves bills such as Purchase order, Invoice, Requisition note, Tender Process, Delivery notes which in process cause a lot of delays, slow communication and create bulky paper work which made them hard to organize and document the sales data. Because of the difficulty of analyzing all these documents in short period the sales department was often late in presenting sales reports to the management, a key factor in making future decisions.

4.3. SYSTEMS STUDY INVESTIGATION AND ANALYSIS

Figure: 11 DATA FLOW DIAGRAM FOR CUSTOMER'S DETAILS



The phase describes the system and its intended purpose. The system provides a set of tools and services which allow a user to enter data, stores and access it through searching and retrieval and then allows printing of the information from data sources. By doing this, it's

providing an automated capability to support a number of activities. Such as, Search and retrieve information from multiple data sources, provide a platform for updating records, make information available regardless the presence of a specific user.

4.1.2. Constraints of the current system

- ◆ Little information generated from users.
- ◆ Lack of necessary knowledge required to have the system implemented.
- ◆ Time given is small to design a system that is efficient and effective.
- ◆ The system uses Microsoft 2003 as a database front end and back end running on either windows 2003 or XP operating system.

4.2. SYSTEM'S REQUIREMENTS

This specifies what the users and systems administrators will require in order to keep the system functioning to suite its intended objectives.

4.2.1. User requirements

The users of interface are; sales manager, marketing director, and the production manager.

The requirements of the users were;

- ◆ Capturing of raw data.
- ◆ Processing of customers' details
- ◆ Processing of the Sales
- ◆ Maintaining and updating the database
- ◆ Checking and validating records
- ◆ Training of the users in the proper maintenance of the database.

4.2.1.1. Functional requirements

This included the details necessary for the designer to design the system. The functions included; input of customers' information, process the relevant reports, verify products in stock and print the reports as required by management. These requirements included the following

- Generating customer's **reports**. These reports containing all the necessary information as required by the user.
- **Storing** all the required information in one centralized system for further references.
- **Printing** out the necessary information s required by the user.

4.2.1.2. Non functional requirements

- ◆ System should allow modifications where necessary and should be by the authorized only
- ◆ System should reject invalid inputs and accept valid inputs
- ◆ Users need minimum training period so as to acquire skills to operate the systems
- ◆ Any attempt to forge only information is criminal offence

4.2.1.3. System requirements.

This analysis found the requirements needed and the capacity to handle the specified solution.

Hardware requirements.

- ◆ Direct access storage device.
- ◆ Operating system of windows XP as minimum requirement.
- ◆ A CD ROM or UBS port for the system installation.
- ◆ A hard disk capacity of 80GB or higher.
- ◆ Processing speed of 2.30 GHZ
- ◆ Laser printer, which prints 20000 lines per minute to save time.

Software requirements.

- ◆ DBMS (Data Base Management Systems) that will manage data base activities.
- ◆ A data Definition Language that will construct and maintain the database by defining it.

- ◆ A data Manipulation Language to allow program to access data in the database.
- ◆ A query Language, which will allow the direct communication within the database to meet their requirements.
- ◆ Backup devices like diskettes and tape drives.
- ◆ Anti-virus software like F-secure, kaspersky, avast etc.

4.2.2. System requirement specification

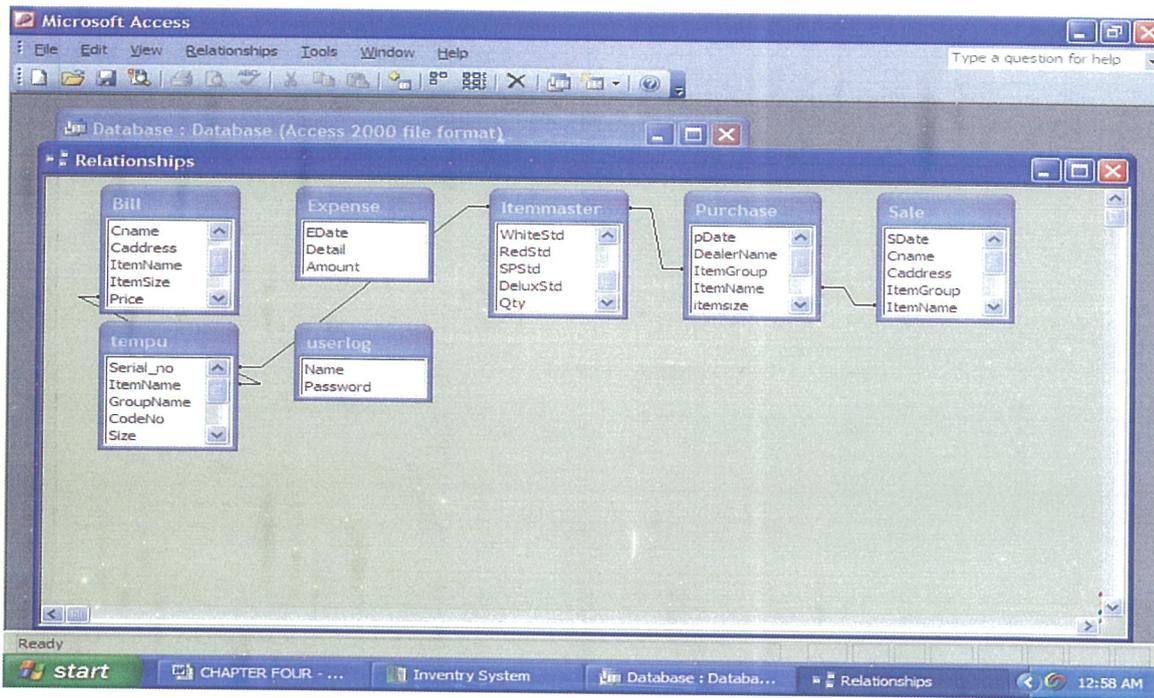
The specification describes the logical process of the customers' information, the amount of products that are in stock, the sales done per day, details of items and also the daily expenses incurred

4.3. SYSTEM'S DESIGN.

This entails a detailed review of the current system and what the new system will be expected to do. Systems analysis will lead to system design, the development of the new system that will meet the future requirements. A detailed description of the current system has already been given and the requirements of the new system are broken down into functional and non functional requirements as seen below

4.3.2.1. The entity relational model.

ENTITY RELATIONSHIP MODEL



KEY



Relationship



Attribute



Entity

4.4. DATA DICTIONARY

This describes some the keys words in used in the system's design and their meaning and some the abbreviations.

Relation: it's a table with columns and rows

Attribute: It's defined as a named column of a relation describing the entity to which are associated to.

Data: This can be defined as raw facts.

Relationship: A relationship is an association between two or more tables. They are expressed in the data values of the primary and foreign keys.

Relational schema: This refers to a named defined by a set of attribute and domain name pairs.

Primary keys: It's an attribute or a set of attributes that uniquely identify a specific instance of an entity.

Entity: This is a principal data about which information is to be collected.

DFD. Data flow diagram

ER. Entity relation

4.4.1. Systems relations/ tables.

BILL TABLE

Attribute name	Data type
Sdate	Text
CName	Text
<u>CAddress</u>	Text
ItemName	Text
ItemSize	Text
Price	Number
Qty	Number
Total Amount	Number

EXPENSE TABLE.

Attribute name	Data type
<u>Edate</u>	Text
Detail	Text
Amount	Number

ITEM MASTER TABLE

Attribute Name	Data type
Serial no	Text
Itemname	Text
<u>Groupname</u>	Text
CodeNo	Number
Itemsize	Number
Qty	Number

PURCHASE TABLE.

Attribute Name	Data type
<u>Pdate</u>	Date/Time
Dealername	Text
Itemgroup	Text
Itemsize	Number
Price	Number
Qty	Number
Totalamount	Number

SALE TABLE

ATTRIBUTE	DATA TYPE
Sdate	Text
Cname	Text
Caddress	Text
Itemname	Text
Itemgroup	Text
Itemsize	Text
Price	Number
Qty	Number
Totalamount	Number

USERLOG TABLE

ATTRIBUTE	DATA TYPE
Name	Text
Password	Number

CHAPTER FIVE

5.0. SYSTEMS IMPLIMENTION.

The chapter shows the implementation procedure and gives solutions to the current system being used at Uganda clays ltd. The chapter goes on to show the diagrams and pictures which represent data and information in the whole system and the design of the system's plan. Its looks at both front-end and backend interfaces that will be used by the user in order to interact with the system. These include;

5.1. Front-end interface.

The general idea is that the front-end is responsible for collecting input from the user, which can be in a variety of forms, and processing it in such a way that it conforms to a specification that the back-end can use.

5.1.1. Back end interface.

The connection of the front-end to the back-end is a kind of interface. It captures data from front end for manipulation and both interfaces will use Microsoft access.

Ms Access

MS Access it is a Windows based database system. Developing or modifying code is much easier and faster, hence cheaper, than doing the same thing in DOS, mini-computers or mainframes

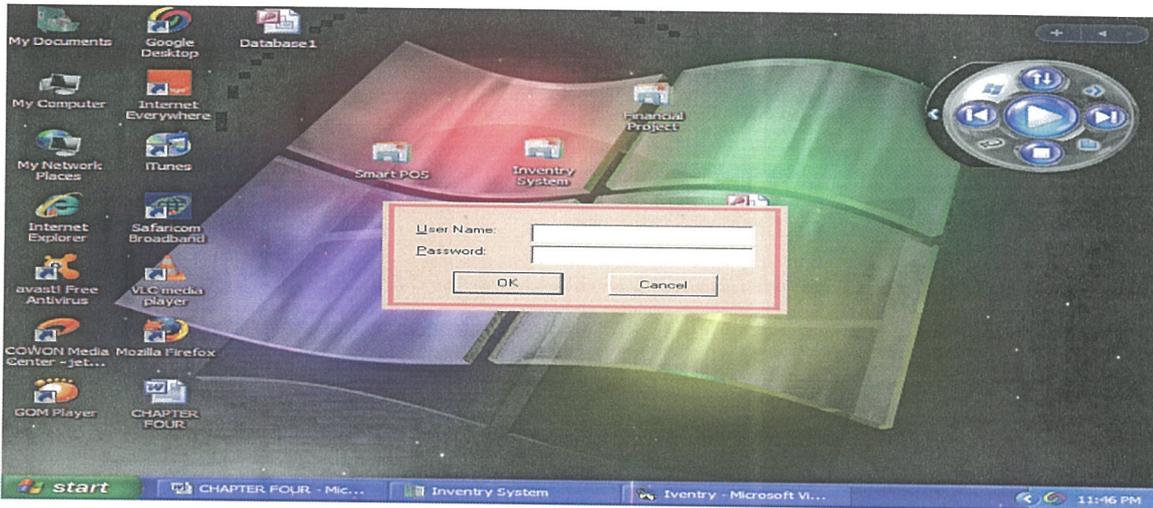
5.1.2. Advantages of Ms Access.

- Reports can be also be quickly added, modified, or new ones created based on already existing reports
- The source code either comes with the system or is available for an additional fee. This means that the systems can be adapted to suit your requirements.

5.2. Examples of the major systems' interface screen shots.

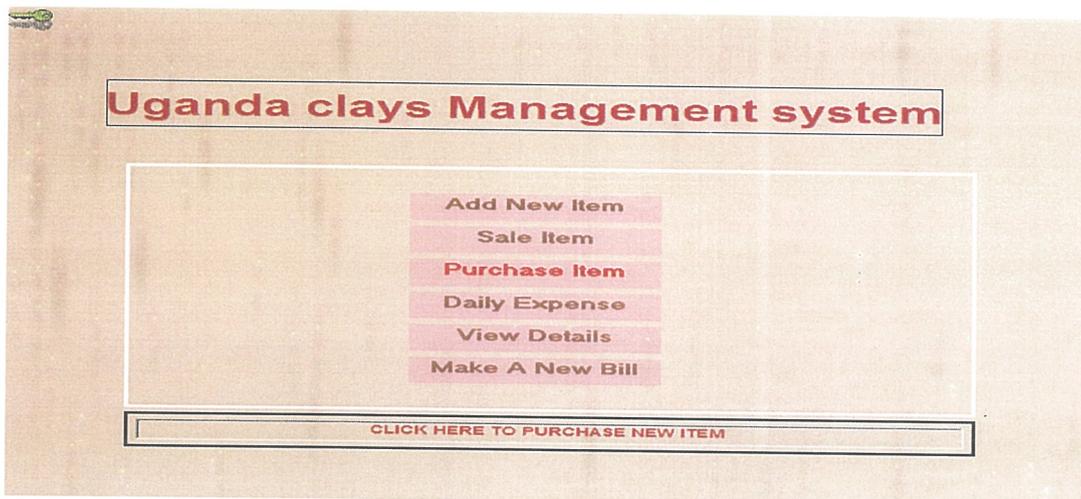
Access to the system.

This is by the use of a password which is typed in and when the user presses enter, he/she will be taken straight to the switch board which acts the system's main menu.



5.2.1. The MDI Form

This will act as the systems "MAIN MENU" to link the user to all parts of the system. It's a path way of all the systems subsystems. The user will just need to click on the MDI's command buttons and there he will be in the systems' use.



5.2.2. The Purchase Master

The purchase master contains all the details which display information captured from a purchase. Such details include, the date, item group, size, item name, price and the total amount

The screenshot shows a web form titled "PURCHASE MASTER" under the heading "Uganda clays management system". The form contains the following fields:

Date	<input type="text" value="5/29/2011"/>	Delear's Name	<input type="text"/>
Item Group	<input type="text"/>	Item 's Name	<input type="text"/>
Size	<input type="text"/>	Price	<input type="text"/>
Quantity	<input type="text"/>	Total Amount	<input type="text"/>

At the bottom right of the form are two buttons: "SAVE" and "Refresh". Below the form is a horizontal bar.

5.2.3. Sale Master form

This allows the user to view items sold to a customers and add new items and save them

The screenshot shows a web form titled "SALE MASTER" under the heading "Uganda Clays Management System". The form contains the following fields:

Date	<input type="text" value="5/29/2011"/>	Customer Name	<input type="text"/>
Customer Address	<input type="text"/>		
Item Group	<input type="text"/>	Item 's Name	<input type="text"/>
Size	<input type="text"/>	Price	<input type="text"/>
Quantity	<input type="text"/>	Total Amount	<input type="text"/>

At the bottom right of the form are two buttons: "SAVE" and "Refresh". Below the form is a horizontal bar.

5.2.4. The Daily Expense form

This form enables the user to manage the daily expenditures of the company for example the amount of money to purchase raw materials or even pay workers their wages. The user is able to summarize every in detail

The screenshot shows a web-based form titled "DAILY EXPENSE" within the "UGANDA CLAYS MANAGEMENT SYSTEM". The form includes a "Date" field with the value "5/29/2011" and an "Amount" field. Below these fields is a large text area for "Detail". At the bottom of the form are "SAVE" and "Refresh" buttons. A red error message at the bottom of the page reads "Please Enter the DATE".

5.2.5. REPORTS

The user of the system is able to view the information its report form which can later be printed out for the end users. They include, the sales date, customers name, item name, item size, price, quantity, and the total amount

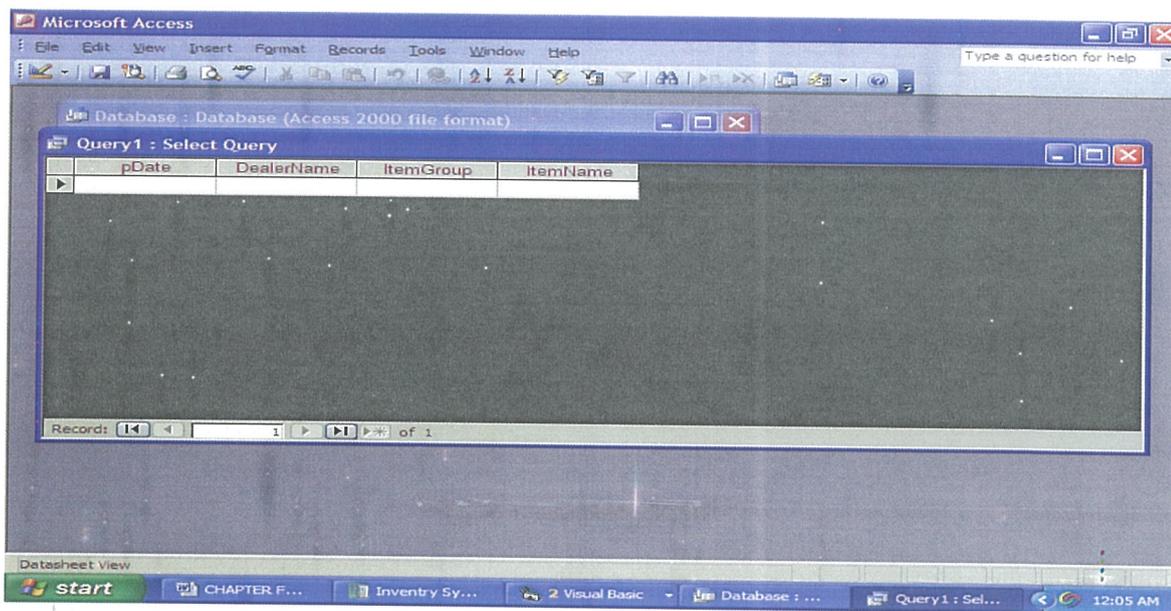
The screenshot shows a window titled "DataReport1" displaying a "Customer Bill" report. The report is a table with the following structure:

Item Name	Item Size	Price	Qty	Total Amount
Grand Total				0

The report is displayed in a window with a zoom level of 100% and a page indicator showing "Pages: 1".

5.2.6. QUERIES.

Queries are used by the systems users to select particular attributes they want and their information so that this information can either be used to make reports. Again this information can be printed out. It can always be either a perimeter query or a normal query. They are used to choose particularly which category of information is useful.



5.3.1 System coding

5.3.1.1 Access to the system

```
Private Sub cmdOK_Click()
```

```
WelcomeScreen = False
```

```
cn.ConnectionString = "provider=microsoft.jet.oledb.4.0;" & " data source=" & App.Path &  
"database.mdb"
```

```
cn.Open
```

```
rs.Open "select * from userlog", cn, adOpenDynamic, adLockReadOnly
```

```
Do While rs.EOF <> True
```

```
If rs!Name = txtUserName.Text And rs!password = txtPassword.Text Then
```

```

flag = True
Exit Do
End If
rs.MoveNext
Loop
If flag = True Then
WelcomeScreen = True
Unload Me
frmwelcome.Label1.Caption = "You are welcome to Uganda Clays Management System"
frmwelcome.Show
Else
Unload Me
frmwelcome.Label1.Caption = "Invalid UserName/Password. Login denied"
frmwelcome.Show
End If
cn.Close
End Sub
Private Sub Form_Load()
flag = False
End Sub

```

5.3.1.2. The MDI form

```

Dim i As Integer
Private Sub Form_KeyPress(KeyAscii As Integer)
'MsgBox KeyAscii
If KeyAscii = 27 Then
lblMessage.Caption = "Do you want to exit(Y/N)?"
End If
If KeyAscii = 89 Or KeyAscii = 121 Then
Unload Me
End If

```

```

End Sub
Private Sub Form_Load()
i = 0
End Sub
Private Sub Form_MouseMove(Button As Integer, Shift As Integer, X As Single, Y As Single)
lblMessage.Caption = ""
lblnew_enquiry.ForeColor = &H4080
lblviewdetails.ForeColor = &H4080
Label3.ForeColor = &H4080
Label4.ForeColor = &H4080
Label5.ForeColor = &H4080
Label6.ForeColor = &H4080
End Sub
Private Sub Form_Unload(Cancel As Integer)
On Error Resume Next
For i = 0 To File1.ListCount - 1 Step 1
File1.ListIndex = i
If Right(File1.FileName, 3) = "TMP" Or Right(File1.FileName, 3) = "tmp" Or
Right(File1.FileName, 3) = "Tmp" Then
s = App.Path & "\" & File1.FileName
Kill (s)
End If
Next
End Sub
Private Sub lblbookdetails_Click()
BookDetails.Show
End Sub
Private Sub Label3_Click()
Saleentry.Show
End Sub

```

```

Private Sub Label3_MouseMove(Button As Integer, Shift As Integer, X As Single, Y As
Single)
lblMessage.Caption = "CLICK HERE TO SALE NEW ITEM "
Label3.ForeColor = vbRed
End Sub
Private Sub Label4_Click()
Purchaseentry.Show
End Sub
Private Sub Label4_MouseMove(Button As Integer, Shift As Integer, X As Single, Y As
Single)
lblMessage.Caption = "CLICK HERE TO PURCHASE NEW ITEM "
Label4.ForeColor = vbRed
End Sub
Private Sub Label5_Click()
DailyExpense.Show
End Sub
Private Sub Label5_MouseMove(Button As Integer, Shift As Integer, X As Single, Y As
Single)
lblMessage.Caption = "CLICK HERE TO ADD EXPENSE DETAILS "
Label5.ForeColor = vbRed

End Sub
Private Sub Label6_Click()
Billentry.Show
End Sub
Private Sub Label6_MouseMove(Button As Integer, Shift As Integer, X As Single, Y As
Single)
lblMessage.Caption = "CLICK HERE TO MAKE NEW BILL AND SALE ITEM "
Label6.ForeColor = vbRed
End Sub

```

```

Private Sub lblnew_enquiry_Click()
Itementry.Show
End Sub

Private Sub lblnew_enquiry_MouseMove(Button As Integer, Shift As Integer, X As Single, Y
As Single)
lblMessage.Caption = "CLICK HERE TO ADD NEW ITEM "
lblnew_enquiry.ForeColor = vbRed
lblviewdetails.ForeColor = &H4080
End Sub

Private Sub lblviewdetails_Click()
ViewAllDetails.Show
End Sub

Private Sub lblviewdetails_MouseMove(Button As Integer, Shift As Integer, X As Single, Y
As Single)
i = 8
lblMessage.Caption = "CLICK HERE TO VIEW ALL DETAILS"
lblnew_enquiry.ForeColor = &H4080
lblviewdetails.ForeColor = vbRed
End Sub

```

5.3.1.3. The Purchase Master

```

Dim cn As New ADODB.Connection
Dim rs As New ADODB.Recordset
Dim ars As New ADODB.Recordset
Private Sub cmbgroup_Click()
rs.Close
cmbitemname.Clear
rs.Open "select itemname from itemmaster where groupname=" & "" & cmbgroup.Text &
"", cn, adOpenDynamic, adLockPessimistic
If rs.BOF <> True And rs.EOF <> True Then
cmbitemname.AddItem rs!itemname

```

```

'cmbitemsize.AddItem rs!Size
End If
End Sub
Private Sub cmbitemname_Click()
rs.Close
cmbsize.Clear
s = "select ITEMsize from itemmaster where groupname=" & "" & cmbgroup.Text & "" & "
and itemname=" & "" & cmbitemname.Text & ""
'MsgBox s
rs.Open s, cn, adOpenDynamic, adLockPessimistic
If rs.BOF <> True And rs.EOF <> True Then
cmbsize.AddItem rs!itemSize
End If
End Sub
Private Sub cmdRefresh_Click()
txtdate.Text = Date
txtDname.Text = ""
cmbitemname.Text = ""
cmbgroup.Text = ""
cmbsize.Text = ""
txtprice.Text = ""
Txtqty.Text = ""
txttamount.Text = ""
txtDname.SetFocus
End Sub
Private Sub cmdSubmitEnquiry_Click()
If cmbitemname.Text = "" Then
lblMessage.Caption = "The field name cannot be left empty. Please enter the name"
Exit Sub
End If

```

```
If cmbgroup.Text = "" Then
lblMessage.Caption = "The field address cannot be left empty. Please enter the address"
Exit Sub
End If
If cmbsize.Text = "" Then
lblMessage.Caption = "The field qualification cannot be left empty. Please enter the
qualification"
Exit Sub
End If
If txtprice.Text = "" Then
lblMessage.Caption = "The field Courese ID cannot be left empty. Please select the course"
Exit Sub
End If
If txtDname.Text = "" Then
lblMessage.Caption = "The field age cannot be left empty. Please enter the age"
Exit Sub
End If
If txtprice.Text = "" Then
lblMessage.Caption = "The Course Description not given."
Exit Sub
End If
If txttamount.Text = "" Then
lblMessage.Caption = "Please Enter the Counciller Name"
Exit Sub
End If
If Txtqty.Text = "" Then
lblMessage.Caption = "Please enter the Quantity atleast 0"
Exit Sub
End If
Dim rs2 As New ADODB.Recordset
```

```

rs2.Open "select * from purchase ", cn, adOpenDynamic, adLockPessimistic
rs2.AddNew
rs2!pDate = txtdate.Text
rs2!dealername = txtDname
rs2!itemgroup = cmbgroup.Text
rs2!itemname = cmbitemname.Text
rs2!itemSize = Val(cmbsize.Text)
rs2!price = Val(txtprice.Text)
rs2!qty = Val(Txtqty.Text)
rs2!totalamount = Val(txttamount.Text)
rs2.Update
Dim rs1 As New ADODB.Recordset
rs1.Open "select qty from itemmaster where groupname=" & "" & cmbgroup.Text & "" &
"and itemsize=" & "" & cmbsize.Text & "" & "and itemname=" & "" & cmbitemname.Text &
"", cn, adOpenDynamic, adLockPessimistic
If rs1.EOF <> True And rs1.BOF <> True Then
rs1!qty = rs1!qty + Val(Txtqty.Text)
rs1.Update
MsgBox "item qty updated"
Else
MsgBox "THAT ITEM IS NOT AVIALABLE"
End If
txtdate.Text = Date
txtDname = ""
cmbgroup.Text = ""
cmbitemname.Text = ""
cmbsize.Text = ""
txtprice.Text = ""
Txtqty.Text = ""
txttamount.Text = ""

```

```

txtDname.SetFocus
lblMessage.Caption = "The Item Detail has submitted. Press Escape to exit."
End Sub
Private Sub Command1_Click()
Unload Me
End Sub
Private Sub Form_Activate()
txtDname.SetFocus
End Sub
Private Sub Form_Load()
Dim i As Integer, j As Integer
cn.ConnectionString = "provider=microsoft.jet.oledb.4.0;" & "data source=" & App.Path &
"/Database.mdb"
cn.Open
rs.Open "select groupname from itemmaster group By groupname ", cn, adOpenDynamic,
adLockPessimistic
While rs.EOF <> True
cmbgroup.AddItem rs!groupname
'cmbitemname.AddItem rs!groupname
'cmbitemsize.AddItem rs!Size
rs.MoveNext
Wend
txtdate.Text = Date
End Sub
Private Sub Form_QueryUnload(Cancel As Integer, UnloadMode As Integer)
cn.Close
End Sub
Private Sub txtitemname_GotFocus()
lblMessage.Caption = "Please Enter the Item Name"
End Sub

```

```

Private Sub txtsize_GotFocus()
lblMessage.Caption = "Please Enter the Item Size for exp. 18"X12""
End Sub
Private Sub txtGroupname_GotFocus()
lblMessage.Caption = "Please Enter the Item Group"
End Sub
Private Sub txtCodeno_GotFocus()
lblMessage.Caption = "Please Enter the Item Code No"
End Sub
Private Sub txtwhitestd_GotFocus()
lblMessage.Caption = "Please Enter the Item's White Colour Standred "
End Sub
Private Sub txtredstd_GotFocus()
lblMessage.Caption = "Please Enter the Item's Red Colour Standred "
End Sub
Private Sub txtspstd_GotFocus()
lblMessage.Caption = "Please Enter the Item's S.P. Colour Standred "
End Sub
Private Sub txtdeluxstd_GotFocus()
lblMessage.Caption = "Please Enter the Item's Delux Colour Standred "
End Sub
Private Sub txtqty_GotFocus()
lblMessage.Caption = "Please Enter the Item's Quantity , At least 0 is must "
End Sub
Private Sub txttamount_gotfocus()
txttamount.Text = Val(txtprice.Text) * Val(Txtqty.Text)
End Sub

```

5.3.1.3. The Sale Master Form

```

Dim cn As New ADODB.Connection
Dim rs As New ADODB.Recordset

```

```

Dim ars As New ADODB.Recordset
Private Sub cmbgroup_Click()
rs.Close
cmbitemname.Clear
rs.Open "select itemname from itemmaster where groupname=" & "" & cmbgroup.Text &
"", cn, adOpenDynamic, adLockPessimistic
If rs.BOF <> True And rs.EOF <> True Then
cmbitemname.AddItem rs!itemname
'cmbitemsize.AddItem rs!Size
End If
End Sub
Private Sub cmbitemname_Click()
rs.Close
cmbsize.Clear
s = "select ITEMsize from itemmaster where groupname=" & "" & cmbgroup.Text & "" & "
and itemname=" & "" & cmbitemname.Text & ""
'MsgBox s
rs.Open s, cn, adOpenDynamic, adLockPessimistic
If rs.BOF <> True And rs.EOF <> True Then
cmbsize.AddItem rs!itemSize
End If
End Sub
Private Sub cmdRefresh_Click()
txtdate.Text = Date
txtcname.Text = ""
txtcaddress.Text = ""
cmbitemname.Text = ""
cmbgroup.Text = ""
cmbsize.Text = ""
txtprice.Text = ""

```

```

Txtqty.Text = ""
txttamount.Text = ""
txtcname.SetFocus
End Sub
Private Sub cmdSubmitEnquiry_Click()
If cmbitemname.Text = "" Then
lblMessage.Caption = "The field name cannot be left empty. Please enter the name"
Exit Sub
End If
If cmbgroup.Text = "" Then
lblMessage.Caption = "The field address cannot be left empty. Please enter the address"
Exit Sub
End If
If cmbsize.Text = "" Then
lblMessage.Caption = "The field qualification cannot be left empty. Please enter the
qualification"
Exit Sub
End If
If txtprice.Text = "" Then
lblMessage.Caption = "The field Courese ID cannot be left empty. Please select the course"
Exit Sub
End If
If txtcname.Text = "" Then
lblMessage.Caption = "The field age cannot be left empty. Please enter the age"
Exit Sub
End If
If txtprice.Text = "" Then
lblMessage.Caption = "The Course Description not given."
Exit Sub
End If

```

```

If txttamount.Text = "" Then
lblMessage.Caption = "Please Enter the Counciller Name"
Exit Sub
End If
If Txtqty.Text = "" Then
lblMessage.Caption = "Please enter the Quantity atleast 0"
Exit Sub
End If
Dim rs1 As New ADODB.Recordset
rs1.Open "select qty from itemmaster where groupname=" & "" & cmbgroup.Text & "" &
"and itemsize=" & "" & cmbsize.Text & "" & "and itemname=" & "" & cmbitemname.Text &
"", cn, adOpenDynamic, adLockPessimistic
If rs1.EOF <> True And rs1.BOF <> True Then
rs1!qty = rs1!qty - Val(Txtqty.Text)
If rs1!qty <= 50 Then
MsgBox "Sorry Not Enough Stock "
Exit Sub
End If
rs1.Update
MsgBox "item qty updated"
Else
MsgBox "THAT ITEM IS NOT AVIALABLE"
End If
Dim rs2 As New ADODB.Recordset
rs2.Open "select * from sale ", cn, adOpenDynamic, adLockPessimistic
rs2.AddNew
rs2!sDate = txtdate.Text
rs2!cname = txtcname
rs2!caddress = txtcaddress.Text
rs2!itemgroup = cmbgroup.Text

```

```

rs2!itemname = cmbitemname.Text
rs2!itemSize = Val(cmbsize.Text)
rs2!price = Val(txtprice.Text)
rs2!qty = Val(Txtqty.Text)
rs2!totalamount = Val(txttamount.Text)
rs2.Update
txtdate.Text = Date
txtcname = ""
txtcaddress.Text = ""
cmbgroup.Text = ""
cmbitemname.Text = ""
cmbsize.Text = ""
txtprice.Text = ""
Txtqty.Text = ""
txttamount.Text = ""
txtcname.SetFocus
lblMessage.Caption = "The Item Detail has submitted. Press Escape to exit."
End Sub

Private Sub Command1_Click()
Unload Me
End Sub

Private Sub Form_Activate()
txtcname.SetFocus
End Sub

Private Sub Form_Load()
Dim i As Integer, j As Integer
cn.ConnectionString = "provider=microsoft.jet.oledb.4.0;" & "data source=" & App.Path &
"/Database.mdb"
cn.Open

```

```

rs.Open "select  groupname  from itemmaster group By groupname ", cn, adOpenDynamic,
adLockPessimistic
While rs.EOF <> True
cmbgroup.AddItem rs!groupname
'cmbitemname.AddItem rs!groupname
'cmbitemsize.AddItem rs!Size
rs.MoveNext
Wend
txtdate.Text = Date
End Sub
Private Sub Form_QueryUnload(Cancel As Integer, UnloadMode As Integer)
cn.Close
End Sub
Private Sub txtitemname_GotFocus()
lblMessage.Caption = "Please Enter the Item Name"
End Sub
Private Sub txtsize_GotFocus()
lblMessage.Caption = "Please Enter the Item Size for exp. 18"X12""
End Sub
Private Sub txtGroupname_GotFocus()
lblMessage.Caption = "Please Enter the Item Group"
End Sub
Private Sub txtCodeno_GotFocus()
lblMessage.Caption = "Please Enter the Item Code No"
End Sub
Private Sub txtwhitestd_GotFocus()
lblMessage.Caption = "Please Enter the Item's White Colour Standred "
End Sub
Private Sub txtredstd_GotFocus()
lblMessage.Caption = "Please Enter the Item's Red Colour Standred "

```

End Sub

Private Sub txtspstd_GotFocus()

lblMessage.Caption = "Please Enter the Item's S.P. Colour Standred "

End Sub

Private Sub txtdeluxstd_GotFocus()

lblMessage.Caption = "Please Enter the Item's Delux Colour Standred "

End Sub

Private Sub txtqty_GotFocus()

lblMessage.Caption = "Please Enter the Item's Quantity , At least 0 is must "

End Sub

Private Sub txttamount_gotfocus()

txttamount.Text = Val(txtprice.Text) * Val(Txtqty.Text)

End Sub

CHAPTER SIX

6.1. DISCUSSION, CONCLUSIONS AND RECOMMENDATIONS.

This chapter gives a concise summary of the major findings of the study, conclusions and what the researcher recommends. The recommendations are based on the researcher's analysis and interpretation of the findings. The summary of the findings briefly outlines the outcomes of the research objectives and the research questions.

DISCUSSIONS

6.1.2. Objectives.

- To study the current system and its works. This was achieved through interviewing the administration and staff of Uganda clays
- To come with the requirements of the system. This will be used in the systems implementation and testing. This was achieved through collaboration with the company's administration to provide some these requirements.
- To design and implement the system that will help in enhancing of the returns on investment of Uganda clays. This objective was achieved through making a conceptual view of how the system's design will look like and went to make a physical design of the system which has now met the needs of its intended purpose.

The overall objectives of the systems were achieved through;

d) Testing

The new proposed system was tested to ensure that it runs properly with no errors and determine its compatibility with the recommended operating system. After the system has been tested and found reliant, the system analyst should go ahead and implement.

The system's testing.

- Programmer Testing

This is the testing done on the system by the programmer in an effort to get rid of all the bugs in the system. For the case of Uganda clays, management system, the programmer testing was implemented in the following ways:

- The application was tested to make sure that the login was working perfectly.
- The system was run on different computers and different version of MS ACCESS to make sure that the application was compatible with various types of computer.

- Sample data was inserted and later retrieved into the database directly from the tables and using queries so as to make sure that the system was working properly.
- Checking that the links on the main were working.

USER TESTING

This is the testing done on the system by the user to make sure that the application does what its supposed to do. For the case of Uganda clays, the management system the user testing was implemented in the following ways

- Data was entered from the forms and verified that it had actually been stored.
- The user login was tested to make sure that the use obtains access to the system.
- Check that the system is user friendly.

6.1.3. Constraints during the work

- ◆ Training of the users who had no prior knowledge in using system programmed systems.
- ◆ Acquiring of the necessary hard ware and soft ware requirements to build the system which are expensive.
- ◆ Little time budgeted to complete the whole system.
- ◆ Lack of enough fiancés for transport and purchase the general systems requirements both soft ware and hard ware.

6.1.4. Conclusion

In conclusion the researcher observed that despite the poor records keeping and the manual system, management system has played a vital role in the company. The database system project has been done to substitute the manual system; this will enhance efficient, accurate storage and retrieval and retrieval. The systems will manage the return on investments of the company.

6.1.5. Recommendations.

a) Training

Training is very essential in that it ensures that the successful implementation of the system that the employees and other members of staff have not been used to. Training enables smooth

change over if the end users of management get in-house training off site training in order to equip the employees with knowledge about the system

b) Conversion

Parallel system of conversion is recommended where the traditional system of file record keeping should be operated alongside the new computerized records system. This offers great security in case any errors are found in the new system or if usage problems occur it's easy to fall back on the old system. Therefore transfer of the records from a computer file record keeping system to a records system should be carried out.

c) Evaluation

The implemented system should be tested to ensure that the transaction process works satisfactory and efficiently. If it does not perform the objective, corrective action will be taken, indeed as time progresses changes will become necessary and design become a cyclical process.

e) Security.

The security of the system is such a crucial aspect which needs to be put into consideration. The users of the system should be given should be given different passwords to give them access to information they are supposed to work with. And the company administrator should have full access to the systems records.

APPENDIX I

QUESTIONNAIRE SCHEDULE

Kindly respond to the statement below as objectively as possible making a tick (x) mark against any appropriate alternatives which mostly apply to you. Your responses will be treated in utmost confidence.

Instructions

(Tick in the appropriate space provided)

Dear respondent,

Please help me answer the questions below with sincere answers because this going to assist in doing my project

Contact Name: _____

Organization: _____

Official Website: _____

Email: _____

Phone number: _____

Contact address: _____

Qn.1 Level of Education (Qualification):

- a) "O" Level/school certificate ()
- b) "A" Level or Equivalent ()
- c) First Degree, Above ()
- d) Others (specify)

Qn.2. Which of the following levels of management do you belong?

- a) Tactical Management Level ()
- b) Operational Level ()
- c) Strategic Management Level ()

Qn.3. Working experience

- a) Below 1 year ()
- b) 2 – 5 Years ()
- c) 6 – 9 Years ()
- d) 10 – 9 Years ()
- e) 10 and above ()

Qn.4. please mention the industry for which the sales are implemented

- a) Financial ()
- b) Consumer goods ()
- c) Manufacturing ()
- d) Other (please specify)

Qn.5. Please mention the monthly sales target concisely.

- a) Less than 50m ()
- b) 50m – 100m ()
- c) 101m – 200m ()
- d) More than 200m ()

Qn.6. How many employees are involved in enacting the sales of the company.

- a) Below 5 ()
- b) 6 to 10 ()
- c) More than 10 ()

Qn.7. How often do you conduct training session for processing sales

- a) Once in a week ()
- b) Once in a month ()
- c) Once in a year ()
- d) More than once in a year ()

Qn.8. Are there any internet marketing involved?

- a) Yes ()
- b) No ()

Qn.9. Please give the rough estimate of revenues that the sales intend to generate

- a) 100m to 300m ()
- b) 300m to 500m ()
- c) 500 m to 700m ()
- d) More than 700m ()

Qn.10. How is the user's response to the quality of your products?

- a) Good ()
- b) Satisfied ()
- c) Very good ()
- d) Excellent ()

Qn.11. How many rejections do you get in a typical month?

- a) Less than 50 ()
- b) 50 to 100 ()
- c) 100 to 200 ()
- d) More than 200 ()

Would you mind if (Permission as to can the user be contacted for the follow ups)

- a) Yes ()
- b) No ()

However the information given will regarded private so feel to answer the questions freely.

We shall be grateful for information given and cooperation.

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