Fig. 1

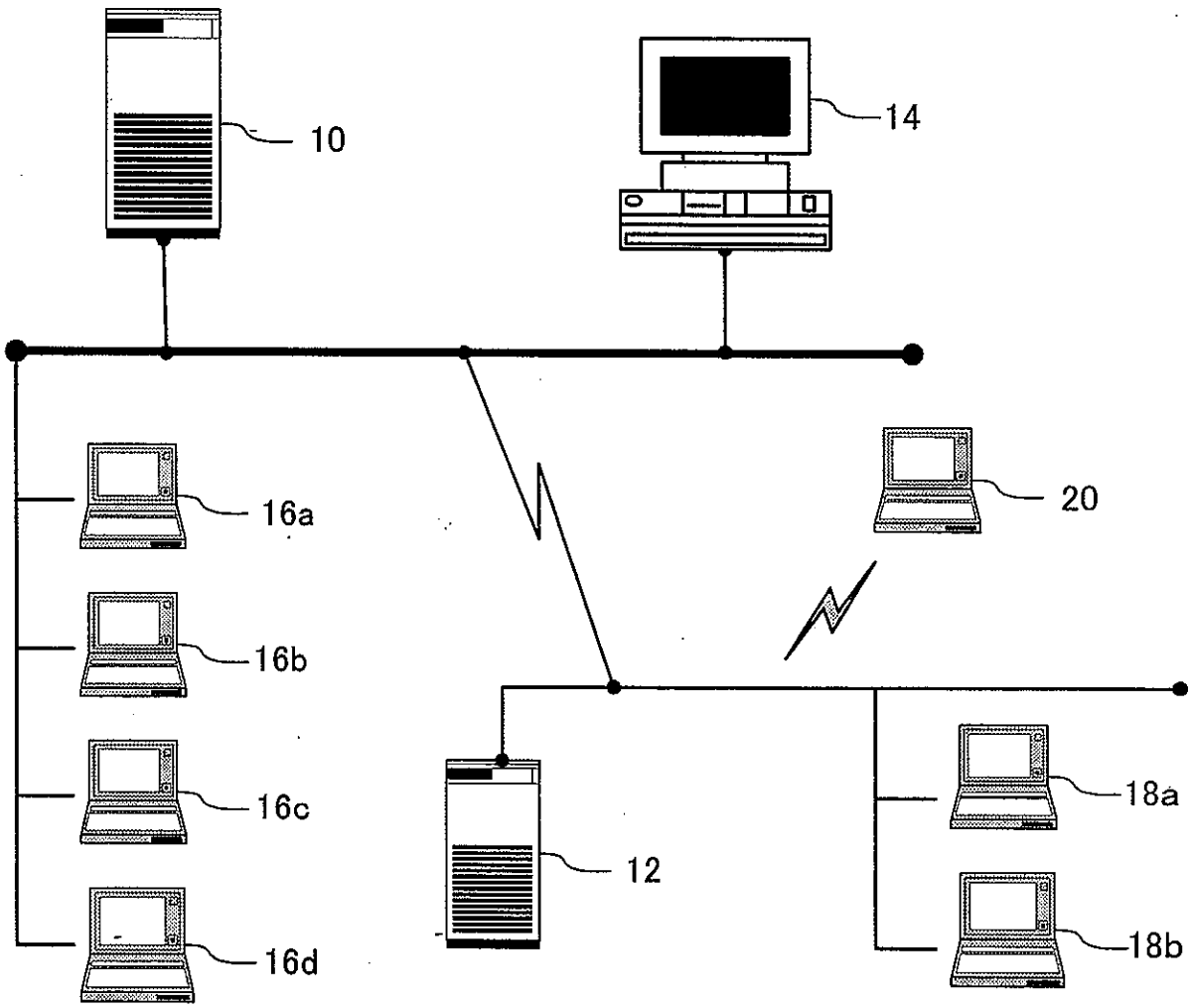


Fig. 2

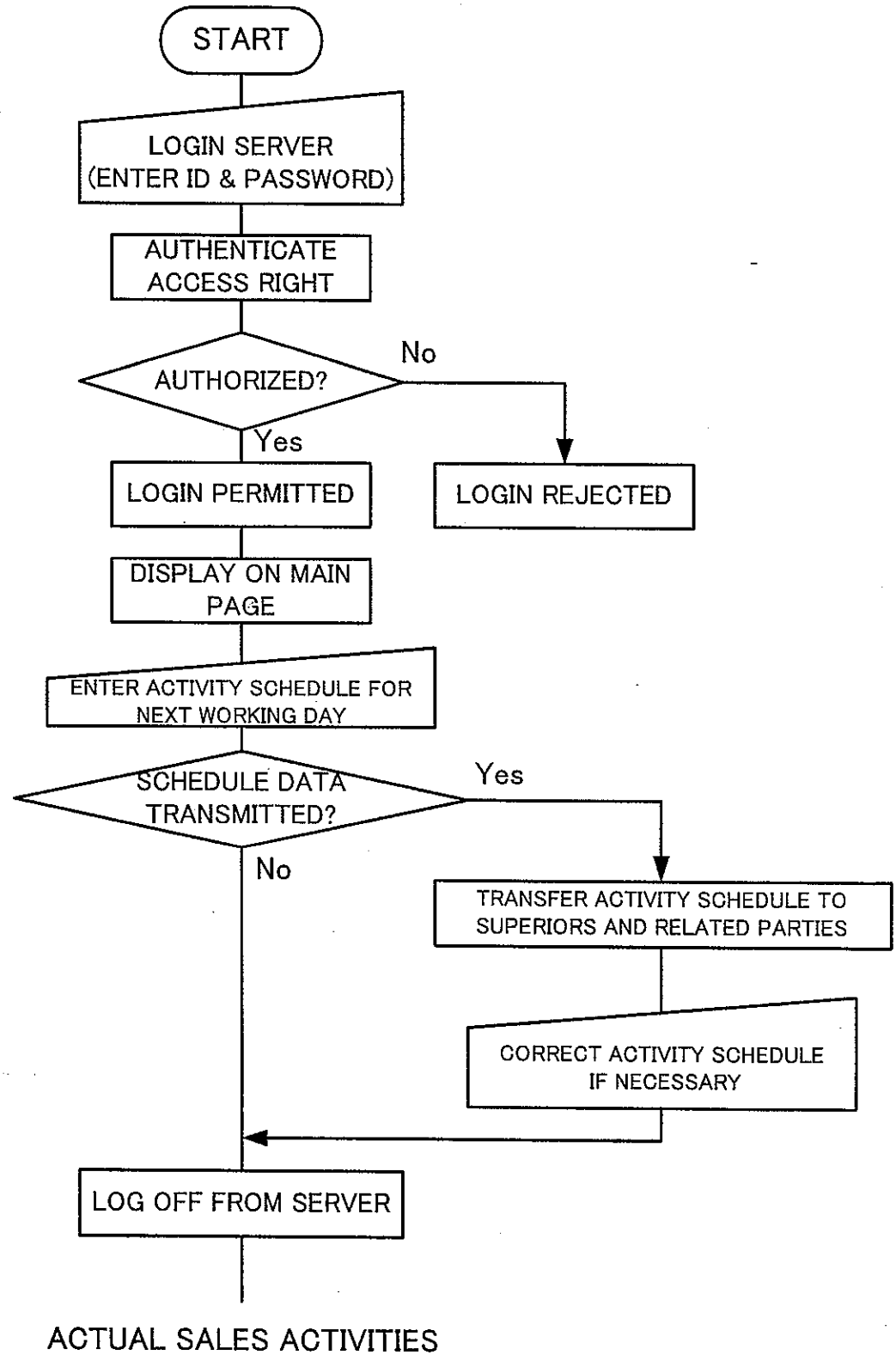

START
LOGIN SERVER (ENTER ID & PASSWORD)
AUTHENTICATE ACCESS RIGHT
AUTHORIZED?
No
Yes
LOGIN PERMITTED
LOGIN REJECTED
DISPLAY ON MAIN PAGE
ENTER ACTIVITY SCHEDULE FOR NEXT WORKING DAY
SCHEDULE DATA TRANSMITTED?
Yes
No
TRANSFER ACTIVITY SCHEDULE TO SUPERIORS AND RELATED PARTIES
CORRECT ACTIVITY SCHEDULE IF NECESSARY
LOG OFF FROM SERVER
ACTUAL SALES ACTIVITIES

Fig. 3

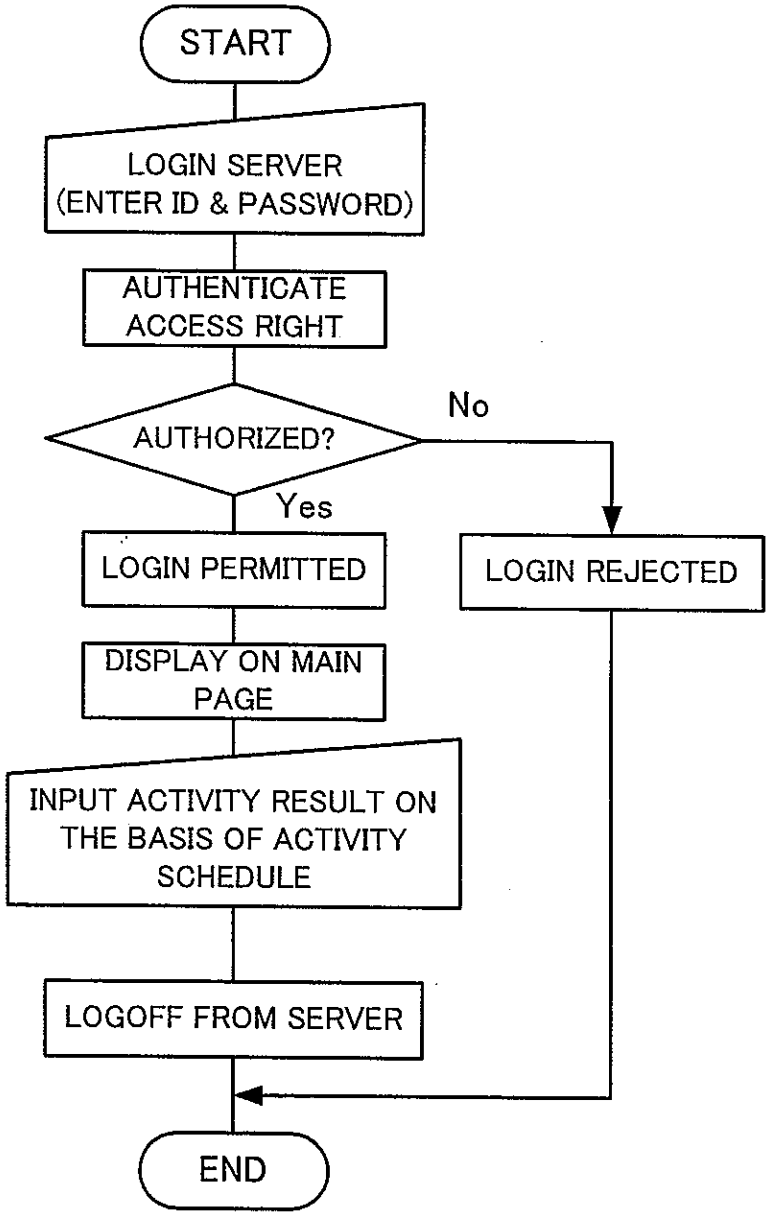

START
LOGIN SERVER (ENTER ID & PASSWORD)
AUTHENTICATE ACCESS RIGHT
AUTHORIZED?
No
Yes
LOGIN PERMITTED
LOGIN REJECTED
DISPLAY ON MAIN PAGE
INPUT ACTIVITY RESULT ON THE BASIS OF ACTIVITY SCHEDULE
LOGOFF FROM SERVER
END

Fig. 4

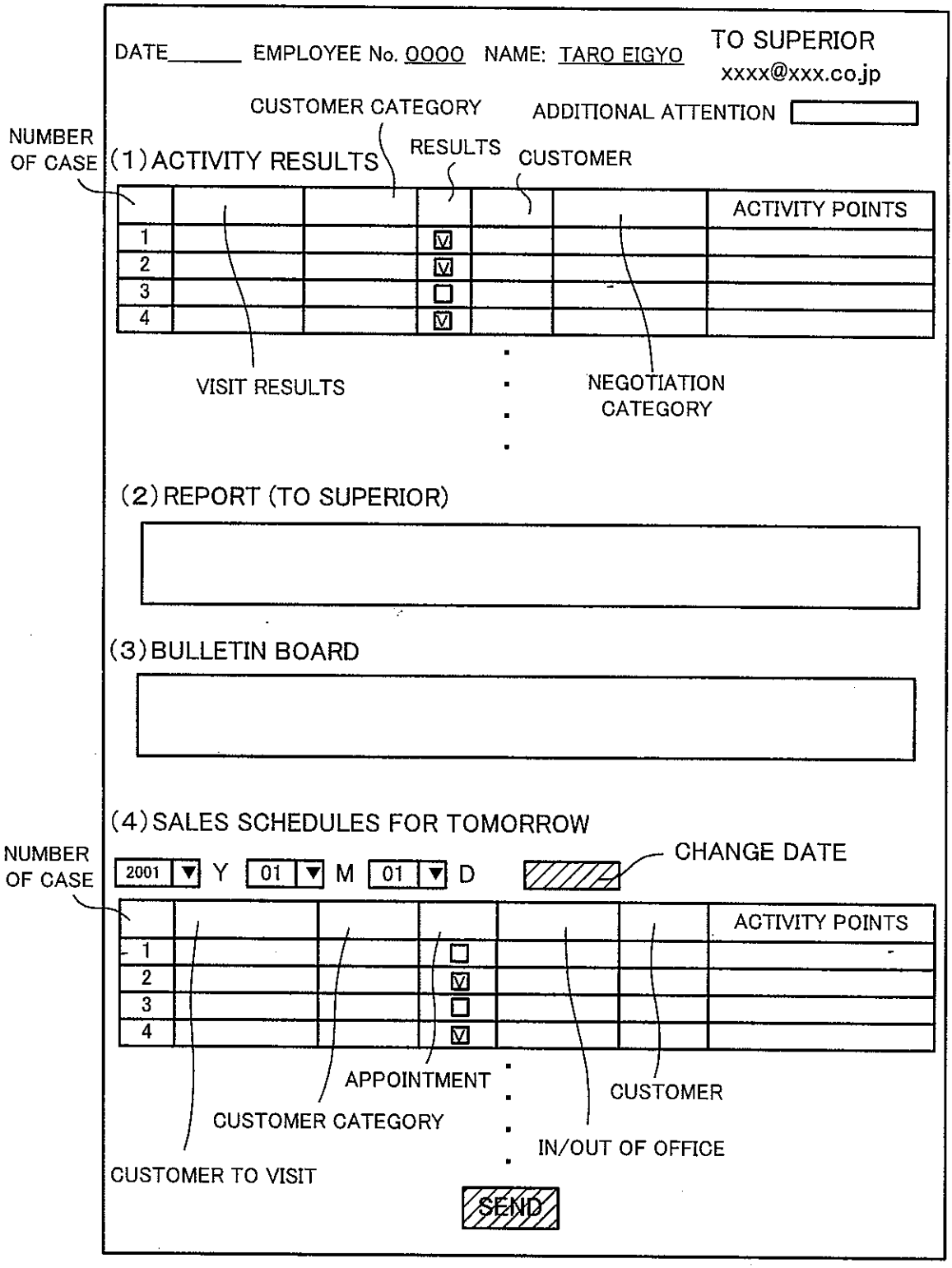
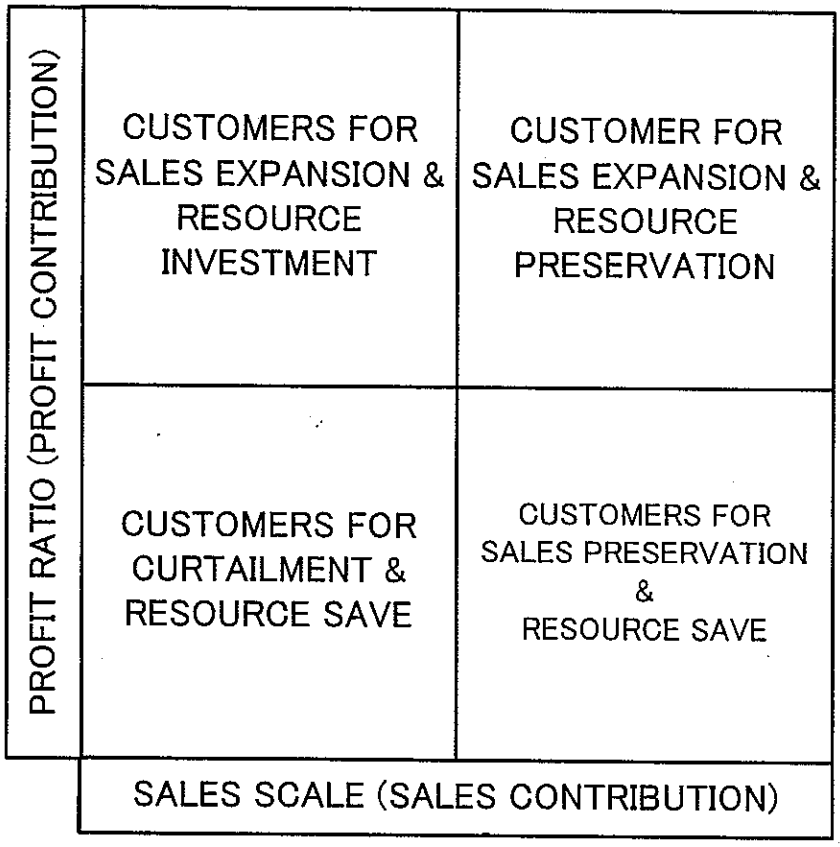

DATE_____ EMPLOYEE No. OOOO NAME: TARO EIGYO
TO SUPERIOR
xxxx@xxx.co.jp
CUSTOMER CATEGORY
ADDITIONAL ATTENTION
NUMBER OF CASE
(1) ACTIVITY RESULTS
RESULTS
CUSTOMER
ACTIVITY POINTS
1
2
3
4
VISIT RESULTS
NEGOTIATION CATEGORY
(2) REPORT (TO SUPERIOR)
(3) BULLETIN BOARD
(4) SALES SCHEDULES FOR TOMORROW
NUMBER OF CASE
2001 Y 01 M 01 D
CHANGE DATE
ACTIVITY POINTS
APPOINTMENT
CUSTOMER
CUSTOMER CATEGORY
IN/OUT OF OFFICE
CUSTOMER TO VISIT
SEND

Fig. 5


PROFIT RATIO (PROFIT CONTRIBUTION)
CUSTOMERS FOR SALES EXPANSION & RESOURCE INVESTMENT
CUSTOMER FOR SALES EXPANSION & RESOURCE PRESERVATION
CUSTOMERS FOR CURTAILMENT & RESOURCE SAVE
CUSTOMERS FOR SALES PRESERVATION & RESOURCE SAVE
SALES SCALE (SALES CONTRIBUTION)