FIG. 1

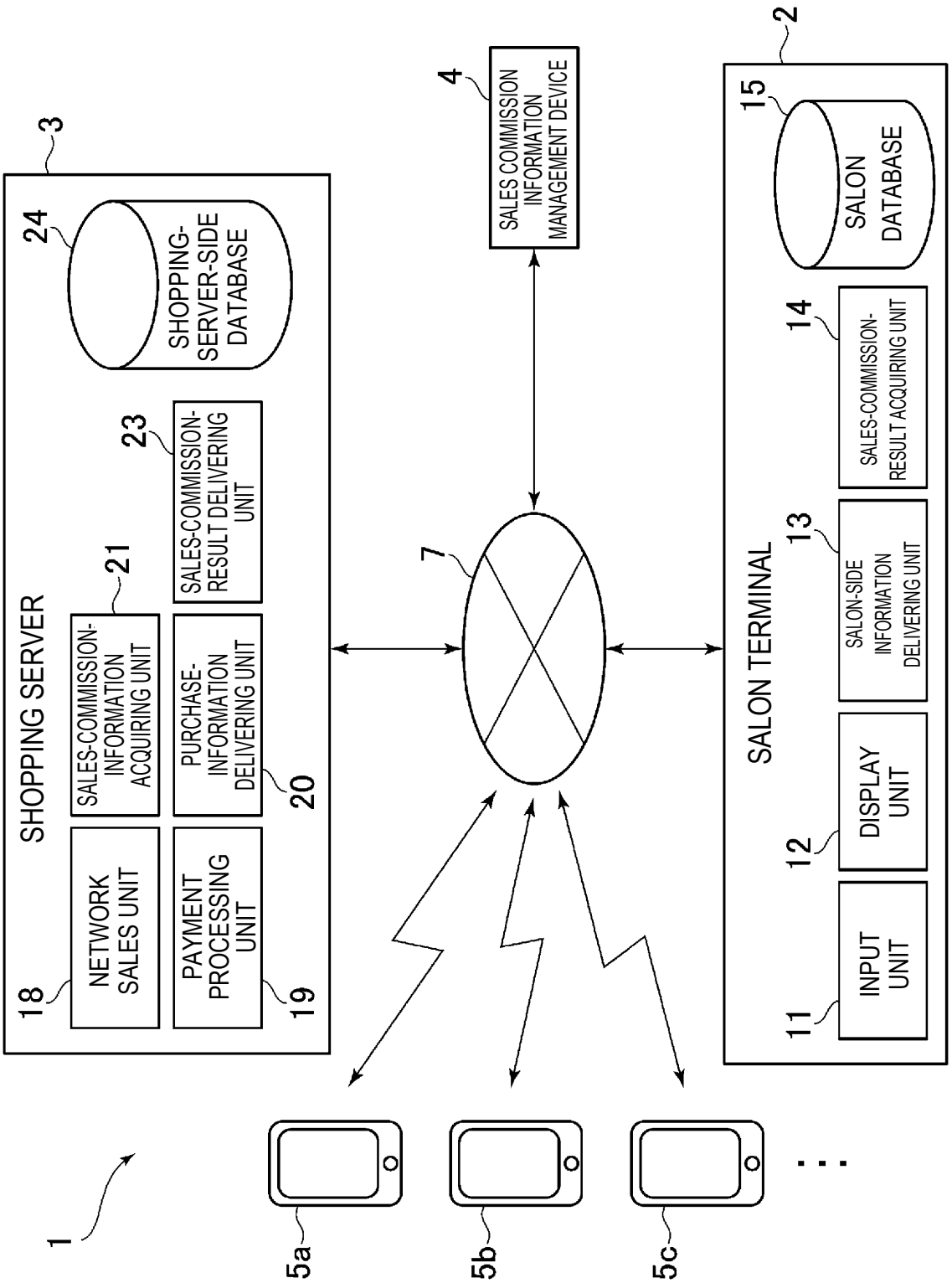

1
SHOPPING SERVER
3
NETWORK SALES UNIT
18
PAYMENT PROCESSING UNIT
19
PURCHASE-INFORMATION DELIVERING UNIT
20
SALES-COMMISSION-INFORMATION ACQUIRING UNIT
21
SALES-COMMISSION-RESULT DELIVERING UNIT
23
SHOPPING-SERVER-SIDE DATABASE
24
SALES COMMISSION INFORMATION MANAGEMENT DEVICE
4
7
SALON TERMINAL
2
INPUT UNIT
11
DISPLAY UNIT
12
SALON-SIDE INFORMATION DELIVERING UNIT
13
SALES-COMMISSION-RESULT ACQUIRING UNIT
14
SALON DATABASE
15
5a
5b
5c

FIG. 2

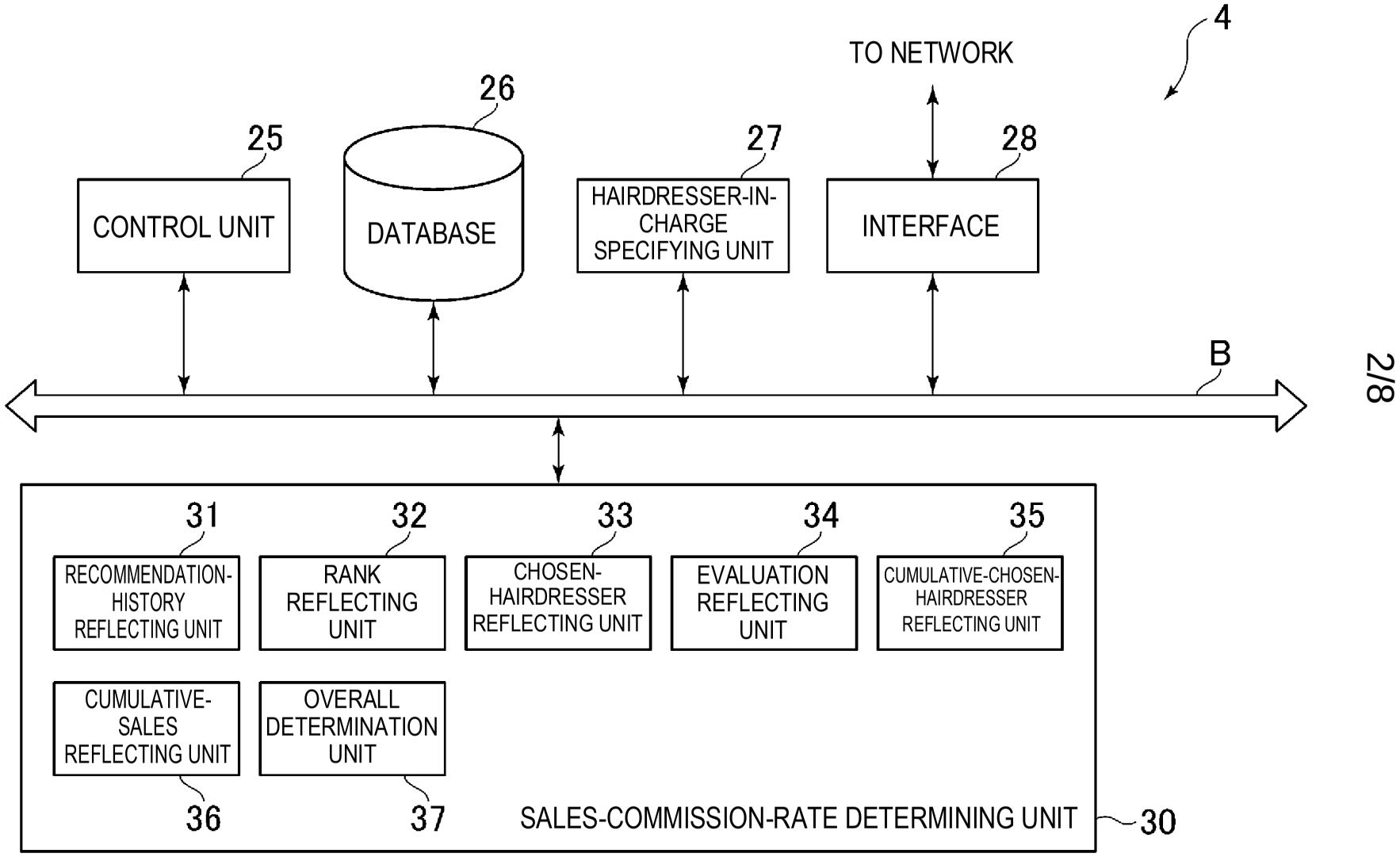

4
TO NETWORK
26
25
27
28
CONTROL UNIT
DATABASE
HAIRDRESSER-IN-CHARGE SPECIFYING UNIT
INTERFACE
B
31
32
33
34
35
RECOMMENDATION-HISTORY REFLECTING UNIT
RANK REFLECTING UNIT
CHOSEN-HAIRDRESSER REFLECTING UNIT
EVALUATION REFLECTING UNIT
CUMULATIVE-CHOSEN-HAIRDRESSER REFLECTING UNIT
CUMULATIVE-SALES REFLECTING UNIT
OVERALL DETERMINATION UNIT
36
37
SALES-COMMISSION-RATE DETERMINING UNIT
30

FIG. 3

T1

HAIRDRESSER IDENTIFICATION INFORMATION	RANK INFORMATION	CUMULATIVE CHOSEN-HAIRDRESSER INFORMATION	CUMULATIVE SALES INFORMATION	CUSTOMER IDENTIFICATION INFORMATION	EVALUATION INFORMATION	CHOSEN-HAIRDRESSER INFORMATION	RECOMMENDED PRODUCT INFORMATION
A	DIRECTOR	THIRTY TIMES	1.5 MILLION	α1	5	○	a
							b
						○	—
				α2	3	○	a
							c
				α3	4	×	d
						○	d
				⋮	⋮	⋮	⋮
B	STYLIST	NINE TIMES	0.5 MILLION	β1	5	○	—
						○	c
				β2	2	×	a
							c
				β3	3	×	a
							b
⋮	⋮	⋮	⋮	⋮	⋮	⋮	⋮

FIG. 4

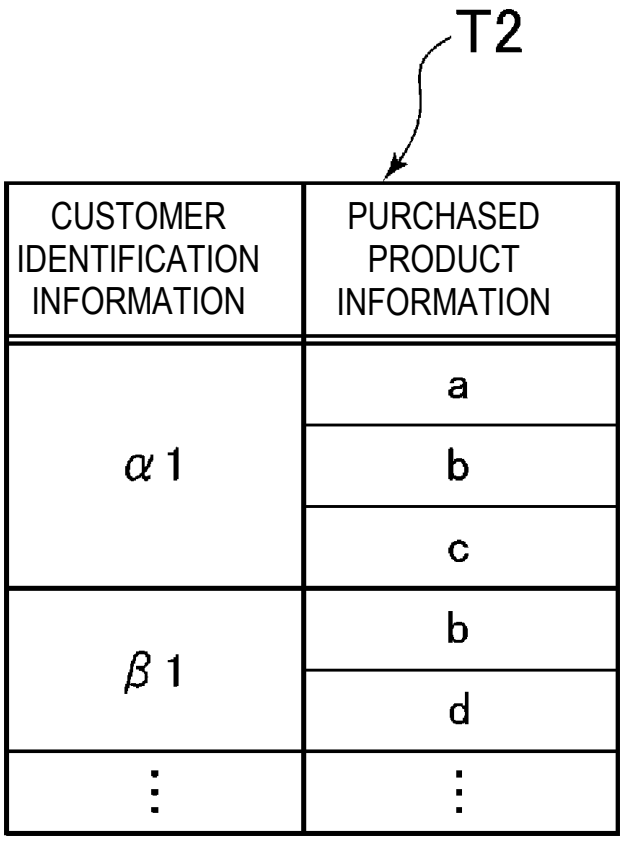

T2
CUSTOMER IDENTIFICATION INFORMATION
PURCHASED PRODUCT INFORMATION
α1
a
b
c
β1
b
d
⋮
⋮

FIG. 5

T3

ITEM		SALES COMMISSION RATE
PRODUCT SALE RECOMMENDED TO CUSTOMER		1.0%
PRODUCT SALE TO CUSTOMER WHO CHOOSES HAIRDRESSER		2.0%
PRODUCT SALE TO FREE CUSTOMER		0.5%
SALES COMMISSION RATE BY RANK	DIRECTOR	3.0%
	TOP STYLIST	2.5%
	STYLIST	2.0%
	ART DIRECTOR	2.5%
	COLORIST	1.5%
	ASSISTANT	1.0%
SALES COMMISSION RATE BY CUMULATIVE SALES RESULT	100 THOUSAND YEN OR MORE	1.0%
	250 THOUSAND YEN OR MORE	1.5%
	500 THOUSAND YEN OR MORE	2.0%
	1 MILLION YEN OR MORE	2.5%
	1.5 MILLION YEN OR MORE	3.0%
SALES COMMISSION RATE BY EVALUATION	★	1.0%
	★★	1.5%
	★★★	2.0%
	★★★★	2.5%
	★★★★★	3.0%
SALES COMMISSION RATE BY CUMULATIVE NUMBER	TEN TIMES OR MORE	1.0%
	TWENTY TIMES OR MORE	3.0%

FIG. 6

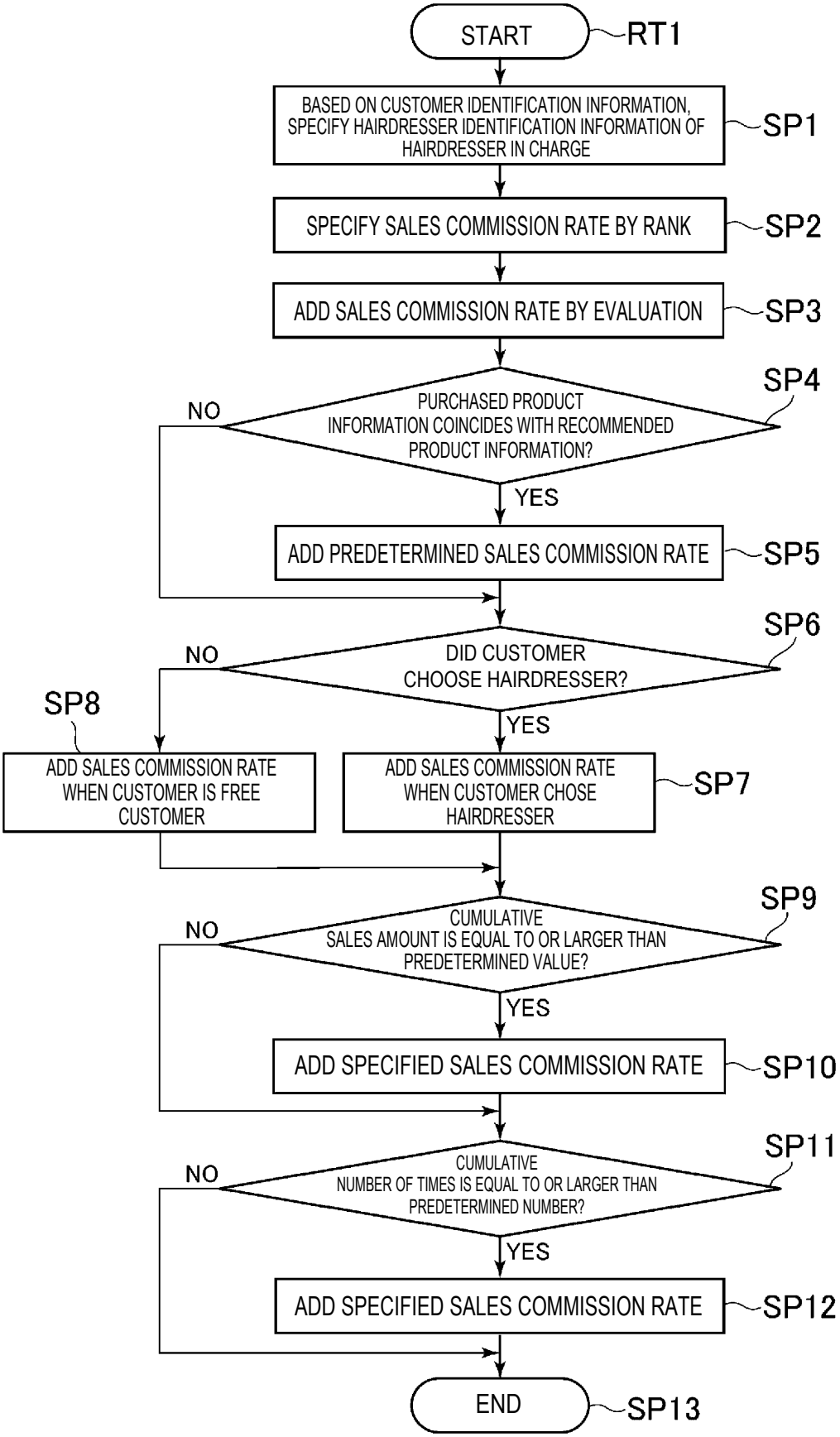

START
RT1
BASED ON CUSTOMER IDENTIFICATION INFORMATION, SPECIFY HAIRDRESSER IDENTIFICATION INFORMATION OF HAIRDRESSER IN CHARGE
SP1
SPECIFY SALES COMMISSION RATE BY RANK
SP2
ADD SALES COMMISSION RATE BY EVALUATION
SP3
SP4
PURCHASED PRODUCT INFORMATION COINCIDES WITH RECOMMENDED PRODUCT INFORMATION?
NO
YES
ADD PREDETERMINED SALES COMMISSION RATE
SP5
SP6
DID CUSTOMER CHOOSE HAIRDRESSER?
NO
YES
SP8
ADD SALES COMMISSION RATE WHEN CUSTOMER IS FREE CUSTOMER
ADD SALES COMMISSION RATE WHEN CUSTOMER CHOSE HAIRDRESSER
SP7
SP9
CUMULATIVE SALES AMOUNT IS EQUAL TO OR LARGER THAN PREDETERMINED VALUE?
NO
YES
ADD SPECIFIED SALES COMMISSION RATE
SP10
SP11
CUMULATIVE NUMBER OF TIMES IS EQUAL TO OR LARGER THAN PREDETERMINED NUMBER?
NO
YES
ADD SPECIFIED SALES COMMISSION RATE
SP12
END
SP13

FIG. 7

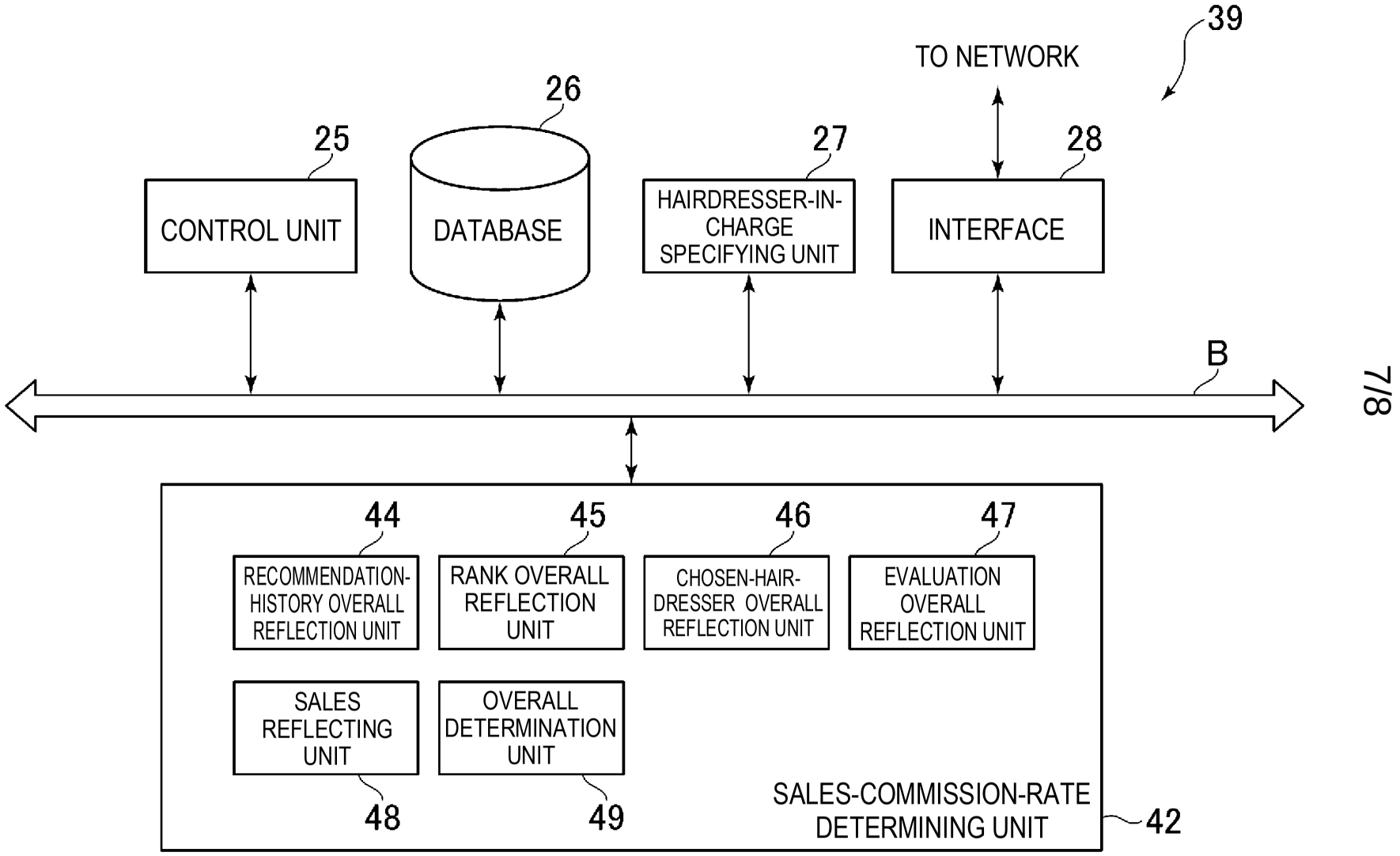
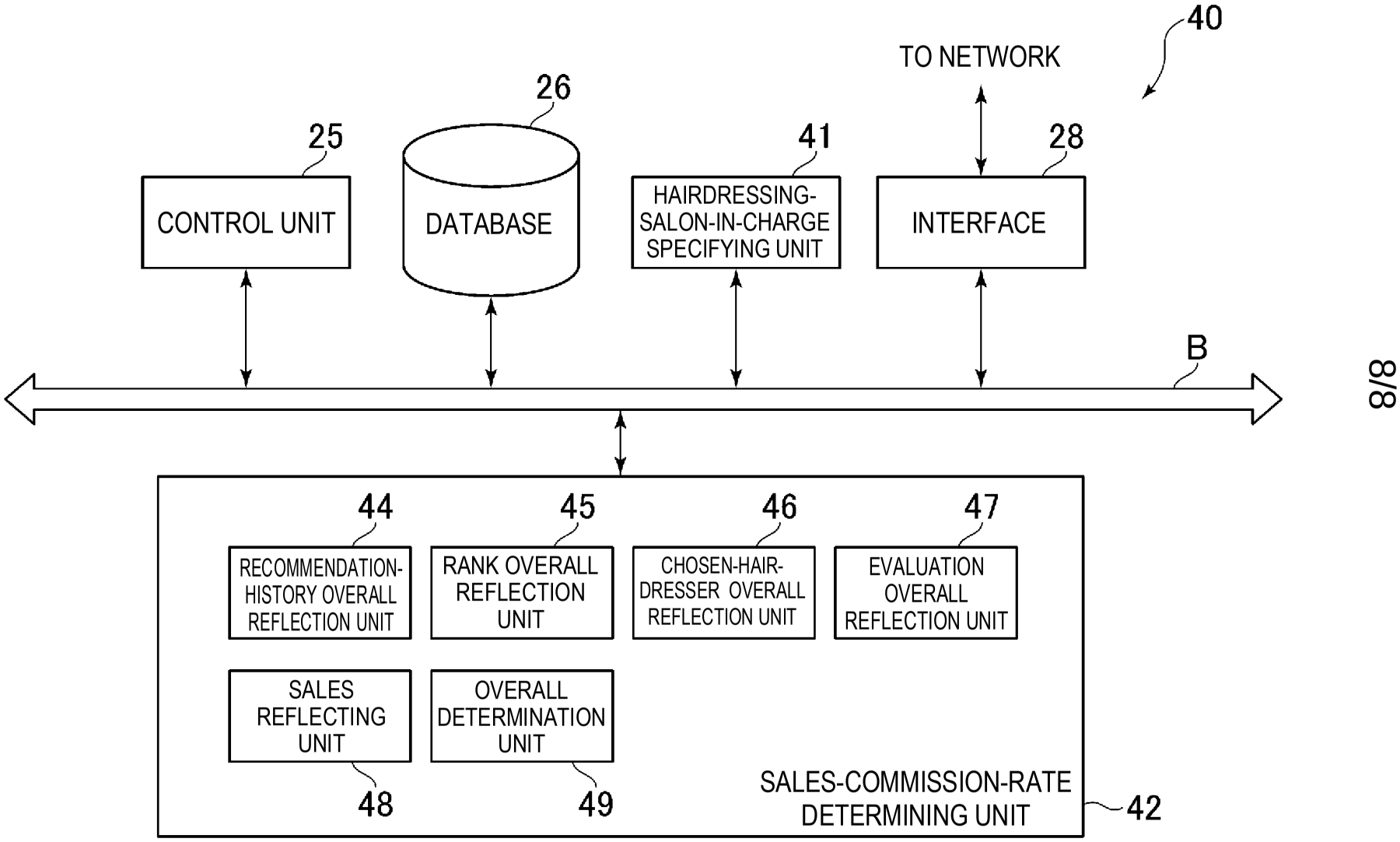

39
TO NETWORK
26
25
27
28
CONTROL UNIT
DATABASE
HAIRDRESSER-IN-CHARGE SPECIFYING UNIT
INTERFACE
B
44
45
46
47
RECOMMENDATION-HISTORY OVERALL REFLECTION UNIT
RANK OVERALL REFLECTION UNIT
CHOSEN-HAIR-DRESSER OVERALL REFLECTION UNIT
EVALUATION OVERALL REFLECTION UNIT
SALES REFLECTING UNIT
OVERALL DETERMINATION UNIT
48
49
SALES-COMMISSION-RATE DETERMINING UNIT
42

FIG. 8


40
TO NETWORK
26
25
41
28
CONTROL UNIT
DATABASE
HAIRDRESSING-SALON-IN-CHARGE SPECIFYING UNIT
INTERFACE
B
44
45
46
47
RECOMMENDATION-HISTORY OVERALL REFLECTION UNIT
RANK OVERALL REFLECTION UNIT
CHOSEN-HAIR-DRESSER OVERALL REFLECTION UNIT
EVALUATION OVERALL REFLECTION UNIT
SALES REFLECTING UNIT
OVERALL DETERMINATION UNIT
48
49
SALES-COMMISSION-RATE DETERMINING UNIT
42