

Sales and inventory
system for bc home
furnishing and
appliance center essay
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Sales and inventory system is very important in business transactions and to that businessperson who don't want to be bankrupt and loss profits. That's why several studies were conducted to develop more reliable system and to help businessperson in doing their business transaction and process easier and faster providing the business more convenience and satisfaction.

According to Balbiran, Geronimo, Porters, and Ruiz (2001) who develop an automated sales and inventory system for San Miguel Corporation Tubigon office that designing a system for involve careful planning and the system analyst must consider some factors in order to have an application program that is compact, efficient and could handle day-to-day transaction . The study was conducted in San Miguel Corporation Tubigon Sales Office located at Poooc Oriental, Tubigon Bohol. The researchers choose the warehouse, cashier and the sales territory sales super visor as their respondents.

An interview to the owner and other personnel and observation of the flow of the present sales and inventory system were conducted to gather information and system requirements. Based on the data gathered, the researchers find out that San Miguel Corporation Tubigon Sales Office will be benefited if their sales and inventory system will be automated. According to them the system enables to lessen workloads in retrieving the records and also there will be no need to have another process to undergo. They concluded that using the manual method in sales and inventory caused the delay of distribution of reports and error in calculating customer's credit.

An Automated Sales and inventory system for factory Depot incorporation was developed by Sumsylo, Dolotina and Saligumba (2001). according to

them the emphasis of the system design is to develop a new system that overcomes the short coming and limitations of the existing system. The study was conducted at Rednavela Trading Factory Depot. Incorporation Tagbilaran Branch.

The researchers select the branch manager, controller, sales lady, and helper as their respondents and they gathered data through interviews and questionnaires. After a thorough analysis to the information gathered, the researchers find out that the new system provides more systematic and automated retrieving of records, generates report feaster and the employees would need less time and effort in accomplishing activities. The researchers concluded that manual process can loss and damage important documents and can make business transaction slow.

The purpose of the study of Sumaylo et. Al (2001), to simply produce an authentic solution to the problem regarding with the use of the present sales and inventory system is the same with the purpose of the proposed study. But the two studies differ on the instruments used in gathering or finding data. Sumaylo et. Al used interviews and questionnaires to find data while researchers of the proposed study use and conduct interviews and observations to gather more information.

`Marimon, Buladaco, and Rean cho(2011) developed a computerized sales and inventory system. The study was conducted at Dylen La Fusionista located at Calape Public Market, Poblacion , Calape, Bohol. The researchers selected the proprietor sales lady and the customer as their respondents. In

gathering data they first sought permission and approval through letter request to the owner of the business to let them conduct a study.

Then after, the researcher made an actual observation, document review and personal interview with the respondents. Based on the gathered information researcher realize that the management don't have proper inventory, the files and record of transactions are not properly filed and safety kept and there is difficulty in generating reports and responding costumers query. The researchers concluded that the problems encountered by management can be solved by adopting the proposed computerized sales and inventory system.

Marimon et. Al study the computerized sales and inventory system is similar to the proposed study. The study are both aiming to find some reliable solution to the problem of using the existing system and to develop an accurate computerized sales and inventory system. The researchers of both studies conduct an actual observation and personal interview to gather information to attain this purpose.

An automated sales and inventory system of VEROROCA construction supply and Hauler was developed by Labajo, Roteros and Sombrio (2010). The researchers selected the proprietor, sales clerk and costumers as their respondents and conducted a study at Moto Sur, Loon , Bohol located near the shell gasoline station. They sought permission and approval personally to the proprietor to allow them to conduct a study on their business. Personal interview with the respondents and actual observation of the present system were conducted to gather more information.

After the information had been gathered, they realized some problem: the management has a difficulty in inventory, in monitoring the availability of stocks and changes of price, difficulty in retrieving the files of debtors because sometimes duplicate is lost, the records are not properly secured and hard time in gathering their reports and responding customers inquiry. The problem encountered by the VELOLICA construction supply and Hauler using the present sales and inventory system can solved in adopting the proposed computerized sales and inventory system.

The study of Labojo et. Al about the sales and inventory system of velorica construction supply and Hauler is comparable to the proposed study of computerized sales and inventory system of BC home Furnishing and Appliance Center in terms of purpose and process made both studies use interview and actual observation in gathering data and the data are analyzed to find the causes of the problems, encountered by the management.

Tayabas, Cua, and Cuasito (2011) developed an automated sales and inventory system Kibre trade Center and general Mercahandies. A descriptive method of reasearch was used to attain the purpose of the study. The respondents of the study were the proprietor, sales clerk and the customers. An interview with the respondents using guide questions and actual observation were conducted to gather more information relevant to the study.

With the use of the data gathered researchers find out that because of using manual method in the sales transaction and inventory process, some data are not recorded, of availability items and its corresponding price is not

directly identified generation of reports and recording of cash and credit sales consume much time, files and records are not secured and the recording and retrieving of data is not easy accessible. They conclude that to improve the present system, the proposed automation of the sales and inventory system should be adopted.

Tayabas et. Al studied an establishment which uses manual method in sales and inventory the same with the proposed study in which the business process of sales transaction and inventory is done manually. The process done in this two present sales and inventory system have the same condition and apparently these systems are the causes of the problems encountered by the owner and personnel of the business. Both studies use interview and actual observation in gathering data.

Research methodology

Research methodology

To know and identify the condition of the existing sales and inventory system of BC Home Furnishing and Appliance Center, the researchers use a descriptive survey and descriptive design method in gathering data. They conduct personal interview with the proprietor, cashier who also the sales representative and with the assistant sales representative and with the assistant sales representative who also do the job as the delivery boy and assistant collector. And also an observation to the process used in the present sales and inventory system is done. The information gathered from the interview and observation are analyzed to

specify the needs and requirements of the users and meet these for their satisfaction.

The researchers aim to develop and design a computerized sales and inventory system for BC Home Furnishings and Appliance Center to have more reliable and accurate results of reports in sales and inventory of products and to lessen the load or burden of the proprietor and of two personnel in doing the sales and inventory. Environment and Participants

The study is conducted in BC Home Furnishings and Appliance Center located at the ground floor building of Tubigon Public Market, Poblacion, Tubigon, Bohol. The establishment is easy to find because of the elegant home furnitures and appliance displayed inside.

The respondents of the study are the proprietor or the owner of the business, cashier who also the sales representative and the assistant collector. They are in charge in doing the sales and inventory of product or stocks.