FINANCIAL OTABIL FOR KSB FINANCIAL SECRETARY HOPEFUL 23'

<u>ICT IN BUSINESS ASSIGNMENT</u>

QUESTION: What type of national processing are involved when national retailers summarizes national sales formation nationally.

The national retailer exists to inform, protect and represent the interest of retailers in the country. The retail industry plays a huge role in the country's economy and employment and therefore is dedicated in helping untie retailers for the success of the industry. The retail industry comprises of department stores, specialty, catalog, independent retailers, grocery stores and chain restaurant. Members also include businesses that provide goods and services to retail such as vendors and technology providers. The national retailer brings all these industry players under one umbrella.

The national retailers are expected to release figures on sales at a particular period (semiannually or annually). This helps the industry to make projections and to take informed decisions. Taking the United Stated for instance, the National Retail Federation(NFR), in 2008 projected that the retail industry sales will grow between 3.8 and 4.4 percent over 2018. The national retailers having the mandate in the accumulation and summarization of the national sales has some processes in doing so, since his work requires a careful analysis of each store or

department. Below are the information processes involved in summarizing the national sales formation;
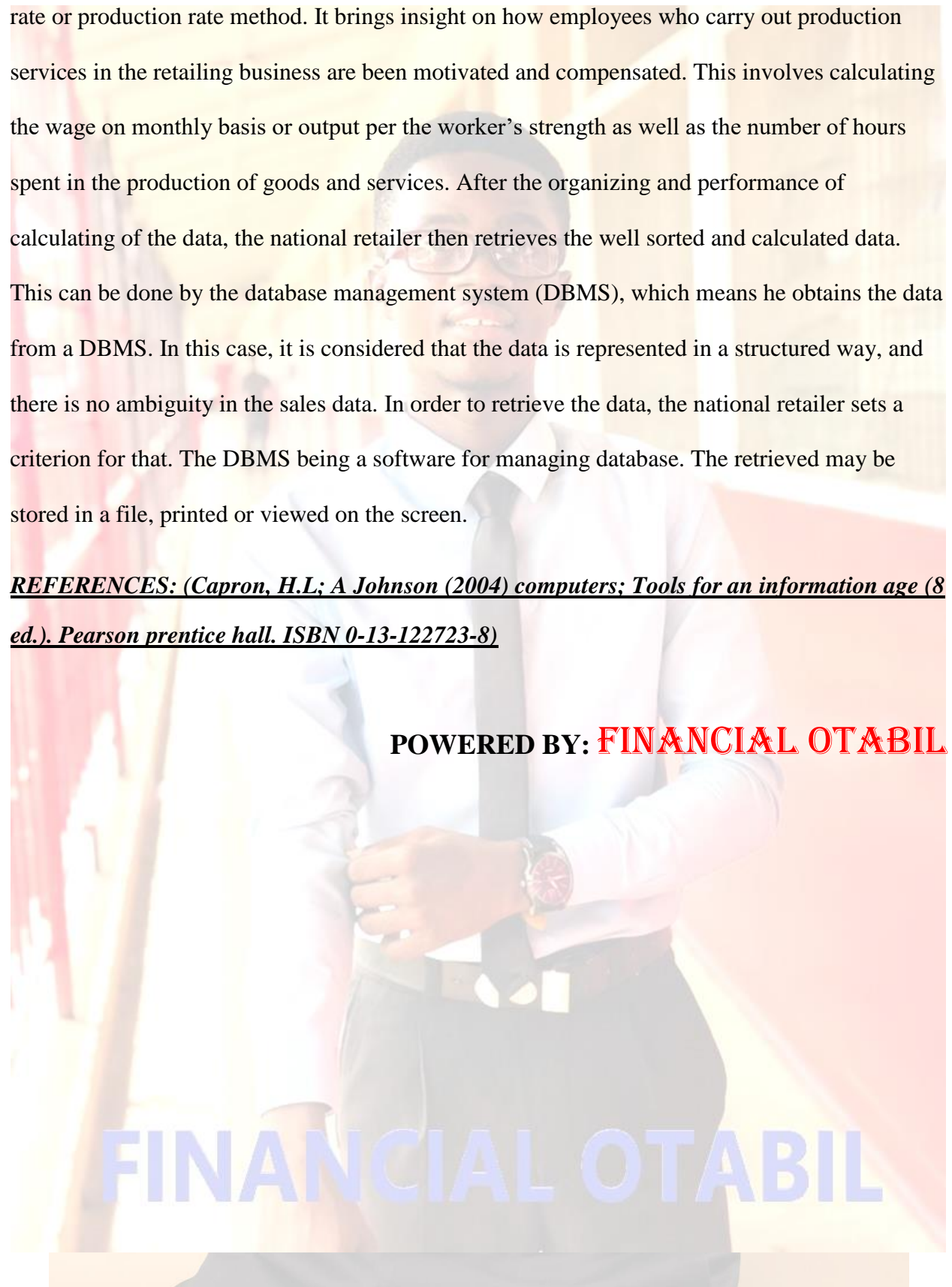
Data Acquisition: There is data sharing between the stores, department, retailers etc, and the national retailer. The national retailers collect sale data counts by stores or the universal product code (UPC) and they transmit such data at a given time (daily, weekly, monthly or yearly).

The national retailer then aggregates the data by zip code or sales category. Thus, presenting the data source in a summarized format. He does so with the intent of containing these data source for data analysis.

The national retailer at this point will perform data analysis, this involves, cleaning, transforming and modeling the collected sales data. This is done with the goal of discovering useful information, informing conclusions and supporting decision making.

The national retailer after collecting and analyzing the sales data, would want his work to be easier and simple. He will need to arrange the sales data in the most logical and orderly fashion, so that himself and anyone who accesses it can easily find what they are looking for. Therefore, having the sales data for a number of stores and department across all regions is shown in a desired order, with the stores within each region being shown with their corresponding sales figures.

The retailer will now perform calculations on the sales made within a specific time frame after those stages have been successfully dealt with. This type of processing deals with the various approaches which are combined to access an employee's salary or wage either as a time

rate or production rate method. It brings insight on how employees who carry out production services in the retailing business are been motivated and compensated. This involves calculating the wage on monthly basis or output per the worker's strength as well as the number of hours spent in the production of goods and services. After the organizing and performance of calculating of the data, the national retailer then retrieves the well sorted and calculated data. This can be done by the database management system (DBMS), which means he obtains the data from a DBMS. In this case, it is considered that the data is represented in a structured way, and there is no ambiguity in the sales data. In order to retrieve the data, the national retailer sets a criterion for that. The DBMS being a software for managing database. The retrieved may be stored in a file, printed or viewed on the screen.

REFERENCES: (Capron, H.L; A Johnson (2004) computers; Tools for an information age (8 ed.). Pearson prentice hall. ISBN 0-13-122723-8)

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