

**Use Cases**

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| **Use Case Name:** Create Business Profile | **ID:** SP-C | **Priority:** High |
| **Actor:** Salesperson | | |
| **Description:** Salesperson creates a new business profile | | |
| **Trigger:** Salesperson presses the create profile button | | |
| **Pre-Conditions:** Salesperson must be logged into the web application | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the create profile button, actor inputs the data into the profile page and saves the profile, the system confirms with actor that information was saved, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  The actor inputs incorrect data types into the profile menu, in which the system would tell the actor and refuse to save the profile | | |
| **Post-Conditions:** A business profile is created by the actor and saved by the system | | |

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| **Use Case Name:** Delete Business Profile | **ID:** SP-D | **Priority:** Medium |
| **Actor:** Salesperson | | |
| **Description:** Salesperson deletes a business profile | | |
| **Trigger:** Salesperson presses the delete profile button | | |
| **Pre-Conditions:** Salesperson must be logged into the web application and must press delete confirmation button | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the delete profile button, system notifies the actor and asks for confirmation, the actor confirms the deletion, the system deletes the profile and notifies the actor that the profile was deleted, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  The actor selects “no” during confirmation in which the system would tell the actor and refuse to delete the profile | | |
| **Post-Conditions:** A business profile is deleted by the actor | | |

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| **Use Case Name:** Retrieve Business Profile | **ID:** SP-R | **Priority:** High |
| **Actor:** Salesperson | | |
| **Description:** Salesperson searches for and retrieves a business profile | | |
| **Trigger:** Salesperson presses search button, enters a business name or contact person, and queries the system for the profile | | |
| **Pre-Conditions:** Salesperson must be logged into the web application and enter information pertaining to a profile | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the search button and inputs a business name or contact person, system searches for and displays the business profile to the actor, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  The actor inputs improper values into the search bar, the system would not search and would notify the actor of improper values  The actor inputs data that is not within the system, the system would notify the actor that no profile was found and prompt the actor to create one | | |
| **Post-Conditions:** A business profile is retrieved by the system and displayed to the actor | | |

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| **Use Case Name:** Generate Commissions Report | **ID:** SM-GCR | **Priority:** High |
| **Actor:** Sales Manager | | |
| **Description:** The sales manager generates a report that shows commission totals for all salespeople. | | |
| **Trigger:** Sales manager presses generate commission report button | | |
| **Pre-Conditions:** Sales Manager must be logged into the web application | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the generate commissions report button, system generates the report, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  There are no commissions, in which case the system would notify the actor | | |
| **Post-Conditions:** The system generates a commission report | | |

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| **Use Case Name:** Create Salesperson Profile | **ID:** SM-CSP | **Priority:** High |
| **Actor:** Sales Manager | | |
| **Description:** The sales manager creates a profile for a salesperson | | |
| **Trigger:** Sales manager presses the create salesperson profile button | | |
| **Pre-Conditions:** Sales Manager must be logged into the web application | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the create salesperson profile button, system provides a menu for the actor, the actor inputs salesperson data and presses save, the system notifies the actor that the profile was created and saved, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  The actor inputs invalid data types, in which case the system would notify the actor | | |
| **Post-Conditions:** The system creates a salesperson profile | | |

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| **Use Case Name:** Retrieve Team Profile | **ID:** SM-TP | **Priority:** High |
| **Actor:** Sales Manager | | |
| **Description:** The sales manager retrieves a profile of all the salespeople | | |
| **Trigger:** Sales manager presses the “Sales Team” button | | |
| **Pre-Conditions:** Sales Manager must be logged into the web application | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the sales team button, system generates a list of all the salespeople, the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor  There are no salespeople in the system, in which the system would notify the actor and prompt them to create a profile | | |
| **Post-Conditions:** The system retrieves the team profile | | |

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| **Use Case Name:** Edit Salesperson Bonuses | **ID:** SM-EB | **Priority:** High |
| **Actor:** Sales Manager | | |
| **Description:** The sales manager edits the bonuses given to salespeople | | |
| **Trigger:** Sales manager retrieves all the team profile, then selects edit bonuses | | |
| **Pre-Conditions:** Sales Manager must be logged into the web application | | |
| **Normal Course:** Actor logs into system, system authenticated login and starts a session, the actor presses the retrieve team button, and then the actor presses the edit bonuses buton, system provides a menu for the actor to input bonuses, the actor pressed the save button, the system notifies the actor that the information was saved, and the actor logs off or leaves the system | | |
| **Exception:** The actor fails to provide adequate credentials and is denied login, in which the system would tell the actor | | |
| **Post-Conditions:** The sales manager edited the bonuses of the salespeople | | |