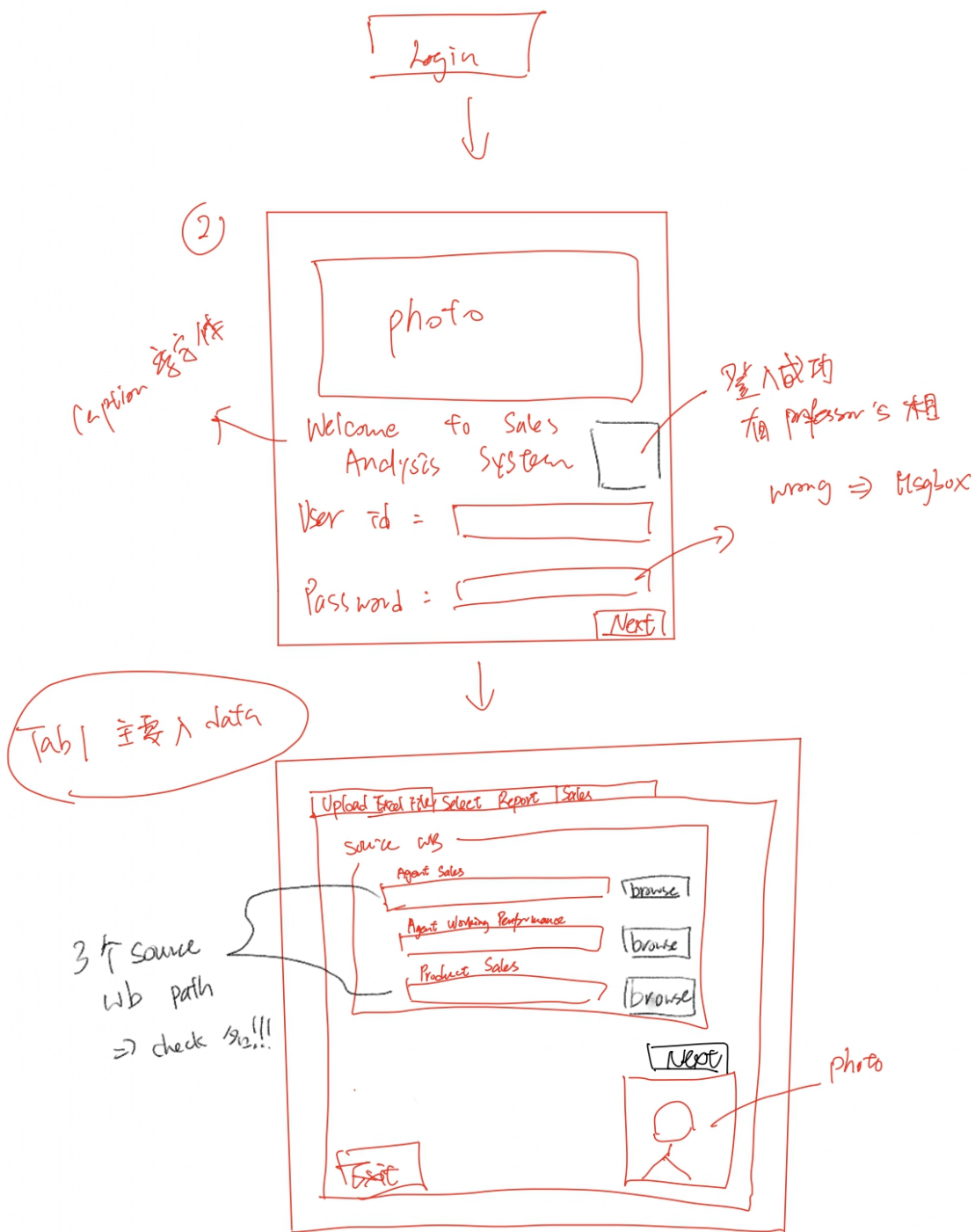


Page ①

金色/黃色

力發



Q:

1. (1), (2), (tab1) 都係用 vba 砌出黎?
2. user id, password 資料擺邊? Excel?
3. professor's 相 擺邊? Excel?
4. 3 個 source wb path?

Tab 2 Select report

world

↓

Tab 2 Select report

預設選

Please select analysis time point

☐ Quarter Q1-Q4 ☐ Month 1-12

Report selection

☐ Sales Analysis

Target:

☐ Product Analysis (by product category)

☐ Agent Performance Analysis

☐ Rank top 5 ☐ Agent Name

Combobox

agent name

10 / 1 / 1 (第幾)

不可以
Quarter 只
有 month

With Charts

Without Chart

multiselect

↓

Q: 你可唔可以比一比條數點計?

Q: 想計咩數?

Tab 3A Sales Summary For Team / Sales Person

○ Team A/B2	○ Agent 1-92
Total sales = \$ XXXXX Team A = \$ XXXX (%) Team B = \$ XXXX (%)	
Team A Top seller = <u>XXX</u> Commission = <u>Highest</u> Total Selling unit: <u> </u> Average: <u> </u> Monthly Sales <u> </u> Monthly Commission <u> </u> Case Persistence <u> </u>	Team B Top seller = <u>XXX</u> Commission <u>Highest</u> Total Selling unit: <u> </u> Average: <u> </u> Monthly Sales <u> </u> Monthly Commission <u> </u> Case Persistence: <u> </u>
Exit 3	Vero

黃 灯
黃 灯

Q: 成張都係 Excel form ?

Tap 3 B For Person

photo for that agent

Name _____

Age _____

ID A123XXX

Team : A/B

Total sales : _____

Total Commission : _____

Bonus : _____

No of Law : _____

No of collapse (case) : _____

Case persistency : ☐

评语 ☐

Good
71-100%

Danger
51-70%

Poor
0-50%

Q: 成張都係 Excel form ? 點揀張相?

Tab ④

Product Sales Forecast

Product category =

Product	Commission Rate
Travel con	30%

Now

Total Product sales = \$ xxx

Total Product selling unit = x

- Target from

Total sales Amt \$xxxStill need Sales Amt Still need units

Q: 成張都係 Excel form ? 好似冇右上角舊野

current \$ 100
 target \$ 200
 - 100

Target

$$100 \div 12$$

$$= \frac{100}{12}$$

Average product

$$\Rightarrow = \$10$$

$$\Rightarrow \boxed{10}$$

$$-100 \div \frac{100}{12}$$



total \$10

sum

range 20

2

-10

→ 5 个 10

唔明