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# Sales Management Portal

Abhinay Ahindla  
*Governors State University*

Shilpa Kondi  
*Governors State University*

Yesu Devendra Kumar Meruvu  
*Governors State University*

Balaji Multumkar  
*Governors State University*

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## **ABSTRACT**

The use of the Web (World Wide Web) has had many positive effects on E commerce. It overcomes time and space limitations from traditional marketing. Consumer and customer are now using the Web to access vast amounts of information and resources in the cyberspace. Also, marketing via the Web enables both synchronous and asynchronous communication. Despite of many benefits of the Web. The model can also enhance the business of GSU Corporation is a world-renown provider of communication solutions. We implement our model and show that it can be applied for scales management as an instance.

The Sales Management portal is web based application where the users will be able to make purchases of different sales based products available at the store. The web based application will be having three levels of access where each user will be having different menu options available for performing various levels tasks based on the level of authorization. The web based application will be dealing with the selling of the on-line based products and generating the sales information to create plans and deals for the future to gain more profits. The importance of the project lies in the generation of the sales data by which the vendors or the sellers can gain knowledge about the products and the likeliness to buy the product.

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## ***1 Project Description***

GSU sales management portal manages all the events which are conducted in college/University. This System efficiently store, maintain and retrieve data from its database and can be used for further analysis. This system provides updated notifications to its users. Sales management is a process of organizing professional and focused events, for particular target audience. It consists of two major fields such as client and prospect. Prospect is the future client, we can information regarding general information, contacts, opportunities, proposals and information on project.

### ***1.1 Competitive Information***

The essential part of the user is the accessibility of different items at less costs and quality. Thus the new users have settled on decision to make an online market for their items by which they can create income at much better cost and giving better arrangements if the user is made online subsequently expanding the degree of their items reach to the clients. This is a decent showcasing strategy where more clients can be come to with the items than making a store at a settled geographical area and advancing it Relationship to Other Applications/Projects.

### ***1.2 Relationships to other projects***

GSU sales management portal is like other web based shopping portal which is working as other web applications such as Amazon, eBay and others. We can do any kind of sales through this website. It portal allow us to add different clients to the website. We can find very useful information on any application by using search option in the add client module. In spite of the fact that the cost of the items may be high yet the quality in the item is the thing that a client can anticipate from the venture.

### ***1.3 Assumptions and Dependencies***

Functions of administration works through different capacities, frequently named arranging, sorting out, driving/motivating, controlling and staffing.

1. Arranging: Deciding what needs to happen later on (today, one week from now, one month from now, one year from now, throughout the following five years, and so forth.) and creating plans for activity.
2. Sorting out: Making ideal utilization of the assets required to empower the fruitful completing of arrangements.
3. Driving/Motivating: Exhibiting abilities in these zones for inspiring others to have successful impact in accomplishing plans.

4. Controlling: Monitoring — checking progress against arrangements, which may require change in light of input.

5. Staffing: Appointing skill and unskilled workers, and efficient personnel. Sales management is the application of the management science of project management to the creation and development of adding new clients and creating job opportunities for the user. GSU Sales Management involves studying the intricacies of the brand, identifying the target user, making the deals with clients, planning the logistics, coordinating the technical aspects before getting down to actually executing the modalities of the proposed event.

#### ***1.4 Future Enhancements***

- We can give security for each client in priority manner.
- It periodically updates new social activities in the database.
- Proposed System will be rank based portal; will be given ranking based on user satisfaction.

### ***2 Project Technical Description***

Online GSU Sales Portal is a web-application which avoids more manual hours that need to spend in record keeping and generating reports. This application keeps the data in a centralized way which is available to all the clients. It is very easy to manage sales data in database. Users can register for any place from anywhere. Sales manager can keep records of participants and system can easily inform them by message and emails. Using this system, Sales managers can easily generate certificates for clients and prospects and it's automatically mail to particular clients.

### ***3 System Requirements***

#### **Hardware Requirements.**

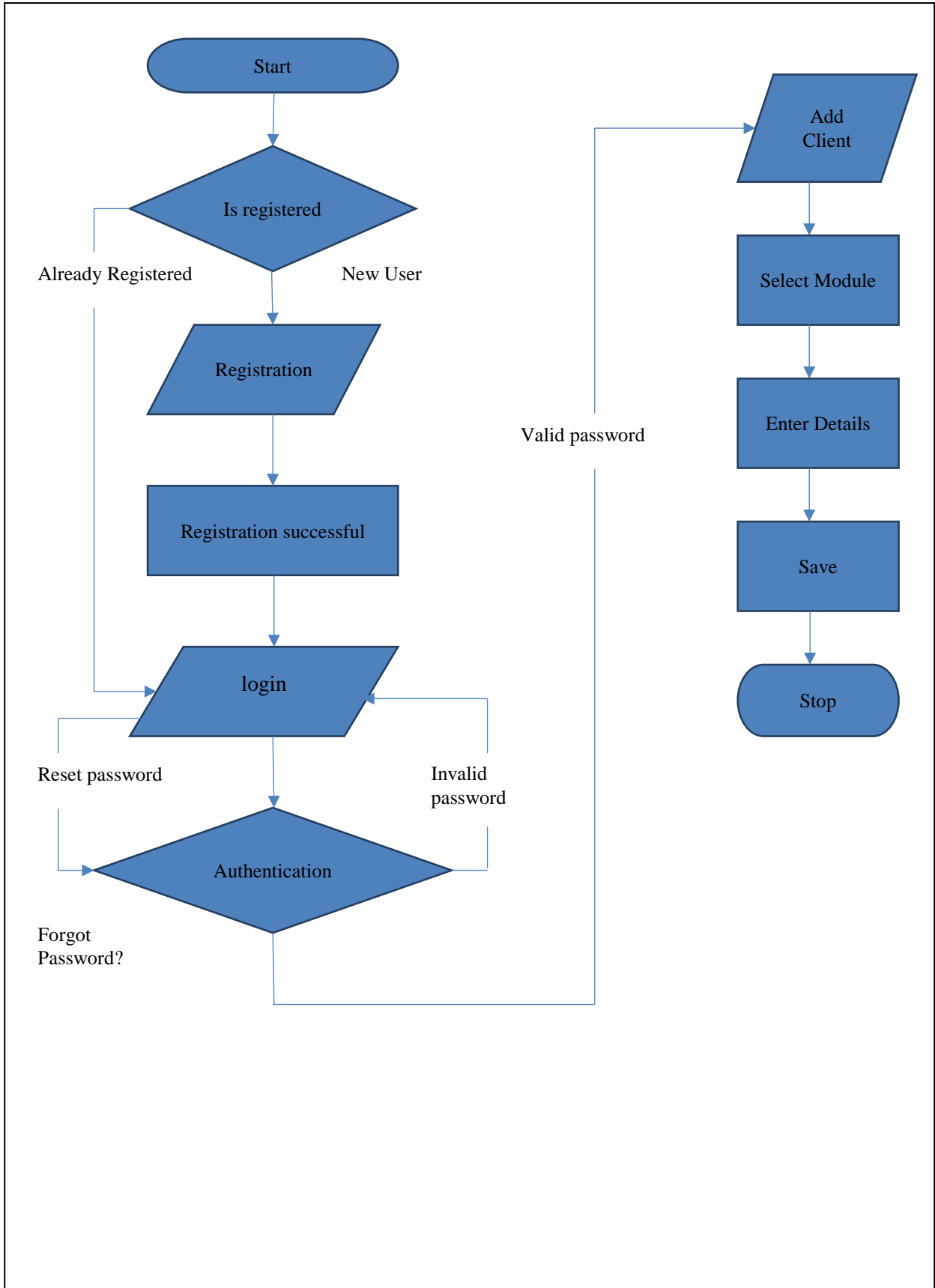
- 1) Hard disk 250 GB
- 2) Ram 4 GB and above
- 3) Processor i5 and above.

#### **Software Requirements.**

- 1) Eclipse

- 2) My SQL Database
- 3) Apache Tomcat Software
- 4) Operating System Windows 2008 and above
- 5) Java

### ***3.1 Application Architecture***

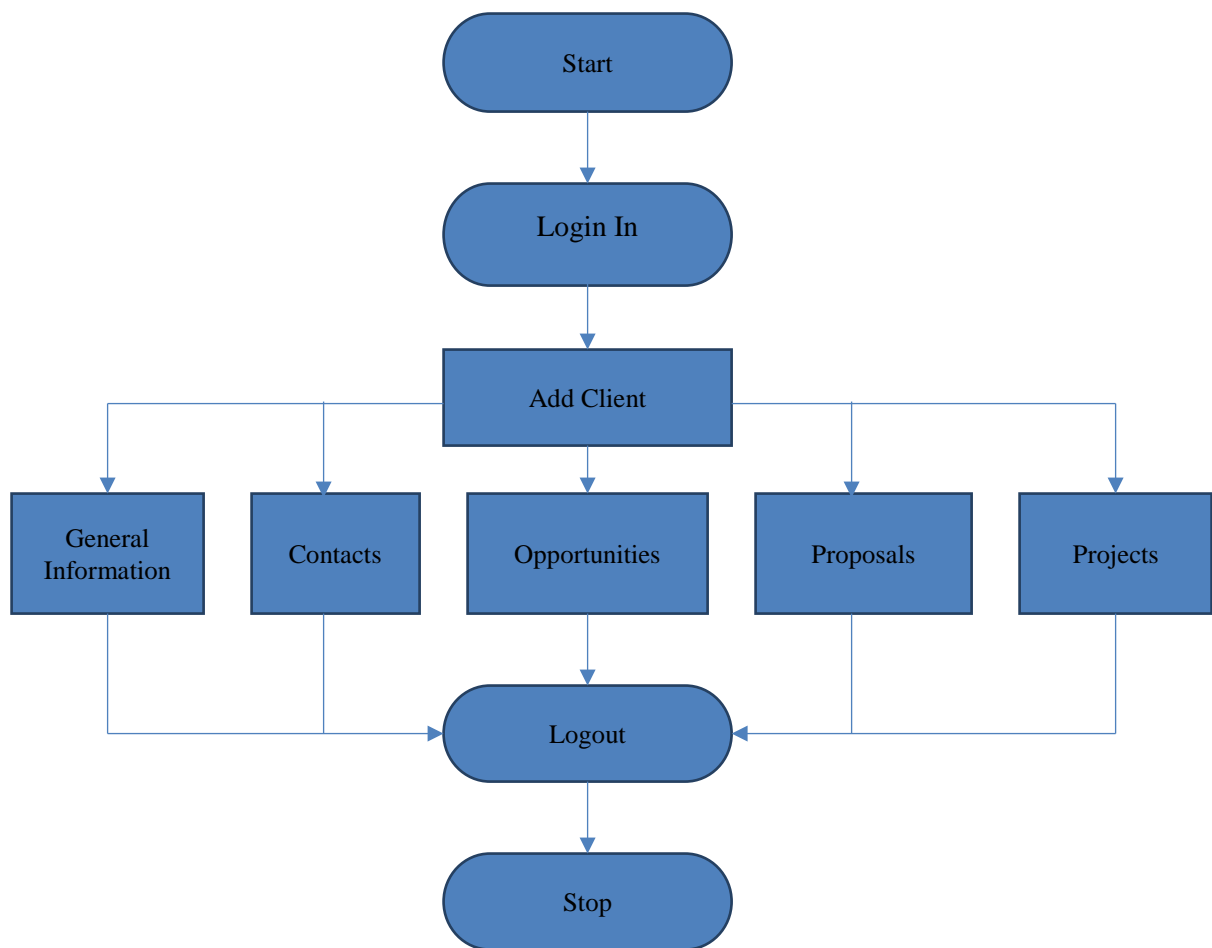


### 3.2 Project Information Flow

The information flow in the project can be divided into three categories where the flow of information is based on the level of authorization the user has. The level of authorization the user has at the project is divided into three categories which are as follows.

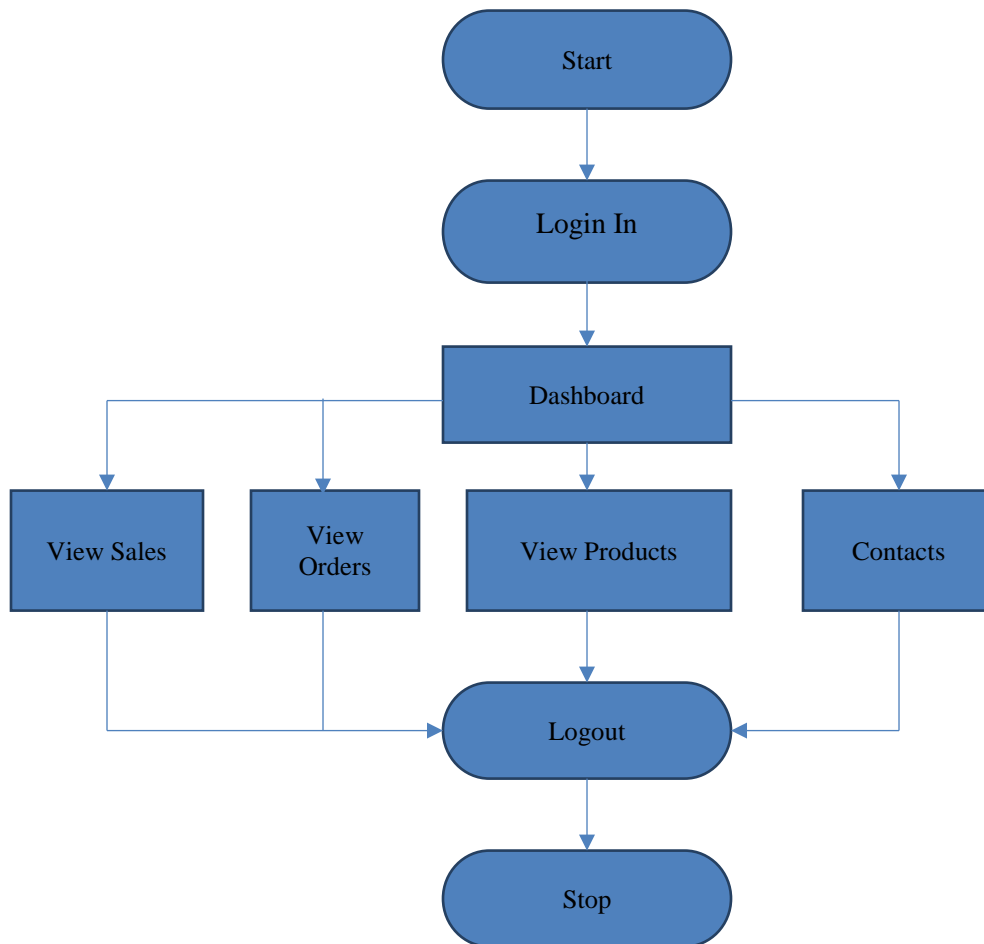
#### 3.2.1 User

In here the below diagram depicts the flow of information between each page the user has access to the application starting from the sign in to sign out.





### 3.2.2 Manager



### 3.3 Interactions with other Applications

Interacting with Gmail for email alerts after buying products. Gmail browser notifications alert you when a new product is bought, even if you aren't looking at Gmail. You can enable Gmail browser notifications with a few clicks. This only currently works for users of the Chrome browser; however there are third-party extensions for other browsers which mimic the same functions.

### **3.4 Capabilities**

Sales management is the use of the management art of task management to the creation and improvement of celebrations and events. Sales Management includes concentrating on the intricacies of the brand, recognizing the intended interest group, conceiving the sales idea, arranging the logistics, planning the specialized viewpoints before getting down to really executing the modalities of the proposed products. **The late development of celebrations and events as an industry around the globe implies that the management can never again be specially appointed.**

### **3.5 Risk Assessment and Management**

On-line payment policies must have provided strong security based tools for user satisfaction. If user is not feeling good at providing his credit details then there should be a chance of business loss. Every user requirements must be match to the clients products it affects huge impact for business too. Co-ordination between client, user and manager will affect the entire sales production.

## **4 Project Requirements**

### **4.1 Identification of requirements**

#### **<SalesManagementPortalTeam8\_001\_Loginpage>**

Every user should have a User name and password to login to the system. For login into the system a user must specify the email address for verification process.

#### **< SalesManagementPortalTeam8\_002\_Verification Process>**

Based on the role of the user who signed into the system the user has to specify the verification code for proper login to the system. If we enter wrong verification code it's not allow us to login into the system.

#### **< SalesManagementPortalTeam8\_003\_Access to User>**

Once user enters proper user name and password along with verification code he can view the contents in the system.

#### **< SalesManagementPortalTeam8\_004\_Manager>**

The manager reassure gives the client to perform activities, for example, see orders, deals information, items and contact different clients relying upon the need. This reassure can be seen

by the clients who has the part determined as "Chief" and this part is recovered when from the database when the client signs into the Database.

#### < SalesManagementPortalTeam8\_005\_Add client>

Once the user login to the system he can have the chance to add clients for business.

#### < SalesManagementPortalTeam8\_006\_Add client options>

Once user click on add client option it will show five modules. They are General information, contacts, opportunities, proposals and projects.

#### < SalesManagementPortalTeam8\_007\_General Information Module>

General Information Module consists of fields such as Company name, contact number, address, city, state, company description etc.

#### < SalesManagementPortalTeam8\_008\_Contacts Module>

Contacts module consists of fields such as First name, Last name, Work Phone, Title, Mobile phone, email etc.

#### < SalesManagementPortalTeam8\_009\_Opportunities Module >

Opportunities module consists of fields such as opportunities name, add by, added date, estimated budget, contact name, opportunities description, opportunities type etc.

#### < SalesManagementPortalTeam8\_0010\_Proposals Module>

Proposals module consists of fields such as proposal name, account manager, date added, estimated budget, proposal duration, proposal amount, proposal status, contact name, reason rejected, contact telephone etc.

#### < SalesManagementPortalTeam8\_0010\_Project Module>

Project Module consists of fields such as project cost, project duration, project cost, type of project, name of project etc.

#### < SalesManagementPortalTeam8\_0010\_Updates>

In here the updates about the products that are already in the inventory will be made. The updates will be handled by the seller where any sort of updates to the products can be made.

#### < SalesManagementPortalTeam8\_0011\_AddingSalesData>

Whenever the user makes a purchase, the purchase details will be saved in the database where this data will be used by the managers and the sellers in generating the sales report based in different criteria's.

#### < **SalesManagementPortalTeam8\_0012\_Client**>

In here the client will be having access to communicate with the all clients where he can provide feedback to the seller about the product and request for any sort of assistance with the products available at the application.

#### < **SalesManagementPortalTeam8\_0013\_Prospect**>

Prospect field itself referred as future client. Anyone who login into the system is treated as prospect. This prospect can create five module description for above mentioned fields.

#### < **SalesManagementPortalTeam8\_0014\_Reset Password**>

This field can give the user to change his password at any time. If he want to change the password he has to enter the verification code for user.

#### < **SalesManagementPortalTeam8\_0015\_Account Details** >

In here all the details about users such as their personal details and login details will be saved in here. In the database, these details are saved in separated tables where one has all the personal details and the other having all the account details.

#### < **SalesManagementPortalTeam8\_0016\_Search Page** >

If the user wants to search the clients information in the system simply he can type the name of the client and click search option. It will show all the clients appeared on the same name.

#### < **SalesManagementPortalTeam8\_0015\_Logout** >

This field is just like coming out from the system.

### ***4.3 Security and Fraud Prevention***

#### **Internal Risks**

Projects close by that are inner to the association. At the point when looking inside, dangers to the project may include the money related dissolvability of the organization, the capacity for the organization to have required hardware and different assets close by so as to backing the project. Faculty issues, for example, the affliction or unexpected end of a key colleague likewise can be

considered as inside dangers to the project. Interior dangers can likewise include base issues, for example, the accessibility of servers, programming, and IT support and in addition more basic fixings, for example, the supply of power to colleagues. Clearly, the instability of vital frameworks will differ contingent upon the area of the group, so it could conceivably warrant thought amid the danger appraisal process.

### **External Risks**

External risks are outside the control of the project team and its host organization. Because of this, external risks are generally more difficult to predict and control. Factors such as a key vendor going bankrupt, economic upheaval, wars, crime, and other events may directly impact the project's effectiveness. Some risk may be difficult to foresee such as a mine in a foreign country providing essential elements for the project being taken over by a revolutionary government. This kind of event directly threatens the project, but often takes project managers by surprise because of a deficient analysis of external threats.

#### ***4.4 Release and Transition Plan***

- The following is a list of considerations:
- Logical work breakdown, key milestones and dependencies during transition and deployment.
- Testing and verification activities, including testing of related/impacted projects, software, and hardware.
- Contingency plans and work-around(s) in the event problems arise.
- Specific activities related to new and/or existing equipment, including roles and responsibilities of external vendors and internal resources.
- Specific activities related to new, existing, and/or upgraded software, including roles and responsibilities of external vendors and internal resources.
  - Systems and/or data back-up(s), conversion plans, etc.
- Hand-off(s) between developers, vendors, operational staff, and/or technical support.
- Communication(s) to client and end-users: timing related to unavailability, periodic status updates, and notification of completion/system availability. Consider timing and mode of communication(s) among technical team, between the technical team and the customer/client, and between NUIT, the client, and broader set of end-users.
- Transition review to assess and document results of the transition, defects found, correction actions to be taken, work-around(s) to be implemented, etc.

### ***5 Project Design Description***

While selecting a site/venue for an event, we have to look into for following considerations,

- Size of the event – Large scale or on a Medium or for a shorter scale event has to be carried out.

- Location – Distance, accessibility, neighbors, history of other events, suitability to the event, etc. are the factors to be considered under locating a venue for an event. Design of the site – Site/venue design is an essential part of event management. The temporary nature of events means there is limited time for corrections to the design. Therefore the event manager cannot forget that any element of design has an aesthetic as well as logistical - or practical - function.
- Layout of the venue – points to be considered are facilities to be provided, size and shape of the room, viewing potential, flow of men and material, etc. while deciding a site.
- Flow of people and equipment - Although it seems obvious, the flow of people and equipment around a site is often not considered over the whole event.
  
- **Communication** – This is the most vital technique that ought to be utilized. The venture supervisor must guarantee that all individuals from the group, particularly recently allotted individuals, are appropriately educated of all related undertaking data to incorporate the group objectives. There is nothing additionally disappointing to a recently framed group then to be left oblivious. Clear correspondence should likewise exist between colleagues. The task administrator ought to guarantee that the group does not segregate recently relegated colleagues.
- **Chain of Authority** – The undertaking administrator ought to guarantee that all colleagues are clear with regards to the chain of power. There ought to be no doubt in the matter of who is in control. Despite the fact that the undertaking administrator is the one responsible for the task, there might be examples where lower level colleagues would answer to a more senior individual from the group rather than straightforwardly to the Project Manager. For instance, an undertaking that contains different programming developers may have the lower level software engineers answering to a senior developer that thusly reports to the task administrator.
- **Lanes of responsibility** – A venture director might have the capacity to moderating a portion of the turf wars that can happen in the raging stage by furnishing every colleague with clear paths of obligations or a task particular expected set of responsibilities. The venture supervisor ought to likewise clarify in subtle element the significance and effect of every colleague's part on the task.
- **Training** – Nothing can back off the advancement of a group more than an untrained colleague. Would an expert games group perform at an ideal level if an untrained individual was added to the group? Obviously not. However this is by all accounts ordinary amongst numerous associations. Colleagues who are not yet prepared to perform and add to a group ought not to be added to a venture. Adding an untrained individual to the group will bring about hatred amongst individuals and will affect quality and calendar. Rather the individual ought to be handled through the associations preparing program keeping in mind the end goal to take in the devices and methods required to succeed. On the off chance that the association does not have an itemized preparing program for new representatives, then it may be an ideal opportunity to begin one!
- **Eliminate dead weight** – Venture administrators need to respond rapidly to an unmotivated colleague. These staff can weigh down the group and their negative remarks can spread amongst the group like a tumor, affecting resolve and execution. On the off chance that the individual does not have any desire to be a piece of the group, then the venture administrator would be better off disposing of them. It might be likewise be a shrewd choice for the undertaking director to work with the representative's utilitarian supervisor and Human

Resources to for all time go separate ways with the worker. No association needs a person who is not a cooperative person and is not willing to bolster the organization's attempts

- **Strong Project Managers** – An association using a grid structure ought to guarantee that it utilizes venture and utilitarian supervisors who are knowledgeable about working in this sort of structure. Venture and utilitarian directors ought to plainly see how asset portion solicitations ought to be facilitated and procedures ought to be set up for passing worker execution criticism to the useful administrator. The undertaking chief ought to rapidly distinguish the qualities and shortcomings of the venture group as new assets are doled out and adjust his/her administration style to give the most impact. Methodologies that work this week may not work one week from now if there are new confront joining the group. The task supervisor must be set up to respond.
- **Team Building Activities** – Because of time requirements and due dates this might be hard to utilize mid-venture. Nonetheless, there are large numbers of group building exercises that can be used that lone require a 10-15 minutes of speculation. It is a venture on the grounds that a group that meets up rapidly will turn out to be more proficient and the undertaking administrator will "win back" the time put resources into directing the group building movement

## 6 SQL SCRIPTS

Here we show the Store Procedures which are created to avoid the repetitions of the SQL queries

```
1.CREATE TABLE `client` (  
  `Id` int(11) NOT NULL AUTO_INCREMENT,  
  `Name` varchar(20) DEFAULT NULL,  
  `Added_by` varchar(20) DEFAULT NULL,  
  `status` int(2) DEFAULT NULL,  
  PRIMARY KEY (`Id`))  
2. CREATE TABLE `client_contacts` (  
  `first_name` varchar(20) DEFAULT NULL,  
  `last_name` varchar(20) DEFAULT NULL,  
  `title` varchar(20) DEFAULT NULL,  
  `mobile` varchar(12) DEFAULT NULL,  
  `fax` int(11) DEFAULT NULL,  
  `enews` varchar(40) DEFAULT NULL,  
  `email` varchar(30) DEFAULT NULL,  
  `Id` int(11) NOT NULL,  
  PRIMARY KEY (`Id`))  
3. CREATE TABLE `client_geninfo` (  
  `client_id` int(11) NOT NULL DEFAULT '0',  
  `client_name` varchar(20) DEFAULT NULL,  
  `client_type` varchar(20) DEFAULT NULL,  
  `client_tel` varchar(12) DEFAULT NULL,  
  `client_industry` varchar(20) DEFAULT NULL,  
  `client_fax` varchar(12) DEFAULT NULL,
```

```
`client_website` varchar(40) DEFAULT NULL,  
`client_address` varchar(50) DEFAULT NULL,  
`client_source` varchar(20) DEFAULT NULL,  
`client_city` varchar(20) DEFAULT NULL,  
`client_state` varchar(20) DEFAULT NULL,  
`client_zip` int(10) DEFAULT NULL,  
`client_country` varchar(20) DEFAULT NULL,  
`client_description` varchar(100) DEFAULT NULL,  
PRIMARY KEY (`client_id`))
```

```
4. CREATE TABLE `client_info` (  
  `company_name` varchar(40) DEFAULT NULL,  
  `type` varchar(20) DEFAULT NULL,  
  `industry` varchar(20) DEFAULT NULL,  
  `telephone` int(11) DEFAULT NULL,  
  `fax` int(11) DEFAULT NULL,  
  `website` varchar(50) DEFAULT NULL,  
  `address` varchar(40) DEFAULT NULL,  
  `city` varchar(10) DEFAULT NULL,  
  `state` varchar(10) DEFAULT NULL,  
  `zipcode` int(11) DEFAULT NULL,  
  `country` varchar(15) DEFAULT NULL,  
  `division` varchar(10) DEFAULT NULL,  
  `source` varchar(20) DEFAULT NULL,  
  `company_des` varchar(100) DEFAULT NULL)
```

```
5. CREATE TABLE `client_message` (  
  `message` varchar(100) DEFAULT NULL,  
  `Id` int(11) NOT NULL,  
  PRIMARY KEY (`Id`))
```

```
6. CREATE TABLE `client_opportunities` (  
  `name` varchar(20) DEFAULT NULL,  
  `added_by` varchar(20) DEFAULT NULL,  
  `date_added` varchar(10) DEFAULT NULL,  
  `change_to_close` int(11) DEFAULT NULL,  
  `budget` int(11) DEFAULT NULL,  
  `duration` int(11) DEFAULT NULL,  
  `type` varchar(20) DEFAULT NULL,  
  `contact_name` varchar(30) DEFAULT NULL,  
  `contact_telephone` varchar(14) DEFAULT NULL,  
  `description` varchar(40) DEFAULT NULL,  
  `news` varchar(100) DEFAULT NULL,  
  `Id` int(11) NOT NULL,  
  PRIMARY KEY (`Id`))
```

```
7. CREATE TABLE `client_project` (  
  `name` varchar(20) DEFAULT NULL,  
  `added_by` varchar(20) DEFAULT NULL,  
  `date_added` varchar(10) DEFAULT NULL,  
  `change_to_close` int(11) DEFAULT NULL,  
  `budget` int(11) DEFAULT NULL,  
  `duration` int(11) DEFAULT NULL,  
  `type` varchar(20) DEFAULT NULL,  
  `contact_name` varchar(30) DEFAULT NULL,  
  `contact_telephone` varchar(14) DEFAULT NULL,  
  `description` varchar(40) DEFAULT NULL,  
  `news` varchar(100) DEFAULT NULL,  
  `Id` int(11) NOT NULL,  
  PRIMARY KEY (`Id`))
```



```

`name` varchar(20) DEFAULT NULL,
`manager` varchar(20) DEFAULT NULL,
`date_added` varchar(10) DEFAULT NULL,
`amount` varchar(10) DEFAULT NULL,
`revenue` varchar(10) DEFAULT NULL,
`description` varchar(30) DEFAULT NULL,
`launch_date` varchar(20) DEFAULT NULL,
`contact_name` varchar(20) DEFAULT NULL,
`telephone` varchar(12) DEFAULT NULL,
`project_description` varchar(30) DEFAULT NULL,
`notes` varchar(40) DEFAULT NULL,
`proposal_description` varchar(50) DEFAULT NULL,
`Id` int(11) NOT NULL,
PRIMARY KEY (`Id`))

```

```

8. CREATE TABLE `client_proposals` (
  `proposal_name` varchar(30) DEFAULT NULL,
  `account_manager` varchar(20) DEFAULT NULL,
  `date_added` varchar(10) DEFAULT NULL,
  `chance_to_close` int(11) DEFAULT NULL,
  `estimated_budget` int(11) DEFAULT NULL,
  `duration` int(11) DEFAULT NULL,
  `amount` int(11) DEFAULT NULL,
  `revenue` int(11) DEFAULT NULL,
  `proposal_status` varchar(20) DEFAULT NULL,
  `rejection_reason` varchar(20) DEFAULT NULL,
  `contact_name` varchar(20) DEFAULT NULL,
  `contact_number` varchar(14) DEFAULT NULL,
  `proposal_des` varchar(100) DEFAULT NULL,
  `proposal_notes` varchar(60) DEFAULT NULL,
  `id` int(11) NOT NULL,
  PRIMARY KEY (`id`))

```

```

9. CREATE TABLE `manage_approval` (
  `users` varchar(30) DEFAULT NULL,
  `status` int(11) DEFAULT NULL)

```

```

10. CREATE TABLE `manager` (
  `user_name` varchar(30) NOT NULL,
  `ann_date` date DEFAULT NULL,
  `announcements` varchar(100) DEFAULT NULL)

```

```

11. CREATE TABLE `manager_msg` (
  `msg_date` date DEFAULT NULL,
  `message` varchar(100) DEFAULT NULL)

```

```
12. CREATE TABLE `prospect` (
  `name` varchar(40) DEFAULT NULL,
  `addedby` varchar(30) DEFAULT NULL,
  `status` int(11) DEFAULT NULL)
```

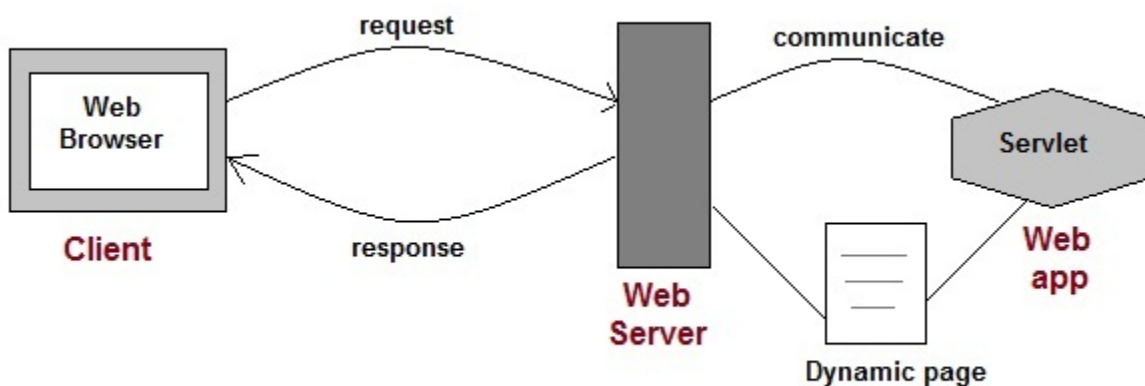
```
13. CREATE TABLE `user_name` (
  `username` varchar(30) NOT NULL,
  `password` varchar(30) NOT NULL,
  `email` varchar(30) NOT NULL,
  `verificationcode` varchar(10) DEFAULT NULL,
  `designation` varchar(20) DEFAULT NULL,
  `vercode_status` int(2) DEFAULT NULL,
  PRIMARY KEY (`username`))
```

## 7. Servlets and JSP

### Servlets:

**Servlet** Technology is used to create web applications. **Servlet** technology uses Java language to create web applications.

Web applications are helper applications that reside at web server and build dynamic web pages. A dynamic page could be anything like a page that randomly chooses picture to display or even a page that displays the current time.

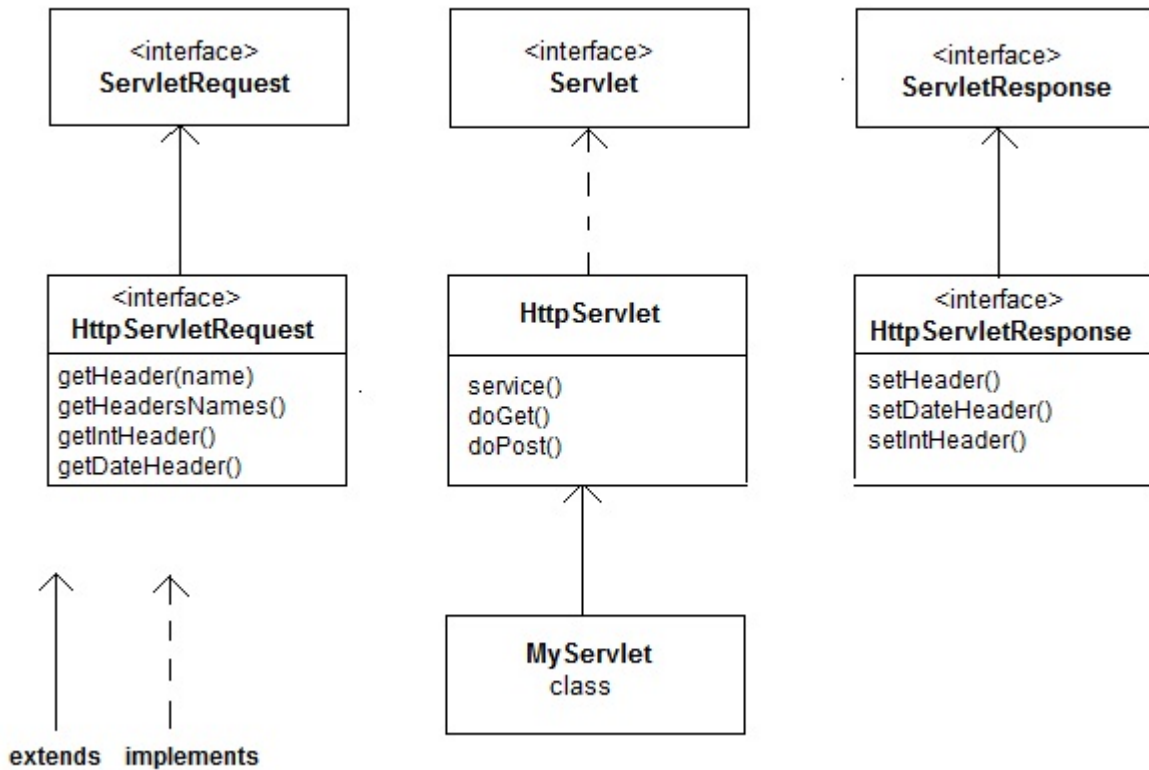


As Servlet Technology uses Java, web applications made using Servlet are **Secured**, **Scalable** and **Robust**.

HttpServlet is also an abstract class. This class gives implementation of various service() methods of **Servlet** interface.

To create a servlet, we should create a class that extends **HttpServlet** abstract class. The Servlet class that we will create, must not override service() method. Our servlet class will override only the doGet() and/or doPost() methods.

The service() method of **HttpServlet** class listens to the Http methods (GET, POST etc) from request stream and invokes doGet() or doPost() methods based on Http Method type.



### Java Server Pages:

- 1.JSP is a server side technology which helps to create a webpage dynamically using java as the programming language.
- 2.JSP is a specification from Sun Microsystems. It is an extension to Servlet API.

```

<HTML>
<HEAD>
<TITLE>MESSAGE</TITLE>
</HEAD><%-- JSP comment --%>
  
```

```
<BODY>
<%out.print("Hello, Sample JSP code");%>
</BODY>
</HTML>
```

Let us start learning with a **simple JSP program**. All JSP programs are stored as a **.jsp files**. Above is a simple JSP code, **MyJSP.jsp** which prints Hello, Sample JSP code. As discussed JSP is used for creating dynamic WebPages. Dynamic WebPages can have two types of contents – static & dynamic content.

The **static contents** can have text-based formats such as HTML, XML etc and the **dynamic contents** are generated by JSP elements.

### **Analysis of the above code –**

1) The line **<%–JSP Comment–%>** represents the JSP element called JSP Comment, While adding comments to a JSP page you can use this tag, we will discuss this in detail in coming posts.

**Note:** JSP Comments must starts with a tag **<%–** and ends with **–%>**

2) **Head, Title and Body tags are HTML tags** – They are HTML tags, frequently used for static web pages. Whatever content they have is delivered to client(Web browser) as such.

3) **<%out.print(“ Hello, Sample JSP code ”);%>** is a JSP element, which is known as Scriptlet. Scriptlets can contain Java codes. **syntax of script let is:** **<%Executable java code%>**. As the code in Scriptlets is java statement, they must end with a semicolon(;). **out.print(“ Hello, Sample JSP code ”)** is a java statement, which prints“ Hello, Sample JSP code”.

## **8. Design Units impacts**

### **8.1 User Modules**

#### **8.1.1Functional Overview**

In here the client who has the base access to the application will go under this classification. The clients will have the capacity to enroll too under this classification and get to the application. The clients may have the capacity to have insignificant capacities inside the application.

8.1.2. Requirements In here the user who has the base access to the application will come under this category. The users will be able to register too under this category and access the application. The users will only be able to have minimal functions within the application.

8.1.3. Requirements

The requirements can be defined as the menu options that can be offered to the user who fall under this category. The below are the menu options or the features that can be accessed by the users which are as follows.

- View products

In here the user will be able to view the list of products that are available to purchase and add them to the cart from the available menu options.

- Orders

In here the history of all the orders made by the user can be seen. The purchase history helps the user to make a list of all the goods or the products that have been purchased by him.

- Cart

In the view orders the user will be given access to add the products to the cart and once he comes to the dashboard the user will be able to make payment for the products he would like to pay and confirm the purchase of the product.

- Contact User

This feature enables the user to contact the seller of the products and request any sort of assistance from him. The user can also give any sort of feedback to the seller based on the products he purchased and this feedback will be used to make any updates to the products.

## ***8.2 Manager Module***

The prerequisites can be characterized as the menu choices that can be offered to the client who fall under this classification. The underneath are the menu choices or the elements that can be gotten to by the clients which are as per the following.

- View items

In here the client will have the capacity to see the rundown of items that are accessible to buy and add them to the truck from the accessible menu alternatives.

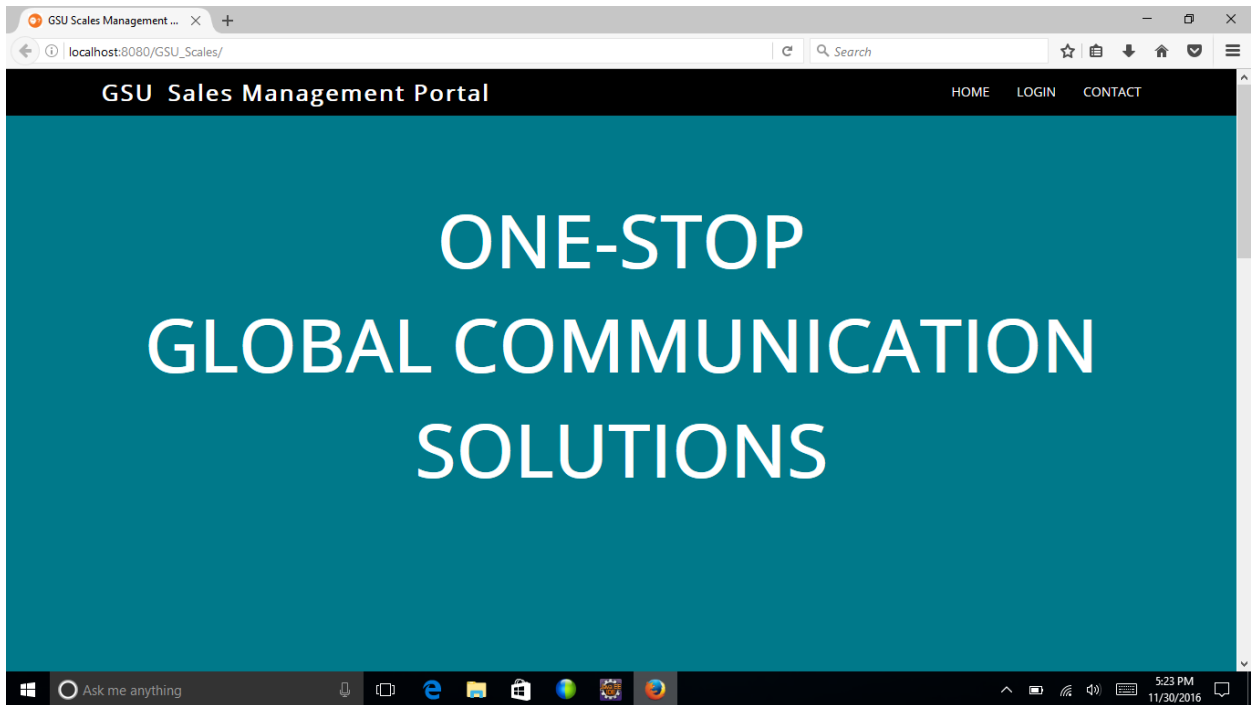
- Orders

In here the historical backdrop of the considerable number of requests made by the client can be seen. The buy history helps the client to make a rundown of the considerable number of merchandise or the items that have been bought by him.

- Cart

In the view arranges the client will be offered access to add the items to the truck and once he goes to the dashboard the client will have the capacity to make installment for the items he might want to pay and affirm the buy of the item.

## 9. Screen Shots



GSU Scales Management Portal

HOME LOGIN CONTACT

## LOGIN PAGE

UserName  Password

Login Clear

Already registered? [Sign In](#)

UserName  Enter Password  Confirm Password  Email

Create Clear

Not registered? [Create an account](#)

UserName  Email  Reset Password

Forgot Password? [Forget Password](#)

5:31 PM 11/30/2016

GSU Scales Management Portal

HOME LOGIN CONTACT

## LOGIN PAGE

UserName  Password

Login Clear

Already registered? [Sign In](#)

Bmultumkar    ultumkar.balaji@gmail.com

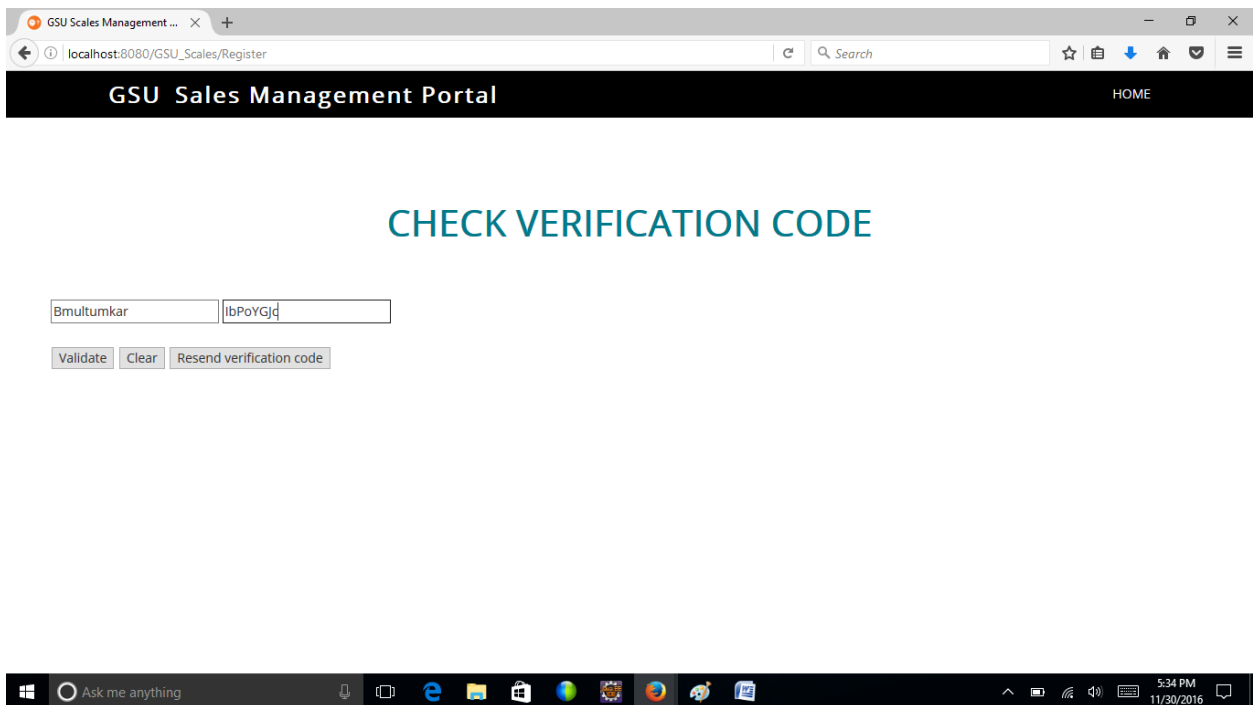
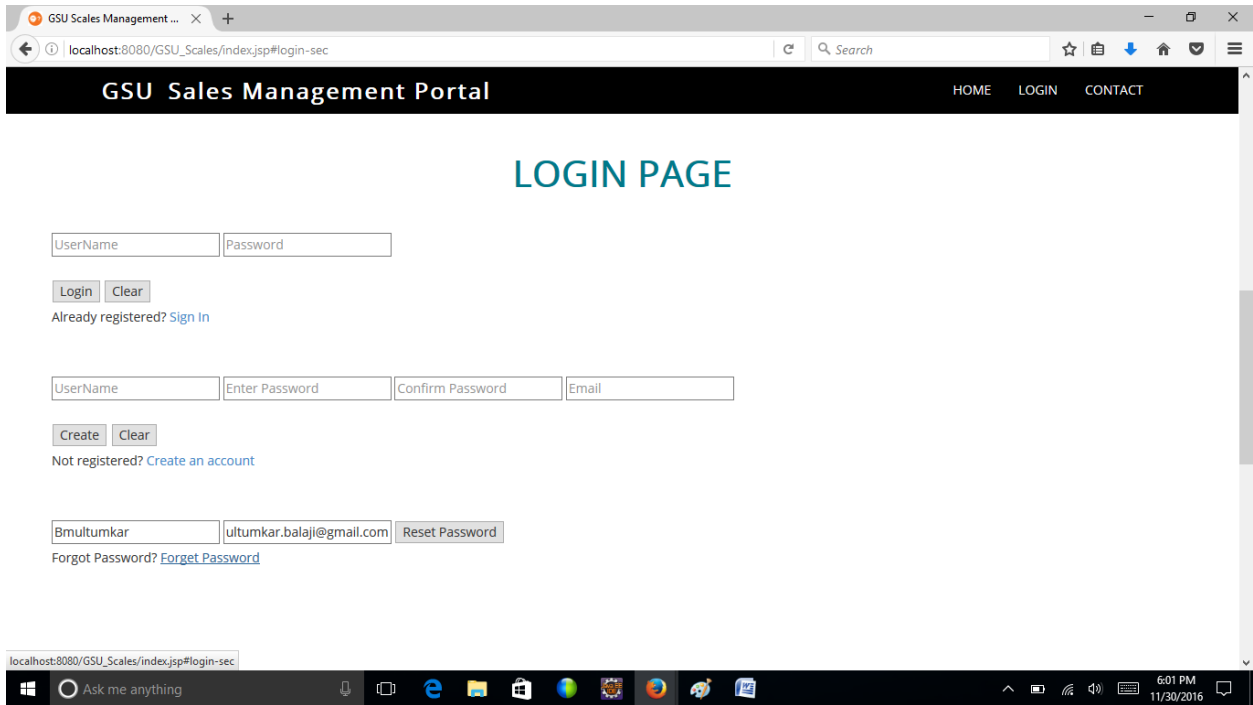
Create Clear

Not registered? [Create an account](#)

UserName  Email  Reset Password

Forgot Password? [Forget Password](#)

5:32 PM 11/30/2016





## CHECK VERIFICATION CODE

- Client
- Prospect

Amazon  
CFC  
Reddy Solutions  
abc  
ABCd

## MANAGER MESSAGES

Date	Message
------	---------

GSU Scales Management Portal

HOME Reset Password LOGOUT CONTACT

General Info | Contacts | Opportunities | Proposals | Projects

### General Information

Company Name	<input type="text" value="Verizon"/>	Type	<input type="text" value="Electronics"/>
Telephone	<input type="text" value="1234567897"/>	Industry	<input type="text" value="Marketing"/>
Fax	<input type="text" value="1236548797"/>	Web site	<input type="text" value="www.verizon.com"/>
Address	<input type="text" value="5171 N"/>	Source	<input type="text" value="Mobiles"/>
City	<input type="text" value="Chicago"/>	Company Description	<input type="text" value="Verizon is a Well Balanced company which produce electronic goods in efficient Manner."/>
State	<input type="text" value="Illinos"/>		
Zip Code	<input type="text" value="58745"/>		

GSU Scales Management Portal

HOME Reset Password LOGOUT CONTACT

General Info | **Contacts** | Opportunities | Proposals | Projects

### Contacts

First Name	<input type="text" value="Devender"/>
Last Name	<input type="text" value="Maruvu"/>
Work Phone	<input type="text" value="4547896124"/>
Title	<input type="text" value="Analyst"/>
Mobile phone	<input type="text" value="4142584789"/>
Fax	<input type="text" value="12456789"/>
Enews	<input type="text" value="business"/>
Email	<input type="text" value="vender.maruvu@gmail.com"/>

GSU Scales Management Portal

HOME Reset Password LOGOUT CONTACT

General Info Contacts **Opportunities** Proposals Projects

### Opportunities

Opportunities Name	<input type="text" value="Fresher"/>	Added by	<input type="text" value="Balaji"/>
Date Added("yyyy-MM-dd")	<input type="text" value="2016-11-12"/>	Chance to close (percentage)	<input type="text" value="80"/>
Estimated Budget(USD)	<input type="text" value="5000"/>	Opportunity Duration(Months)	<input type="text" value="6"/>
Opportunity Type	<input type="text" value="Sales"/>	Contact Name	<input type="text" value="Abhinay"/>
Contact Telephone	<input type="text" value="4142569487"/>	Opportunity Description	<input type="text" value="skilled persons"/>
Opportunity Notes	<input type="text" value="Marketing only"/>		

GSU Scales Management Portal

HOME Reset Password LOGOUT CONTACT

General Info Contacts Opportunities **Proposals** Projects

### Proposal

Proposal Name	<input type="text" value="Marketing"/>	Account Manager	<input type="text" value="Shilpa"/>
Date Added("YYYY-MM-DD")	<input type="text" value="2016-11-10"/>	Chance to Close (percentage)	<input type="text" value="99"/>
Estimated Budget(USD)	<input type="text" value="5000"/>	Proposal Duration(Months)	<input type="text" value="6"/>
Proposal Amount(USD)	<input type="text" value="8000"/>	Total Revenue(USD)	<input type="text" value="6000"/>
Proposal Status	<input type="text" value="1"/>	Rejection Reason	<input type="text" value="Out of budget"/>
Contact Name	<input type="text" value="Balaji"/>	Contact Telephone	<input type="text" value="412586789"/>
Proposal Description	<input type="text" value="Good Marketing"/>		

Proposal Notes:

## RESET PASSWORD

Please reset you password along with verification code sent to registered mail

## CONTACT US :

### Please Provide your Details

We are happy to hear your compliants. we will be back to you through e-mail.

### GSU sales portal

This portal is a useful for doing sales.

**Address:** GOVERNORS STATE UNIVERSITY, 1 UNIVERSITY PARKWAY, IL 60484-0975  
**Email:** gsunow@govst.edu  
**Web:** www.govst.edu  
**Mobile:** 708-534-5000

## ***10 Acknowledgements***

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