ABSTRACT

**Theme of the Graduation Thesis:** "Development of an automated workplace for sales assistant shop sales department ".

**Author:** Minaev Vladislav Vitalievich.

**Thesis tutor:** Candidate of Economic Sciences, assistant professor Timchenko Andrei Borisovich.

**Information about the contracting authority:** IE "Botashev. RM".

**Relevance of the research topic:** for any company engaged in trading activities, the most important and responsible part of the activity falls on the sales department of goods and services. The success of the enterprise in the market of services and the competitiveness of the store depend on how professional the staff works, how well the internal processes are adjusted. To achieve success, the company must have a modern and well-developed system of accounting for goods.

**Objective:** the purpose of the study of final qualifying work is to develop an automated workplace of a sales assistant.

**Tasks:**

1. To study modern approaches to the organization of subsystem management in the retail sector.
2. To consider modern technologies for automating business processes of trade enterprises.
3. Analyze and identify problems in the enterprise.
4. Assemble and study the features of the enterprise.
5. Study the information support of the task.
6. Consider the technology of building an information system.
7. Form objective indicators reflecting the efficiency of the enterprise after the introduction of the software product.
8. Calculate the economic efficiency of the implemented information system.
Theoretical and practical significance of the research: lies in the possibility of using theoretical developments and the developed software product as an automated workplace of a sales assistant for a particular company.

Results of the research: the developed software product meets all modern requirements of trade enterprises, namely:

1. The ability to keep records of the goods and its residues.
2. Performance and reliability, fault tolerance.
3. Scalability of the system, due to the modular architecture of the program.
4. Development and willingness to adapt to changes in the market for goods.

Recommendations: the obtained results and the developed software product are recommended for implementation in small enterprises engaged in retail trade in the field of computer equipment and electronics.