



Computer Applications Olympiad



A project of the Computer Society of South Africa, sponsored by UniForum SA.
Co-sponsored by the Department of Science and Technology

COMPUTER APPLICATIONS OLYMPIAD FINALS 2011

[4 Hours]

Please read all the questions carefully before starting. You may answer the questions in any order.

Where practical, please save every step of your work for later evaluation.

For this part of the contest you will use some of the same data used for Part 1, but this time you will have more freedom as to which data you wish to use and how you wish to use it.

A local estate agency “*Domus Venditor*” has asked you to develop a set of marketing materials that they can use to create sales of homes in a residential housing area.

Your job is to produce the required material in the time allocated, using the Office package of your choice. You will be given all the images, pictures, text, information, etc. that you need, and you are free to use any application or combination of applications that you deem suitable.

The requirements for the tasks are given below. The tasks are listed in alphabetical order. You may produce the material in any order. However, it is important that you submit something in each of the five categories.

1. DATABASE

Create a table **Buyers** in the database **Domus** with an associated form to capture prospective buyers’ details. Import buyers’ details from the file **Clients**. Your design must enable a non-computer person to capture information as accurately as possible. Develop appropriate queries to deal with questions from the sales agents such as “*Who is looking for a 3-bedroomed home in the two million range?*”

The evaluation panel will pose as sales agents working for “*Domus Venditor*” and ask for a lead to potential buyers.

Mark Allocation	Information choice	5	
	Capture form	5	
	Information retrieved	5	[15 Points]

2. FLYER

Create a one-page document, called **Flyer**, promoting “*Domus Venditor*” that can be printed and distributed at (for example) the local shopping centre to attract both buyers and sellers. It must be printed as a single A4-sheet. You will find a wealth of information about “*Domus Venditor*” in the file **Domus Venditor Agency**. It is up to you which information you wish to use and which you will discard. You may also incorporate any information from the other questions you think might be relevant.

Mark Allocation:	Impression	5	[10 Points]
	Information	5	

3. PERSONALISED FACT SHEET

Using the database reporting function or a mail-merge, make it possible for “*Domus Venditor*” to print or e-mail a document, called **Fact Sheet**, to a prospective buyer. This document gives the buyer a page of information on a selected property, or pages of information for a selected range of properties. An example is attached to this paper, but you may give it your own interpretation. The details for all the agents can be found in the table **Agents**.

Some members of the evaluation panel will pose as prospective buyers, others as agents. You will have to produce a brochure for each property that meets their requirement and either print it or e-mail it to them (their choice). An example of what the buyers may ask: “*I need four bedrooms and a double garage, but I cannot spend more than R1,5 million. What do you have on your books in <suburb>?*”

Mark Allocation:	Matching buyer to property	10	[25 Points]
	Brochure impression	5	
	Brochure information	10	

4. PRESENTATION

Create a self-running presentation that can be projected on a screen during show days. The presentation should present a number of properties and promote the agency. You may include information (e.g. sales information) from other questions as you think relevant.

Mark Allocation:	Impression	5	[10 Points]
	Information	5	

5. SPREADSHEET

Estate agents are proud of how quickly they can sell a house.

Produce a graph/chart, called **Sales Pattern**, which shows the percentage sales which were completed within the following time periods: 1 week, 2 weeks, 1 month, 2 months and 3 months. Please note sales are accumulative; all sales that take one week, or less, are part of the sales that have taken two weeks or less.

Your chart should also compare the norm values for all estate agencies in South Africa, which are as follows:

- 1 week or less 18%
- 2 weeks or less 25%
- 1 month or less 35%
- 2 months or less 47%
- 3 months or less 72%

Mark Allocation:

Layout and impression	5	
Accuracy	10	[15 Points]

Total Part 1	25 Points
Total Part 2	75 Points
TOTAL FINALS	100 Points