

## Task 2.

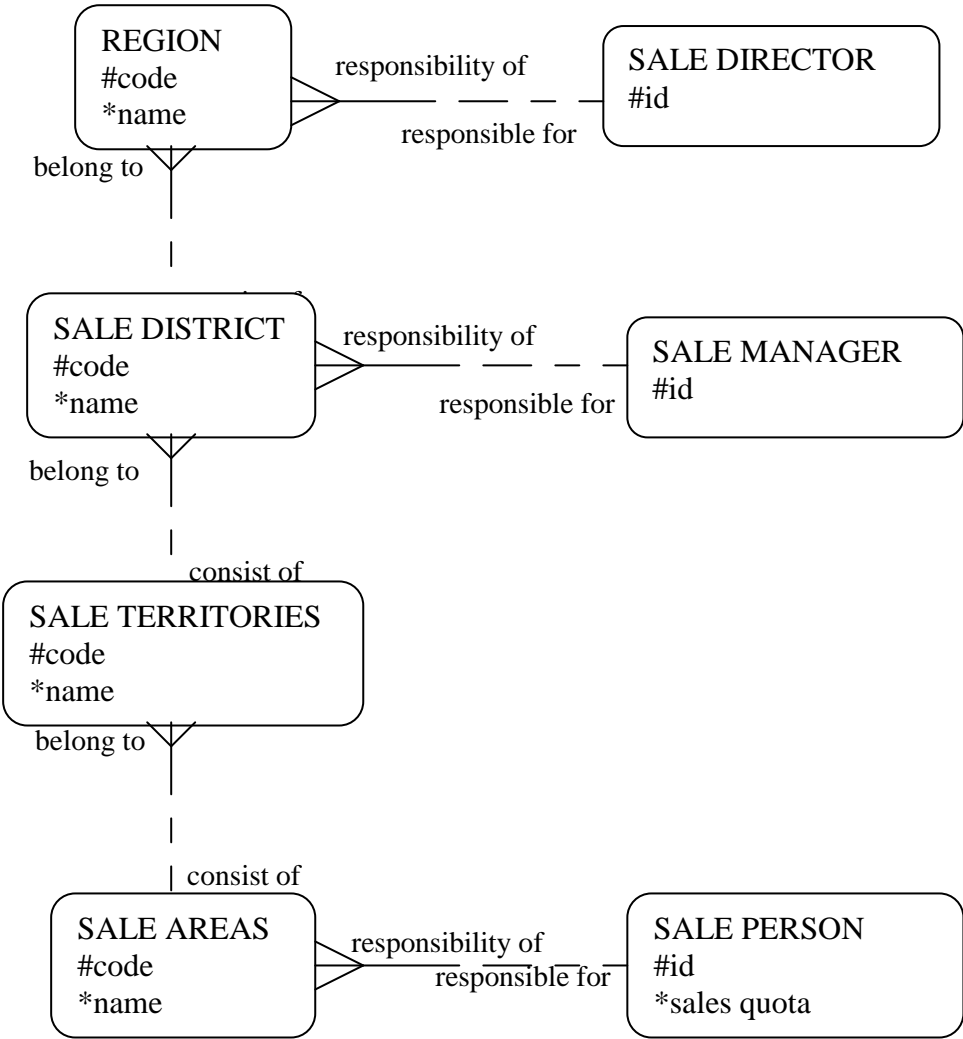
- ✓ **Develop a hierarchical model and a recursive model for the following scenario.**
- ✓ **Draw the ERD for each.**

Our company sells products throughout the World. So we've divided our company into four major sales regions: Region 1, Region 2, Region 3, and Region 4. Each sales region has a unique region code. Each sales region is then divided into sales districts. For example, Region 1 is divided into the U.S, Canadian, and Southern districts. Each district has a unique district code. Each district is made up of sales territories. The Southern District is composed of three territories: Mexico, South America, and U.S. Territories. The U.S. District is made up of three territories: the West, Middle, and East. The Canadian District is composed of two territories: East and West. Each territory has a unique territory code.

Each sales territory is then broken down into sales areas. For example, South America is made up of two sales areas: Brazil, and the Coastal sales areas. Each sales area has a unique sales area code. The Brazil area includes Uruguay, Paraguay, and Ecuador.

Each salesperson is responsible for one or more sales areas, and has a specific sales quota. We also have sales managers who are responsible for one or more sales districts and sales directors who are responsible for one or more sales regions. Each sales manager is responsible for the territories with his districts. We don't overlap our employees' responsibilities. Sales area is always the responsibility of a single salesperson, and our managers and director's responsibilities don't overlap. Sometimes our salespersons, manager, and directors will be on leave or special assignments and will not have sales turf responsibilities. We identify all our sales personnel by their employee ids.

Hierarchical ERD:



Recursive ERD:

