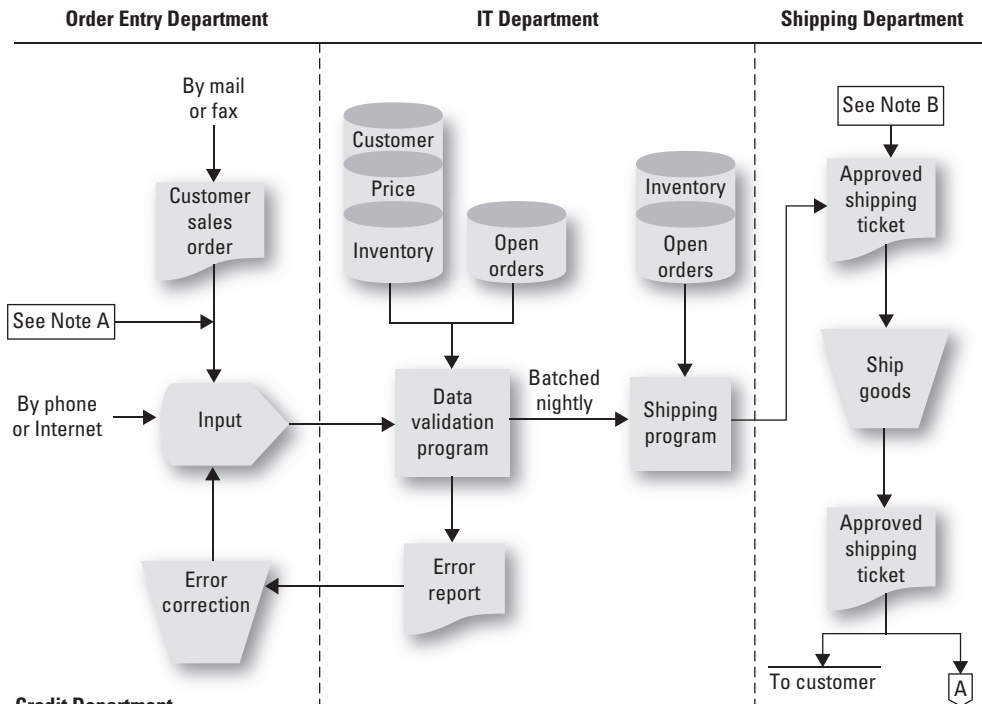


Figure 10-2 Flowchart of the Revenue Process: EarthWear Clothiers (continued on p. 339 and 340)



Credit Department

Note A: If the order is from a new group or corporate customer, a credit check is performed according to the company's policies. Otherwise, a credit check is performed by the data validation program.

Note B: The shipping ticket that is forwarded to the customer contains quantity and price for each product purchased.