	DBPOFA

TUTOR MARKED ASSIGNMENT (2022)
Order to Cash (O2C)

Maximum Marks: 100   **Course Code: BPOI – 004/ 104**
Weight age: 30%   **January 2022 session & July 2022 session**

Note: This assignment covers all of **Course 4. All questions are compulsory**.
Marks assigned to the questions have been shown in the bracket.

Q1.   Fill in the blanks: **(1x5=5)**

i.   When the invoices become overdue, ----- are sent to customers asking them to pay immediately.
ii.   The cash application team needs ------------- and ----------- documents to apply cash against the specific invoices.
iii.   The ratio of number of payments actually received to the number of payments committed is called -----------------
iv.   If invoicing is not accurate, processes like --------------- will suffer.
v.   The US federal law governing the collection activity is called the -----------------------

Q2.   True or False: **(1x5=5)**

i.   After the order is fulfilled the invoice can be generated.
ii.   Credit entry in accounting indicates use of funds.
iii.   Automatic call distributer helps save time for the query resolution teams.
iv.   The credit review of a new customer is done by the Credit Manager.
v.   Credit check is not an activity that needs to be done again and again..

Q3.   Write short notes on: (In about 200 -250 words)   **(10x3=30)**

i.   Contents of Purchase Order and its importance
ii.   Collection Process of O2C cycle
iii.   Two tools used for O2C outsourcing

Q4.   Differentiate between: **(10x2=20)**

i.   Promise rate and Left rate
ii.   Credit limit and Credit period

Q5.   Explain Cash Application Process through Flow Diagram. Explain the process in detail?   **(20)**
Q6.   What are the various stages where quality checks are implemented in the O2C cycle? Explain any three stages in detail?   **(5+15=20)**

Last Date for Submission of Assignment (or as and when notified by the University)
                    For June TEE Exam   **31ˢᵗ March**
                    For December TEE Exam   **30ᵗʰ September**