

**TUTOR MARKED ASSIGNMENT (2023)
Order to Cash (O2C)****Maximum Marks: 100
Weight age: 30%
session****Course Code: BPOI – 004/ 104
January 2023 session & July 2023****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. ----- Team ensures that invoices do not have any errors.
 - ii. The two parameters that specify the credit terms are ----- and -----.
 - iii. ----- is the most preferred collection tool.
 - iv. ----- is a computer based application which allows its users to exchange messages over computer network.
 - v. Poor quality results in loss of money and reputation for ----- and -----.
- Q2. True or False:** (1x5=5)
- i. Sales order is sent to the customer along with the invoice.
 - ii. Credit assessment for an individual is done in a similar manner as that of an organization.
 - iii. After the order is fulfilled, the invoice can be generated.
 - iv. The credit entry in accounting indicates use of funds.
 - v. Quality results in higher costs but it needs to be maintained.
- Q3. Write short notes on: (In about 200 -250 words)** (10x3=30)
- i. Consequences of poor quality control
 - ii. Selling on credit
 - iii. Two tools used for O2C outsourcing
- Q4. Differentiate between:** (10x2=20)
- i. Service Invoice and Ad-hoc invoice
 - ii. Pro-forma invoice and Standard invoice
- Q5. Explain the day to day issues encountered in O2C processes.** (20)
- Q6. Discuss in detail the source documents used in the Order to cash cycle.** (20)

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