

**TUTOR MARKED ASSIGNMENT (2025)**  
**Order to Cash (O2C)****Maximum Marks: 100**  
**Weight age: 30%****Course Code: BPOI – 104**  
**January 2025/ July 2025****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. The credit function is also cynically called as -----
- ii. ----- is also called as 'acid test ratio'.
- iii. The effectiveness of the collection process is measured through a tool called -----.
- iv. A business gets its fund by ----- assets.
- v. ----- is the most important quality measure for the customer setup process.

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

- i. Cash Application is a part of the pre-invoicing stage
- ii. Credit limit is the monetary limit of the credit extended to a customer.
- iii. Credit risk is mitigated by doing credit appraisal on continuous basis for the existing customers.
- iv. Poor quality control can result in customer dissatisfaction.
- v. Sending PO to seller does not constitute a legal offer to buy products or services.

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

- i. Penetration Rate
- ii. Query Resolution Process in O2C cycle
- iii. Two tools used for O2C outsourcing

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

- i. Partial credit note and Full credit note
- ii. Credit risk and Internal Control risks

**Q5. Explain in detail the Stages in Order to Cash Cycle? (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**  
**For December TEE Exam****31<sup>st</sup> March**  
**30<sup>th</sup> September**