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1. CROSS-ORGANISATIONAL ACCOUNTING SYSTEM

In the olden days were accounting was a very hectic and a very stressful job, were keeping long records and documents was tiring until the computer age came about. The in computer as made planning. Decision making and execution of plans much less laborious and stressful and life easier. Now in the accounting area (COFAS) there is a system called cross-organizational functional accounting system. This system is simply a group of other bodies working together to achieve the same goal just like division of labor. The cross-organization functional accounting system (COFAS) consist of;

* The balance sheet
* The income statement

The COFAS is not only for making your account record look organized, the also enables one to make decisions easily. They are ways how COFAS can make decision making easy. In a small business like yours creating missions to be accomplished should be the first of your priority because this will build the very foundation of becoming a very large and good company. Here are some ways in which cross-sectional accounting system helps in strategic decision making;

* When you know what your company has its very easy for one to execute a plan, like if to say you want decrease or increase in your demand and supply and demand your accounting system provides the information of weather you have enough capital to increase demand or it give you information about a particular product that sells more than others then you can increase supply more and increase the price and make more profit or vice-versa when you see a product not being demanded by customer very well you decrease the supply of that good.
* Another example is knowing when to make a decision. You may know what to do but it is also important to know when to execute that plan. For instance may be you have a goal of making your company global and your account system will tell you when your finance status is stable to carry that type of task.
* Improvement of work processes: the competition between organizations requires an organization to structure their business processes to be successful and customer oriented as possible. The enterprise resource planning system considers research to define the best business process, are most efficient and effective way to complete a business process. Enterprise resource display system’s finance module can be the most efficient practice of leading companies in an industry for managing customer payments. Example in some mining companies such as Eldorado Gold Corporation. It is an international gold producer with headquarters in Canada and mine operations at four locations in China and one in Turkey. The company puts enterprise resource display in place for best practices for financial management, control and materials management, maintenance, human resources, and payroll. The corporation now sees benefits from using the system in place and maintaining consistent business processes across the entire organization. Upgrade of technology infrastructure: when a company puts an enterprise resource display system in their organization they have an opportunity to upgrade the information technology (hardware, operating systems, databases, etc.)

1. SALES CYCLE

A sales cycle is the process of transaction between the consumer and the supplier, it basically describes the making request, buying, selling and delivering of goods and services to customers.

THE SALES CYCLE IN AN ELECTRONIC DEVICE FACTORY

manufacturer

wholesaler

retailer

customer

* Manufacturer: the manufacturer as the most important part to play in the sales cycle, because without him/her no action would not be able to be executed. The manufacturer is the one that produces goods, uses machinery tools to produce, they are usually based in factories. Produces goods for sales to the wholesaler, the manufacturer usually does not perform direct transaction with customers because of the aim of gaining more profit. The manufacturers mainly deal with large production.
* Wholesaler: the wholesaler plays the role in buying the goods from the manufacture and comes in contact with the retailer or sells to fellow wholesalers. The wholesaler buys the bulk from the manufacturer and breaks them into smaller units, the act as agents, the market the goods and the sell to the retailer, that is their own way of making their money.
* Retailer: this are the petty sellers buy from the wholesalers and sell to the customers. For example SLOT company that sells phones, the don’t manufacture the phones, the only sell to customers, sometimes the buy in bulk, but it is not always that retailers buy in small unit, is just that the do not get direct transaction with the manufacture so to reduce spending too much money the just buy in small unit from the wholesalers.
* Customer: this is the final stage for the sales cycle, the customer sends a request to the retailer and purchases the goods. Without customer the whole sales cycle will be useless.

3 TRANSACTION PROCESSING SYSTEM

A transaction process system (TPS) is an information processing system for business transactions involving the collection, modification and retrieval of all transaction data. Characteristics of a TPS include performance, reliability and consistency.

1. From the definition of TPS in the above paragraph, the TPS has all the features It takes to keep track of inventories and orders. Its efficiency and reliability makes it very good to work with, it will help you set all your records in place, keep account of all customers that have ever purchased anything from there and basically make track keeping easier.
2. They are mainly three managerial levels; the Top-level managers, the middle-level managers and lastly the first-level managers. But my main topics I will be talking about are the Top-level and the Middle-level.

* THE TOP-LEVEL

This managers are also known as executives. This is the highest form of level in an organization, they are normally fewer managers in this level compared to any other level. In this level the decision made here affects other levels, it affects the entire body of the organization, the also have full access to all the organizations resources. The managers at the top-level are mostly experienced and have passed through all the other levels, but it is not always so, the entrepreneur, he just acts a guardian for small business till they grow large and can have enough managerial level to cope on their own. Decisions that would be made on this level is strategic. They are usually long term decisions, it’s a situation that has been studied over a long period of time before the plan will be executed. This decisions affect the whole company or organization

* THE MIDDLE-LEVEL

Middle-level managers, or middle managers, are those in the levels below top managers. Middle managers' job titles include: General manager (GM), Regional manager (RM), and Divisional manager (DM).

Middle-level managers are responsible for carrying out the goals set by top management. They do so by setting goals for their departments and other business units. Middle managers can motivate and assist first-line managers to achieve business objectives. Middle managers may also communicate upward, by offering suggestions and feedback to top managers. Because middle managers are more involved in the day-to-day workings of a company, they may provide valuable information to top managers to help improve the organization's bottom line. The decisions this level take is whatever decision the top-level made, they only work in accordance with what the head them.

1. REPORTS OF THE MANAGERIAL AND STRATEGIAL LEVEL

A transaction process system report is a summary of all the works that has been performed by every department in an organization over a period of time. Examples of what it consists of are, workers effectiveness, areas of strength and weakness etc..

See an example of a managerial report below

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| THE REPORT OF THE MANAGERIAL | | | | |
| INTRODUCTION: this is the report of a small organization that supply kitchen utensils. This report consists of the TPS review of operations completed in the past in this organization. The table of content will consist of workers status and financial stability, the strength | | | | |
| FINANCE | | | | |
| YEARS | BUDGET | PAYROLL | DEBIT | CREDIT |
| 2011 | $14,546 | $1,000 | $8,758 | $7,638 |
| 2012 | $15,473 | $1,200 | $7,165 | $9,739 |
| 2013 | $13,482 | $500 | $7,759 | $3,685 |
| 2014 | $24,567 | $2,000 | $5,729 | $19,649 |
| 2015 | $26,865 | $3,000 | $7,839 | $19,783 |
| NOTE: it is assumed in the above table that all the employees were paid the same salary. | | | | |
| STRENGTH | | | | |
| The strength of these company lies in the area of production, it has been recorded but not stated in this table that the success of the production area is better than the rest. The performance of this department is of high standards | | | | |

In the above table the report of the managerial level. It illustrates the financial and organizational strength of this company.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| STRATEGICAL REPORT | | | | |
| YEARS | DEPT. OF MARKETING | DEPT. OF ACCOUNT | DEPT. OF PRODUCTION | DEPT. OF ADMINISTRATION |
| 2012 | $1,300 | $1,400 | $1,250 | $1,345 |
| 2013 | $1,000 | $1,034 | $768 | $1,482 |
| 2013 | $750 | $700 | $493 | $789 |
| 2014 | $2,500 | $1,900 | $1,500 | $3,000 |
| 2015 | $2,000 | $2,300 | $1,000 | $2,700 |

The strategical level is mainly based on compiling employment letter, employment vacancy, pay checks and the rest.