



Says

What are people saying to you about behavior?

Thinks

What are people thinking about behavior?

Preparation in Maintenance for Zoho Books for USB4H Auto Interviews

- 1. Project Setup
- 2. Planning
- 3. Implementation
- 4. Monitoring

What are their underlying needs or goals?

What emotions are they experiencing?



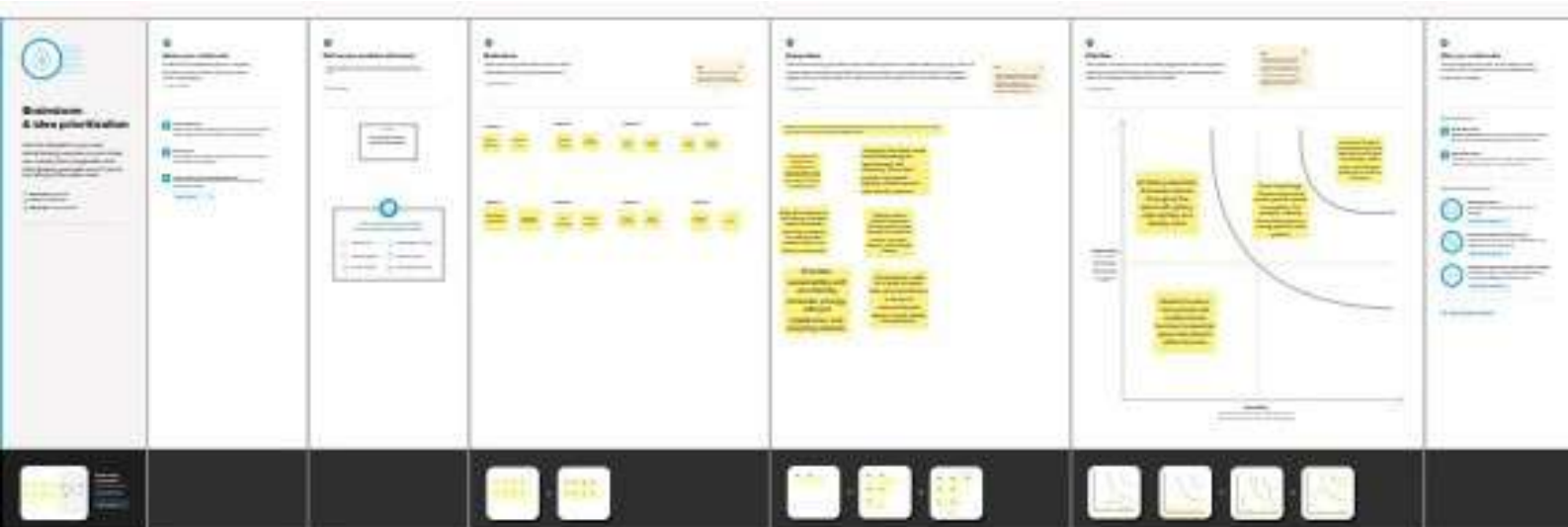
Does

Feels

What are their fears, frustrations, and excited?
What other feelings might influence their behavior?



See an example



UrbanAura Interiors
Profit and Loss

Basis: Accrual

From 01/10/2023 To 31/10/2023

[+ Add Temporary Note](#)

ACCOUNT	TOTAL
Operating Income	
Sales	60,00,000.00
Total for Operating Income	60,00,000.00
Cost of Goods Sold	
Cost of Goods Sold	18,00,000.00
Total for Cost of Goods Sold	18,00,000.00
	Gross Profit
	42,00,000.00
Operating Expense	
Rent Expense	2,36,000.00
Salaries and Employee Wages	25,00,000.00
Total for Operating Expense	27,36,000.00
	Operating Profit
	14,64,000.00

Activate Windows
Go to Settings to activate Windows.

UrbanAura Interiors
Balance Sheet

Basis: Accrual
As of 17/10/2023

+ Add Temporary Note

Collapse all Expand All

ACCOUNT	TOTAL
Assets	
Current Assets	
Cash	
Petty Cash	10,000.00
Total for Cash	10,000.00
Bank	
ICICI Bank-001	16,17,520.00
Total for Bank	16,17,520.00
Accounts Receivable	70,80,000.00
Other current assets	

Activate Windows
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UrbanAura Interiors
Tamil Nadu
India
GSTIN: UTA-AA-3554410120
info@urbanaura.com

SALES ORDER

Sales Order# SO-00001

Bill To:

Deeksha Construction Pvt Ltd
GSTIN: UTA-AA-40006A1120

Ship To:

GSTIN: UTA-AA-40006A1120

Order Date: 20/02/2025

Place Of Supply: Tamil Nadu (TN)

#	Item & Description	HSN/SAC	Qty	Rate	Amount
1	Commercial Interior Design	852990	250.00	20,000.00	50,00,000.00
				Sub Total	50,00,000.00
				IGST@9% (9%)	4,50,000.00
				SGST@9% (9%)	4,50,000.00
				Total	59,00,000.00

Authorized Signature: _____

Titled:
 Author:
 CiteID:

TAX INVOICE

ID	0076-00000-0	Place Of Supply	Tamil Nadu (IN)
Invoice Date	18/10/2023		
Name	Globe Inn Bangalore		
Date Recd.	18/10/2023		

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100	

References

ID	Item & Description	SKU/EAN	Qty	Rate	CGST		SGST		Amount
					Tax	Amount	Tax	Amount	
1	Specialized Interior Design	1234567	100.000	95,000.00	9%	85,500.00	9%	85,500.00	1,71,000.00

Total to Work:	Sub Total	100,000,000.00
Indian Region Direct Labor Payroll (Percent Only)	100.00% (90%)	90,000,000.00
	90.00% (90%)	90,000,000.00
Benefits for your business:	Total	110,000,000.00
	Balance Due	210,000,000.00
	Authorized Signature	

UrbanAura Interiors

Tamil Nadu

India

GSTIN: TTA-AAF5884R1001

vijayaram4545@gmail.com

PURCHASE ORDER

PO-00001

Vendor Address

Jungle Furniture

GSTIN: TTA-AAF4900001111

Deliver To

Vijayaram4545

Tamil Nadu

India

GSTIN: TTA-AAF5884R1001

vijayaram4545@gmail.com

Date:

11/10/2023

#	Item & Description	HSN/SAC	Qty	Rate	Amount
1	Furniture & Fixtures items	950400	200.00	1,000.00	2,00,000.00
Sub Total					2,00,000.00
13.25% (IGST)					26,400.00
5% (CGST)					10,000.00
Total					2,36,400.00

Authorized Signature: _____



UrbanAure Interiors

Taxid Plaza
India
GSTIN: 11A-AATN8449102C
+91-98290465@gmail.com

BILL

Bill# 03

Balance Due

₹15,00,000.00

Bill From

ContractEdge Solutions
GSTIN: 35A-CAAA00000102

Bill Date: 15/10/2024

Due Date: 15/10/2024

Term: Due on Receipt

#	Item & Description	HSN/SAC	Qty	Rate	Amount
1	Construction and Renovation Materials	230400	1,000.00	1,500.00	15,00,000.00

Sub Total 15,00,000.00

CGST@ (0%) 0.00

SGST@ (0%) 0.00

Total 15,00,000.00

Balance Due 15,00,000.00

Authorized Signature: _____