

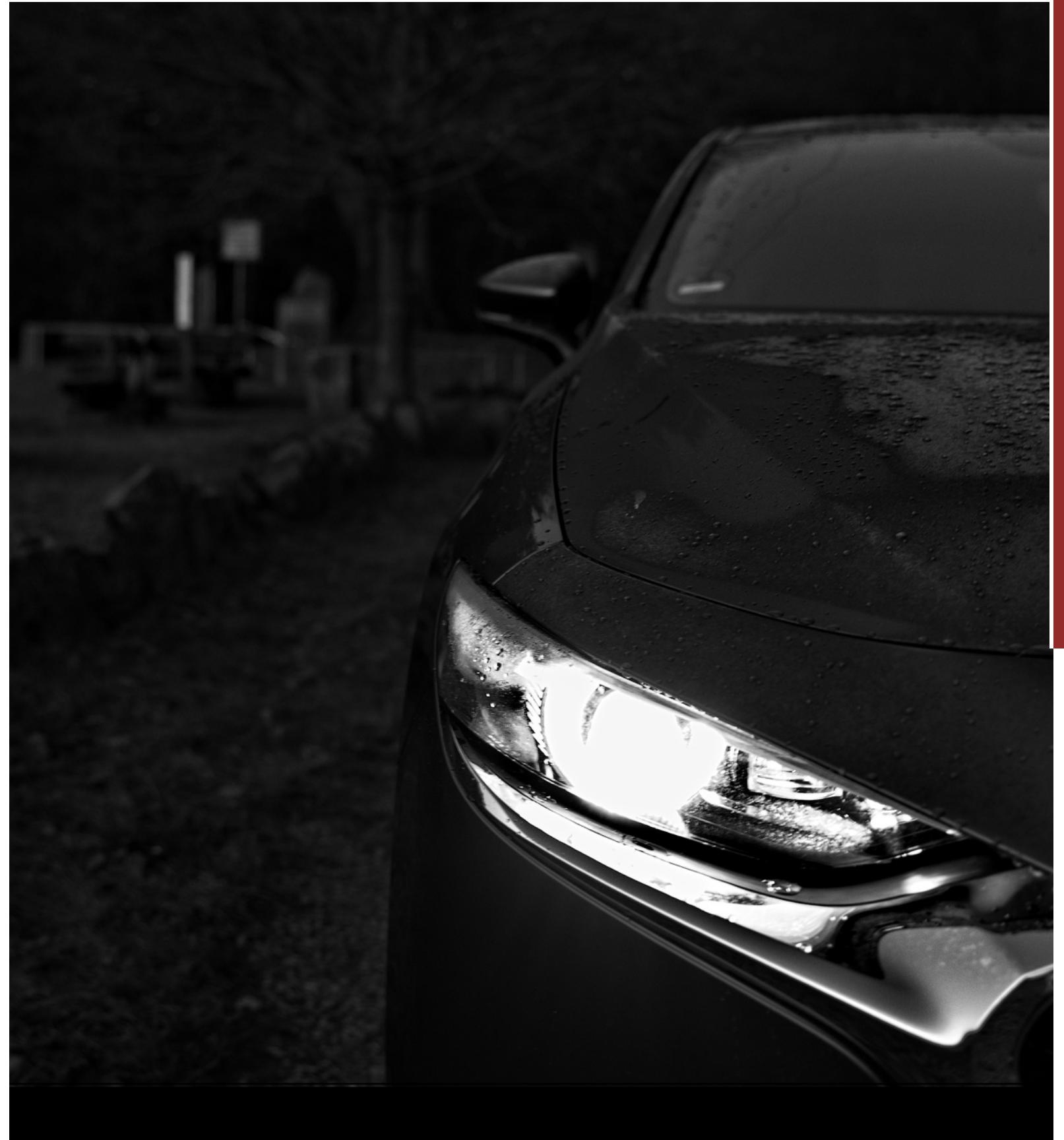
MAZDA MOTOR CORPORATION

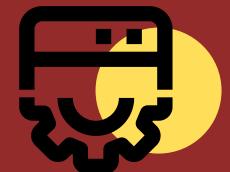
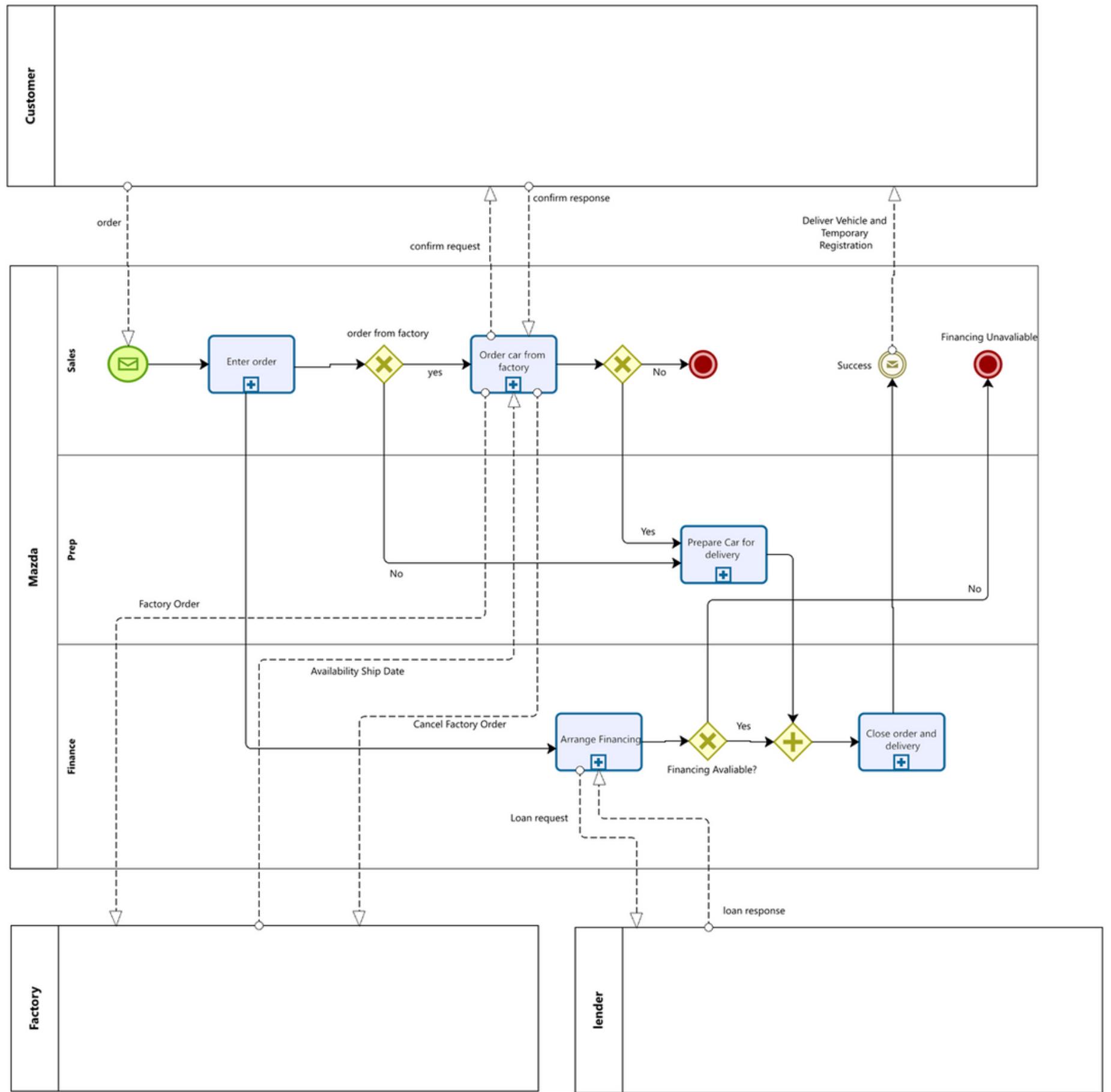
ITCS361_Management Information Systems





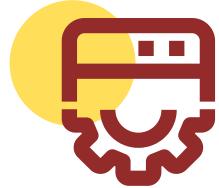
BUY & SELL BPMN DIAGRAM





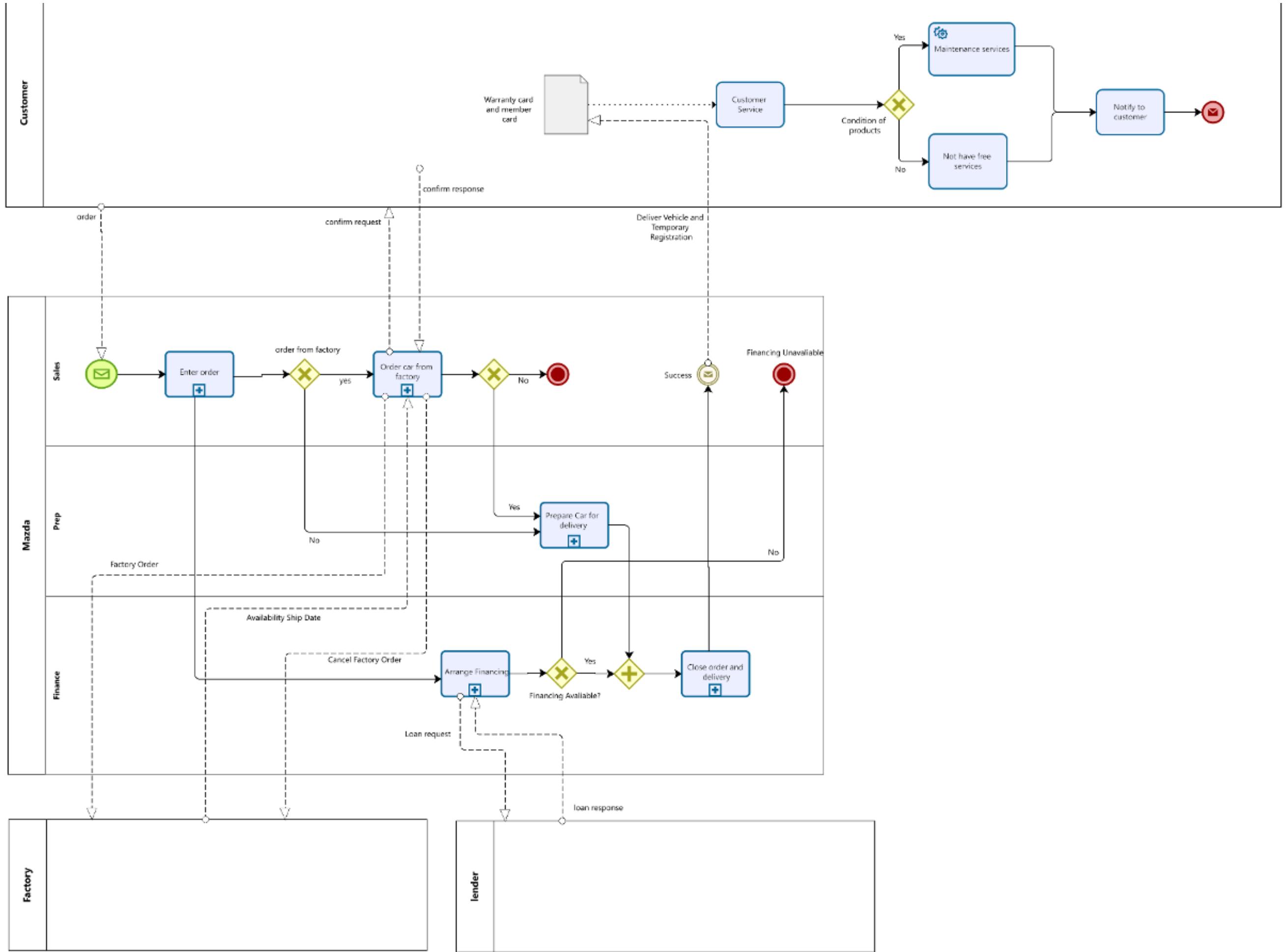


CREATIVE MODIFIED BUY & SELL BPMN DIAGRAM

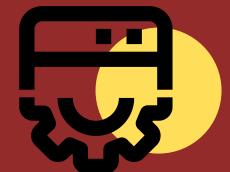


MAZDA



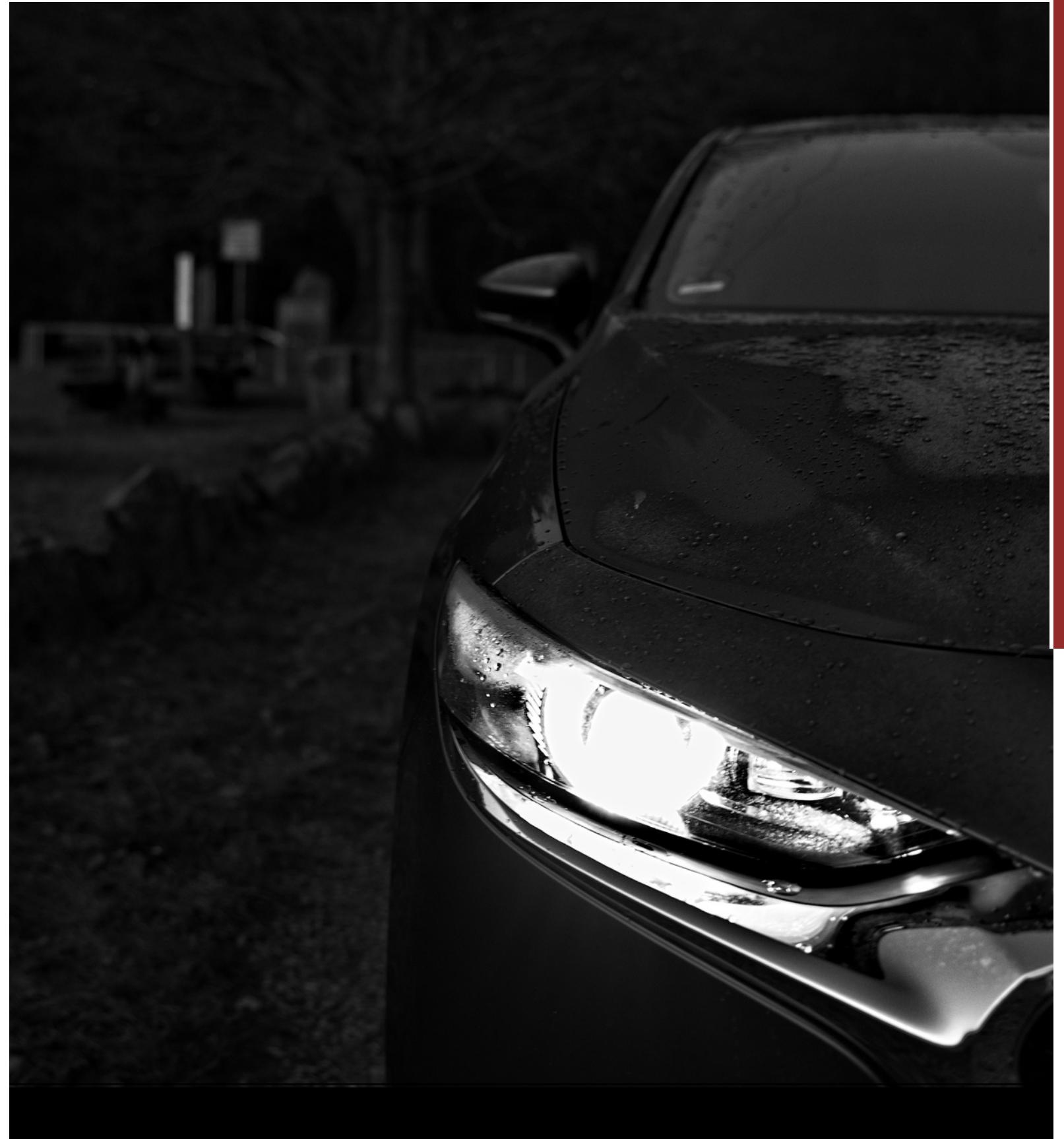


MAZDA





DEMONSTRATION IMPLEMENTATION BUY & SELL WITH ODOO



ODOO

Simulated data to demonstrate step-by-step of the Creative Modified “Buy & Sell” process flows.

The screenshot shows the Odoo Inventory module. A new product record is being created for "All New Mazda 2 Sedan". Key details include:

- Product Name:** All New Mazda 2 Sedan
- Sales Price:** \$700,000.00
- Cost:** \$0.00
- Product Type:** Storable Product
- Customer Taxes:** Output VAT 7%
- Product Category:** All

The interface also displays current inventory levels: 0.00 Units On Hand, 0.00 Units Forecasted, 0.00 Units Reordered, 0.00 Units Sold, and 0.00 Units Purchased.

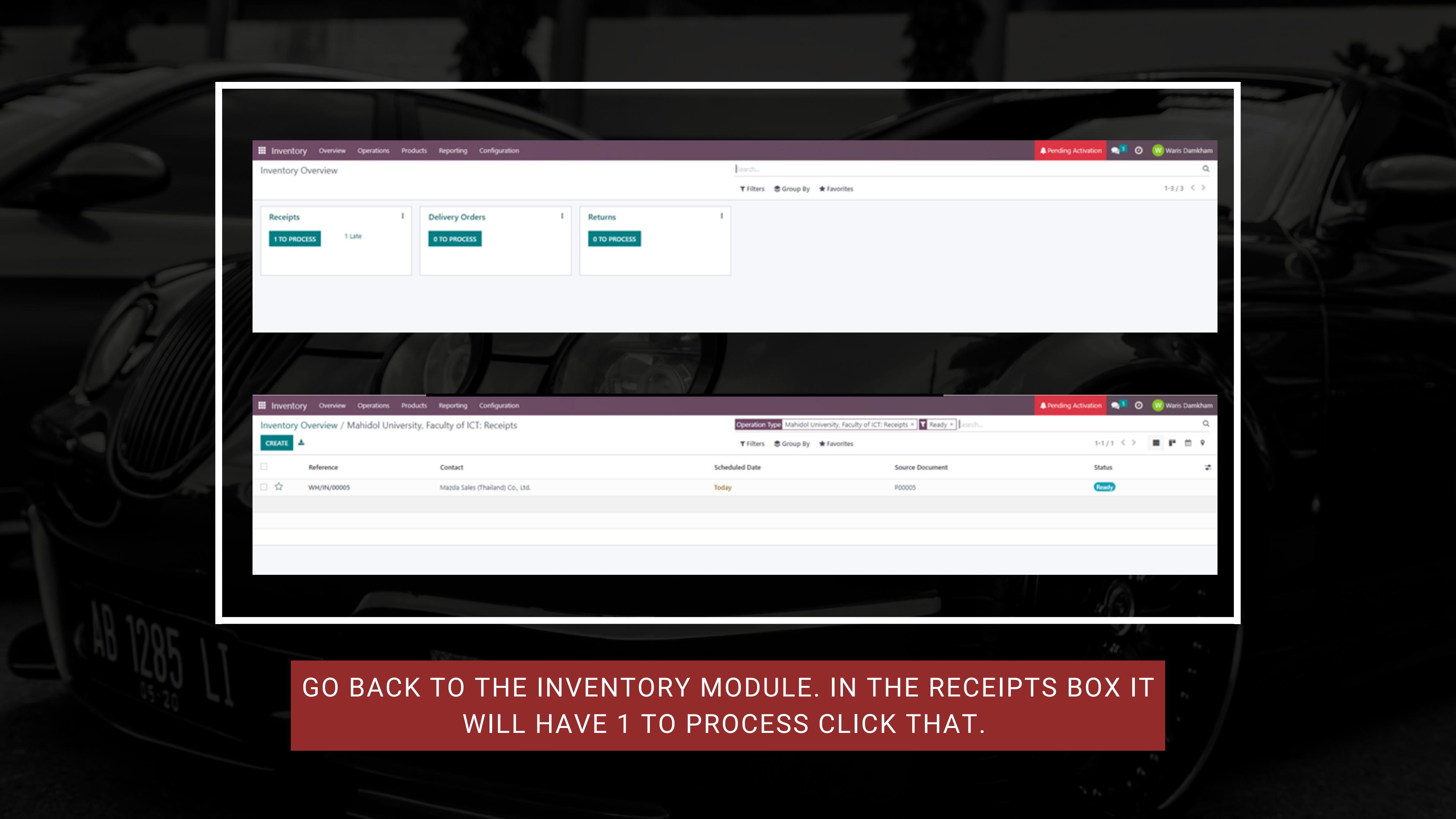
FIRST STEP CREATE THE
PRODUCT NAME

The screenshot shows the Odoo Purchase module. A request for quotation (RFQ) is being created for Purchase Order P00005. The details are as follows:

- Purchase Order:** P00005
- Vendor:** Mazda Sales (Thailand) Co., Ltd.
- Confirmation Date:** 11/21/2022 20:57:20
- Expected Arrival:** 11/21/2022 20:56:29
- Products:** All New Mazda 2 Sedan (Quantity: 5.00, Unit Price: \$659,000.00, Subtotal: \$3,295,000.00)

The interface includes sections for "RECEIVE PRODUCTS", "SEND PO BY EMAIL", "CREATE BILL", "CANCEL", and "LOCK".

CREATE THE REQUEST
FOR QUOTATION.



The image shows two screenshots of a software application interface, likely Odoo, overlaid on a dark background featuring a car's instrument cluster.

Screenshot 1: Inventory Overview

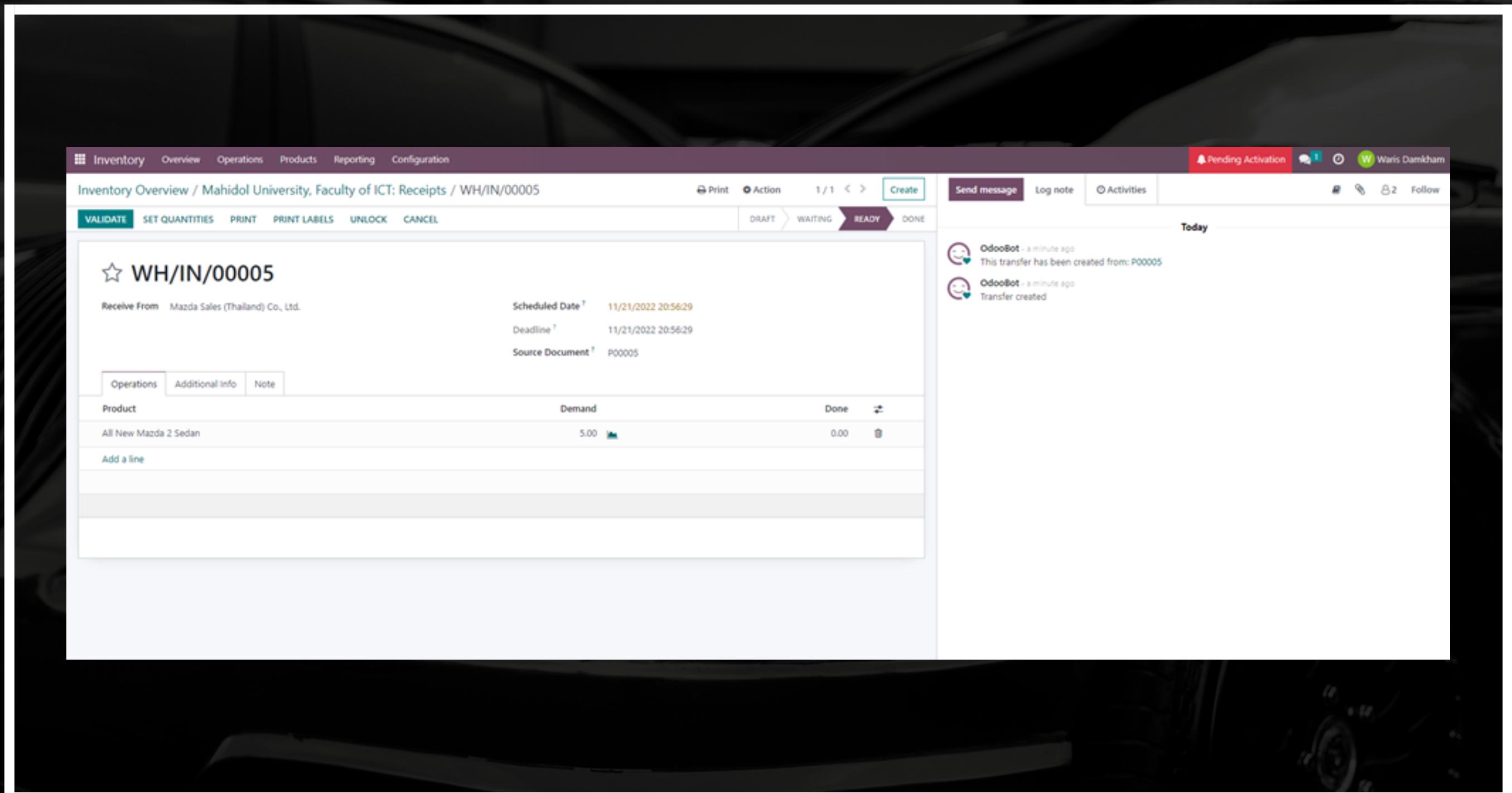
- Header: Inventory, Overview, Operations, Products, Reporting, Configuration.
- User: Pending Activation, Waris Damkham.
- Section: Inventory Overview
- Search bar: Search...
- Filters: Filters, Group By, Favorites.
- Buttons: 1-3 / 3, < >.
- Widgets:
 - Receipts: 1 TO PROCESS, 1 Late.
 - Delivery Orders: 0 TO PROCESS.
 - Returns: 0 TO PROCESS.

Screenshot 2: Inventory Overview / Mahidol University, Faculty of ICT: Receipts

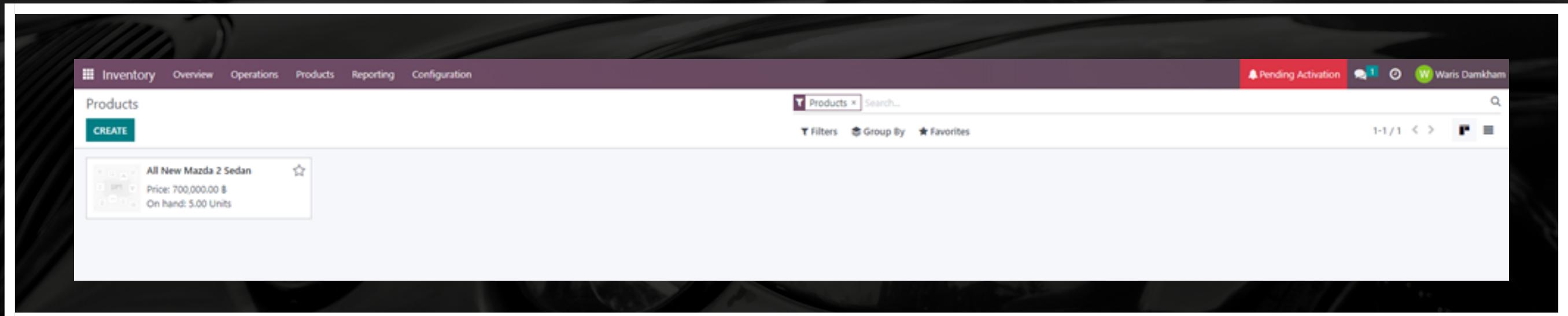
- Header: Inventory, Overview, Operations, Products, Reporting, Configuration.
- User: Pending Activation, Waris Damkham.
- Section: Inventory Overview / Mahidol University, Faculty of ICT: Receipts
- Operation Type: Mahidol University, Faculty of ICT: Receipts.
- Search bar: Search...
- Filters: Filters, Group By, Favorites.
- Buttons: 1-1 / 1, < >, icons for print, export, etc.
- Table:

Reference	Contact	Scheduled Date	Source Document	Status
WH/IN/00005	Mazda Sales (Thailand) Co., Ltd.	Today	P00005	Ready

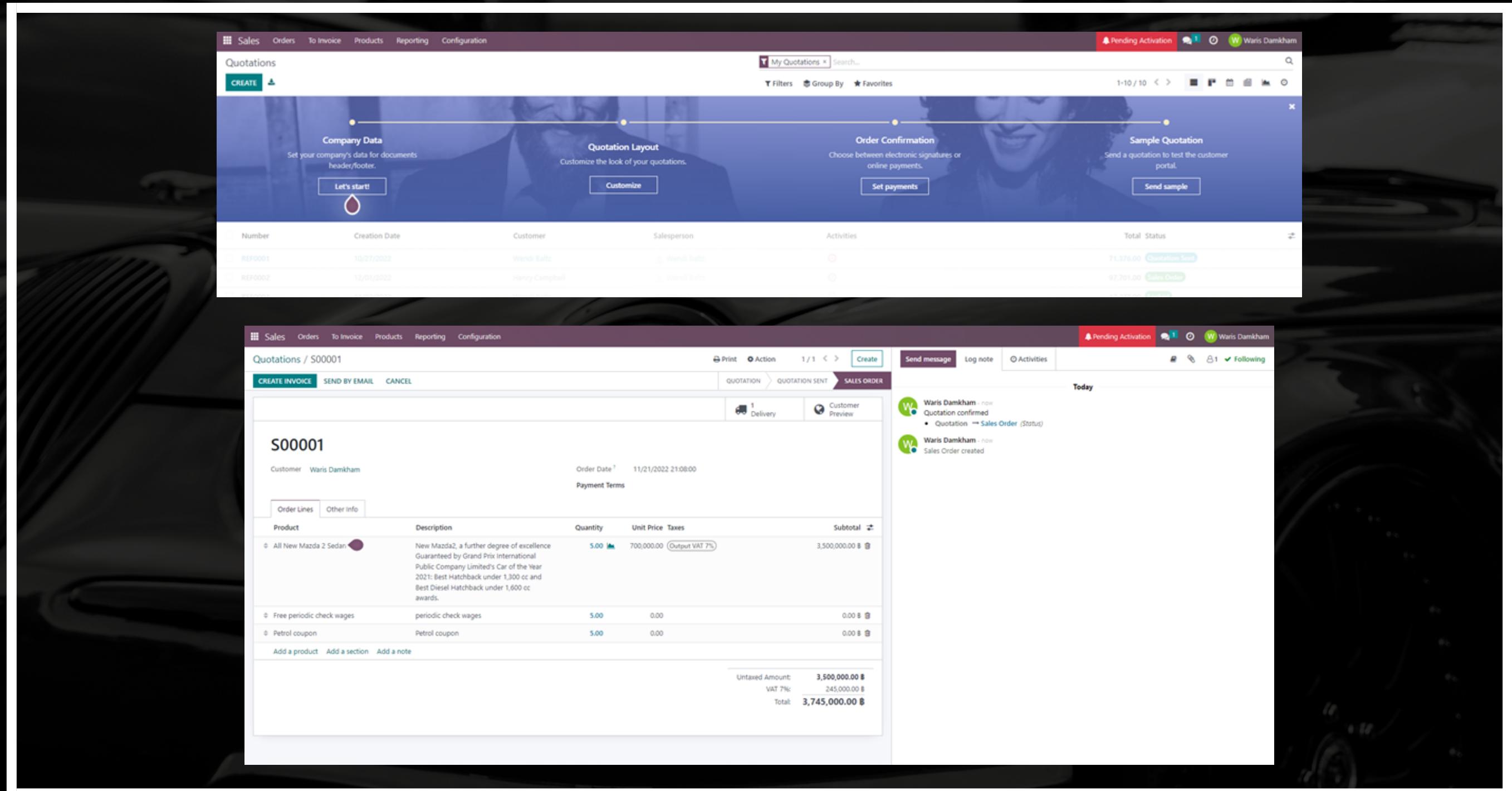
GO BACK TO THE INVENTORY MODULE. IN THE RECEIPTS BOX IT WILL HAVE 1 TO PROCESS CLICK THAT.



CLICK VALID



WE WILL HAVE FIVE GOODS AVAILABLE. CONSEQUENTLY, WE
CAN DELIVER PRODUCT TO OUR CUSTOMERS



GO TO SALE MODULE. THEN, CREATE A QUOTATION.

Sales Orders To Invoice Products Reporting Configuration

Quotations / S00001 / Draft Invoice INV/2022/00001

Print Action 1 / 1 < > Create

CONFIRM PREVIEW CANCEL DRAFT POSTED

Customer Invoice
INV/2022/00001

Customer Waris Damkham

Invoice Date
Payment Reference⁷

Due Date 11/21/2022 or Terms

Journal Customer Invoices

Invoice Lines Journal Items Other Info

Product	Label	Account	Quantity	Price	Taxes	Subtotal
All New Mazda 2 Sedan	New Mazda2, a further degree of excellence Guaranteed by Grand Prix Inte...	410000 Income	5.00	700,000.00	(Output VAT 7%)	3,500,000.00 ₦
Free periodic check wages	periodic check wages	410000 Income	5.00	0.00		0.00 ₦
Petrol coupon	Petrol coupon	410000 Income	5.00	0.00		0.00 ₦

Add a line Add a section Add a note

Terms and Conditions

Untaxed Amount: 3,500,000.00 ₦
VAT 7%: 245,000.00 ₦
Total: 3,745,000.00 ₦

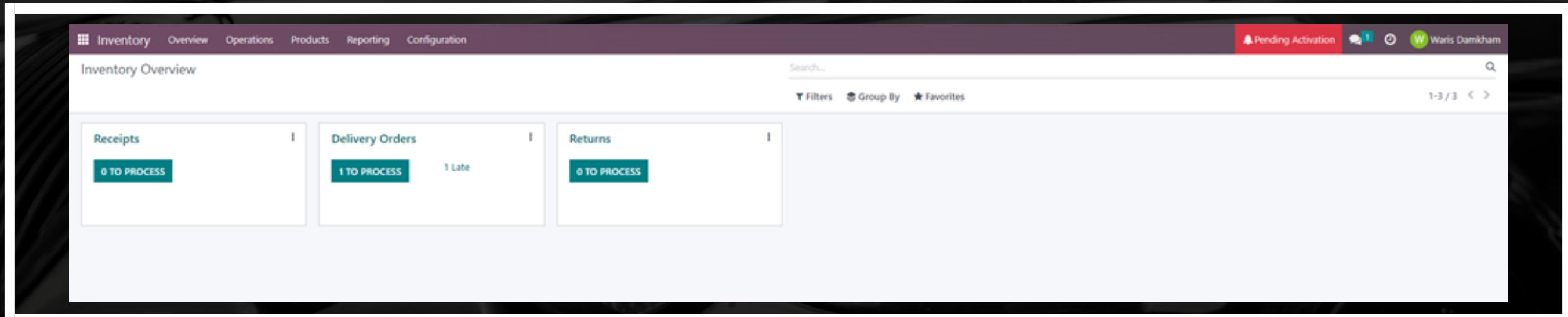
Send message Log note Activities

Pending Activation 1 Waris Damkham

Waris Damkham - now This journal entry has been created from: S00001

Waris Damkham - now Invoice Created

THIS IS AN INVOICE IN THE SALE MODULE.



GO BACK TO THE INVENTORY MODULE. IT WILL HAVE 1 TO
PROCESS IN THE DELIVERY ORDER.

Inventory Overview / Mahidol University, Faculty of ICT: Delivery Orders / WH/OUT/00001

Scheduled Date: 11/21/2022 21:08:00

Deadline: 11/21/2022 21:08:00

Product Availability: Available

Source Document: 500001

Operations Additional Info Note

Product	Demand	Reserved	Done
All New Mazda 2 Sedan	5.00	5.00	0.00
Free periodic check wages	5.00	5.00	0.00
Petrol coupon	5.00	5.00	0.00
Add a line			

Send message Log note Activities

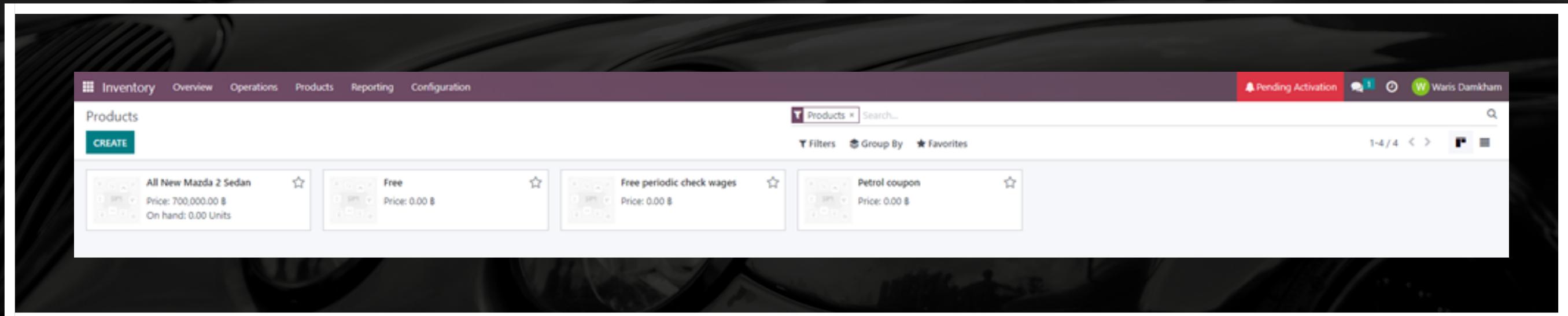
Today

Waris Damkham - 4 minutes ago • Waiting => Ready (Status)

OdooBot - 4 minutes ago This transfer has been created from: 500001

OdooBot - 4 minutes ago Transfer created

CLICK VALIDATE IT.



THEN, THE PRODUCT ON HAND WILL EQUAL TO 0.

The image shows two screenshots of the Odoo Accounting module. The top screenshot displays the Accounting Dashboard, which includes sections for Accounting Periods, Bank Account, Taxes, and Chart of Accounts. It also shows summary data for Customer Invoices, Vendor Bills, Miscellaneous Operations, and a Bank reconciliation section. The bottom screenshot shows the Journal Entries list, where three entries are listed: one draft entry for a Tax return and two posted entries for Customer Invoices and Vendor Bills.

Date	Number	Partner	Reference	Journal	Total	Status
11/30/2022	/		Tax return for November	Miscellaneous Operations	0.00	Draft
11/21/2022	INV/2022/00001	Waris Damkham		Customer Invoices	3,745,000.00	Posted
11/21/2022	BILL/2022/1 INV/2022/0001	Mazda Sales (Thailand) Co., Ltd.		Vendor Bills	-3,525,650.00	Posted

IN THE ACCOUNTING MODULE, SELECT THE JOURNAL ENTRIES.

Customer Invoice
INV/2022/00001

Customer Waris Damkham

Invoice Date 11/21/2022
Payment Reference INV/2022/00001
Due Date 11/21/2022
Journal Customer Invoices

Product	Label	Account	Quantity	Price	Taxes	Subtotal
All New Mazda 2 Sedan	New Mazda2, a further degree of excellence Guaranteed by Grand Prix Inte...	410000 Income	5.00	700,000.00	Output VAT 7%	3,500,000.00 B
Free periodic check wages	periodic check wages	410000 Income	5.00	0.00		0.00 B
Petrol coupon	Petrol coupon	410000 Income	5.00	0.00		0.00 B

Terms and Conditions

Untaxed Amount:	3,500,000.00 B
VAT 7%:	245,000.00 B
Total:	3,745,000.00 B

Amount Due: 3,745,000.00 B

Activities

Waris Damkham - 6 minutes ago
Invoice validated
• Draft → Posted (Status)
• None → INV/2022/00001 (Payment Reference)

Waris Damkham - 6 minutes ago
Journal item #8 updated
• None → INV/2022/00001 (Label)

Waris Damkham - 6 minutes ago
This journal entry has been created from: 500001

Waris Damkham - 6 minutes ago
Invoice Created

CLICK VALIDATE. WE WILL GET THE CUSTOMER INVOICE.

Accounting Dashboard Customers Vendors Accounting Reporting Configuration

Sales Orders / S00001 / INV/2022/00001

Print Action 1 / 1 < > Create

Send message Log note Activities

SEND & PRINT PREVIEW ADD CREDIT NOTE RESET TO DRAFT DRAFT POSTED

Customer Invoice
INV/2022/00001

Customer Waris Damkham

Invoice Date 11/21/2022

Payment Reference INV/2022/00001

Due Date 11/21/2022

Journal Customer invoices

IN PAYMENT

Invoice Lines Journal Items Other Info

Product	Label	Account	Quantity	Price	Taxes	Subtotal
All New Mazda 2 Sedan	New Mazda2, a further degree of excellence Guaranteed by Grand Prix Inte...	410000 Income	5.00	700,000.00	Output VAT 7%	3,500,000.00 B
Free periodic check wages	periodic check wages	410000 Income	5.00	0.00		0.00 B
Petrol coupon	Petrol coupon	410000 Income	5.00	0.00		0.00 B

Terms and Conditions

Untaxed Amount: 3,500,000.00 B
VAT 7%: 245,000.00 B
Total: 3,745,000.00 B

Paid on 11/21/2022 3,745,000.00 B
Amount Due: 0.00 B

Waris Damkham - 4 minutes ago
Not Paid → In Payment (Payment Status)

Waris Damkham - 10 minutes ago
Invoice validated
Draft → Posted (Status)
None → INV/2022/00001 (Payment Reference)

Waris Damkham - 10 minutes ago
Journal item #8 updated
None → INV/2022/00001 (Label)

Waris Damkham - 11 minutes ago
This journal entry has been created from: S00001

Waris Damkham - 11 minutes ago
Invoice Created

Profit and Loss

2022

There are unposted Journal Entries prior or included in this period

	2022	Balance
Net Profit	205,000.00 ₦	
Income	3,500,000.00 ₦	
Gross Profit	205,000.00 ₦	
Operating Income	3,500,000.00 ₦	
Cost of Revenue	3,295,000.00 ₦	
Other Income		
Expenses		
Expenses		
Depreciation		

CAPABLE OF CALCULATING PROFIT AND LOSS

USEFUL REPORTS FOR MAZDA



CHANGING THE CONVENTIONAL COMMUNICATION

- "Zoom-Zoom" is a representation of how Mazda's creativity and innovation consistently provides customers with pleasant and thrilling driving experiences for those who still recognize the sensation of motion as a youth.



FURTHER PROMOTING BRAND VALUE MANAGEMENT

- 2013 - Promoting initiatives to enhance its product and corporate brand value called "Brand Value Management"



MAZDA'S STRATEGY DURING THE COVID-19 PANDEMIC

- “MAZDA CPO” (CERTIFIED PRE-OWNED) STRATEGY
- an exchange channel under the trading cycle management strategy that customers will benefit the most from being mazda car owners 'used Mazda cars' are certified by Mazda sales (Thailand)



DISCUSSION AND CONCLUSION





THANK YOU

