

sree sevugan annamalai college



Bright Idea Consulting

Team leader:T.Abinaya vasanthini

Team members:B.Abirami

S. Abirami

S. Alamelu



Says

What have we heard them say?
What can we imagine them saying?

Boutique evolution

Always the real thing, always jewellery

let your hair dryer do the talking



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Stay focused on your goals

keep detailed records

provide great customer service



Bright Ideas Consulting

T.Abinayavasanthini,
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S.Alamelu

Communicate

Set SMART goals

Establish different revenue streams

Trust your employees

Encourage employees to voice their opinions

State goals explicitly



Does

What behavior have we observed?
What can we imagine them doing?

Feels

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



[See an example](#)

1. [Google Scholar](#)

1. [Google Scholar](#)

1. [Google Scholar](#)

12. [Download the sample code](#)

12. [Download the sample code](#)

Abstract.

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Fashion keeps a
constant look

through different

new types and respects

Discussion

Discussion

Discussion

511

133

11

Abstract

Source: *Journal of the American Medical Association*, 2000, 283: 2633-2638.

Keywords: *workplace spirituality, organizational commitment, organizational citizenship behavior, turnover intention, organizational trust, organizational identification*

Abstract

Home

Items

Banking

Sales

Purchases

Time Tracking

e-Way Bills

GST Filing

Accountant

Reports

Documents

Payroll

Active Items

+ New

<div><div></div></div> NAME	DESCRIPTION	RATE	HSN/SAC	USAGE UNIT	
<div><div></div></div> Legal Consulting		₹1,000.00	998311		
<div><div></div></div> Human Resources (HR) Consulting		₹1,000.00	998311		
<div><div></div></div> Financial consulting		₹1,000.00	998311		
<div><div></div></div> Management consulting		₹1,000.00	998311		

Banking Overview

Auto-upload bank statements from email

Import Statement

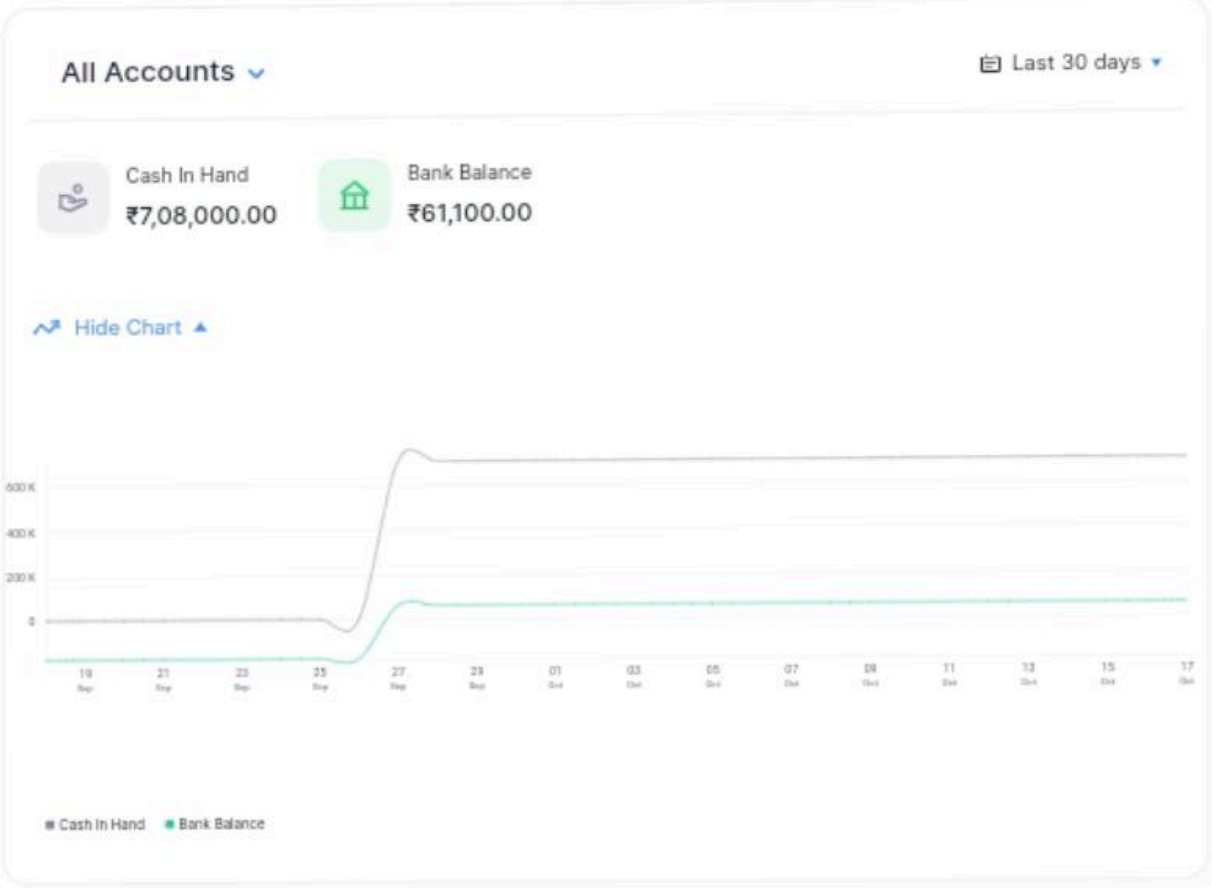
Add Bank or Credit Card

?



Auto-upload bank statements from email

● Enable Auto-upload in Zoho Books ● Set up Auto-forwarding ● Add Statements to Bank [Set up Now](#)



Active Accounts ▾

ACCOUNT DETAILS	UNCATEGORIZED	PENDING CHECKS	AMOUNT IN BANK	AMOUNT IN ZOHOBK BOOKS	
<div><div>ICICI Bank-001 xxxx0001</div></div>			₹0.00	₹61,100.00	⌵
<div><div>Petty Cash</div></div>			₹0.00	₹7,08,000.00	⌵
<div><div>Undeposited Funds</div></div>			₹0.00	₹0.00	⌵

- Home
- Items
- Banking
- Sales
 - Customers
 - Quotes
 - Sales Orders
 - Delivery Challans
 - Invoices
 - Payments Received
 - Recurring Invoices
 - Credit Notes
- Purchases
- Time Tracking
- e-Way Bills
- GST Filing
- Accountant
- Reports
- Documents
- Payroll

Active Customers

+ New

<input type="checkbox"/>	NAME	COMPANY N...	EMAIL	WORK PHONE	PLACE OF SU...	RECEIVABLE...	UNUSED CRE...	
<input type="checkbox"/>	SmartTech Innovations Pvt Ltd	SmartTech Innovations Pvt Ltd			Tamil Nadu	₹0.00	₹2,36,000.00	
<input type="checkbox"/>	DigitalEdge Technologies Pvt Ltd	DigitalEdge Technologies Pvt Ltd			Tamil Nadu	₹0.00	₹3,54,000.00	
<input type="checkbox"/>	TechWise solutions Pvt Ltd	TechWise solutions Pvt Ltd			Tamil Nadu	₹0.00	₹1,18,000.00	

- Home
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- Banking
- Sales
 - Customers
 - Quotes
 - Sales Orders
 - Delivery Challans
 - Invoices
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 - Credit Notes
- Purchases
- Time Tracking
- e-Way Bills
- GST Filing
- Accountant
- Reports
- Documents
- Payroll

All Sales Orders

+ New

...

?

<input type="checkbox"/>	DATE	SALES ORDER#	REFERENCE#	CUSTOMER NAME	STATUS
<input type="checkbox"/>	15/04/2023	SO-00002		DigitalEdge Technologies Pvt Ltd	CLOSED
<input type="checkbox"/>	10/04/2023	SO-00001		TechWise solutions Pvt Ltd	CLOSED

Home

Items

Banking

Sales

Purchases

Vendors

Expenses

Recurring Expenses

Purchase Orders

Bills

Payments Made

Recurring Bills

Vendor Credits

Time Tracking

e-Way Bills

GST Filing

Accountant

Reports

Documents

Payroll

All Vendors

+ New

<input type="checkbox"/>	NAME	COMPANY N...	EMAIL	WORK PHONE	GST TREATM...	PAYABLES (B...	UNUSED CRE...
<input type="checkbox"/>	Amazon Web Pvt Ltd	Amazon Web Services			Registered Business - Regular	₹0.00	₹59,000.00
<input type="checkbox"/>	Raj kamal external consulting Pvt Ltd	Raj kamal external consulting			Registered Business - Regular	₹0.00	₹1,00,000.00
<input type="checkbox"/>	Randstad technologies Pvt Ltd	Randstad technologies Pvt Ltd			Registered Business - Regular	₹0.00	₹2,36,000.00

Home

Items

Banking

Sales

Purchases

Vendors

Expenses

Recurring Expenses

Purchase Orders

Bills

Payments Made

Recurring Bills

Vendor Credits

Time Tracking

e-Way Bills

GST Filing

Accountant

Reports

Documents

Payroll

All Expenses

+ New

<div><div></div></div>	DATE	EXPENSE ...	REFERENC...	VENDOR N...	PAID THRO...	CUSTOME...	STATUS	AMOUNT	
<div><div></div></div>	30/04/2023	Other Expenses			ICICI Bank-001		NON-BILLABLE	₹1,00,000.00	
<div><div></div></div>	30/04/2023	Other Expenses			ICICI Bank-001		NON-BILLABLE	₹1,18,000.00	
<div><div></div></div>	10/04/2023	Other Expenses			ICICI Bank-001		NON-BILLABLE	₹10,000.00	
<div><div></div></div>	30/04/2023	Other Expenses	002		ICICI Bank-001		NON-BILLABLE	₹5,900.00	
<div><div></div></div>	30/04/2023	Rent Expense	001		ICICI Bank-001		NON-BILLABLE	₹1,18,000.00	

Home

Items

Banking

Sales

Purchases

Vendors

Expenses

Recurring Expenses

Purchase Orders

Bills

Payments Made

Recurring Bills

Vendor Credits

Time Tracking

e-Way Bills

GST Filing

Accountant

Reports

Documents

Payroll

All Purchase Orders

+ New

<input type="checkbox"/>	DATE	PURCHAS...	REFERENC...	VENDOR N...	STATUS	BILLED ST...	AMOUNT	EXPECTED...	
<input type="checkbox"/>	05/04/2023	PO-00002		Randstad technologies Pvt Ltd	DRAFT		₹2,36,000.00		
<input type="checkbox"/>	05/04/2023	PO-00001		Randstad technologies Pvt Ltd	DRAFT		₹2,36,000.00		

Home

Items

Banking

Sales

Purchases

Vendors

Expenses

Recurring Expenses

Purchase Orders

Bills

Payments Made

Recurring Bills

Vendor Credits

Time Tracking

e-Way Bills

GST Filing

Accountant

Reports

Documents

Payroll

All Bills

+ New

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<input type="checkbox"/>	DATE	BILL#	REFERENC...	VENDOR N...	STATUS	DUE DATE	AMOUNT	BALANCE ...	
<input type="checkbox"/>	10/04/2023	02		Raj kamal external consulting Pvt Ltd	DRAFT	10/04/2023	₹1,18,000.00	₹1,18,000.00	
<input type="checkbox"/>	10/04/2023	02		Amazon Web Pvt Ltd	DRAFT	10/04/2023	₹59,000.00	₹59,000.00	

AAAA&co Profit and Loss

Basis: Accrual

From 01/09/2023 To 30/09/2023

[+ Add Temporary Note](#)

ACCOUNT	TOTAL
Operating Income	
Sales	4,00,000.00
Total for Operating Income	4,00,000.00
Cost of Goods Sold	
Total for Cost of Goods Sold	0.00
Gross Profit	4,00,000.00
Operating Expense	
Total for Operating Expense	0.00
Operating Profit	4,00,000.00
Non Operating Income	
Total for Non Operating Income	0.00
Non Operating Expense	
Total for Non Operating Expense	0.00
Net Profit/Loss	4,00,000.00

Amount is displayed in your base currency **INR



Balance Sheet

Basis: Accrual

As of 17/10/2023

[+ Add Temporary Note](#)

Collapse all

Expand All

ACCOUNT	TOTAL
Assets	
Current Assets	
Cash	
Petty Cash	7,08,000.00
Total for Cash	7,08,000.00
Bank	
ICICI Bank-001	61,100.00
Total for Bank	61,100.00
Other current assets	
Prepaid Expenses	3,95,000.00
Input Tax Credits	0.00
Input CGST	9,450.00
Input SGST	9,450.00
Total for Input Tax Credits	18,900.00
Total for Other current assets	4,13,900.00
Total for Current Assets	11,83,000.00
Total for Assets	11,83,000.00
Liabilities & Equities	
Liabilities	
Current Liabilities	
Unearned Revenue	7,08,000.00
GST Payable	0.00
Output CGST	54,000.00
Output SGST	54,000.00
Total for GST Payable	1,08,000.00
Total for Current Liabilities	8,16,000.00
Total for Liabilities	8,16,000.00
Equities	
Owner's Equity	1,00,000.00
Current Year Earnings	2,67,000.00
Total for Equities	3,67,000.00
Total for Liabilities & Equities	11,83,000.00