PROJECT REPORT

1. INTRODUCTION

1.1. OVERVIEW

The project in the zoho books for fresh bites catering involves the creation of financial statement, which includes income statement, balance sheet and cash flow statement these statement are essential to assess the financial health of the company.

1.2. PURPOSE

By creating a financial statement I the zoho books we can gain deep understanding of our company's financial standing and make strategic adjustments to improve your performance and it helps in identify the trends

2. PROBLEM DEFINITION & DESIGN THINKING 2.1 EMPHATHY MAP

Salespeople need to

consistently hit their

retain a lot of

sales skills to

numbers

information and

master the right



sells products or services for a company and represents their brand

What have we heard them say?

What can we imagine them saying?

initial lead outreach to when a purchase is ultimately made.

They manage relationships with customers. serving as the key point of contact

Reps constantly need to develop their product and market expertise.

learn new company messaging and value propositions

SALES

Sales Representative

and hone conversational skills to have more meaningful interactions with buyers.

Ability and willingness to listen. ... The ability to maintain focus.

Confidence. To be successful, you need people to believe in you and the product you're offering. ...

Does

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

Serves customers by selling products and meeting customer needs

Performing costbenefit analyses of existing and potential customers

Strong communication skills. ... Creativity.

Feels

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





Brainstorm & idea prioritization

Type your paragraph...

- (§) 10 minutes to prepare
- 1 hour to collaborate
- 2-8 people recommended



Before you collaborate

A little bit of preparation goes a long way with this session. Here's what you need to do to get going.

① 10 minutes

- A Team gathering
 - Define who should participate in the session and send an invite. Share relevant information or pre-work ahead.
- n Set the goal

Think about the problem you'll be focusing on solving in the brainstorming session.

c Learn how to use the facilitation tools Use the Facilitation Superpowers to run a happy and productive session.

Open article



Define

What pro problem focus of

① 5 minu

Bright Ideas consulting

Profit and Loss

Basis: Accrual

From 01/04/2023 To 30/04/2023

Net Profit/Loss	1,45,000.00
Total for Non Operating Expense	0.00
Non Operating Expense	
Total for Non Operating Income	0.00
Non Operating Income	
Operating Profit	1,45,000.00
Total for Operating Expense	2,05,000.00
Salaries and Employee Wages	1,00,000.00
Rent Expense	1,00,000.00
Other Expenses	5,000.00
Operating Expense	
Gross Profit	3,50,000.00
Total for Cost of Goods Sold	1,50,000.00
Cost of Goods Sold	1,50,000.00
Cost of Goods Sold	
Total for Operating Income	5,00,000.00
Sales	5,00,000.00
Operating Income	
Account	Total

^{**}Amount is displayed in your base currency INR

Bright Ideas consulting

Balance Sheet

Basis: Accrual As of 30/04/2023

Account	Total
Assets	
Current Assets	
Cash	
Petty Cash	5,000.00
Total for Cash	5,000.00
Bank	
ICICI bank-001	1,85,000.00
Total for Bank	1,85,000.00
Accounts Receivable	3,54,000.00
Other current assets	
Prepaid Expenses	2,36,000.00
Input Tax Credits	0.00
Input CGST	31,500.00
Input SGST	31,500.00
Total for Input Tax Credits	63,000.00
Total for Other current assets	2,99,000.00
Total for Current Assets	8,43,000.00
Fixed Assets	
Furniture and Equipment	2,00,000.00
Total for Fixed Assets	2,00,000.00
Total for Assets	10,43,000.00
iabilities & Equities	
Liabilities	
Current Liabilities	
Accounts Payable	2,36,000.00
Unearned Revenue	4,72,000.00
GST Payable	0.00
Output CGST	45,000.00
Output SGST	45,000.00

2,45,000.00
1,45,000.00
1,00,000.00
7,98,000.00
7,98,000.00
90,000.00
Total

^{**}Amount is displayed in your base currency INR



4.ADVANTAGE & DISADVANTAGE

- User-friendly interface: Zoho Books has a simple and intuitive interface that is easy to use, even for those with little accounting knowledge.
- 2. Affordable pricing: Zoho Books offers affordable pricing plans that cater to small business and freelancer

Disadvantages of Zoho Books:

- 1. Limited features: Zoho Books lacks some features that other accounting software offers, such as payroll, job costing, and inventory tracking
- 2. Customer support: Some users have reported difficulty in getting quick and efficient customer support 5.APPLICATIONS

Zoho Books can also be applied in other areas, including:

1. Inventory management: Zoho Books has a basic inventory management functionality that allows businesses to track their inventory levels and monitor stock movement.

CRM Integration: Zoho Books can be integrated with Zoho CRM to improve sales pipeline management.

6.CONCLUSION

To summarize the project done in Zoho Books on financial statements, the following can be presented:

All three financial statements generated using Zoho Books will give an overview of fresh bites catering financial health, which will help the management make informed decisions to improve the company's profitability and sustainability.

7.FUTURE SCOPE

As for enhancements that can be made for future use, some suggestions are:

- 1. Customizable reporting: Zoho Books can consider providing more options for the customization of reports.
- 2.Improved mobile app: Zoho Books could add more functionalities and features to its mobile app to enhance on-the-go accounting and make it more convenient for users to access their financial information.