

# USE OF COMPUTERS AND IT IN MANAGEMENT CONTROL



# USE OF COMPUTERS IN MANAGEMENT CONTROL:

## 1. Sales forecast and control



**SFA and CRM**



**After Sales Service**



**Expense Management**



**Payroll**

# USE OF COMPUTERS IN MANAGEMENT CONTROL:

## 2. Accounting



Illustration by Chris Gash



# USE OF COMPUTERS IN MANAGEMENT CONTROL:

## 3. Personnel management information



The screenshot displays the website of RAMCO Institute of Technology. The header features the institute's logo on the left, which includes a stylized book and the acronym 'RIT'. To the right of the logo, the text 'RAMCO INSTITUTE OF TECHNOLOGY' is displayed. Further right, the 'Counselling Code: 4678' is shown in green. A green search bar with the word 'SEARCH' is located on the far right of the header. Below the header, a navigation menu is visible with the following items: HOME, ABOUT US, ADMISSIONS, DEPARTMENTS (which is highlighted), FACILITIES, EVENTS, and CONTACT US. The 'DEPARTMENTS' dropdown menu is open, listing the following departments: Civil Engg., Computer Science & Engg., Electrical & Electronics Engg., Electronics & Communication Engg., Mechanical Engg., Science and Humanities, and Faculty Profile. The background of the website features a large image of a modern, multi-story building with a glass facade and a covered walkway.

Approved by AICTE, New Delhi & Affiliated to Anna university, chennai.

HOME ABOUT US ADMISSIONS **DEPARTMENTS** FACILITIES EVENTS CONTACT US

- Civil Engg.
- Computer Science & Engg.
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- Faculty Profile



# USE OF COMPUTERS IN MANAGEMENT CONTROL:

## 4. Inventory control

e.g. Chemist retail Software



# USE OF COMPUTERS IN MANAGEMENT CONTROL:

## 5. Banking

e.g. National Electronic Fund Transfer



# USE OF IT IN MANAGEMENT CONTROL:

## 1. Management Information System (MIS):

- MIS is used for *decision making* in various functional areas of business.



### USE OF IT IN MANAGEMENT CONTROL:

- MIS is defined as ‘ a system of obtaining, abstracting, storing and analyzing data to ***produce effective information*** for the use in ***planning, controlling and decision making process***’.





# USE OF IT IN MANAGEMENT CONTROL:

## Objectives of MIS:

- Providing right information at *right time*



# USE OF IT IN MANAGEMENT CONTROL:

## Objectives of MIS:

- To *allocate* appropriate resources



# USE OF IT IN MANAGEMENT CONTROL:

## Objectives of MIS:

- To provide *sales forecasting, planning and better controlling*



# USE OF IT IN MANAGEMENT CONTROL:

## Objectives of MIS:

- To provide information *confidentially*





# USE OF IT IN MANAGEMENT CONTROL:

## Objectives of MIS:

- To provide *adequate information* for better managerial activities.



# USE OF IT IN MANAGEMENT CONTROL:

## Pre – requisites of MIS:

- Information must be *clear and concise*.



## USE OF IT IN MANAGEMENT CONTROL:

### Pre – requisites of MIS:

- Information must be *relevant to business organization*.



# USE OF IT IN MANAGEMENT CONTROL:

## Pre – requisites of MIS:

- Information must be *simple and understandable*.





# USE OF IT IN MANAGEMENT CONTROL:

## Pre – requisites of MIS:

- Information must facilitate *decision making and taking corrective actions.*



# USE OF IT IN MANAGEMENT CONTROL:

## Pre – requisites of MIS:

- Information must help in *solving complicated problems*.



# USE OF IT IN MANAGEMENT CONTROL:

## Need for MIS:

### 1. Internal factors:

- Provides information about *resource availability*.
- Provides information for *preparing budgets, sales forecasts, marketing strategies, etc.*
- Plays vital role in *evaluating the overall performance*.



# USE OF IT IN MANAGEMENT CONTROL:

## Need for MIS:

### 2. External factors:

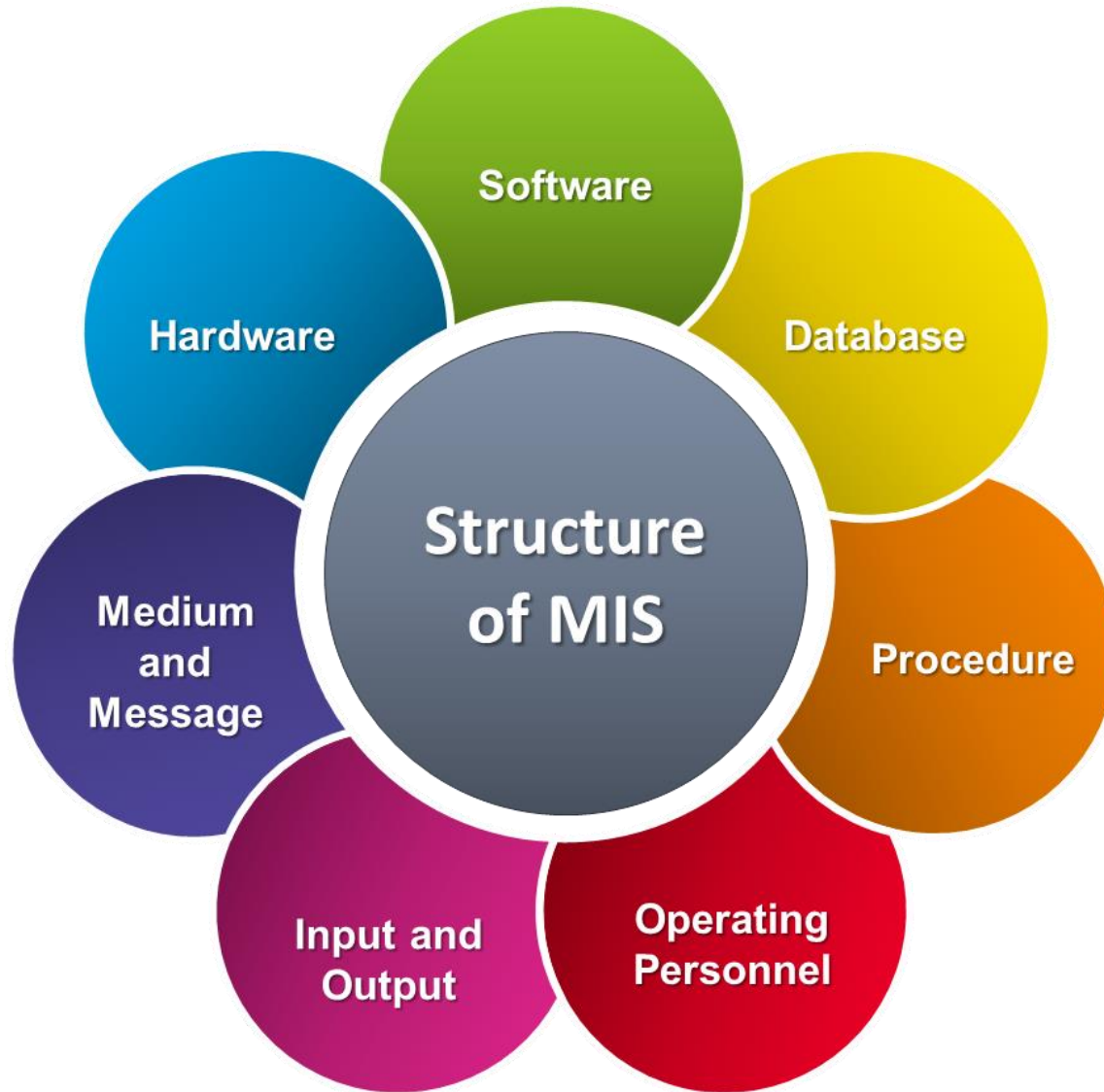
- Provides information about *governmental policies, laws, etc.*
- Provides information about *economic scenario.*
- Provides information about *recent technological up gradation.*





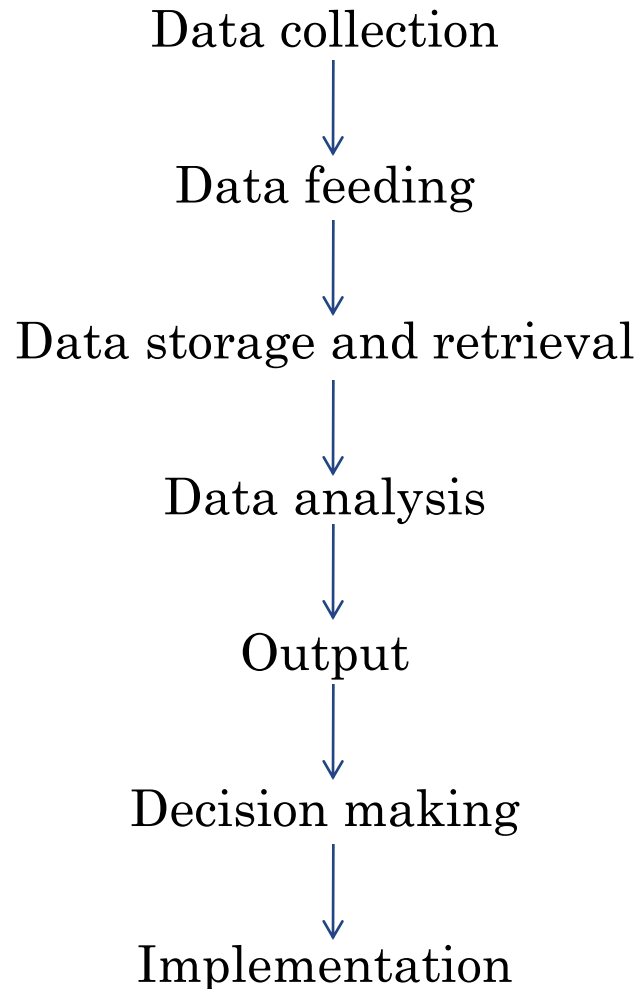
# USE OF IT IN MANAGEMENT CONTROL:

## Resources used in MIS:



# USE OF IT IN MANAGEMENT CONTROL:

## Installation of MIS:



# USE OF IT IN MANAGEMENT CONTROL:

## Functions of MIS:

### 1. Determination of information need:

- MIS determines, kind of information required.
- Identifies the person who requires the information.
- Information needed for various functions of organization (planning, performance evaluation, etc.)



# USE OF IT IN MANAGEMENT CONTROL:

## Functions of MIS:

### 2. Information gathering:

- **Internal sources:** Documents, surveys, observation, operational manual, etc.
- **External sources:** Reference journals, newspapers, surveillance etc.



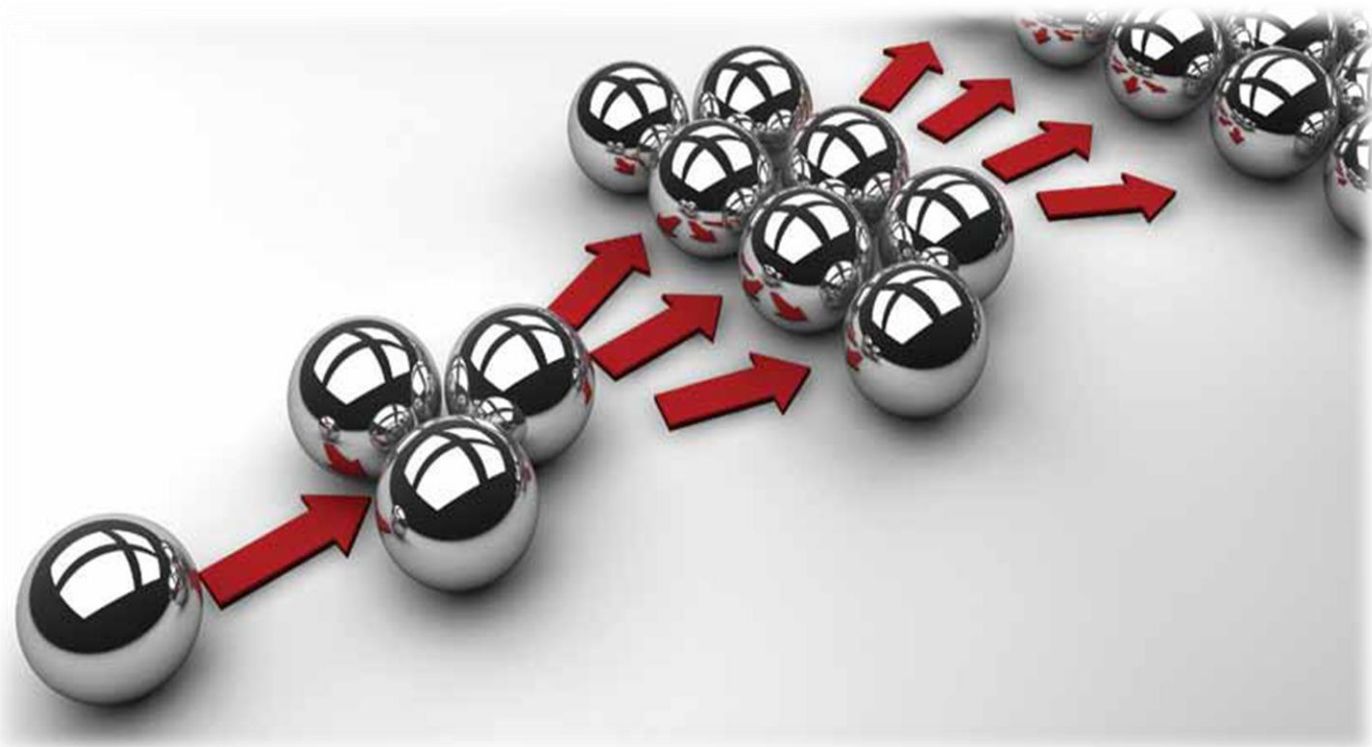


# USE OF IT IN MANAGEMENT CONTROL:

## Functions of MIS:

### 3. Processing:

- Processing includes *evaluation, abstraction, dissemination and storage.*



# USE OF IT IN MANAGEMENT CONTROL:

## Functions of MIS:

### 4. Information usage:

- Usage depends on factors like *accuracy, timely supply and format.*



# USE OF IT IN MANAGEMENT CONTROL:

## Tools of MIS:

- Speech recognition software
- Network server



# USE OF IT IN MANAGEMENT CONTROL:

## Role of MIS in management:

### 1. Strategic planning:



# USE OF IT IN MANAGEMENT CONTROL:

## Role of MIS in management:

### 2. Tactical planning:





# USE OF IT IN MANAGEMENT CONTROL:

## Role of MIS in management:

### 3. Operational planning:



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# USE OF IT IN MANAGEMENT CONTROL:

## Applications of MIS:

### 1. *Marketing*

- Sales planning and forecasting.



# USE OF IT IN MANAGEMENT CONTROL:

## Applications of MIS:

### *2. Manufacturing*

- Production planning and cost control.



Illustration by Chris Gash

# USE OF IT IN MANAGEMENT CONTROL:

## Applications of MIS:

### *3. Logistics*

- Inventory control.

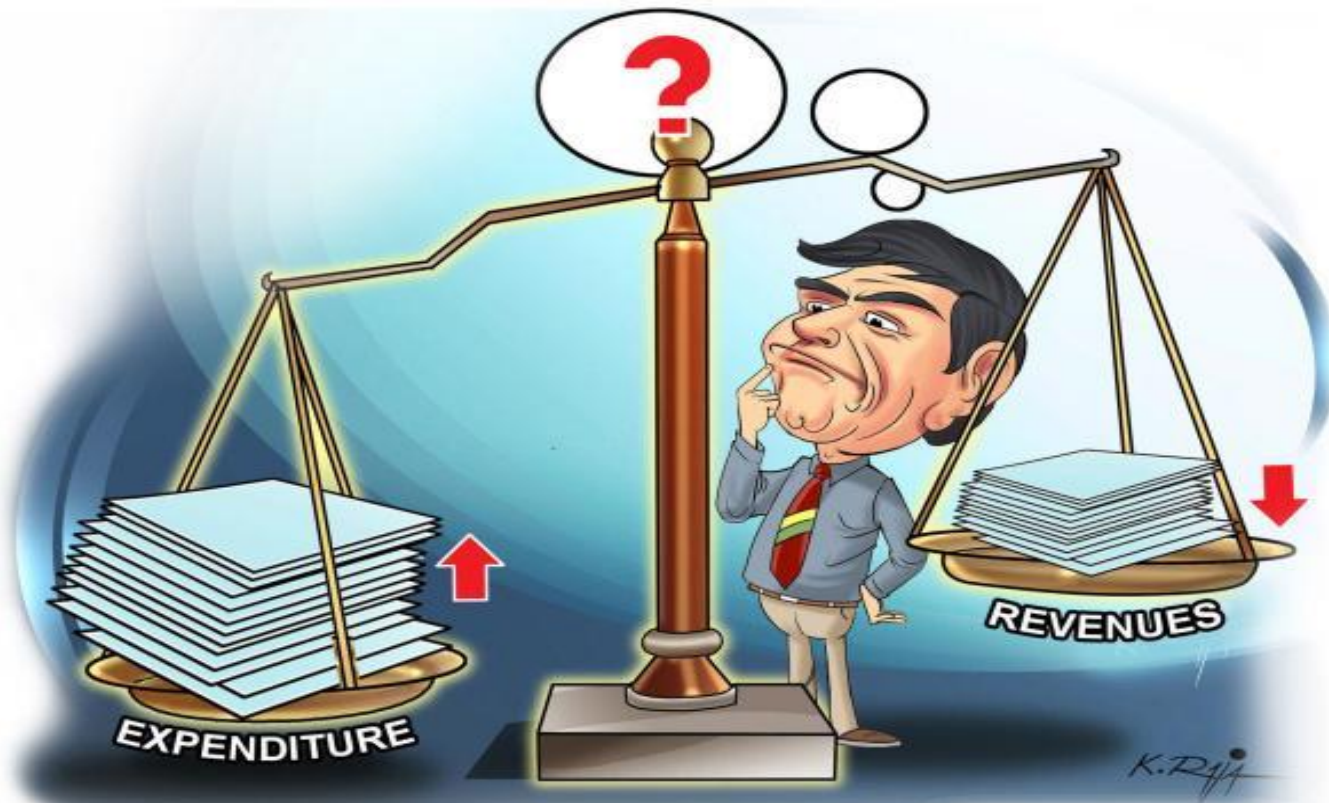


# USE OF IT IN MANAGEMENT CONTROL:

## Applications of MIS:

### 4. *Finance and accounting*

- Revenue and expenditure details.





# USE OF IT IN MANAGEMENT CONTROL:

## Applications of MIS:

### 5. *Top management*

- Policy formulation, resource allocation.

