



Acompanhamento e controle financeiro informatizado das Operações de Vendas em Empresa Mineira de material de Construção de Pequeno Porte [

2016

text (article)

Analítica

The objective of this study is to analyze the process of monitoring and computerized financial control of sales operations at a commercial building material. Additionally, it is proposed to adopt the budget planning sales management tool. To this end, we developed a case study on a construction material company small mineira. The study discusses the advantages of the process of monitoring and computerized financial control of sales operations, through the presentation of screens Information System used by the company and the options available to users for that process, from customer master until receipt. Considering that the company does not prepare the annual Budget Planning as important management tool, this paper proposes the adoption of the Budget, Sales, and presents the advantages of its implementation. It is understood, however, the importance of extending the implementation of the budget other parts budget. As a result it was found that there are numerous benefits of the Information System for the financial management of sales operations. The Budget Sales presents itself as an alternative to monitoring the implementation and control of sales operations and process of decision making

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Título: Acompanhamento e controle financeiro informatizado das Operações de Vendas em Empresa Mineira de material de Construção de Pequeno Porte electronic resource]

Editorial: 2016

Tipo Audiovisual: planning financial control information system sales budget Planejamento Controle financeiro Sistema de informação Orçamento de vendas

Documento fuente: Revista de Micro e Pequenas Empresas e Empreendedorismo da Fatec, ISSN 2446-8622, Vol. 2, Nº. 1, 2016 (Ejemplar dedicado a: Janeiro a Junho), pags. 80-102

Nota general: application/pdf

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Lengua: Portuguese

Enlace a fuente de información: Revista de Micro e Pequenas Empresas e Empreendedorismo da Fatec, ISSN 2446-8622, Vol. 2, Nº. 1, 2016 (Ejemplar dedicado a: Janeiro a Junho), pags. 80-102

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