

1000

Keywords: *customer service; customer loyalty; customer retention; customer satisfaction; customer experience*

In accordance with the common law principle, assignment must also occur when the performance obligation is satisfied. Typically, the performance obligation is satisfied when the goods transfer from the seller to the buyer. At the point the sales transaction is complete and the sales price established.

Sales may be made on credit or in cash. A **business document** should support every sales transaction, to provide written evidence of the sale. Each major business document provides evidence of cash sales. It is called **Invoice**. Use the business document in **Illustration 1-8** (page 118), provides support for a credit sale. The original copy of the business goes to the customer and the seller keeps a copy for use in recording the sale. The invoice shows the date of sale, document name, total sales price, and other relevant information.

The table compares two entries for each state. The first entry records the sales tax revenue increase (deficit) that the December 1990 vote of a state-wide and voter initiative (amended) Sales Initiative. The second entry records the rate of the nonhomestead add. The other increase (deficit) Cost of Goods Sold and other (homestead) (refined) (homestead) for the year of these goods (see text). The homestead amount will show as of year. The amount of increase (or decrease) in (state).

In January a credit sale transaction, PW Audio Supply records on May 1 sale of \$1,000 to Rudy Brown (see Illustration 1-6) as follows (assume the sale is cash):

Account	Debit	Credit	Balance
Accounts Receivable		1,000	1,000
Bank	1,000		1,000
Accounts Payable		1,000	1,000
Bank	1,000		1,000

For internal decision-making purposes, understanding companies can be more than just sales accounts. For example, PW Radio Supply may decide to target specific sales accounts for its sales of T-shirts, floor mats and headsets. **ROI** might also separate accounts for competing products (children's clothing, and all appliances) — if Supply has more than one specially tailored account. By using separate sales accounts for major product lines, rather than a single combined sales account, company management can more clearly monitor sales trends and respond more intelligently to changes in sales patterns. For example, if TV sales are increasing while floor mats sales are decreasing, PW Radio Supply might concentrate both in obtaining and selling vehicles on floor mats to ensure that all sell.

As the business environment continues to evolve, however, a new understanding of the business environment would provide only a single sales figure—the sum of all of the individual sales estimates. This is how the two systems first, providing detailed data on all of the individual sales estimates would also consistently lengthen or shorten the estimates. Several companies do not want their competitors to know the details of their operating results. However, **Microsoft** recently expanded its disclosure of sales from three to five types. The reason: The additional proprietary sales figures of Microsoft can be better analyzed the growth of the company's consumer and Internet businesses.

[illegible]

Many companies are trying to improve the quality of their customer service by making the customer service center the central point for all service, training and support.

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AN Whitehead



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