

Introduction to MobileERP AI ROWE System

10x Profit with MobileFXM: Finance Experience Management

ROWE: Result Only Work Environment

ROWE: MobileERP Suite

10x Work: MobileWXM [Show how?](#)

10x Sales: MobileCXM [Show how?](#)

10x Delivery: MobileSXM [Show how?](#)

10x Retention: MobileEXM [Show how?](#)

10x Profit: MobileFXM [Show how?](#)

10x Freedom: MobileMXM [Show how?](#)

A **Experience Experience Management System** is a structured approach that helps organizations design and provide IT and AI based system to manage their tasks, teams, and resources efficiently aligned with Goals to increase profit etc.

ERP stands for Enterprise Resource Planning. MobileERP is a type of software that organizations use to manage day-to-day business activities such as accounting, procurement, project management, risk management and compliance, human resource, payroll, construction, manufacturing, services and supply chain operations. It includes enterprise performance management, software that helps plan, budget, predict, and report on an organization's financial results. MobileERP tie together a multitude of business processes and enable the flow of data between them. By collecting an organization's shared transactional data from multiple sources, MobileERP systems eliminate data duplication and provide data integrity with a single source of truth. Today, ERP systems are critical for managing thousands of businesses of all sizes and in all industries. Without EXPERIENCE of working on ERP Systems an employee is considered uneducated and cannot work in company for long or cannot progress.

































AI stands for Artificial Intelligence. It is a branch of computer science that deals with the creation of intelligent machines that can perform tasks that typically require human intelligence, such as visual perception, speech recognition, decision-making, and language translation. MobileERP is AI based system which makes management decisions to automatically defining and allocating the work to specific employees into their TODO List. MobileERP AI also monitors and followup work which are not done or delayed and gets it done in time and budget. MobileERP AI works like Manager to get work done.

MobileFXM SoftRobot System for 10x Profit – 10 Modules

ACC	FRM	CSM	GST	GRC	CGM	EXM	SEM
MobileWXM	MobileCXM	MobileSXM	MobileEXM	MobileFXM		MobileMXM	
Workplace Experience Management	Customer Experience Management	Supplychain Experience Management	Employee Experience Management	Finance Experience Management	Management Experience Management		
DBM: Dashboard Management	CRM: Customer Relation Mgmt	SCM: Supply Chain Management	HCM: Human Capital Management	ACC: GL Accounts Management	IDE: Int Codeless Development Env.		
DBS: Daily Briefing System	DMM: Digital Marketing Mgmt	PPP: Plan, Procure & Purchase	TLM: Travel & Leave Management	FRM: Finance Resource Management	EIM: ERP Implementation Mgmt		
GTD: Getting Things Done	TMM: Tender Marketing Mgmt	MFG: Manufacturing & Shopfloor	TOM: Time Office Management	CSM: Costing & Spend Management	ULM: User Lifecycle Management		
ETM: Enterprise Task Management	OMS: Offer Management System	EPC: Engg., Procure, Construction	PAY: Staff Payroll Management	GST: Goods and Service Tax	UXM: User Experience Management		
DRS: Daily Reporting System	SDM: Sales & Distribution Mgmt	IMS: Inventory Management Systems	WAG: Labour Wage Management	EXM: Export Import Management	EPM: Enterprise Process Management		
ECM: Ent. Collaboration Mgmt	SMS: Service Management System	LMS: Logistics Management Systems	LMS: Learning Management Sys	SEM: Strategic Enterprise Mgmt	EBI: Enterprise Biz Intelligence		
ESP: Ent. Sharepoint Portal	PMS: Project Management System	EAM: Enterprise Asset Management	PGM: Performance & Goal Mgmt	CGM: Corporate Governance Mgmt	ECM: Enterprise Content Mgmt		
DSS: Department Self Service	COM: eCommerce Management System	MMS: Maintenance Mgmt Systems	PAM: Personal & Administration	GRC: Governance Risk & Control	ITM: IT Services Management		
TSS: Travel/Claim Self Service	CSS: Customer Support System	QMS: Quality Management System	LEG: Legal Management System	AAM: Account Audit Management	ITA: IT Asset Management		
ESS: Employee Self Service	PLM: Product Lifecycle Mngt	SCS: Seller Center Portal	FOR: Front Office Reception	SMS: Security Management System	ISO: ISO Quality Management		
GTD, ROWE, DMS, PDCA, 8020	COPC, ISO, CXO, CANVAS	APICS, MRP, LEAN, PMI, 5S	PCMM, HRBS, KPI, KRA, ISO	ABC, COPA, GAAP, RISK, RATIOS	CMMi, 6S, BPR, AIOP, ITSM, DEVOPS		
My Daily Briefing System							
Email Inbox	Meetings/MOMs	Tasks/Activities	Tickets/Holds	Alerts/Reminders	Chat Messages		

Above are 50+ Free ready-to-use business apps with MobileERP SoftRobot

MobileERP AI Copilot ACC System => GL Accounting System

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	MMS	QCS	HCM	TLM	TOM	PAY	WAG	LMS	PGM	PA	ACC	FRM	CSM	GST	GRC																																																																																																																																																																								
				 	 	 	 	 	 	 	 	 	 	 	 	 	 																																																																																																																																																																																					

GL Accounts or General Ledger Accounts are a primary component of a general ledger. They record all transactions for that account and are related to various accounting elements, including assets, liabilities, equity, revenues, expenses, gains, and losses. A general ledger is a record of all past transactions of a company, organized by accounts. General Ledger (GL) accounts contain all debit and credit transactions affecting them. In addition, they include detailed information about each transaction, such as the date, description, amount, and may also include some descriptive information on what the transaction was.

A voucher or transaction is a document used to gather and file all of the supporting documents needed to approve the accounts transaction in Debit and Credit. The voucher contains all of the supporting documents showing the money owed and any payments to a supplier or vendor for an outstanding payable. Vouchers OR Transaction entry is basic form entry for your GL Accounting, Book Keeping, AP, AR, Treasury etc.

Bookkeeping is the process of recording and organizing all the business transactions that have occurred in the course of the business. It is an integral part of accounting and largely focuses on recording day-to-day financial transactions of the business. All the financial transactions such as sales earned revenue, payment of taxes, earned interest, payroll and other operational expenses, loans investments etc. are recorded in books of accounts. The way bookkeeping is managed determines the accuracy of the overall accounting process that is being followed by the business. Thus, bookkeeping ensures that the record of financial transactions is up-to-date and more importantly, accurate.

Accounts Payable (AP) is a term used in accounting to refer to the amount of money that a company owes to its vendors or suppliers for goods or services that have been received but not yet paid for. AP is a current liability and is recorded in the balance sheet of a company. The sum of all outstanding amounts owed to vendors is shown as the accounts payable balance on the company's balance sheet.

Accounts Receivable (AR) is the amount of money that a company is owed by its customers for goods or services that have been delivered or used but not yet paid for. AR is a current asset and is recorded in the balance sheet of a company. The sum of all outstanding amounts owed to a company is shown as the accounts receivable balance on the company's balance sheet.

Treasury management is the process of managing a company's daily cash flows and larger-scale decisions when it comes to finances. It can provide governance over a co's liquidity, establish and maintain credit lines, optimize investment returns, and strategize the best use of funds.

MobileERP AI Copilot FRM System => Finance Resource Management

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	MMS	QCS	HCM	TLM	TOM	PAY	WAG	LMS	PGM	PA	ACC	FRM	CSM	GST	GRC		
																																
Dashboard	UserLogin	Tree	Current	OD/CC	Cash	Actual	Books	Actual	CashPostio	CashFlow	FundFlow Monthly	FundFlow Yearly	Ratios	Payment Req	Fund Req	CustomerBG	SupplierBG	LC	FDR	TAX	TB	BL	PL	Sch6	Funding	IPO	Legal	GST	TDS	License	CFO	Fu
FRM	FINANCE	Costing	Bank Balances				Interest		Finance Planning					Finance Management							Management Reports				Statutory Compliance Audit					All		

Finance Resource Management (FRM), is the study of how individuals, businesses, and organizations manage their money and assets.

The primary difference between accounting and finance is that accounting focuses on the past, while finance focuses on the future.

A bank balance module is a software module that provides exported keeper interfaces that can be passed to other modules that read or update account balances. It is used to manage the balance of accounts in a banking system. There could be books balances and actual balances in it.

An interest calculation module is a software module that is used to calculate the interest on loans, bank overdrafts, or delayed payments. It is an integral part of accounting and finance, and it is essential for businesses to manage their financial resources effectively to achieve their goals. Interest calculation module is used to find accuracy of banks interest charges in CC or Loan accounts and how much company loses in FD Interest.

Financial planning is the process of managing your financial resources to achieve your long-term or short-term goals. It entails assessing your current financial situation, establishing financial goals and risk appetite, and devising a strategy to achieve those goals. Financial planning helps you make informed decisions to allocate your funds and keep your finances in control to achieve all your goals and desires.

Financial management reports are documents that provide information about a company's financial performance. These reports help stakeholders, including management, investors, and regulatory agencies, make informed decisions based on the organization's financial health. Financial management reports can be broadly classified into two categories: financial reports and management reports.

Financial reports are compliance-oriented and are primarily used for external purposes. They encompass the standard weekly, monthly, and quarterly reports that companies receive each month. Financial reports include: Profit and Loss Statement (Income Statement), Balance Sheet, Accounts Payable, Accounts Receivable, Statement of Cash Flows. These reports are mandatory for all businesses. Banks, investors, and regulators use these reports to approve loans and lines of credit and to make sure you are following GAAP (Generally Accepted Accounting Principles).

Management reports, on the other hand, are not required and managers can choose the information they need. Management reports make it possible for you to dive deeper into your company's financial standing. They are hyper-focused on evaluating, assessing, and improving business management and operations. Management reports provide real insight into the specifics of your operations and help you make informed decisions regarding how the business might perform in the next month or quarter.

MobileERP AI Copilot CSM System => Costing & Spend Management

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	MMS	QCS	HCM	TLM	TOM	PAY	WAG	LMS	PGM	PA	ACC	FRM	CSM	GST	GRC		
																																
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FRM	FINANCE	Costing	Bank Balances				Interest		Finance Planning					Finance Management						Management Reports				Statutory Compliance Audit					All			

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Costing is the process of determining the cost of a product or service. It involves analyzing the expenditure incurred in manufacturing an item or rendering a service and determining the unit cost of output produced or service rendered. The primary objectives of costing are to ascertain cost, control cost, and provide guidelines for management. There are many methods like Costcentre based, Activity based, Inventory costing etc.

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


















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Fund management is the process of overseeing and handling a financial institution’s cash flow. The fund manager ensures that the maturity schedules of the deposits coincide with the demand for loans. To do this, the manager looks at both the liabilities and the assets that influence the bank’s ability to issue credit. Fund management can also refer to the management of fund assets. In the financial world, the term “fund management” describes people and institutions that manage investments on behalf of investors. LC/BG/FD/Loan funds are managed here.

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MobileERP AI Copilot GST System => Goods and Service Tax System

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	CSS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	EAM	MMS	QMS	HCM	TLM	TOM	PAY	WAG	PGM	PA	LEG
 Dashboard	 Tree	 Role	 GSTR1	 GSTR2A	 GSTR2B	 GSTR3B	 HSNWISE	 Sales Register	 Credit Note	 ITC Claimed	 RCM Register	 State wise	 IN2B INPR	 NOTINPR	 NOTIN2B	 ITC Ineligible	 ITC Reversed	 Ledgers	 Compliance	 Filed	 Defaulters	 RCM Vendors	 MobAdvReco	 Done>180d	 NotDone>180d		
GST	GST	GST123 Monthly Returns						GSTR9 Yearly Returns				ITC Not Taken						GST Reports						Payment Summa			

GST, which stands for **Goods and Services Tax**, is a significant tax system in India. A **GST return** is a document that contains information about a GST-registered taxpayer's income (sales) and expenses (purchases).

Taxpayers are required to file these returns with the tax authorities regularly.

GSTR-1: Details of sales made by the taxpayer. / **GSTR-3B:** A simplified form that includes sales, purchases, taxes paid, and liabilities.

GSTR-4: For **composition dealers** (those opting for the composition scheme).

GSTR-5: For **non-resident foreign taxpayers**. / **GSTR-6:** For **Input Service Distributors**.

GSTR-7: For **tax deducted at source (TDS)**. / **GSTR-8:** For **e-commerce operators**.

GSTR-9: Annual return. / **GSTR-10:** Final return. / **GSTR-11:** For **UIN (Unique Identification Number) holders**.

CMP-08: For composition dealers (statement-cum-challan). / **ITC-04:** For goods sent to job workers.

ITC (Input Tax Credit) refers to the **credit** that a registered taxpayer can claim for the **taxes paid on inward supplies** (i.e., purchases of goods and services) used in their business activities. It allows businesses to offset the tax paid on inputs against the tax liability on outputs (sales).



























Eligibility for ITC: A registered person can claim ITC if the following conditions are met: The inward supplies are used **in the course or furtherance of business**. The supplier has **properly reported and paid the tax** to the government. The recipient has **valid tax invoices** or other prescribed documents. The recipient has **received the goods or services**.. ITC allowed on **Works Contract Services for Immovable Property Construction**.

Ineligible ITC: Certain scenarios restrict the availability of ITC. Here are some examples: **Motor Vehicles & Other Conveyances, Insurance, Repairs, and Maintenance for Motor Vehicles , Food & Beverages, Health Services, and Beauty Treatment , Membership of a Club and Health/Fitness Centers, Rent-a-cab, Life Insurance & Health Insurance etc. as per government.**

Claiming ITC in Relevant Period: A registered person cannot claim ITC for any invoice or debit note after the due date of filing the return for the month of September following the end of the financial year or the relevant annual return, whichever is earlier.

GST ITC NOT TAKEN: MOST MANAGEMENT NEEDS TO FIND WHICH ITC NOT TAKEN BY ACCOUNTS DEPARTMENT AND WHY?.

MobileERP AI Copilot EXM System => Export Import Management

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	CSS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	EAM	MMS	QMS	HCM	TLM	TOM	PAY	WAG	PGM	PA	LEG
																											
Dashboard	Tree	Stores	Items	Role	Chatbot	Portal	EWAYBILL	BILL	IMPORTS	FACTORY	INVOICE	EXPORTS	Chatbot	Portal	Typewise	Warehousewise	Projectwise	Typewise	Storewise	Projectwise	Assetwise	eWaybillwise	Basics	SIPOC	AIOps		
Supply Chain Management SIPOC				ADMIN2	Supplier			Inwards/Returns		Processing	Outwards/Returns		Customer		Invoice Analysis			Bills Analysis				Concept..					

Export Import Management refers to the field of study and practice that focuses on effectively managing international trade and business transactions. It encompasses various aspects related to importing and exporting goods and services across national borders. The primary objective of Export Import Management is to facilitate smooth and profitable trade between countries.

Export Management: Involves activities related to selling goods and services from one country to another. Includes market research, product adaptation, pricing strategies, and negotiation with foreign buyers.

Import Management: Focuses on purchasing goods and services from other countries. Includes sourcing suppliers, negotiating terms, customs clearance, and managing supply chains.

EXIM Digital platforms play a pivotal role in facilitating global trade transactions by streamlining processes, enhancing efficiency, and connecting businesses across borders. Here are some key aspects of their role:

Market Access and Reach: Digital platforms provide **instant access** to global markets. Businesses can showcase their products and services to a **wider audience** without geographical limitations. Small and medium-sized enterprises (SMEs) benefit from increased visibility and market reach.

E-Commerce Platforms: E-commerce platforms enable **online buying and selling** of goods and services. They offer secure payment gateways, product catalogs, and order processing. Examples include Amazon, Alibaba, and eBay.

Supply Chain Optimization: Digital platforms enhance supply chain management. They enable real-time tracking of shipments, inventory management, and demand forecasting. Efficient supply chains reduce lead times and costs.

























Trade Finance and Payments: Digital platforms facilitate secure and efficient **trade finance**. They offer solutions for letters of credit, factoring, and export credit insurance. Digital payment gateways ensure seamless cross-border transactions.

Market Intelligence and Data Analytics: Platforms provide **market insights**, trends, and competitive analysis. Businesses can make informed decisions based on data-driven intelligence. Real-time analytics enhance agility and competitiveness.

Communication and Collaboration: Digital platforms enable **real-time communication** between buyers, sellers, and partners. Collaborative tools enhance negotiation, contract management, and relationship building.

Blockchain Technology: Blockchain ensures **secure and transparent** transactions. It verifies authenticity, reduces fraud, and enhances trust in cross-border trade.

MobileERP AI Copilot GRC System => Governance Risk and Compliance

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	CSS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	EAM	MMS	QMS	HCM	TLM	TOM	PAY	WAG	PGM	PA	LEG	
																												
Dashboard	Role	Company Policy	User Rights	System Usage	Process Performance	User Performance	Incident	Identification	Assessment	Response	Monitoring	Verify Vouchers	Verify COA	Verify Stock	Verify Balance	Analytical Procedures	Statutory Payments	Periodic Pay/Rcpts	Repeated Transactions	Relative SizeFactors	Other Analysis	GRC AI/Ops						
GRC	AUDITOR	Governance: Access & Process Control						FMEA Risk Control					Accounts Compliance Audit										Concept..					

Governance, Risk, and Compliance (GRC) is a comprehensive approach that organizations adopt to ensure effective management across three critical practices: **governance**, **risk management**, and **compliance**. GRC ensures that an organization operates efficiently, manages risks effectively, and remains compliant with applicable laws and regulations. It involves everyone from entry-level employees to the C-suite, fostering a holistic approach to organizational success.

Governance: The processes established and executed by directors (or the board of directors) to manage and lead the organization toward its goals. Organization processes and user rights needs to be controlled at all the levels.

Risk Management: Predicting and managing risks that could hinder achieving objectives under uncertainty. **FMEA** Failure Mode Effect Analysis is used to manage and mitigate Risk.

Compliance: Adhering to both mandated boundaries (laws and regulations) and voluntary boundaries (company policies, procedures, etc.). Proper Audit Policy is developed and followed. Accounts are audited and audit trails are maintained as per government and ISO Standards requirements.

Why GRC Matters:

Efficiency: GRC synchronizes information and activities across governance, risk management, and compliance.

Information Sharing: It enables effective information sharing within the organization.

















Avoiding Overlaps: By avoiding wasteful overlaps, GRC optimizes operational costs.

Real-Time Reporting: A coordinated GRC approach allows real-time executive reporting.

Challenges Without GRC:

When managed independently, overlapping GRC activities lead to substantial duplication of tasks.

MobileERP AI Copilot CGM System => Corporate Governance Management

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	CSS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	EAM	MMS	QMS	HCM	TLM	TOM
																						
Dashboard	Board of Directors	Governance Framework	Governance Documentation	Policies & Regulations	Board Reporting	Board Meetings	Funding	IPO	Legal	GST	TDS	License	CFO	Fund flow	Daily Report							
CGM	Corporate Governance...						Corporate Governance Processes						All others...									

Corporate governance refers to the system of rules, practices, and processes that guide the direction and control of a company. It involves balancing the interests of various stakeholders, including shareholders, senior management, customers, suppliers, lenders, the government, and the community.

- 1. Board of Directors:** They are responsible for making strategic decisions, overseeing management, and ensuring the company's long-term success. The board approves corporate strategies, selects the **CEO**, and sets the ethical tone for the organization.
- 2. Governance Frameworks:** Design effective governance frameworks that serve as the bedrock of how a company is governed. Ensure transparency around roles and responsibilities, accountability to stakeholders, and alignment with sustainable business practices.
- 3. Governance Documentation:** Keep governance documentation accurate and up-to-date. These documents establish rules, rights, and obligations, providing evidence of governance processes in place.
- 4. Policies in Line with Law and Regulations:** Develop policies and guidelines that address day-to-day operations, risk appetite, and decision-making. Ensure compliance with laws, regulations, and organizational goals. Make policies easily accessible to all stakeholders¹.
- 5. Documenting Processes and Procedures:** Adequately document governance processes and procedures. Good practices may exist, but gaps in documentation can hinder effective implementation.
- 6. Effective Board Reporting:** Provide high-quality reports to the board. Reports should contain sufficient information for informed decision-making and long-term business strategies. Address challenges such as inconsistent styles and clarity of purpose.
- 7. Board Meeting Agenda and Minutes:** Optimize board meeting agendas by grouping items under headings. Ensure that the most pressing strategic matters are addressed during meetings. Maintain clear, concise, and unambiguous board minutes as the definitive record of decisions.

The CGM System is made up of following processes:

















Funding refers to the money needed to start and operate a business. It supports various purposes, including product development, expansion, marketing, hiring etc. The **Initial Public Offering (IPO)** process is a significant milestone for companies seeking to go public and raise capital from the stock market. IPO process involves careful planning, regulatory compliance, and effective communication with investors. Going public can provide access to capital and visibility, but it also comes with increased scrutiny and responsibilities.

Legal case management (LCM) involves streamlining processes, ensuring compliance, and promoting collaboration within the legal industry. It centralizes and automates aspects of legal work, including time tracking, document management, calendaring, and case tracking.

TAX Management and compliance systems for Direct and Indirect Taxes is part of Corporate Governance. Proper payment of GST and TDS is part of it.

License management software plays a crucial role in helping organizations efficiently manage various factory etc. licenses, track compliance, and optimize costs.

MobileERP AI Copilot SEM System => Strategic Enterprise Management

ERP	GTD	CRM	DMM	TMM	OMS	SDM	SMS	PMS	CSS	PLM	SCM	PPP	MFG	EPC	IMS	LMS	EAM	MMS	QMS	HCM	TLM	TOM	PAY	WAG	PGM	PA	LEG
 Dashboard	 Tree	 Role	 Vision & Mission	 Goals & Objectives	 Process & Strategies	 Masters & Tactics	 Company	 Departments	 Customers	 Suppliers	 Employees	 Accounts	 Products	 Golive	 CANVAS	 ROWE	 SWOT	 PESTLE	 INTERNAL	 GTD							
Organization		DIRECTOR	Strategic				Enterprise								Management						All others...						

Strategic Enterprise Management (SEM) is a comprehensive approach to managing diverse processes within an organization.

SEM aims to integrate various aspects of an enterprise, including planning, execution, and control. Its primary goal is to create a unified system that records and manages each department’s activities. By aligning processes, SEM enhances efficiency, decision-making, and overall organizational performance. It has 3 parts:

1. Strategic refers to something that is **related to strategy** or **characterized by strategy**. It often involves planning, decision-making, and achieving long-term goals.

2. Enterprise In business and management, an **enterprise** refers to a **large-scale organization** with a composite structure. Enterprise companies often have **multiple divisions**, each specializing in specific functions.

3. Management refers to the systematic process of **strategizing, structuring, guiding, and overseeing** the efforts of individuals within an organization to achieve specific objectives. It involves several key functions, including **planning, organizing, leading, and controlling** activities. It has various tools to do management as follows:

Business Model Canvas (BMC) is a powerful tool used by entrepreneurs, startups, and established businesses to visualize, analyze, and communicate their business model. The **BMC** is a **one-page framework** that captures parts of business model.

Strength, Weakness Opportunities and Threat (SWOT) analysis is a strategic planning tool that provides a holistic view of an organization’s current position and informs strategic decision-making.

The **PESTEL framework**, also known as **PESTLE analysis**, is a strategic planning tool used by businesses and project managers. It helps analyze an organization’s external business environment by considering six key factors: Political, Economic, Social, Technological, Environmental, Legal.

ROWE stands for **Results-Only Work Environment**. In a **ROWE**, employees are evaluated based on their **performance** and **results**, rather than the number of hours they work. The focus is on **outcomes** rather than **time spent** at the workplace.

INTERNAL (IMS) standard unifies systems of QMS, EMS, HSMS, ISMS, EnMS, FSMS etc. IMS combines management system standards (MSS)

GTD – Getting Things Done is methodology to **Capture Everything(Work), Clarify(what to do), Organize(when to do), Review (Done?)& Engage**

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