

First Table

Business processes	Supply Chain Management	Production	Marketing	Sales
Functional areas of operation	Planning for the supply and demand of the client to know the number of raw materials to be purchased.	The process of planning and timing the production stages to meet the client's deadline to receive the final product.	This process entails analyzing your market trends and the products that consumers require.	This process entails pre-sale services that include information about the product and the prices.
	This function entails buying and sourcing raw materials and goods that will be used in the production of a product.	This process begins the manufacturing process, which entails combing raw materials to develop products to be used in production.	Creating a market plan and ensuring that the business can deliver goods of the same quality to the consumers.	The second process is taking sales and orders and recording the information to begin sourcing for the product.
	Receiving and storing the purchased raw materials and goods that will be used to produce the final product.	This process entails producing the final product and crafting it to meet the consumers' desired design and need.	This process entails building good customer relationships by building good customer value and customer satisfaction.	Coming up with an inventory entails checking if the materials needed in production are available or need to be purchased.
	Transporting and accounting for the purchased raw materials and other products to the warehouse, where they are stored for production to begin.	The product production is tested to guarantee the final product can perform its intended purpose that the consumer wants to use it for.	After building a good relationship with the consumer, capturing the market value of the client is important, and it's done by producing goods of high quality.	Delivery of the final product the client asked for and billing by an invoice showing the total amount for the goods to be sold.
	After production is completed, record whether the order the client had	This process entails manufacturing the correct amount of	This process entails putting down the needed resources to carry out the marketing plan and	After delivery of the product, the client pays for the product, and the

	requested, has been fulfilled and supply the order to the client.	product the consumer had ordered.	executing the marketing plan.	payment procedures are documented.
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Second Table

Business processes	Internet marketing	Product selling	Packaging	Shipping
Functional area of business	Create a website for the product. It must be easy to read and interesting to capture the clients' attention.	Perform pre-sale preparation to identify consumer needs and prescribe a solution.	Determine the method of packaging and find the machines that are needed.	Streamline the shipping process with proper documentation of each package
	Use search engine marketing to ensure that the products get a better listing and increase the consumer's chances to choose the website.	Identify your potential buyers through analysis of the individual who visits the website.	Get the necessary materials that are required to package different items.	Improve communication with the warehouse in terms of orders, storage, delivery, and accessibility.
	Use pays per check advert to guarantee the product advert appears above search engine results.	Pre-approach the buyer by Presenting information that may entice the buyer to the website.	Measure the package size and determine if there is room for extra padding to protect the package.	Use good technology to locate the package, like barcode and wireless code readers.
	Use social media or customer review platforms to increase information and consumer trust.	Approach the buyer through the website and offer contact information indoor for more discussion about the product.	Guarantee that the package used protects the product from any damage during delivery.	Choose a good transport service that is reliable and safe in delivering the package.
	Use emails from consumers who log in to the	If the buyer is willing to talk more about the	Use appropriate sealing methods that are bugler-	Use appropriate technology to access package

	website to send them additional information about your product that caters to their needs.	product, make a presentation on more details about it.	proof and protect the package from any loss.	data other than carrying large amounts of papers.
	Make the company present on social media platforms and use social media advertising to make product information familiar to consumers.	Determine whether the buyer is interested and start the purchasing process to close the purchase.	Use proper pebbling on the package on how it should be handled, the name, and the package's destination.	Search for local and international shipping companies that are credible to use while shipping.
	Use professional public relations officers who will include product information in related articles published on the internet.	After the order, do a contact follow-up to determine if the consumer received the product and is satisfied.		Prepare custom clearance for the items to be shipped to be delivered promptly.
	Use celebrities and social media influencers to share product information with their followers.			Ensure proper communication with the customer on the item's location at all times.
	Maintain a blog that enables you to post new information about the product to the consumers.			