

# Ch. 1

The manager and management accounting.

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Accounting: an Information system which [Identify, record, communicate] information about [economic events] to invested users.  
تبادل منفعة بين طرفين يمكن التعبير عنها بالتقود

\* Management accounting: Measures, analyze and report Financial and nonfinancial Information to help managers make decisions. [GAAP متوافق مع]

\* Financial accounting: Reporting to external users [Banks, suppliers, Investors, creditors...]  
[GAAP متوافق مع]

\* The difference between Financial and management accounting:

	Financial accounting	Management accounting
Purpose of Information	To impact external Decision Users	To impact employee Behaviors
Primary users	For external users	For internal users
Focus and emphasis	Past-oriented [Financial Information]	Future-oriented [Financial and nonfinancial Information]
Rule of measurement and Reporting	GAAP or [IFRS متبعين] [Financial statements]	No Rules [based on cost-benefit analysis] (كمية المنفعة)
Time span	Annual Reporting (أقصر حد) ويمكن شهريا أو كل نصف سنة أو كل 4 أشهر	From 1 hour Report to 20 years Report.
Behavior Implication	External	Decision makers

Management Accounting:

① Planning [Budgeting]:

② Controlling: التخطيط ووضع الاستراتيجيات  
تنفيذ الخطط وتقييمها والمقارنة بين الهدف والنتيجة

③ Five step decision making Process in planning and controlling:

- ① تحديد المسألة
- ② جمع المعلومات
- ③ عمل توقعات
- ④ اتخاذ القرار
- ⑤ تطبيق القرار وتقييم الأثر

معهد المحاسبين الإداريين  
Institute of management accountants:  
رصد , المحايير الأربعة للسلوك الأخلاق للمحاسبين الإداريين

- ① Competence: الحفاظ على المهارة والمعرفة والكفاءة
- ② Confidentiality: الحفاظ على سرية المعلومات
- ③ Integrity: النزاهة (الابتعاد عن كل ما يؤذي رأي نقاريه باطلاع)
- ~~④ Confidentiality~~
- ④ Objectivity: الموضوعية وعدم التحيز

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# An Introduction To Cost Terms and Purposes

+ Cost: A sacrificed resource to achieve a specific objective.  
 ↳ التفتية بمراد معينة (ملموسة / غير ملموسة) لتتقيد لهدف محدد.

+ Cost Objective: Anything for which a cost measurement is desired.  
 ↳ الشيء الذي مطلوب اوجده تكلفة.

+ Actual Cost / Budgeted Cost (تكاليف متوقعة / تكاليف حقيقية)

+ Cost Accumulation: The collection of cost data in an organized way by means of an accounting system. [جميع التكاليف المتعلقة بشئ معين]

+ Cost Assignment: Term that encompasses the gathering of accumulated cost to a cost objective. [جميع التكاليف المترتبة لعنصر التكلفة]

Happen in 2 way:

① Tracing accumulated cost (تتبع التكاليف المترتبة مع وجود علاقة مباشرة مع عنصر التكلفة)  
 (Cost tracing)

② Allocating accumulated cost (تتبع التكاليف المترتبة دون وجود علاقة مباشرة مع عنصر التكلفة)  
 (Cost allocating)

+ Direct and Indirect cost:

Direct cost: تكاليف يمكن تتبعها بسهولة

Indirect cost: تكاليف غير مباشرة يتم حسابها بطريقة غير مباشرة

+ Factor affecting Direct/Indirect cost classification:

① The materiality of the cost [مقارنة بين التكلفة والجرم] ← الأهمية النسبية للتكلفة

② Technology [ممكن يتحول العامل من تكلفة مباشرة لغير مباشرة إذا حلت الآلات محله مثلا]

③ The design of operation [تصميم العملية التشغيلية]

+ Cost Behavior:

① Variable cost (VC): يتناسب طردياً مع مستوى الإنتاج

② Fixed cost (FC): لا يتأثر بمستوى الإنتاج (المجموع)

Relevant range → [فترة معينة] يعبر الموضوعي مشد رانم وفتر تكاليف

	Total amount	Per unit
VC	↑ output = ↑ cost (علاقة طردية)	Constant (ثابت)
FC	Constant (ثابت)	↑ output = ↓ cost (علاقة عكسية)

\* يتم تحدي سلوك التكلفة [فترة معينة] يعبر الموضوعي مشد رانم وفتر تكاليف  
 \* ثابتة بالطلب.  
 \* we should use (TC) because unit costs change with a different level of output.

# Exercise 1

Cost object → Manufactures office furniture.

Cost Tracing (C.T) (D.C) Cost allocation (C.A) (Not D.C) Nonmanufacturing (Non)

- ① Carpenter wages: C.T (wages بحسب مرتب بوحدة زمنية) → Direct cost دائماً
- ② Dep. of office building: Non (منه مرتب بالتصنيع ممكن استعمل المكتب الأخرى) (تانية)
- ③ Glue For Assembly: C.A (Immaterial)
- ④ lathe department supervisor: C.A (لا يهتبه أحد قدشما القطعة قدشما بيدها)
- ⑤ lathe dep.: C.A (unit of use) (وقت الشراف مع الشراف) (ألا إذا حساب الأهلاك بطريقة)
- ⑥ lumber: C.T (المواد الخام)
- ⑦ lathe maintenance: C.A
- ⑧ lathe operator wages: C.T (wages)
- ⑨ sample for trade shows: Non (لا في صنعها و خلصت)
- ⑩ metal brackets for drawers: C.A (Immaterial)
- ⑪ Factory washroom supplies: C.A

⇒ Plant / Factory / manufacturing (ما يتكون منه دول في السؤال إذا أيه الأشي Non)

# Exercise 2

Direct cost (D) Indirect cost (In.D) Fixed (F) Variable (V)

- ① Assembly line labor wages: D / V
- ② plant manager wages: In.D / V → إذا كانت salary بتغير F
- ③ Dep. on the assembly lin equipment: In.D / F (إذا استعمل unit of use بتغير V)
- ④ Component parts for the product: D / V (مواد خام)
- ⑤ wages of security personnel the factory: In.D / V

# Different type of Firms:

- ① Manufacturing Companies      تقوم بتصنيع السلعة
  - ② Merchandising companies      تقوم بشراء السلعة ثم بيعها } tangible goods
  - ③ Services companies      تقوم بتقديم الخدمات } Intangible Products
- الربح في بائع السلع ← Service Revenue

① Balance sheet (Inventory)

Merchandising comp.  
- Inventory  
- merchandising Inventory

Manufacturing comp.  
- Raw material Inventory  
- work In process Inv. (WIP)  
- Finished good Inventory  
Total Inventory

② Income statement

Sales Revenue (S.R)  
- Cost Of Good sold (COGS)  
-----  
Gross Profit (G.P)

S.R  
- COGS  
-----  
G.P

## \* Manufacturing comp. ~~(Manufacturing cost)~~

① Non manufacturing cost  
- selling cost  
- Administrativ Cost

\* تكاليف لا ترتبط بالتصنيع بشكل مباشر

② Manufacturing cost

- Direct Material (D.M)      موارد خام مباشرة
- Direct Labor (D.L)      عمالة بشكل مباشر
- Manufacturing overhead (MOH)      تكاليف عمالة بالتصنيع
  - ← Indirect Material      مثل زيت تشحيم الآلات
  - ← Indirect Labor      مثل الحراسة والصيانة
  - ← All other Manufacturing cost      أخرى

### Cost Flow:

Beginning Direct Material (Beg. DM)  
 + Purchases  
 - (Ending Direct Material Balance (End. DM))

---

Direct Material used in production  
 + Direct Labor (DL)  
 + Manufacturing overhead (MOH)

---

Total Manufacturing Cost  
 + Beginning work In process Inventory (Beg. WIP Inv.)  
 - (Ending work In process Inventory)

---

Total work In process Inventory (Total WIP Inv.)  
 Cost of Good Manufacturing  
 + Beginning Finished good Inventory  
 - (Ending of good available for sale (Total Finished Inventory))

---

### Cost of Good Sold (COGS)

\* Sales  
 - (COGS)  
 Gross Profit (G.P)  
 - (operating expenses)  
 Net Income (NI)

التكلفة الأولية  
 \* Prime Cost (Direct Material + Direct Labor)

\* Conversion Cost (Direct Labor + MOH)  
 تكلفة التحويل (Direct Material → Finished good) (WIP)

\* Sales → لا يتأثر بزيادة الإنتاج  
 - (Fixed cost) → علاقته طردياً مع زيادة الإنتاج  
 - (Variable cost)  
 operating income

(5)

ex. 1 : 2-36

● Direct materials inv. 1/10/2017 \$105  
:

① Direct materials inv. 31/10/2017 (Ending Balance)

$$B.B + \text{Purchases} - E.B = D.M \text{ used}$$

$$105 + 365 - E.B = 385$$

$$E.B = \$85$$

② Fixed MOH

$$\text{Total MOH} = \text{Fixed MOH} + \text{Variable MOH}$$

$$450 = \text{Fixed MOH} + 265$$

$$\text{Fixed MOH} = \$185$$

③ D.L

$$D.L + D.M \text{ used} + \text{MOH} = \text{Total manufacturing cost}$$

$$D.L + 385 + 450 = 1,610$$

$$D.L = \$775$$

④ work in process inv. 31/10/2017 (Ending WIP)

$$\text{Total manufacturing cost} + \text{Beg WIP} - \text{Ending WIP} = \text{Cost of good man}$$

$$1,610 + 230 - \text{Ending WIP} = 1,660$$

$$\text{Ending WIP} = \$180$$

⑤ Cost of finished goods.

$$\text{Cost of good manufacturing} + \text{Beg. finished good} = \text{Cost of finished good}$$

$$1,660 + 130 = \$1,790$$

⑥ Finished good inv. (Ending Balance)

$$\text{Total cost of finished goods} - E.B = \text{COGS}$$

$$1,790 - E.B = 1,770$$

$$E.B = \$20$$

ex. 2

ⓑ D.M available for use

D.M available for use + (D.M inv (E.B)) = D.M ~~available for use~~

B + - 37,000 = 255,000

B = \$ 292,000

ⓐ D.M inv.

D.M. inv + D.M purchases = D.M available for use

A + 246,000 = 292,000

A = \$ 46,000

ⓓ Total MOH

19,000 + 38,000 + 39,000

D = \$ 96,000

ⓕ Total cost of WIP

Total cost of WIP - Ending WIP = Cost of good manufacture

F - 322,000 = 440,000

F = \$ 762,000

ⓔ Total manufacturing cost

Total manufacturing cost + Beg. WIP = Total cost of WIP

E + 320,000 = 762,000

E = \$ 442,000

ⓒ D.L

D.L + MOH + D.M used = Total manufacturing cost

C + 96,000 + 255,000 = 442,000

C = \$ 91,000

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Ch. 3

# Cost - Volume - Profit Analysis (CVP)

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→ what is CVP? →

تصليح لكل أنواع الشركات

← خدماتية  
← تجارية  
← تصنيعية

الكمية  
(Q)

Operating Income  
(الدخل التشغيلي)

Total Revenue  
Total Cost

← علاقة  
← علاقة

$$\text{Total Revenue (TR)} - \text{Total Cost (TC)} = \text{Operating Income (OI)}$$

$$TR - TC = OI$$

$$\text{Total Cost} = \text{Variable Cost} + \text{Fixed Cost}$$

$$TC = VC + FC$$

Selling Price → P

Number of unit sold → Q

$$\text{Variable Cost} = \left[ \text{Direct Material} + \text{Direct Labor} + \text{Variable Manufacturing overhead} \right] + \text{other variable costs}$$

variable manufacturing costs

$$VC = DM + DL + V. MOH + \text{other VC}$$

↳ يتأثر بحجم الإنتاج

Fixed Cost = Fixed Manufacturing overhead + other Fixed Costs

$$FC = F. MOH + \text{other FC}$$

↳ within Relevant Range  
لا يتأثر بحجم الإنتاج

Example: Bookstore - selling GMAT textbooks

$$P = \$ 200$$

$$Vc/unit = \$ 120$$

$$FC = \$ 2,000$$

$$Q = 40 \text{ units}$$

\* Full absorption costing Income statement (الطريقة التي يخرجها)  
← مقبولة في GAAP ويتم خصمها للـ External users

(CM. IS)

Contribution margin Income statement: (Variable Costing)  
← لغرض التقارير داخل الشركة فقط

← غير مقبولة في GAAP لأنها لا تطبق Matching principle

CM. IS

Sales

(Variable costs)

Contribution margin

(Fixed costs)

Operating Income

$$200 \times 40 \rightarrow 8,000$$

$$(120 \times 40) \rightarrow (4,800)$$

$$\hline 3,200 \rightarrow (80 \times 4) [200 - 120 = 80]$$

$$(2,000)$$

$$\hline 1,200$$

$$\therefore CM = \text{Sales} - VC \quad [ \$3,200 = 8,000 - 4,800 ]$$

$$CM/\text{unit} = \frac{CM}{Q} \quad \left[ \frac{3,200}{40} = 80 \right]$$

or

$$CM/\text{unit} = P - VC/\text{unit} \quad [ 200 - 120 = 80 ]$$

← عند زيادة Q، يصبح صافي الربح \$80 لكل وحدة، أي أن FC ثابتة

$$CM\% = \frac{CM}{\text{Sales}} \times 100\% \quad \left[ \frac{3,200}{8,000} \times 100\% = 40\% \right]$$

or

$$CM\% = \frac{CM/\text{unit}}{P} \times 100\% \quad \left[ \frac{80}{200} \times 100\% = 40\% \right]$$

يعني كل \$1 من Sales يجب \$0.4 CM و \$0.6 FC

→ CUP Equations:

$$\text{Rev.} - VC - FC = OI$$

$$(P \cdot Q) - (VC/\text{unit} \cdot Q) - FC = OI$$

$$Q(P - VC/\text{unit}) - FC = OI \quad \dots (1)$$

$$Q \cdot CM/\text{unit} - FC = OI \quad \dots (2)$$

$$\therefore CM - FC = OI \quad \dots (3)$$

## Break-even point (BEP)

نقطة التعادل (لا ربح ولا خسارة)

$$Q(P - VC/\text{unit}) - FC = OI$$

$$Q(P - VC/\text{unit}) - FC = 0$$

$$Q(P - VC/\text{unit}) = FC$$

$$\therefore \text{BEP} = \frac{FC}{CM/\text{unit}} \rightarrow \left[ \frac{2000}{80} = 25 \text{ unit} \right]$$

عند بيع 25 وحدة يكون الربح والخسارة

$$\text{BEP} = \text{BEP} \times P \left[ 25 \times 200 = \$5,000 \right]$$

or

$$\text{BEP} = \frac{FC}{CM\%} \left[ \frac{2000}{40\%} = \$5,000 \right]$$

## \* Target OI

$$\text{Target} = \frac{FC + \text{target OI}}{CM/\text{unit}} \left[ \frac{2,000 + 2,800}{80} = 60 \text{ unit} \right]$$

$$\text{Target Revenue} = \text{Target} \times P \left[ 60 \times 200 = \$12,000 \right]$$

or

$$\text{Target Revenue} = \frac{FC + \text{Target OI}}{CM\%} \left[ \frac{2,000 + 2,800}{40\%} = \$12,000 \right]$$

# CVP and Income tax

$$\text{Net Income} = \text{Operating Income} \cdot (1 - \text{tax Rate})$$

$$NI = OI \cdot (1 - \text{tax Rate})$$

$$OI = \frac{NI}{1 - \text{tax Rate}}$$

Tax Rate = 40%  $\therefore$   $\$1,200 \leftarrow NI$  كم وحدة لازم ابغشان اوصول على

$$OI = \frac{1,200}{60\%} = \$2,000$$

$$\text{Target } Q = \frac{FC + \text{target } OI}{CM/\text{unit}} \left[ \frac{2,000 + 2,000}{80} = 50 \text{ unit} \right]$$

$$\text{Target Revenue } (\$) = \text{Target } Q \cdot P \left[ 50 \cdot 200 = \$10,000 \right]$$

$$\text{or } \left[ \frac{2,000 + 2,000}{CM/\text{unit} \cdot P} \rightarrow \frac{4,000}{80/200} = 10,000 \right]$$

حالة أخرى

Status Que

الوضع الحالي

$$P = \$200$$

$$VC/unit = \$120$$

$$CM/unit = \$80$$

$$FC = \$2,000$$

$$Q = 40 \text{ unit}$$

↓

$$OI = 80 \cdot 40 - 2,000$$

$$OI = \$1,200$$

$$P = \$200$$

$$VC/unit = \$120$$

$$CM = \$80$$

$$FC \rightarrow \$2,000$$

$$\rightarrow \$500$$

$$Q \uparrow 10\%$$

$$\therefore Q = 10\% \cdot 40 + 40$$

$$Q = 44 \text{ unit}$$

↓

$$OI = 80 \cdot 44 - 2,500$$

$$OI = \$1,020$$

∴ Status Que

أحد

\* عند أي سعر تستطيع الشركة بيع 50 وحدة إذا اشترتها \$115 وكان  $OI = 1,200$

$$OI = (P - VC/unit)Q - FC$$

$$1,200 = (P - 115)50 - 2000$$

$$\frac{3,200}{50} = P - 115$$

$$\rightarrow \boxed{P = \$179}$$

→ Sensitivity Analysis:

تحليل الحساسية

↳ what if analysis

[ماذا يحدث إذا تغيرت أي من المتغيرات؟]

$$MOS_Q = Sales_Q - BEP_Q \quad [15 = 40 - 25]$$

$$MOS_{\$} = Sales_{\$} - BEP_{\$} \quad [3,000 = 8,000 - 5,000]$$

$$MOS_{\%} = \frac{MOS_{\$}}{Sales_{\$}} \times 100\% \quad \left[ \frac{3,000}{8,000} = 37.5\% \right]$$

Sales can drop by 37.5 before we start losing

Cost Structure:

TC/VC/FC

العلاقات بين

VC/TC ← نسبة

FC/TC ←

كل فائزات برزيد العبد علي الأنا إذا قلت المبيعات يتكون الخسارة كبيرة

Degree of Operating leverage (DOL)

← يؤثر أثر FC على OI

$$DOL = \frac{CM}{OI}$$

تغير المبيعات زيادة أو نقصان يؤثر على OI اعتماداً على حجم FC [البسط والمقام التفرقة بينهم] FC

مثلاً زادت المبيعات 10%

$$DOL \times 10\% = \uparrow OI$$

لزيادة في OI

$$OI_{old} + \uparrow OI = \text{ويصبح OI الجديد}$$

### Multiple Product

← على الشركة ببيع

$$OI = (P - VC/unit) Q_1 + (P - VC/unit) Q_2 \dots - FC$$

$$OI = CM/unit_{Product_1} + CM/unit_{Product_2} \dots - FC$$

Sales mix      بجزءه بالنسبة      Bundle      حزمة

Example:

	Product <sub>1</sub>	Product <sub>2</sub>	
Sales Q	60	40	→ Sales mix 3:2 بالتساوية
P	\$ 200	\$ 100	] CM/unit Product <sub>1</sub> = \$ 80 Product <sub>2</sub> = \$ 30
VC/unit	\$ 120	\$ 70	
FC	\$ 4,500		

$$OI = 80 \times 60 + 30 \times 40 - 4,500$$

$$OI = \$ 1,500$$



$$\begin{aligned}
 CM/\text{bundle} &= CM_{\text{Product}_1} + CM_{\text{Product}_2} \\
 &= (Q \cdot CM/\text{unit}) + (Q \cdot CM/\text{unit}) \\
 &= 3 \times 80 + 2 \times 30 \\
 &= \$300
 \end{aligned}$$

$$\text{BEP} = \frac{FC}{CM/\text{bundle}} = \frac{4,500}{300} = 15 \text{ bundle}$$

1 bundle  $\begin{cases} \rightarrow 3 \text{ product}_1 \\ \rightarrow 2 \text{ product}_2 \end{cases}$

$$\begin{aligned}
 \therefore 3 \times 15 &= 45 \text{ unit (product}_1) \\
 2 \times 15 &= 30 \text{ unit (product}_2)
 \end{aligned}$$

$$\text{BEP} = 45 \times 200 + 30 \times 100 \rightarrow \$12,000$$

$$\text{CM \% / bundle} = \frac{CM/\text{bundle}}{\text{Sales / bundle}} = \frac{300}{3 \times 200 + 2 \times 100} = 37.5\%$$

$$\therefore \text{BEP} = \frac{FC}{CM \% / \text{bundle}} = \frac{4,500}{37.5\%} = \$12,000$$

Ch. 3  
CVP Analysis

قوانين

- ①  $TR - TC = OI$
- ②  $TC = FC + VC$
- ③  $VC = DM + DL + \text{Variable MOH} + \text{other VC.}$
- ④  $FC = \text{Fixed MOH} + \text{other FC}$
- ⑤  $CM/\text{unit} = P - VC/\text{unit} \quad \text{or} \quad CM/Q$
- ⑥  $CM = (P - VC/\text{unit}) Q \quad \text{or} \quad \text{Sales} - VC$
- ⑦  $CM\% = CM/\text{sales} \cdot 100\% \quad \text{or} \quad \frac{CM/\text{unit}}{P} \cdot 100\%$

⑧ CVP Equation:

- \*  $Q(P - VC/\text{unit}) - FC = OI$
- \*  $Q \cdot CM/\text{unit} - FC = OI$
- \*  $CM - FC = OI$

⑨ Breakeven point (BEP)

\*  $BEP_Q = \frac{FC}{CM/\text{unit}}$

\*  $BEP(\$) = BEP_Q \cdot P \quad \text{or} \quad \frac{FC}{CM\%}$

## ⑩ Target Operating Income

$$\text{Target (Q)} = \frac{\text{FC} + \text{target OI}}{\text{CM/unit}}$$

$$\text{Target Revenue (\$)} = \text{Target (Q)} \times P$$

or

$$\frac{\text{FC} + \text{target OI}}{\text{CM}\%}$$

## ⑪ CUP and Income tax

$$\text{OI} = \frac{\text{NI}}{1 - \text{tax Rate}}$$

## ⑫ Margin of Safety (MOS)

$$\ast \text{ MOS (Q)} = \text{Sales (Q)} - \text{BEP (Q)}$$

$$\ast \text{ MOS (\$)} = \text{Sales (\$)} - \text{BEP (\$)}$$

$$\ast \text{ MOS (\%)} = \frac{\text{MOS (\$)}}{\text{Sales (\$)}} \cdot 100\% \quad \text{or} \quad \frac{\text{MOS (Q)}}{\text{Sales (Q)}}$$

### ⑬ Degree of Operating leverage (DOL)

$$* DOL = \frac{CM}{OI}$$

(OI ↑) ← الزيادة في OI  
(Sales ↑) ← الزيادة في Sales

$$* OI \uparrow = Sales \uparrow \% \cdot DOL$$

$$* New OI = old OI + OI \uparrow$$

### ⑭ Sales mix

لـ يُعَبَّرُ عَنْهُ بِالنِّسْبِ A : B : C [بِالنِّسْبَةِ] *حزمة*

Bundle *حزمة*

$$OI = (CM/unit \cdot Q)_{Product_1} + (CM/unit \cdot Q)_{Product_2} \dots - FC$$

↳ For more 1 product

$$CM/bundle = CM_{Product_1} + CM_{Product_2} \dots CM_{Product_n}$$

wher every  $CM = CM/unit \cdot Q$

### ⑮ BEP / bundle

$$* BEP_{(Q)} / bundle = \frac{FC}{CM/bundle} \rightarrow \text{يوجد } Q \text{ لكل Product حسب Sales mix}$$

$$\text{BEP } (\$/\text{bundle}) = \left\{ \begin{array}{l} \text{BEP} \\ (\$/\text{bundle}) \\ \text{Product} \end{array} \right. \cdot P$$

or  $\frac{FC}{CM (\%)/\text{bundle}}$

↓ لكل منتج كمال و كذا

$$\text{BEP } (\%) = \frac{CM / \text{bundle}}{(Q_1 \cdot P_1) + (Q_2 \cdot P_2) + \dots + (Q_n \cdot P_n)}$$

\* Contribution margin Income Statement

Sales
(VC)
<hr style="width: 50%; margin: 0 auto;"/>
CM
(FC)
<hr style="width: 50%; margin: 0 auto;"/>
OI

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# Master Budget and Responsibility Accounting

« موازنة »  
Budget: Quantitative plan for the future

→ Financial

→ Nonfinancial

عدد وحدات الإنتاج وعدد ساعات العمل

Budget → تكون السنة الفارحة

→ Pro forma Financial statement  
يعني يعني

« بيانات مالية متوقعة للفترة المقبلة »

← احنا متعودين نعمل Historical F.O.S

## Budgeting Cycle:

« Fiscal year »

1 قبل بداية السنة، يجمع معلومات من الإدارات بجميع مستوياتهم ويتوقف البيانات والمعلومات السابقة عن أن تخط خطة للسنة.

2 Senior managers يعطوا إظهار مرجعي عنان يفتاروا فيه النتيجة الفعلية.

3 Managers and management accountants investigate any deviation from the plan

يتحققوا من أي الخرافات عن الخطة

Performance Report

(2)

## Advantages of Budget.

① Planning and coordination tool  
لأداة تخطيط وتنسيق

② Control tool  
لأداة رقابية

③ Motivation tool  
لأداة تحفيزية لجميع الخطة  
تكونوا متحمسين لتنفيذها

## 2- Approaches to budgeting

① Top down budgeting  
الإدارة بتخصيص الموازنة كالتالي وتنظم الموظفين تنفيذها

② Bottom up (Participative) budgeting  
الموظفين مع تخصيص الموازنة مع الإدارة  
lower level employees

أفضل لأن الموظفين عندهم  
معرفة أكثر "day to day management"

لكن فيها threat ← Budget slack  
زيادة التكاليف → Overestimating cost  
تقليل الأرباح ← Underestimating Revenue  
أو يضحوا على الإدارة

## Time Coverage of Budgets

← يغطي الموازنة فترات مالية تتراوح بين شهر لسنة

← يمكن الشركة تتبع طريقة "Rolling Continuous Budget"

لم كل ما تخلصه فترة مالية يبشر في موازنته للفترة التالية خلال

لغاية السنة [ يعني يعلت موازنة وحدة لكل السنة ]  
مرة وحدة

## الموازنة الشاملة Master Budget

→ Operating Budget تشمل

→ Financial Budgets

## Basic operating Budgets

① Revenue Budget [ الوحدات المراد بيعها × سعر البيع ]

② Production Budget [ الوحدات المراد إنتاجها × ~~تكلفة~~ <sup>تكلفة</sup> الإنتاج ]

③ DM usage Budget [ عدد الوحدات المنتجة × تكلفة DM المخزنة ]

④ Direct manufacturing labor Budget

⑤ D-MOH costs Budget

⑥ Ending Inventory Budget

⑦ COGS Budget

⑧ Operating exp. Budget

⑨ Budget Income statement



(4)

# Income Statement

Sales Revenue  
(Cost of Good Sold)

→ Beg Inventory  
(Cost of Good purchased)  
-----  
Cost of Good Available  
for Sale

Gross profit  
(Operating ~~Expense~~ ~~Income~~)

(Ending Inventory)

-----  
Cost of Good Sold

Net Income / loss

## Basic Financial Budget:

- ① Capital expenditure Budget
- ② Cash Budget
- ③ Budgeted Balance sheet
- ④ Budgeted statement of cash flows.

J. RUBA  
M TOOR

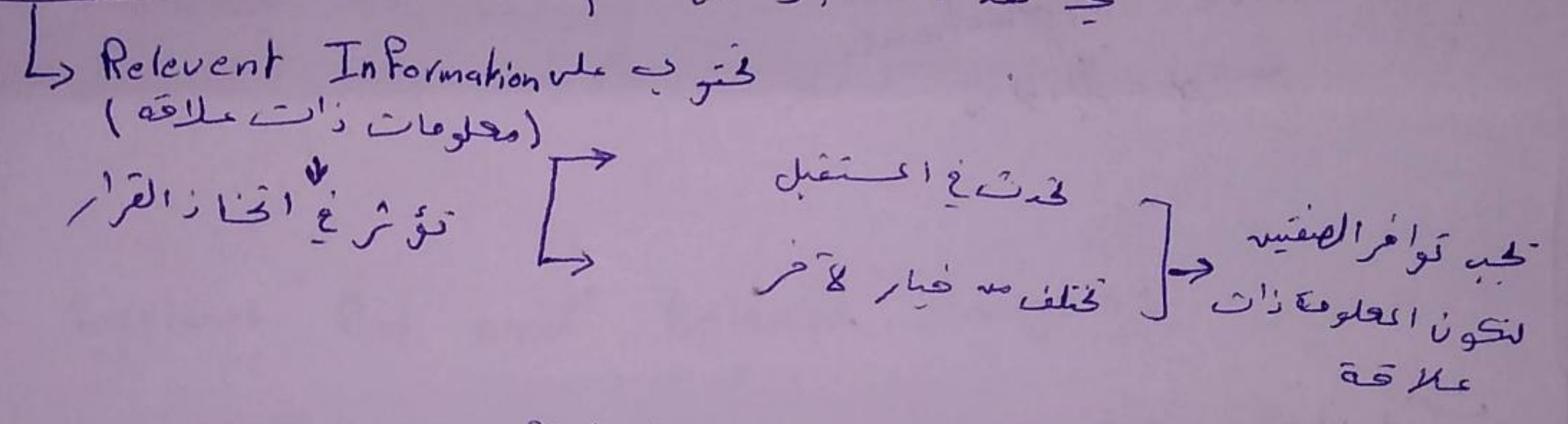
# Decision Making and Relevant Information

RUBA  
M TOOR

يعني اننا بي عمل مقارنة بين أكثر من خيار [Alternatives]

بناراً على معلومات  
← نوعية (Qualitative)  
← كمية (Quantitative)

## Relevant Analysis



\* Relevant Cost: تكاليف <sup>يكونه حدث</sup> تحدث في المستقبل وتختلف من خيار لآخر

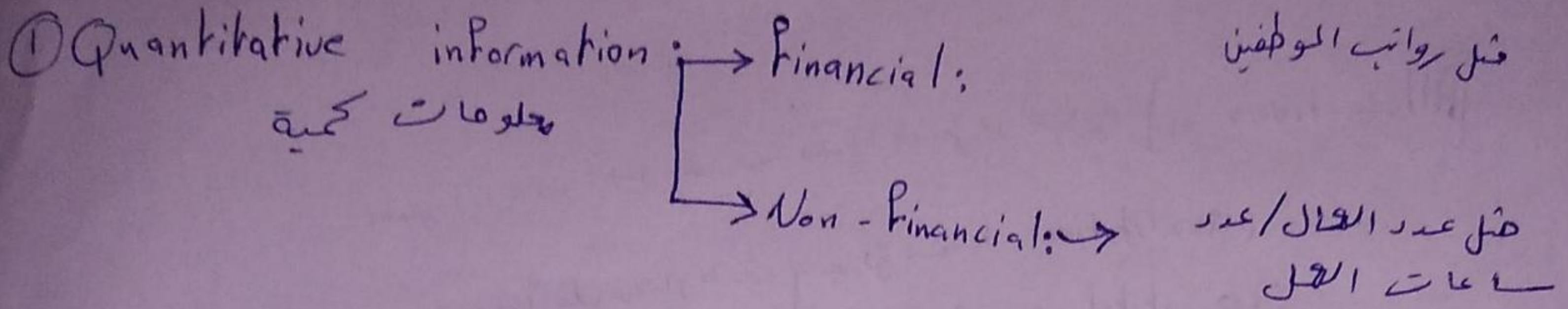
\* Relevant Revenue: لها إيرادات يمكن حدوثها في المستقبل وتختلف من خيار لآخر

\* Past Cost (historical cost): تكاليف سابقة (حصلت)

← لا تعتبر معلومات ذات علاقة [لا تؤثر في القرار]

← نفس Sunk Cost (تكاليف غارقة) يعني حدثت وخلصت

## Type of Information:

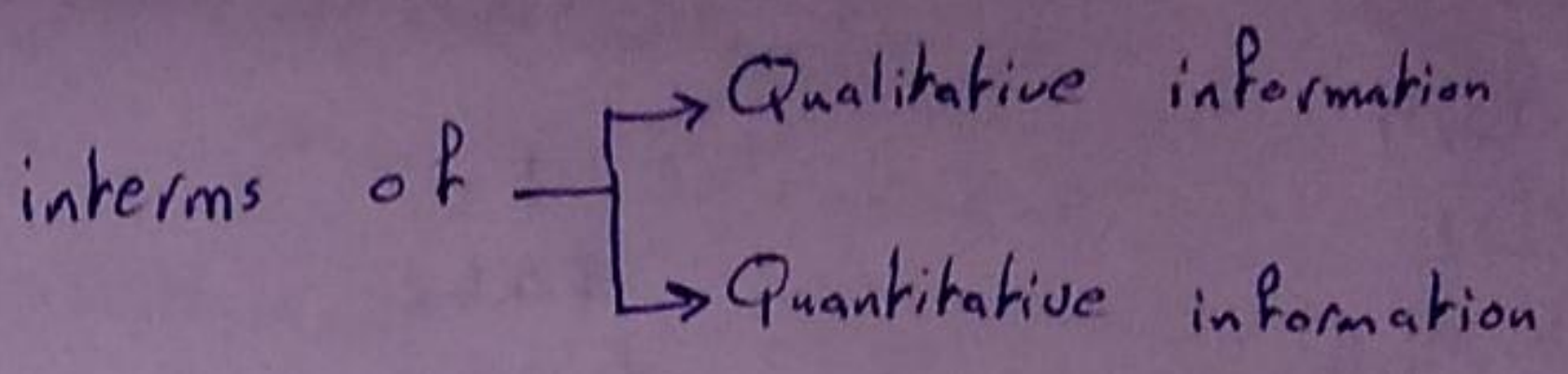
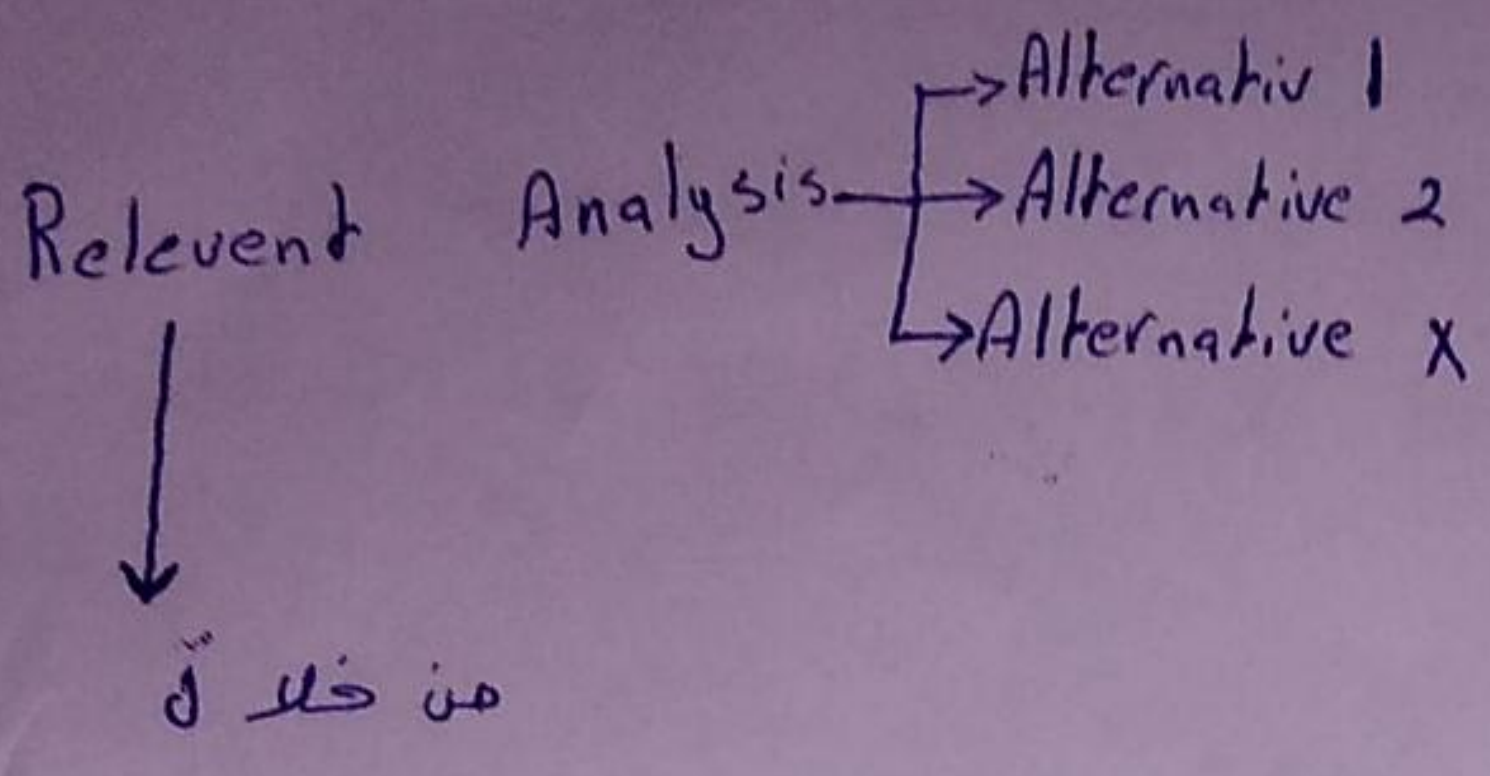


## ② Qualitative information: معلومات نوعية

← منه بالضرورة جميع المعلومات التي يتكون عندها تكون ذات علاقة (Relevant Information) لأنها منه شرك تكون يتخلف منه دليل الآخر

\* Incremental Cost: التكلفة المرتبطة باتخاذ قرارها

\* Differential Cost: الفرق بين الخيارين مع أنه تكلفة ما  
إذا كان الفرق صفر إذاً المعلومة غير مرتبطة



[Contribution Margin Income Statement]

Some types of Decisions that need Relevant Analysis:

- ① One-time-only special orders
- ② Insourcing vs. outsourcing (Make or Buy)
- ③ product mix with capacity constraints
- ④ Adding / dropping decision
  - Customer
  - Branch

→ Special orders (SO) طلبات اعموم (خاصة)  
 [or special offers]   
 → Short-run decision ~~Short run decision~~

← ~~بعضها~~ إذا ← Operating Income ← يزيد (يقبل) عن طريق  
 ← يقل (يرفض)

مقارنة المعلومات ذات العلاقة [التكاليف] لتحديد Profitability

examples:

$P_{unit} = \$3$

DM	\$1
DL	\$0.45
V.MOH	\$0.25
V. Marketing	\$0.10
FC	\$0.50
<hr/>	<hr/>
TC	\$2.30

مطلوبات ←  $Q = 5,000$   
 $P_{unit} = 2.25$   
 No marketing cost ← طلبية خاصة

	Status Que (without SO)	with SO
Sales	$(40,000 \times 3) = 120,000$	$(40,000 \times 3 + 5,000 \times 2.25) = 131,250$
(VC)		
-(DM) → RC	(40,000)	$(45,000 \times 1) = (45,000)$
(DL) → RC	(18,000)	$(45,000 \times 0.45) = (20,250)$
(V.MOH) → RC	(10,000)	$(45,000 \times 0.25) = (11,250)$
(V. Marketing) → Not RC	(4,000)	$(40,000 \times 0.10) = (4,000)$
→ <hr/>	<hr/>	<hr/>
CM	48,000	50,750
(FC) → Not RC	(20,000)	
→ <hr/>	<hr/>	<hr/>
OI	\$ 28,000	← لا يتأثر \$ 30,750

لأن الوحدات الجرار  
 ما به هم تكاليف الإعلان

فيقبل \$2,750  
 OI بمقدار  
 فية

→ lowest price should at least cover the relevant cost (RC)  
 [1 + 0.45 + 0.25 = \$1.70] RC للوحدة الواحدة

\* منه رانما التكاليف المتغيرة بتكون ذات علاقة  
 \* منه رانما التكاليف الثابتة بتكون منه ذات علاقة

عند تجاوز الطاقة الانتاجية بتكون التكاليف الثابتة ذات علاقة  
 يجب التعامل مع FC  $\leq$  total  $\approx$  FC/unit بحذر misleading

\* اي سعر اعلى من Incremental cost يؤدي لزيادة OI  
 التكاليف ذات العلاقة

② Insourcing Vs. Outsourcing (Make or Buy)

كتب Relevant cost لكل البدائل وختار الأقل

[  $\downarrow$  Cost :  $\uparrow$  Profit ]

في هاتي اكاله ← Avoidable costs (تكاليف يمكن تجنبها)

← Unavoidable costs (تكاليف لا يمكن تجنبها)

\* Opportunity Cost تكلفة الفرصة البديلة

لا يتم تسجيلها في Financial Accounting System

وما انه تضاف لتكاليف Make او تخرج من تكاليف Buy وليس كلاهما

← نفس اكله السابقه هل [CM I.O.S] لجميع البدائل و بناءا عليها بقرر مع الاخذ بعين الاعتبار تكلفة الفرصة البديلة و المعلومات الغير مالية [النوعية]

Examples:

When 10,000 unit are produced

The costs per unit:

DM	\$ 0.60
DL	3.00
V.MOH	1.20
F.MOH	1.60
<hr/>	
Total	\$6.40

في عرض الشركة اننا نبيع 10,000 وحدة بسعر \$6 للوحدة الواحدة

[Opportunity cost] \$9,000 ←  
 Fixed cost → [Avoidable Cost] \$1.00 per unit ←  
 ↓  
 (\$1 × 10,000 = 10,000)

	Make	Buy
Purchase Cost	—	[10,000 × \$6] \$60,000
Making Cost	6,000	→ \$1.00 from DM is avoidable
DM	30,000	—
DL	12,000	—
V.MOH	16,000	6,000 → كل \$1.6 = FC يوفر \$0.6 لكل \$1 [10,000 × 0.6]
FC <del>XXXX</del>	16,000	—
Total	\$64,000	66,000
less: opportunity cost	—	(9,000)
Total Cost	\$64,000	\$57,000

Buy is lowest cost

③ Product Mix with Capacity Constraints

لما الشركة بتنتج أكثر من منتج فبتضطر أختر أي منتج انتج أكثر حسب الطلب  
عالمات والربح

→ Capacity Constraints  
لمصادر تؤثر على كمية الإنتاج

$$CM/unit = P - VC \rightarrow \text{تذكر}$$

← في هاي الحالة يكون عندي أساس جديد يتم أخذه بعين

الاعتبار مثل: ... etc عدد العمل / hour

← لازم احب الرزمية بآدا على هذا الأساس

CM/hour  
Constraint resource

$$= (CM/unit) \times \text{Machine hour required per unit}$$

→

Example:

	Product A	Product B
P	\$10	\$30
VC	\$6	\$15
CM/unit	\$4	\$15
Machine hour/unit	0.5 hour	3.0 hour
CM/hour	4 × 0.5 [8]	15/3 [5]



8

Total FC  $\rightarrow$  \$5,000

only 2,000 hour are available per period

① what is the optimal product mix? what is the max OI?

\$8/h  $\leftarrow$  A بص

\$5/h  $\leftarrow$  B بص

$\therefore$  بقر الإنتاج A

$$\frac{2000}{0.5} = 4,000 \text{ unit from A and } 0 \text{ unit from B}$$

(A : B)  
(4,000 : 0)

~~$$\begin{aligned} \therefore \text{OI} &= 4,000 \times 10 + 0 \times 15 \\ \text{OI} &= \$40,000 \end{aligned}$$~~

(Q x CM/unit)  $\rightarrow$  [FC]

$$\text{OI} = (4,000 \times 4) + (0 \times 15) = 5,000$$

$$\text{OI} = \$11,000$$

② IF <sup>محدود جديد</sup> [Demand] of product A is limited to 2,500 unit, recalculate the optimal mix.

$$2,500 \text{ unit} \times 0.5 \text{ hour} = 1,250$$

$$\therefore 2,000 - 1,250 = 750 \text{ hour} \rightarrow \text{B بص الإنتاج}$$

$$\frac{750}{3} = 250 \text{ unit from B}$$

(A : B)

$$\therefore (2,500 : 250)$$

$$OI = (2,500 \times 4) + (250 \times 15) - 5,000$$

$$OI = 18,750$$

← يعني لازم احسب :

① أي المنتجات اكثر ربحية من ناحية  $[CM / \text{Constraining Resource}]$

و بعد Ranking [تصنيف]

② باخذ المقدرات اللي اعطاني اياها بعين الاعتبار، في اعتبار  $Max Allowed$  للمنتج الأكثر ربحية

③ في كل مرحلة كتبت ~~ما~~ ما بقدر عندي وبتقدر ان متغلله للمنتج الذي يليه في الرتبة

④ بقر (3/2) في عدد المنتجات اللي عندي

④ Add / Drop Decisions: [اضافة أو حذف] زي بود، فريمي، قسم في الشركة...

← حدد كل التكاليف الوجودية عندي اذا بتمكن تجنيها أو

لا يمكن تجنيها (مؤثرة) Relevant  
لا يمكن تجنيها (غير مؤثرة) Irrelevant  
[في طبيعة الحالة فقه اشياء بالاطلاع]

و بتأدا على ذلك بقره الوضوح الكافي بالبدل الكطروح

[قسم جميع Revenues من Expenses] ← يعني بدردس التأثير على OI أو

operating loss

→ لو جدد Revenues عند إضافة أو حذف القسم وبقرانه مع الإيرادات الحالية

Ch. 20

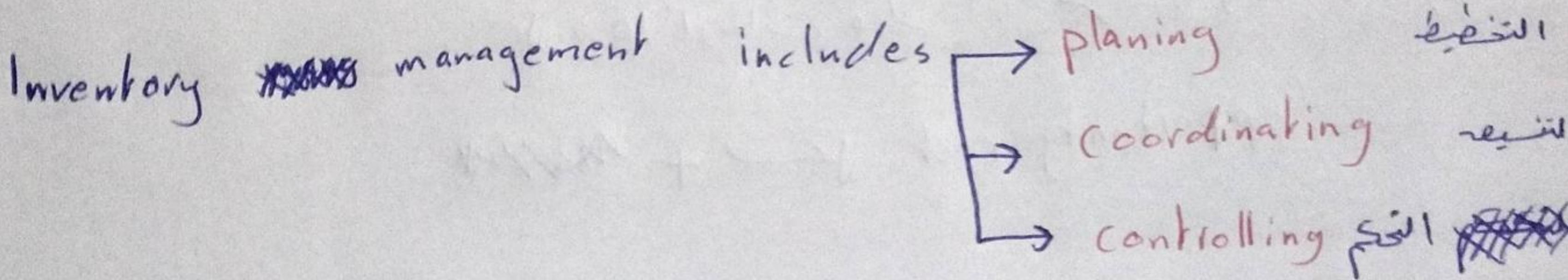
Inventory management, Just in time, and Simplified costing

method.

لم إدارة المخرود - في الوقت المناسب - وطريقة مبسطة لا حساب التكلفة.

← Inventory management

هدف الشركة كخافض على البضاعة بأقل تكلفة ممكنة بشأن تحطم أرباحها



Flow inventory ← بالمنتجات المتخلقة

Costs related with Inventory

① Purchasing costs تكاليف الشراء → أعلى تكلفة من التكاليف

- ← Cost of purchase
  - ← Cost of storage
  - ← Cost of purchase + storage
- تكاليف الشراء أي تكاليف ضرورية كحل البضاعة جاهزة للاستخدام

(2)

## ② Ordering Cost تكاليف إجراء الطلبية

- ← تكاليف متعلقة بالخدمات
- ← تكاليف الإجراءات القانونية
- ← ~~تكاليف الترخيص~~
- تكاليف روتينية لإجراء الطلبيات

## ③ Carrying Cost تكاليف التخزين

- لم أي تكلفة بتخزينها الشركة عن
- خافظ على البضاعة - وهي عندها -
- لوبيها لأجوات فلتك أو حرامنة وتكاليف التخزين ~~تكاليف~~
- ~~تكاليف~~ + تشمل opportunity cost

## ④ Stockout Cost يعني ما يتغير طلبية وما تقدم الشركة تلبية

- ← تكلفة الأضرار اللبغففة الشركة طالما قدرت تلبية الطلبية
- ← التكلفة الناتجة عن عدم الكفاظ على الزبائن
- ~~تكاليف~~ (خسر الزبون لما ما ألب طلبية)

## ⑤ Cost of Quality تكلفة الجودة

- لم جميع تكاليف الكفاظ على الجودة
- (A) Prevention تكاليف تمنع وجود خراباء أو خرفة في البضاعة مثل الصيانة الدورية
- (B) Appraisal مصاريف فحص البضاعة

④ Internal Failure مصاريف الكس كل اللي نتجت عندي  
لح بعض يوم يكون عندي spoilage يكون خسرت  
كل اشء دفعت عليها

⑤ External Failure الخسائر الناتجة من بيع البضاعة اللي  
فيها مشاكل - يعني وصلت البضاعة للزبون وموافقها  
ليست كما يجب - فيستظن الشركة تنكبد تكاليف  
لاستردادها + خسائر متعلقة بخسارة الزبون - سمعة الشركة -

⑥ Shrinkage Cost تكلفة الانقماش  
لح الفرق بين تكلفة البضاعة المبيعة في الدفاتر  
و تكلفة البضاعة الموجودة فعليا

يمكن بسبب سرقة او اعادة استخدام من قبل الموظفين  
"embezzlement by employees" "theft"

→ The first step in managing Inventory for sale is

"The economic order quantity [EOQ]"

لح القيمة المثالية الواجب طلبها عند اجراء الطلبية  
"optimal"

Basic EOQ Assumption  
"فرضيات"

① There are only ordering and carrying costs.  
بهم فقط بتكلفة الشراء و التكاليف التي  
اجراء

② The same quantity is ordered at each  
reorder point. كل مرة بتري نفس الكمية

(4)

③ Demand Purchase - order - lead time, ordering costs, and carrying cost are known with certainty,

هنا الزمان عند البضامة فقيس الطلبية بها وقت  
عشان توصلنا (أنا الشركة) وتكلفة اجراء الطلبية وتكلفة  
التخزين كلها معروفة.

④ Purchasing costs per unit are not affected by the quantity ordered.

ع الوحدة لا يتأثر بكمية الطلب (دائماً ثابت)

→ Purchasing cost irrelevant

⑤ No stockouts cost.

لم يعتبر كل ما يعتبر طلبية بعد الطلب.

⑥ Managers consider the cost of Quality and Shrinkage costs only to the extent that these costs affect ~~ordering~~ ordering or carrying costs.

التكاليف الأخرى المتعلقة بإدارة المخزون يتكون  
لحوجة ضمنية في تكلفة التخزين وإجراء الطلبية.

← الفرضيات [1-6] ليست واقعية لكنها تساعد

عشان أوصل لمعادلة [EOQ]

5

$$EOQ = \sqrt{\frac{2DP}{C}}$$

EOQ = Economic order Quantity

الكمية المثالية

D = Demand per unit

الكمية المطلوبة

P = Price per order

سعر البضاعة

C = Carrying cost (Include opportunity cost) تكلفة التخزين + تكلفة الفرصة البديلة

### Example

Purchase 20,000 unit @ \$1 per unit

opportunity cost

15% annual Rate of Return on Investment

Relevant carrying cost = 0.17 per unit

Relevant ordering cost per purchase order = \$ 38.40

$$\textcircled{1} EOQ = \sqrt{\frac{2(20,000)(38.4)}{0.32}}$$

$$C = 0.17 + 0.15 = \$0.32$$

$$= \boxed{2191 \text{ unit}}$$

~~# of orders =  $\frac{20,000}{2191}$~~

$$\textcircled{2} \# \text{ of orders} = \frac{\text{Annual Demand}}{EOQ} = \frac{20,000}{2191} = \boxed{9 \text{ orders}}$$

6

① Total Annual relevant ordering cost

↳ # of orders X Price per order

9.128 ← 9 X 38.4 =  $\boxed{\$346}$

③ Annual relevant carrying costs

↳  $\frac{EOQ}{2} \times C = \frac{2191}{2} \times 0.32$

=  $\boxed{\$351}$

∴ Total Relevant cost = 346 + 351 =  $\boxed{\$697}$

Safety stock = (Max demand - min demand) X lead time

④ Safety Stocks: قد يشاءون  
يكون مستبد  
بضاعة احتياطية المفزون الإضافي

lead time: وقت وصول البضاعة = half a month

reorder point كل قديته بطلب

Reorder point = lead time X demand per lead time

الطلب في السنة ← 20,000

السنة 12 شهر  $\boxed{24}$

يعني 24 نصف شهر

~~Annual demand = السؤال~~  
~~per month~~

∴ Reorder point = 834



7

$$\text{Safety Stock} = (\text{Maximum demand} - \text{minimum demand}) \times \text{lead time}$$

مخزون بضاعة احتياطي

~~RUBA~~  
MTOOR

H/RUBA  
V/MTOR

26  
30  
✓ good

Hirzeit University  
Faculty of Business and Economics  
Acct. 333- Midterm Exam

Lecturer: Hind Muhtaseb

First Semester 2020/2021

Student Name and No.: 1183223 - RUBA MTOOR

Multiple Choice Questions

D	1	D
C	2	C
B	3	C
A	4	D
A	5	A
A	6	A
D	7	D
C	8	C
C	9	C
A	10	A
C	11	C
B	12	B
B	13	D
C	14	C
B	15	B
D	16	D
C	17	C
B	18	A
A	19	A
C	20	C

17  
20

**QUESTION 1 (10 POINTS):**

9/10

Piper Corporation's management has been reviewing the company's profitability and is attempting to improve performance through better planning. The company manufactures three products: L, M, and N. Selected per unit data on these products follow:

	Product L	Product M	Product N
Selling price	\$19	\$30	\$20
Variable Manufacturing	7	19	13
Variable marketing	1	2	1
Machining time required per hour	1 hour	0.50 hour	0.25 hour

The machining time is limited to 200 hours per month. The company's fixed costs are \$1,500 per month. Assuming that the number of units that can be sold of each product is limited to 500 units of L, 350 units of M, and 400 units of N.

**Required:**

a- Compute the contribution margin per machine hour for each of the three products

$CM/\text{unit} = P - VC/\text{unit}$   
 $CM/\text{unit}$   
 $CM/\text{machine hour}$

Product L	Product M	Product N
(19 - 8)	(30 - 21)	(20 - 14)
\$11	\$9	\$6
<u>\$11</u>	<u>\$18</u>	<u>\$24</u>

3/1

b- What product or product combination (in quantities) must be sold to obtain a maximum profit?

Total capacity → 200 hours/month

Product

~~L → 500~~

$N \rightarrow 400 \times 0.25 = 100$

$M \rightarrow 350 \times 0.5 = 175$  }  $200 \times 0.5 = 100$

∴ [400 unit Product N, 200 unit product M and no unit Product L]

3/1

c- What is the maximum profit obtainable assuming unlimited demand?

$800 \times 0.25 = 200$

→ Product N

$800 \times \$6 = \$4,800$

→ Max profit

3/1

F.C.

**QUESTION 2: CHOOSE THE CORRECT ANSWER AND FILL UP YOUR ANSWERS ON THE ANSWER SHEET ABOVE (20 POINTS)**

1. Financial accounting \_\_\_\_\_
- A. focuses on estimating future revenues, costs, and other measures to forecast activities and their results
  - B. provides information about the company as a whole
  - C. reports information that has occurred in the past that is verifiable and reliable
  - D. both b and c

2. Which of the following is/are a characteristic of managerial accounting?
- A. cannot be applied in service organization ✗
  - B. must follow GAAP ✗
  - C. emphasis on relevance of data, rather than precision
  - D. both a and c above

3. Werth Company produces tie racks. The estimated fixed costs for the year are \$288,000, and the estimated variable costs per unit are \$14. Werth expects to produce and sell 60,000 units at a price of \$20 per unit. By how much can sales revenue drop before Werth incurs a loss?

- A. \$12,000
- B. \$240,000
- C. \$72,000
- D. \$360,000

$FC = \$288,000$   
 $VC/unit = \$14$   
 $Q = 60,000 \text{ unit}$   
 $P = \$20$

$360,000$

$Sale \quad 1,200,000$   
 $VC \quad 840,000$   


---

 $CM \quad 360,000$   
 $FC \quad 288,000$   


---

 $72,000$

4. When evaluating a make-or-buy decision, which of the following needs to be considered?
- A. alternative uses of the production capacity
  - B. the original cost of the production equipment
  - C. pension costs to the current employees ✗
  - D. material-handling costs that cannot be eliminated

5. Which of the following is true of an opportunity cost?
- A. it is the income foregone by not using a resource in an alternative way.
  - B. the higher the opportunity costs, the lower is the relevant cost.
  - C. it is recorded as an expense in the accounting records.
  - D. it is an unavoidable cost that cannot be changed no matter what action is taken.

6. Hermantic, Inc. can produce 100 units of a component part with the following costs:

Direct Materials	\$30,000	
Direct Labor	13,000	
Variable Overhead	32,000	
Fixed Overhead	22,000	
	<u>97,000</u>	

$88,000$   
 $10,000$   


---

 $98,000$

If Hermantic, Inc. can purchase the component part externally for \$88,000 and only \$12,000 of the fixed costs can be avoided, what is the correct make or buy decision?

- A. Make and save \$1,000 ✓
- B. Buy and save \$1,000
- C. Make and save \$5,000
- D. Buy and save \$13,000

7. Which of the following is /are false of historical costs?
- A. they are used for decision making. ✗

- B. they are always accounted as opportunity costs.
- C. they cannot be fixed costs.
- D. all of the above false.

8. Zephram Corporation has a plant capacity of 200,000 units per month. Unit costs at capacity are:

Direct materials	\$4.00
Direct labor	6.00
Variable overhead	3.00
Fixed overhead	1.00
Marketing—fixed	7.00
Marketing variable	3.60

5,700,000
3,154,000
<hr/>
2,546,000
<hr/>
OI 1,026,000

Current monthly sales are 190,000 units at \$30.00 each. Q, Inc., has contacted Zephram Corporation about purchasing 2,000 units at \$24.00 each. Current sales would not be affected by the one-time-only special order. What is Zephram's change in operating profits if the one-time-only special order is accepted?

- A. \$14,800 increase
- B. \$17,200 increase
- C. \$22,000 increase
- D. \$33,200 increase

9. Rambo Company has three products, A, B, and C. The following information is available:

	Product A	Product B	Product C
Sales	\$60,000	\$90,000	\$24,000
Variable costs	36,000	48,000	15,000
Contribution margin	24,000	42,000	9,000
Fixed costs:			
Avoidable	6,000	15,000	4,000
Unavoidable	7,000	9,000	5,400
Operating income	\$11,000	\$18,000	\$ (400)

Incremental cost = 15,000 + 5,400 = 20,400

Rambo Company is thinking of dropping Product C because it is reporting a loss. Assuming Rambo drops Product C and does NOT replace it, operating income will \_\_\_\_\_.

- A. increase by \$400
- B. increase by \$4,000
- C. decrease by \$5,000
- D. decrease by \$9,400

$$90 - x = 200 + x$$

$$-200 \quad + \quad -200$$

10. If a company had a contribution margin of \$200,000 and a contribution margin ratio of 40%, total variable costs must have been

- A. \$300,000.
- B. \$120,000.
- C. \$500,000.
- D. \$80,000.

CM = 0.4  
Sales  
∴ Sales = 200,000 / 0.4  
VC = 300,000

200,000	0.4 Sales	80,000
200,000	=	200,000
sales		200,000
		VC 160,000
		CM 200,000

11. How much sales are required to earn a target net income of \$80,000 if total fixed costs are \$100,000 and the contribution margin ratio is 40%?

- A. \$250,000.
- B. \$405,000.
- C. \$450,000.

$$\frac{\text{Sales}}{\text{CM}} = 0.4$$

$$\frac{\text{CM}}{\text{Sales}} = 0.4$$

D. \$200,000.

12. Reese Company requires sales of \$2,000,000 to cover its fixed costs of \$900,000 and to earn net income of \$400,000. What percent are variable costs of sales?

- A. 20%.
- B. 35%.
- C. 45%.
- D. 65%.

$$2,000,000 - 900,000 - x = 400,000$$

$$x = 700,000$$

$$\frac{700,000}{2,000,000} = 0.35$$

13. A company with an operating income of \$68,000 and a contribution margin ratio of 54% has a margin of safety of:

- A. \$36,720.
- B. \$125,925.
- C. \$147,826.
- D. It is not possible to determine the margin of safety from the information provided.

$$MOS = Sales - BEP$$

$$\frac{CM}{Sales} = 0.54$$

14. Barkley Company sells two products with the following per unit data:

	<u>Standard</u>	<u>Deluxe</u>
<i>Selling price/unit</i>	\$75	\$120
<i>Variable costs/unit</i>	<u>45</u>	<u>60</u>
<i>Contribution margin/unit</i>	<u>\$30</u>	<u>\$ 60</u>
<i>Sales mix</i>	3	2

If fixed costs are \$630,000, the number of standard and deluxe units that Barkley must sell to break even is

- A. 1,800 standard and 1,200 deluxe.
- B. 3,600 standard and 2,400 deluxe.
- C. 9,000 standard and 6,000 deluxe.
- D. 21,000 standard and 14,000 deluxe.

$$BEP = \frac{FC}{CM/unit} = \frac{630,000}{210} = 3,000 \text{ units}$$

$$(3 \times 30 + 2 \times 60)$$

15. When a greater proportion of costs are fixed costs, then \_\_\_\_\_.

- A. a small increase in sales results in a small decrease in operating income
- B. when demand is low the risk of loss is high
- C. a decrease in sales reduces the total fixed cost per unit
- D. a decrease in sales reduces the cost per unit

$$\frac{\text{Sales (UC)}}{CM}$$

$$\frac{(FC) \uparrow}{OI}$$

16. If a company has a degree of operating leverage of 3.0 and sales increase by 25%, then \_\_\_\_\_.

- A. total fixed costs will increase by 75%
- B. total costs will increase by 75%
- C. profit will increase by 30%
- D. profit will increase by 75%

17. Which of the following costs always differ among future alternatives?

- A. fixed costs
- B. historical costs
- C. relevant costs
- D. variable costs

18. Quantitative factors \_\_\_\_\_.

- A. include financial information, but not nonfinancial information
- B. can be expressed in monetary terms
- C. are always relevant when making decisions
- D. include employee morale

19. Which of the following costs is NOT considered to calculate the minimum acceptable price of a one-time-only special order?

- A. marketing costs
- B. direct material costs
- C. indirect material costs
- D. special design costs

20. Piels Corporation produces a part that is used in the manufacture of one of its products. The costs associated with the production of 10,000 units of this part are as follows:

<i>Direct materials</i>	<i>\$ 90,000</i>
<i>Direct labor</i>	<i>130,000</i>
<i>Variable factory overhead</i>	<i>60,000</i>
<i>Fixed factory overhead</i>	<i><u>140,000</u></i>
<i>Total costs</i>	<i><u>\$420,000</u></i>

*Q = 10,000 units*

Of the fixed factory overhead costs, \$60,000 is avoidable.

Assuming no other use of their facilities, the highest price that Piels should be willing to pay for 10,000 units of the part is \_\_\_\_\_.

- A. \$420,000
- B. \$280,000
- C. \$340,000
- D. \$360,000

## QUESTION 1: TRUE/ FALSE

1. Capital budgeting is the process of making long-run planning decisions for investments in projects. T
2. The Required Rate of Return (RRR) is set externally by creditors as the interest rate on long term liabilities. F
3. The internal rate of return for a project is the discount rate that makes the net present value of the project equal to zero. T
4. The present value of an amount to be received in the future will always be more than the actual amount to be received in the future. F
5. Depreciation itself is not a cash flow, but it reduces the amount of taxes that a company must pay. T
6. The payback period method ignores cash flows that occur after the payback period. T
7. Relevant cash flows are expected future cash flows that differ among the alternative uses of investment funds. T
8. In calculating the net initial investment cash flows, any increase in working capital required for the project should be included. T

## QUESTION 2: MULTIPLE CHOICE QUESTIONS

## 1. The payback period is criticized because:

- A. It is difficult to apply
- B. It ignores the time value of money
- C. It is difficult to understand conceptually
- D. All of the above



2. The minimum annual acceptable rate of return on an investment is the \_\_\_\_\_.

- A. accrual accounting rate of return
- B. required rate of return
- C. internal rate of return
- D. net present value

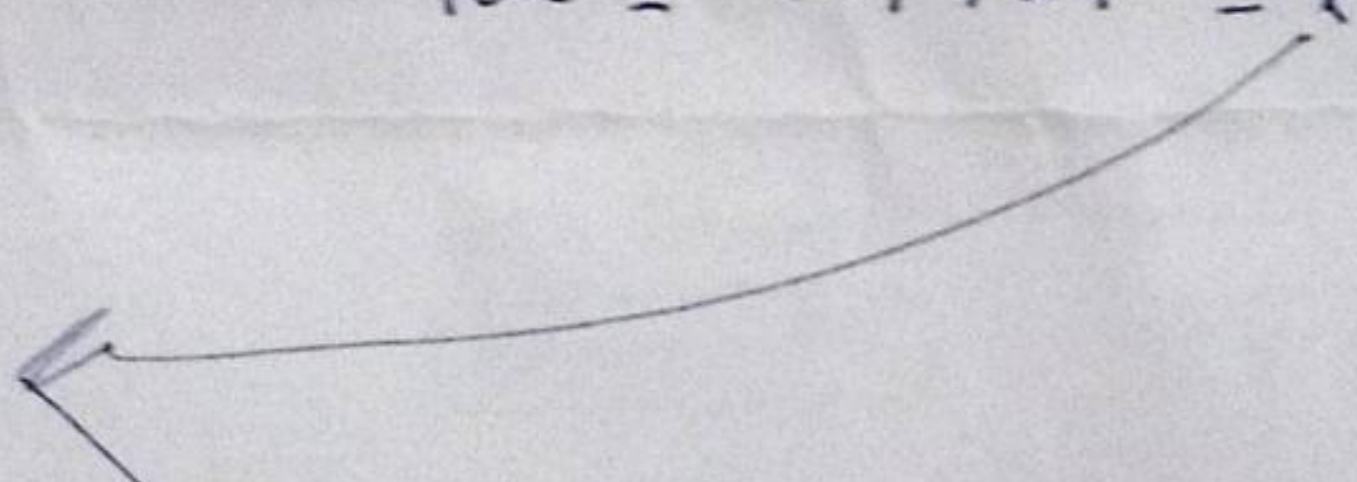
3. The Virginia Company invested in a four-year project at an expected rate of return (discount rate) of 10%. Additional information on the project is as follows:

<u>Year</u>	<u>Net cash inflow</u>	<u>Present value of \$1 at 10%</u>	
1	\$4,000	.909	3,636
2	4,400	.826	3,634
3	4,800	.751	3,605
4	5,200	.683	3,552

What was the amount of the original investment assuming a negative NPV of \$1,000? (Round to nearest dollar)

$$1000 = 14,427 - X$$

- A. \$17,430
- B. \$15,427
- C. \$14,427
- D. \$13,427



4. The net present value method of capital budgeting is preferred over the internal rate-of-return method because \_\_\_\_\_.

- A. the net present value method is expressed as a percentage of initial investment
- B. the net present values of individual projects can be added to determine the effects of accepting a combination of projects
- C. the percentage return computed under the net present value method is very easy to compare
- D. the calculation under the net present value method is easy as it does not use time value of money

5. Malive Park Department is considering a new capital investment. The following information is available on the investment. The cost of the machine will be \$119,000. The annual cost savings if the new machine is acquired will be \$35,000. The machine will have a 5-year life, at which time the terminal disposal value is expected to be zero. Malive Park is assuming no tax consequences. Malive Park has a 12% required rate of return. What is the payback period for the investment?

4.

3.

A. 4.2 years

B. 3.4 years

C. 5 years

D. 6.8 years

6. AARR indicates the average rate at which \_\_\_\_\_.

A. a dollar of investment generates after-tax operating income

B. a dollar of after-tax cash flow generates net income

C. a dollar of investment generates a positive cash flow

D. a dollar of after-tax non-operating income generates net income

7. Which of the following is a component of net-initial-investment cash flows?

A. original cost of an old equipment ←

B. cash outflow to purchase a new equipment ←

C. depreciation cost

D. after-tax cash flow from operations

8. The Golden Shades Corporation disposes a capital asset with an original cost of \$280,000 and accumulated depreciation of \$160,000 for a salvage price of \$50,000. Silver Shades's tax rate is 40%.

Calculate the after-tax cash inflow from the disposal of the capital asset.

A. \$28,000

B. \$70,000

C. \$50,000

D. \$78,000

$$BV = 280,000 - 160,000$$

$$120,000 = BV$$

$$\$ 70,000 = \text{loss}$$

9. The Venoid Corporation has an annual cash inflow from operations from its investment in a capital asset of \$16,000 each year for six years. The corporation's income tax rate is 30%. Calculate the total after-tax cash inflow from operations for six years.

A. \$96,000

B. \$67,200

C. \$28,800

D. \$16,000

QUESTION 1: CHOOSE THE CORRECT ANSWER

1. All else being equal, an increase in advertising expenditures will \_\_\_\_\_
- a. reduce operating income
  - b. reduce contribution margin
  - c. increase variable costs
  - d. increase selling price

13  
-----  
15

2. Which of the following is *not* an assumption of cost-volume-profit analysis?

- a. The time value of money is incorporated in the analysis.
- b. Costs can be classified into variable and fixed components.
- c. The behavior of revenues and expenses is accurately portrayed as linear over the relevant range.
- d. The number of output units is the only driver.

Questions 3 through 5 are based on the following data.

Tee Times, Inc. produces and sells the finest quality golf clubs in all of Clay County. The company expects the following revenues and costs in 2020 for its Elite Quality golf club sets:

Revenues (400 sets sold @ \$600 per set)	\$240,000
Variable costs	160,000
Fixed costs	50,000

3. How many sets of clubs must be sold for Tee Times, Inc. to reach their breakeven point?

- a. 400
- b. 250
- c. 200
- d. 150

$$BEP_Q = \frac{FC}{CM/unit} = \frac{50,000}{200} = 250 \text{ unit}$$

4. How many sets of clubs must be sold to earn a target operating income of \$90,000?

- a. 700
- b. 500
- c. 400
- d. 300

$$Target_Q = \frac{50,000 + 90,000}{200}$$

5. What amount of sales must Tee Times, Inc. have to earn a target net income of \$63,000 if they have a tax rate of 30%?

- a. \$489,000
- b. \$429,000
- c. \$420,000

$$Target_Q = \frac{565}{565 \times 600}$$

$$OI = \frac{63,000}{70\%}$$

$$Target_Q = \frac{90,000 + 50,000}{200}$$

d. \$300,000

6. A company that sells many different types of products should approach C-V-P analysis by assuming that

- a. all products will have the same contribution margin ratio.
- b. products will be sold in a constant mix.
- c. they should calculate a separate break-even calculation for each item.
- d. they will sell equal amounts of each item.

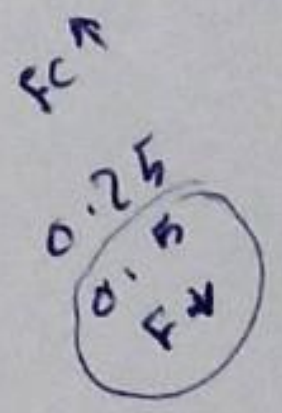
7. In a company with low operating leverage, \_\_\_\_\_.

- a. fixed costs are more than the contribution margin
- b. contribution margin and operating income are inversely related
- c. there is a higher possibility of net loss than a higher-leveraged firm
- d. less risk is assumed than in a highly leveraged firm

Use the following information for questions 8 and 9.

LSB Company has the following income statement:

Revenues	\$100,000
Variable Costs	<u>40,000</u>
Contribution Margin	60,000
Fixed Costs	<u>30,000</u>
Operating Income	30,000



8. What is LSB's Degree of operating leverage (DOL)?

- a. 3.33
- b. 2.00
- c. 0.50
- d. 1.00

$$\frac{CM}{OI} = \frac{60}{30} = 2$$

9. If LSB's sales increase by \$20,000, what will be the company's operating profit?

- a. \$42,000
- b. \$12,000
- c. \$50,000
- d. \$30,000

10. Stones Manufacturing sells a marble slab for \$1,100. Fixed costs are \$33,000, while the variable costs are \$550 per slab. The company currently plans to sell 210 slabs this month. What is the margin of safety (in dollars) assuming 85 slabs are actually sold?

- a. \$165,000
- b. \$49,500

~~CM~~  
BEP = 60  
Q

P \$1,100  
FC = \$33,000  
VC/unit \$550 → CM/unit \$550  
Q = ~~210~~ 85 unit

MOS = ~~BEP~~ Sales - BEP  
85 - 60 = 25 unit

25 x 1,100 = 27,500

- c. \$27,500
- d. \$33,000

①

QUESTION 2: TRUE/ FALSE

8. If the contribution margin ratio is 40%, it means that every \$1.00 of sales will contribute \$0.40 to covering fixed costs and generating a profit. ~~F~~ T

9. Contribution margin ratio is generally the same as gross margin ratio. ~~F~~

10. When performing cost volume profit analysis with multiple products, it is important to assume the sales mix remains constant. ~~I~~

5/5

11. At the breakeven point, total fixed expenses equal total contribution margin.

~~I~~

12. Total variable costs change in direct response to changes in volume or activity.

~~F~~ T