

# Ch. 1

The manager and management accounting.

RUBA  
MTOOR

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 مقبولة] [Financial statements]	No Rules [based on cost-benefit analysis] (كمية المنفعة)
Time span	Annual Reporting (أقصر حد) ويمكن شهوراً أو كل نصف سنة أو كل 4 أشهر	From 1 hour Report to 20 years Report.
Behavior Implication	External	Decision makers

Management Accounting:

① Planing [Budgeting]:

② Controlling: التخطيط ووضع الاستراتيجيات

③ Five step decision making Process in planning and controlling: تنفيذ الخطط وتقييمها والمقارنة بين الهدف والنتيجة

- 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 يورث له نظارياً باطلاعاً)
- ~~④ Confidentiality~~
- ④ Objectivity: الموضوعية وعدم التحيز

J. RUBA  
MTOOR



## An Introduction To Cost Terms and Purposes

+Cost: A sacrificed resource to achieve a specific objective.  
التضحية بموارد معينة (معمورة / غير ملموسة) لتحقيق هدف محدد.

+Cost Objective: Anything for which a cost measurement is desired.  
الشيء الذي مطلوب أوحد تكلفته.

+Actual Cost / Budgeted Cost (مقبلة) / تكلفة 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 المتراكمة لعنصر التكلفة]

Happen in 2 way:

- ① Tracing accumulated (تتبع التكاليف المتراكمة مع وجود علاقة مباشرة مع عنصر التكلفة)  
(Cost tracing)
- ② Allocating accumulated (تتبع التكاليف المتراكمة 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 عقلانية

+Factor affecting Direct/Indirect cost classification:

- ① The materiality of the cost [مقارنة بين التكلفة والمبلغ] الأهمية النسبية للتكلفة
- ② Technology [يمكن يتناول العامل من تكلفة مباشرة لغير مباشرة إذا حلت الآلات محل عمال مثلاً] ممكن
- 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 (المحتمل)

Relevant range → [فترة معينة] يعني الموضوعي مشد رائم وفقد تكاليف

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

\* we should use (TC) because unit costs change with a different level of output.



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

- ① Carpenter wages : C.T (wages <sup>بموجب فواتير</sup>)
- ② Dep. of Pice building : Non (منه مرتب بالتصنيع <sup>ممكن استعمال الخشب لأغراض أخرى</sup>) → Direct Cost <sup>دائماً</sup>
- ③ Glue For Assembly : C.A (Immaterial)
- ④ lathe department supervisor : C.A (لا شيء أحد قد شغل القطعة <sup>قد يشغلها</sup>)
- ⑤ lathe dep. : C.A (unit of use <sup>وقت اشغال مع اشرف</sup>)
- ⑥ lumber : C.T (الاشجار <sup>لا إذا حارب الاهلاك بطريقة</sup>)
- ⑦ lathe maintenance : C.A (المواد الخام)
- ⑧ lathe operator wages : C.T (wages)
- ⑨ sample for trade shows : Non (لا شيء حقا وخلصت)
- ⑩ metal brackets for drawers : C.A (Immaterial)
- ⑪ Factory washroom supplies : C.A

⇒ Plant / Factory / manufacturing

## Exercise 2

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

- ① Assembly line labor wages:  $D / V$
- ② plant manager wages:  $In.D / V \rightarrow F$  اذا كانت salarys
- ③ Dep. on the assembly lin equipment:  $In.D / F$  اذا كانت unit of use
- ④ Component <sup>مواد خام</sup> parts for the product:  $D / V$
- 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 البيع ← Service Revenue

① Balance sheet (Inventory)

② Income statement

Merchandising comp.  
- Inventory  
- merchandising Inventory

Sales Revenue (S.R)  
- Cost Of Good sold (COGS)  

---

Gross Profit (G.P)

Manufacturing comp.

- Raw material Inventory  
- Work In Process Inv. (WIP)  
- Finished good Inventory  
Total Inventory

S.R  
- COGS  

---

G.P

\* Manufacturing comp. ~~(cost of goods sold)~~

① Non manufacturing cost  
- selling cost  
- Administrative 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 عامة 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.)  
 Total work In process Inventory (Total WIP Inv.)  
 - (Ending work In process Inventory)

Cost of Good Manufacturing  
 + Beginning Finished good Inventory  
 Total cost of Good available for sale (Total Finished Inventory)  
 - (Ending of good available for sale)

Cost of Good Sold (COGS)

\* Sales  
 - (COGS)

Gross Profit (G.P.)  
 - (operating expenses)

Net Income (NI)

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

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

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

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

$$E.B = \$20$$



5

ex. 2

③ D.M available for use

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

$$B + - 37,000 = 255,000$$

$$B = \$ 292,000$$

④ D.M inv.

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

$$A + 246,000 = 292,000$$

$$A = \$ 46,000$$

⑤ Total MOH

$$19,000 + 38,000 + 39,000$$

$$D = \$ 96,000$$

⑥ Total cost of WIP

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

$$F - 322,000 = 440,000$$

$$F = \$ 762,000$$

⑦ Total manufacturing cost

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

$$E + 320,000 = 762,000$$

$$E = \$ 442,000$$

⑧ D.L

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

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

$$C = \$ 91,000$$

J. RUBA  
MTOOR



Ch. 3

# Cost - Volume - Profit Analysis (CVP)

~~RUBA~~  
MTOOR

→ what is CVP? →

تصليح لكل أنواع الشركات

← خدماتية  
← تجارية  
← تصنيعية

الهدف: معرفة أحد  
(Q)

Operating Income  
(الدخل التشغيلي)

Total Revenue  
Total Cost

← 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 حجم الإنتاج  
Range

Example: Bookstore - selling GMAT textbooks

$$P = \$ 200$$

$$VC/\text{unit} = \$ 120$$

$$FC = \$ 2,000$$

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

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

(CM. IS)  
Contribution margin Income statement: (Variable Costing)  
← لخرجها التقارير داخل الشركة بغير  
← غير مقبولة في GAAP لأنها لا تطبق Matching principle

CM. IS

Sales

(Variable costs)

Contribution margin

(Fixed costs)

Operating Income

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

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

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

$$(2,000)$$

$$\underline{1,200}$$



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

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

or

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

← عند زيادة Q، يصبح هناك \$80 لكل وحدة إضافية من FC

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

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)

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

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

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

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

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

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

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

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

كم وحدة لازم ابغى ان افصل على  $NI \leftarrow \$1,200$  Tax Rate = 40%  $\therefore$   $NI$   $\therefore$   $NI$

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

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

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

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



حالة أخرى

Status Que

الوضع الحالي

$$P = \$200$$

$$VC/unit = \$120$$

$$CM/unit = \$80$$

$$FC = \$2,000$$

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



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

$$OI = \$1,200$$

$$P = \$200$$

$$VC/unit = \$120$$

$$CM = \$80$$

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

$$\rightarrow \$500$$

$$Q \uparrow 10\%$$

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

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



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

$$OI = \$1,020$$

∴ Status Que

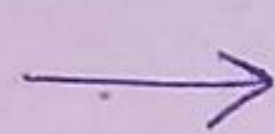
أحد

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

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

$$1,200 = (P - 115) 50 - 2,000$$

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



$$P = \$179$$

→ Sensitivity Analysis:

تحليل الحساسية

↳ what if analysis

[ماذا يحدث إذا تغيرت أسعار المدخلات؟]



$$MOS = \frac{Sales}{Q} - \frac{BEP}{Q} \quad [15 = 40 - 25]$$

$$MOS = \frac{Sales}{\$} - \frac{BEP}{\$} \quad [3,000 = 8,000 - 5,000]$$

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

Sales can drop by 37.5  
before we start losing

Cost Structure:

TC/VC/FC

العلاقات بين

VC/TC ← نسبة

FC/TC ←

كل فائدت برزب العبد على الأنا إذا قلت  
المبيعات يتكون الحارة كبيرة

Degree of Operating leverage (DOL)

← يوضح أثر FC على OI

$$DOL = \frac{CM}{OI} \Rightarrow \text{تغير المبيعات زيادة أو نقصان يؤثر على OI اعتماداً على حجم FC [البط والمقام الفرق بينهما] FC}$$



مثلاً زادت المبيعات 10%

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

الزيادة في OI

$$OI_{old} + \uparrow OI$$

ويصبح OI الجديد =

Multiple Product

← على الشركة بيع

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

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

Sales mix

يعبر عنه بالنسب

Bundle

حزمة

Example:

Product<sub>1</sub>

product<sub>2</sub>

Sales  
Q

60

40

→ Sales mix  
3:2

بالتسوية

P

\$ 200

\$ 100

VC/unit

\$ 120

\$ 70

CM/unit

Product<sub>1</sub> = \$ 80

Product<sub>2</sub> = \$ 30

FC

\$ 4,500

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

$$OI = \$ 1,500$$

8



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

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

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

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

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

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

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



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  $CM/\text{unit} = P - VC/\text{unit}$  or  $CM/Q$

⑥  $CM = (P - VC/\text{unit}) Q$  or  $\text{Sales} - VC$

⑦  $CM\% = CM/\text{sales} \cdot 100\%$  or  $\frac{CM/\text{unit}}{P} \cdot 100\%$

⑧ CVP Equation:

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

\*  $Q \cdot CM/\text{unit} - FC = OI$

\*  $CM - FC = OI$

⑨ Breakeven point (BEP)

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

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



## ⑩ Target Operating Income

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

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

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

## ⑪ CUP and Income tax

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

## ⑫ Margin of Safety (MOS)

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

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

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



### 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 بِالنِّسْبَةِ A : B : C [بِالنِّسْبَةِ]

Bundle حزمة

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

→ For more 1 product

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

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

### ⑮ BEP / bundle

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



$$\text{BEP } (\$/\text{bundle}) = \frac{\text{BEP } (\$) \cdot P}{\text{Product}}$$

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

↓  
لحل منتج كال 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

$$\begin{array}{r} \text{Sales} \\ (VC) \\ \hline CM \\ (FC) \\ \hline OI \end{array}$$

~~RUBA~~  
~~MTOR~~



Ch. 6

①

RUBA  
MTOR

# Master Budget and Responsibility Accounting

«موازنة»

Budget: Quantitative plan for the future

→ Financial

→ Nonfinancial

عدد وحدات الإنتاج وعدد ساعات العمل

Budget → تكون السنة القادرة

→ Pro forma Financial Statement

«بيانات مالية متوقعة للفترة المقبلة»

← احكام متوقعه نعمل Historical F.S

Budgeting Cycle:

«Fiscal year»

① قبل بداية السنة: يجمع معلومات من الإدارات بجميع مستوياتهم ويتوافر البيانات والمعلومات السابقة عن أخطا خطة للسنة المقبلة.

② Senior managers يخططوا إظهار مرجعي عنان يشاركون فيه النتيجة الفعلية.

③ Managers and management accountants investigate any deviation from the plan

يتحققوا من أي انحراف عن الخطة

Performance Report



(2)

## Advantages of Budget.

① Planning and coordination tool

← أداة تخطيط وتنسيق

② Control tool

← أداة رقابية

③ Motivation tool

← مبادئ العمل للجميع والخطة

يكونوا متحمسين لتنفيذها

## 2- Approaches to budgeting

① Top down budgeting

← الإدارة تحضر الموازنة كالمها وينتزم الموظفون بتنفيذها

② Bottom up (Participative) budgeting

← مبادئ الموظفين تحضر الموازنة مع الإدارة  
lower level employees

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

لكن فيها Threat ← Budget slack معن الموظفين يعطوا أقرارات

زيادة التكاليف → Overestimating cost معن جمعية عن يربحوا عالم

تفيل الأرباح → Underestimating Revenue أو يضحوا على الإدارة



## Time Coverage of Budgets

← يغطي الموازنة فترات مالية تتراوح بين شهر لسنة

← يمكن الشركة تبني طريقة "Rolling Continuous Budget"

لأن كل ما تم الانتهاء منه فترة مالية يبشر في موازنته للفترة التالية

لغاية السنة [يعني يغطي موازنة وحدة لكل سنة]  
مرة وحدة

الموازنة الشاملة Master Budget

→ Operating Budgets

→ Financial Budgets

## Basic operating Budgets

① Revenue Budget [الوحدات المراد بيعها × سعر البيع]

② Production Budget [الوحدات المراد إنتاجها × ~~تكلفة~~ الإنتاج]

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

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



# Income Statement

(4)

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.

~~/ RUBA~~  
~~/ MTOOR~~



## Decision Making and Relevant Information

RUBA  
M TOOR

يعني أننا يجب أن نعمل مقارنة بين أكثر من خيار [Alternatives]

بنسبة إلى معلومات  
 نوعية (Qualitative)  
 كمية (Quantitative)

في هذا السبيل نعلم نعمل Relevant Analysis

→ Relevant Information  
 (معلومات ذات علاقة)

تؤثر في اختيار القرار

حدث في المستقبل

تختلف مع خيار آخر

→ يجب أن نأخذ بعين الاعتبار  
 لتكون المعلومات ذات  
 علاقة

يمكن أن تحدث

\* Relevant Cost :

↑  
 تكاليف تحدث في المستقبل

وتختلف مع خيار آخر

\* Relevant Revenue :

هي إيرادات يمكن حدوثها في المستقبل وتختلف

مع خيار آخر

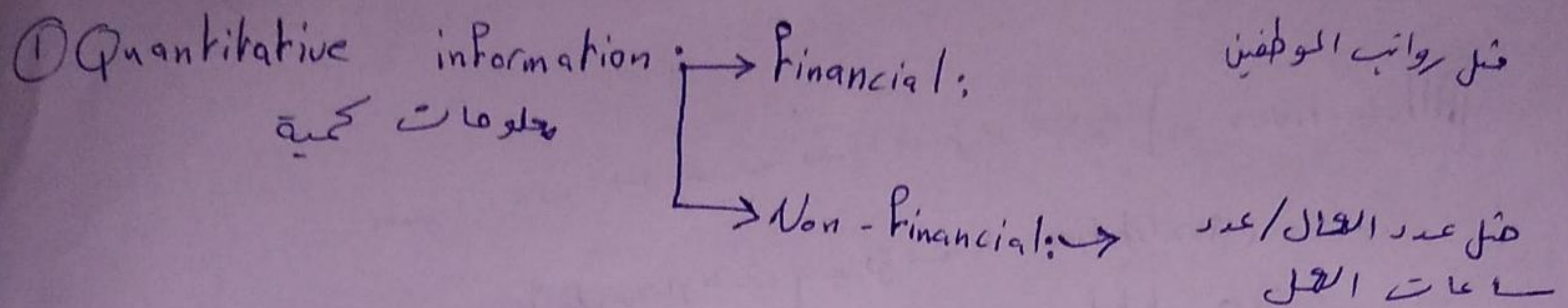
\* Past Cost (historical cost) : تكاليف سابقة (حدثت)

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

← نفس Sunk Cost (تكاليف غارقة) يعني حدثت وذهبت



## Type of Information:



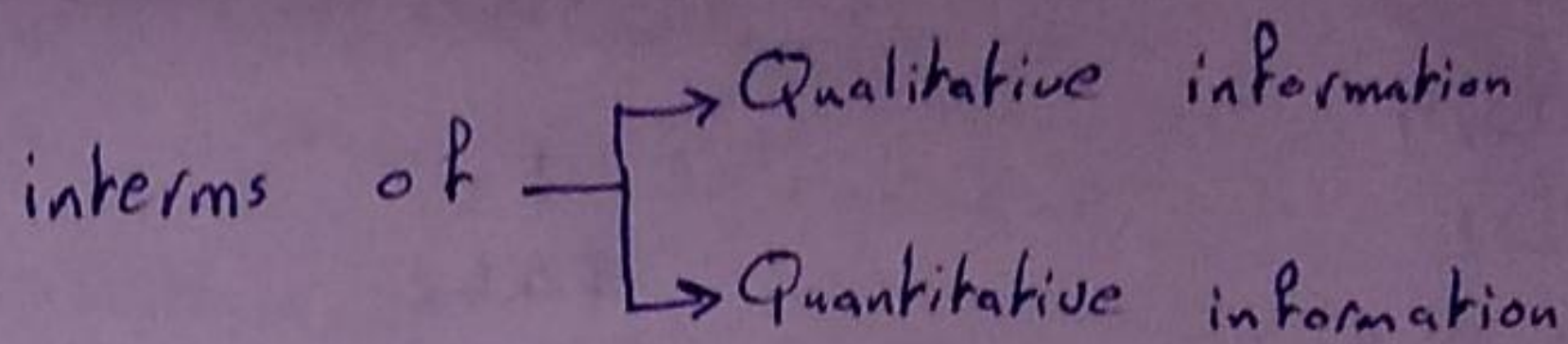
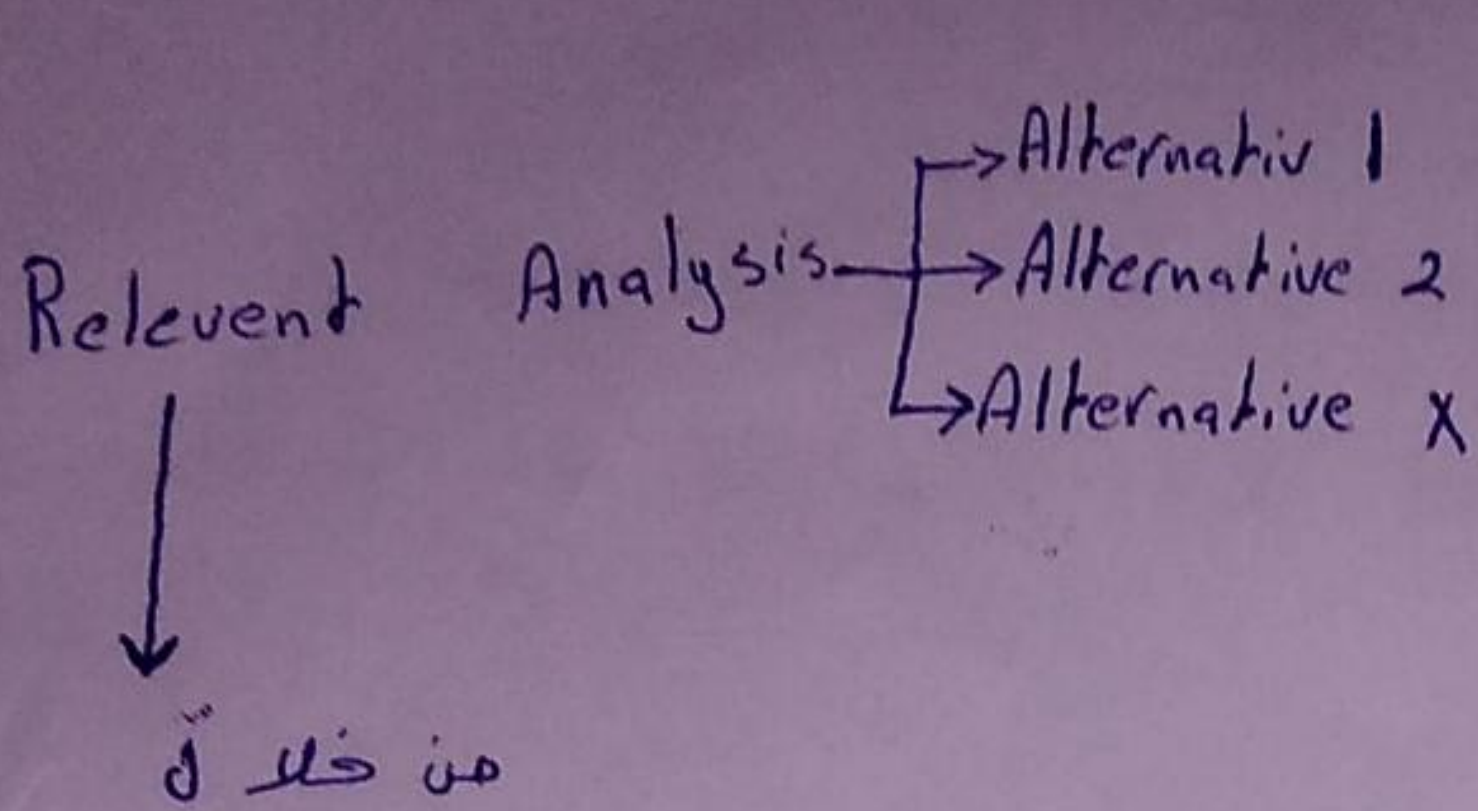
## ② Qualitative information : معلومات نوعية

← هذه الضرورية لجميع المعلومات التي يتكون عندي تكون ذات  
علاقة (Relevant Information) لأنها متصلة تكون بتختلف من  
بدل الآخر

\* Incremental Cost : التكلفة المرتبطة باتخاذ قرارها

\* Differential Cost : الفرق بين الخيارين في التكلفة 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~~

← ~~بعض اذا~~ Operating Income ← ~~بعض~~ (بقل) عن طريق  
 ← ~~بقل~~ (برفض)  
 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
TC	<u>\$2.30</u>

مطلوب  $\left[ \begin{array}{l} Q = 5,000 \\ P_{unit} = 2.25 \\ \text{No marketing cost} \end{array} \right.$

← طلبية خاصة

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

لأن الوحدات المحددة  
بما به هم تكافؤ الإعلان

فيقبل \$2,750  
لأنه اعتباراً على المعلومات الحالية  
فقط  
OI بمقدار  
في: زاد

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



- \* منه رانما التكاليف المتغيرة ستكون ذات علاقة
- \* منه رانما التكاليف الثابتة ستكون منه ذات علاقة

عند تجاوز الطاقة الانتاجية ستكون التكاليف الثابتة ذات علاقة  
 يجب التعامل مع FC كـ Total لا FC/unit بحذر misleading

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

## ② Insourcing Vs. Outsourcing (Make or Buy)

مكتب Relevant cost لكل البدائل وخيار الأقل

[↓ Cost : ↑ 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 اذا تضاف لتكاليف Make أو تطرح من تكاليف Buy وليس كلاهما

← نفس اكاله السابقة هل [CM I.O.S] لجميع البدائل وبناءا عليها يقرر مع الأض  
 بعين الاعتبار تكلفة الفرصة البديلة والمعلومات الغير مالية [النوعية]



6

Examples:

When 10,000 units are produced

The costs per unit:

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

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	→ \$1.100 from DM is avoidable
DM		
DL	30,000	
V.MOH	12,000	
FC <del>XXXX</del>	16,000	6,000 → \$1.60 = FC \$0.6 per unit [10,000 × 0.6]
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 اختيار أي منتج انتج أكثر حسب الطلب  
على المنتجات والربح

→ Capacity Constraints

لما محدودات تؤثر على كمية الإنتاج

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

← في هات الحالة يكون عندي أساس جديد يتم أخذه بعين

الاعتبار مثل: ... etc عدد الساعات / hour

← لازم احس الزمنية بآداة على هذا الأساس

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

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	$4 \times 0.5 [8]$	$15/3 [5]$



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 منتج

\$5/h  $\leftarrow$  B منتج

∴ بفرض الإنتاج A

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

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

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

$$OI = (4,000 \times 4) + (0 \times 15) - 5,000$$

$$OI = \$11,000$$

② If Demand of product A is limited to 2,500 unit, recalculate the optimal mix.

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

$$\therefore 2,000 - 1,250 = 750 \text{ hour} \rightarrow \text{بقيت للوقت B منتج}$$

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

(A : B)

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



9

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

$$OI = 18,750$$

← يعني 8 ز م أحب :

① أي المنتجات أكثر ربحية من ناحية [CM/Constraining Resource]

و بعد Ranking [تصنيف]

② باخذ المبيعات التي أعطاني إياها بعين الاعتبار ، خ احتساب  
Max Allowed للمنتج الأكثر ربحية

③ في كل مرحلة كتب ~~ما~~ ما تبقى عندي و هكذا حتى يتفلا له للمنتج الذي  
يليه في الرتبة

④ يمر (3/2) في عدد المنتجات التي عندي

④ Add / Drop Decisions: [أضف أو حذف] زي بود ، غري ، قسم في الشركة ...  
← حدد كل التكاليف الموجودة عندي إذا كان يمكن تجنبها أو

← يمكن تجنبها (مؤثرة) Relevant  
← لا يمكن تجنبها (غير مؤثرة) Irrelevant  
[الحالة فيه شيء بالمطلوع - جميعه]

و بناءً على ذلك يقارن الوضع الحالي بالبدل المقترح

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

operating loss

→ لو وجد Revenues عند إضافة أو حذف القسم وبقارنه مع  
الإيرادات الحالية



Ch. 20

①

RUBA  
MTOOR

Inventory management, Just in time, and simplified costing

method.

إدارة المخزون - في الوقت المناسب - وطريقة مبسطة لا حساب التكلفة.

← Inventory management

هدف الشركة الحفاظ على البضاعة بأقل تكلفة ممكنة مع ضمان  
تخفيض أرباحها

Inventory ~~management~~ management includes

- planning التخطيط
- coordinating تنسيق
- controlling التحكم

Flow inventory ← بالتتابعات المتخلقة

Costs related with Inventory

① Purchasing costs تكاليف الشراء → أعلى تكلفة من التكاليف

- ← من البضاعة
- ← مصاريف شحن البضاعة
- ← مصاريف فحص البضاعة + التأمين

تكاليف الشراء أي تكاليف ضرورية لجعل  
البضاعة جاهزة للاستخدام



(2)

## ② Ordering Cost تكاليف إيراد الطلبية

- ← تكاليف متعلقة بالخدمات
- ← تكاليف الإجراءات القانونية
- ← ~~تكاليف التخزين~~

تكاليف روتينية لإيراد الطلبيات

## ③ Carrying Cost تكاليف التخزين

لـ أي تكلفة يتكبدها الشركة شأن  
حافظ على البضاعة - وهي عندها -

لوبيها لأجوات فلت أو حراسة وتكاليف التخزين

opportunity cost + ~~تكاليف~~

## ④ Stockout Cost يعني ما يتجرب طلبية وما تقرر الشركة تليها

- ← تكلفة الأضرار اللابصرية الشركة طالما قدرت  
تليها الطلبية
- ← التكلفة الناتجة عن عدم الحفاظ على الربا
- ~~تكاليف~~ (خسر الربون لما ما ألب طلبية)

## ⑤ Cost of Quality تكلفة الجودة

لـ جميع تكاليف الحفاظ على الجودة

### (A) Prevention تكاليف تمنع وجود خراب أو خردة في البضاعة

مثل الصيانة الدورية

### (B) Appraisal مصاريف فحص البضاعة



(3)

④ Internal Failure مصاريف الخسائر التي نتجت عن  
لم يبيع يوم يكون عنده spoilage يكون خسرت  
كل اشياء دفعت عليها

⑤ External Failure الخسائر الناتجة من بيع البضاعة التي  
فيها مشاكل - يعني وصلت البضاعة للزبون وموافقاتها  
ليست كما يجب - فيستعطر الشركة فتكبد تكاليف  
لاستردادها + خسائر متعلقة بخسارة الزبون - سمعة الشركة -

⑥ Shrinkage Cost تكلفة الانخفاض  
لم الفرق بين تكلفة البضاعة المبيعة في المخازن  
و تكلفة البضاعة الموجودة فعلياً

يمكن بسبب سرقة أو إساءة استخدام من قبل الموظفين  
"theft" "embezzlement by employees"

→ The first step in managing Inventory for sale is

"The economic order quantity [EOQ]"

القيمة المثالية الواجب طلبها عند إجراء الطلب  
"optimal"

Basic EOQ Assumption  
"فرضيات"

① There are only ordering and carrying costs.  
بهم فقط تكلفة الشراء والتكاليف التي  
اجراء الطلب

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



(4)

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

طلب الزبائن عند البضاعة فقيس الطلبية بدها وقت  
عشان توصلني (أنا الشركة) وتكلفة اجراء الطلبية وتكلفة  
التخزين كلها معروفة.

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

سعر الوحدة لا يتأثر بكمية الطلب (دائماً ثابت)

→ Purchasing cost irrelevant

⑤ No stockouts cost.

لم يعتبر كل ما يجبر 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 ستكون  
مهمة فقط 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 الطلب

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

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

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

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

~~# 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

$$9.128 \leftarrow 9 \times 38.4 = \boxed{\$346}$$

③ Annual relevant carrying costs

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

$$= \boxed{\$351}$$

$$\therefore \text{Total Relevant cost} = 346 + 351$$

$$= \boxed{\$697}$$

$$\text{Safety stock} = \frac{\text{Max demand} - \text{min demand}}{\text{lead time}}$$

④ Safety Stocks: 
 قد يشاء  
 يكون مستبد  
 إضافة احتياطية
  المخرزون الإضافي

lead time : وقت وصول البضاعة = half a month

reorder point كل قديم بطلب

$$\text{Reorder point} = \text{lead time} \times \boxed{\text{demand per lead time}}$$

$$\text{الطلب في السنة} \leftarrow 20,000$$

$$\text{السنة 12 شهر} \leftarrow \boxed{24}$$

بعض 24 نصف شهر

$$\text{Annual demand} = \text{الطلب في السنة}$$
~~$$\text{Demand per month}$$~~

$$\therefore \text{Reorder point} = 834$$



⑦

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

→ مخزون بضاعة احتياطي

~~RUBA~~  
MTOOR



✓ RUBA  
✓ MTOOR

Birzeit 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

26

30

✓ good

17

20



### QUESTION 1 (10 POINTS):

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/unit

CM/machine hour

Product L  
(19 - 8)  
\$11  
\$11

Product M  
(30 - 21)  
\$9  
\$18

Product N  
(20 - 14)  
\$6  
\$24

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

Total capacity → 200 hours/month

Product

~~L → 500~~

$$N \rightarrow 400 \times 0.25 = 100$$

$$M \rightarrow 350 \times 0.5 = 175 \quad \left. \begin{array}{l} \\ \end{array} \right\} 200 \times 0.5 = 100$$

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

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

$$800 \times 0.25 = 200$$

→ Product N

$$800 \times \$24 = \$19,200$$

→ Max profit

- 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

$$FC = \$288,000$$

$$VC/unit = \$14$$

$$Q = 60,000 \text{ unit}$$

$$P = \$20$$

$$360,000$$

$$\text{Sale } 1,200,000$$

$$VC \quad 840,000$$

$$CM \quad 360,000$$

$$FC \quad 288,000$$

$$72,000$$

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>

$$\begin{array}{r} 88,000 \\ 10,000 \\ \hline 98,000 \end{array}$$

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

$$\begin{array}{r}
 5,700,000 \\
 3,154,000 \\
 \hline
 2,546,000 \\
 \hline
 \text{OI } 1,026,000
 \end{array}$$

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)

$$\begin{array}{l}
 \text{Incremental cost} = 15,000 \\
 + 5,400 \\
 = 20,400
 \end{array}$$

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

$$\begin{array}{l}
 90 - 1 = 200 + 1 \\
 - 200 + 1 = 200
 \end{array}$$

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.

$$\begin{array}{l}
 \text{CM} = 0.4 \\
 \text{Sales} = \frac{200,000}{0.4} = 500,000 \\
 \text{VC} = 500,000 - 200,000 = 300,000
 \end{array}$$

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.

$$\begin{array}{l}
 \text{Sales} = \frac{\text{CM}}{0.4} \\
 \text{CM} = 0.4 \\
 \text{Sales} = \frac{450,000}{0.4} = 1,125,000
 \end{array}$$



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>
Selling price/unit	\$75	\$120
Variable costs/unit	<u>45</u>	<u>60</u>
Contribution margin/unit	<u>\$30</u>	<u>\$ 60</u>
Sales mix	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.

$$BEP = \frac{FC}{CM/unit} = \frac{630,000}{(3 \times 30 + 2 \times 60)} = 210$$

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 ☒

$$\frac{Sales (VC)}{CM} = \frac{FC}{OI}$$

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 X
- B. can be expressed in monetary terms ✓
- C. are always relevant when making decisions ✓
- D. include employee morale X

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:

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

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



NAME AND NO. 1183223 - RUBA MTOOR

ACCT 333 QUIZ/ CHAPTER 21

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

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

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

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

$$\text{Target } Q = \frac{50,000 + 90,000}{200}$$

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

$$\text{Target } Q = \frac{565}{565 \times 600}$$

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

$$\text{Target } Q = \frac{90,000 + 50,000}{200}$$



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

FC  
0.25  
0.5  
CM

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. ~~\_\_\_\_\_~~ 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.

~~\_\_\_\_\_~~ T

