

Managerial Accounting Study Set with Questions and Answers

What are the causes of the "death spiral"? Normal Absorption costing

What is included in variable costing Direct Material, Direct Labor and Variable M.O.H

Remaining Problems of using Practical capacity It still doesn't tell us: Why we have excess capacity, how to determine the right level of excess capacity and how to get to that level

Difference between absorption and Variable costing Absorption costing includes fixed M.O.H

Consequences of Death Spiral Causes managers to increase prices or cut away good business at the wrong time.

What is over cost/undercosting Over costing = estimated (or reported) cost > real cost
Under costing = estimated (or reported) cost < real cost

Explain the advantage(s) of using estimated overhead rates. With this approach, we get unit costs before the year is over; we can thus make decisions during the year using our estimated unit costs;

This approach removes the cyclical of costs within the year.

A key difference between activity-based costing (ABC) and traditional costing is ABC allocates costs along business processes

List at least five actions we should consider when planning to improve our overall profitability using the customer profitability study 1. Learn from both "good news" and "bad news";

2. Cross sell;

3. Protect and expand business with best customers;

4. Discount if necessary to win additional business from best (or lowest cost-to-serve) customers;

5. Negotiate win-win actions with customers;

6. Try to price expensive services;

7. Analyze the benefits of "worst" customers (prestige, reputation, ability to sell to other customers because we can serve the "bad" ones, learning);

8. Go after competitors' customers that we can now predict are high-profit ones;

9. Stop doing business with ("fire") customers only after careful analysis;

10. Attempt to lower cost-to-serve to high-cost customers;

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Annelies Wilder-Smith



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