



Frankfurt School

# Managerial Accounting

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# MANAGERIAL ACCOUNTING

## INTRODUCTION

# INTRODUCTION

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## FIRST THINGS FIRST.

*Studying Cost Accounting  
is one of the best business investments  
a student can make.*

Horngren et al. 2015, p. 15

# INTRODUCTION

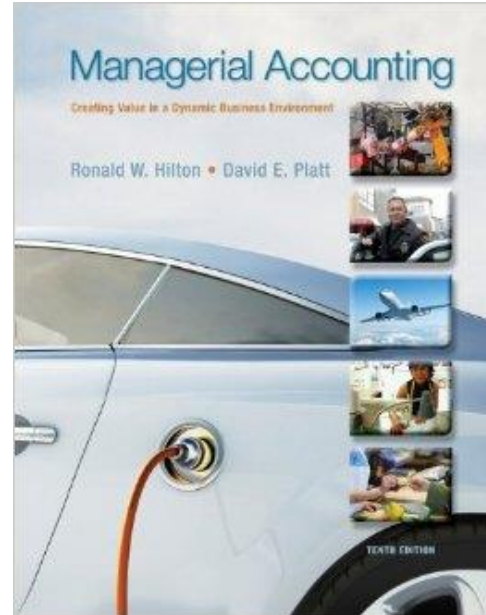
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## REQUIRED TEXTBOOK

Ronald W. Hilton and David E. Platt, 10<sup>th</sup> edition

### MANAGERIAL ACCOUNTING

- Modern didactic approach
- Easily understandable writing style
- Many real-world company examples
- Less technical details
- More managerial emphasis (decision-making)





# INTRODUCTION

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## REQUIRED TEXTBOOK

- Printed versions in the library
- Your local or any on-line bookstore
- If you want to save money, you can also buy older editions on ebay or elsewhere – the content is sufficiently similar

# INTRODUCTION

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## HELP SESSIONS

### TUTORIALS

- 2 sessions per group
- Close to the exam (details to follow)
- Tutors have an excellent knowledge of the subject matter and will be a fruitful resource for you during the semester.

# INTRODUCTION

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## CLASS GUIDELINES

- Lectures cover key points but possibly not everything you will be tested on
- Exercises & problems are key to your success (also the ones not discussed in class but suggested)
- Participation: be engaged, ask questions, offer answers
- Be prepared & on time
- Feel free to contact me in case of questions!

# INTRODUCTION

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## COURSE TOPICS

| Session | Topic                                                  | Hilton / Platt  |
|---------|--------------------------------------------------------|-----------------|
| 1       | The Changing Role of Managerial Accounting             | Chapter 1       |
|         | Basic Cost Management Concepts                         | Chapter 2       |
| 2       | Product / Job Costing                                  | Chapter 3       |
|         | Transfer Pricing                                       | Chapter 13      |
| 3       | Cost-Volume-Profit Analysis                            | Chapter 7       |
|         | Inventory Costing (Absorption vs. Variable Costing)    | Chapter 8       |
| 4       | Decision-Making: Relevant Costs and Benefits           | Chapter 14      |
|         | Responsibility Center, Performance Measures & Controls | (Chapter 12/13) |
| 5       | Activity-Based Costing                                 | Chapter 5       |
| 6       | Activity Analysis, Cost Behavior, and Cost Estimation  | Chapter 6       |
|         | Budgets – Financial Planning and Analysis              | Chapter 9       |
| 7       | Standard Costing and Direct Cost Variances             | Chapter 10      |
| 8       | Signaling Effects of Incentives                        |                 |
|         | Sustainability and Controlling                         |                 |





# INTRODUCTION

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## COURSE TOPICS

### **BUSINESS GAME WITH PROF. JÜRGEN STROHHECKER**

- Introduction to Business Game
- Simulation Game

### **PRACTITIONER LECTURES (DETAILS TO FOLLOW)**

- 17.09., 17:45h, Matthias Meier, Head of Digitalization Group Controlling, BMW
- 25.09., 17:45h, Nancy Ge, Head of Strategic Controlling, Covestro
- Practitioners lectures will be online and held in English
- Relevant for the exam

# INTRODUCTION

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## GRADING

### EXAM (ONLINE, CLOSED BOOK)

- Knowledge and transfer tasks
- As long as topics are not explicitly exclude everything that is covered in class is relevant for the exam
- Similar to the exercises and assignments covered in class

### BUSINESS GAME

- Will be handled by Prof. Jürgen Strohhecker (j.strohhecker@fs.de)

| Type of examination | Points     |
|---------------------|------------|
| Exam                | 90         |
| Business game       | 30         |
| <b>Total</b>        | <b>120</b> |

# INTRODUCTION

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## COURSE OVERVIEW

| Session | Topic                                                  | Hilton / Platt  |
|---------|--------------------------------------------------------|-----------------|
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| 8       | Signaling Effects of Incentives                        |                 |
|         | Sustainability and Controlling                         |                 |

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# **CHAPTER 1**

## **THE CHANGING ROLE OF MANAGERIAL ACCOUNTING IN A DYNAMIC BUSINESS ENVIRONMENT**

# ROLE OF MANAGERIAL ACCOUNTING

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## ABOUT INFORMATION ...

Information is a source of learning. But unless it is organized, processed, and available to the right people in a format for decision making, it is a burden, not a benefit.

William Pollard

[PICTUREQUOTES.COM](http://picturequotes.com)

# ROLE OF MANAGERIAL ACCOUNTING

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## DEFINE MANAGERIAL ACCOUNTING!

MANAGERIAL ACCOUNTING IS THE PROCESS OF ...

- Identifying
- Measuring
- Analyzing
- Interpreting
- Communicating

... INFORMATION.

# ROLE OF MANAGERIAL ACCOUNTING

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## TYPES OF ORGANIZATIONS

- Manufacturers
- Retailers
- Service providers
- Agribusinesses
- Nonprofit firms



# ROLE OF MANAGERIAL ACCOUNTING

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## DECISION-MAKING

- Think of some of the decisions for the Business School
- Should we add another section to this course?
- Should we admit more students?

# ROLE OF MANAGERIAL ACCOUNTING

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## EXAMPLE

- The Dean's office is trying to decide whether to allow one more student into the Business School. Assume tuition is \$12,000 per year. The costs are as follows:

| Number of Students | Total Costs |
|--------------------|-------------|
| 200                | \$3,000,000 |
| 205                | \$3,030,000 |
| 210                | \$3,060,000 |
| 215                | \$3,090,000 |

- The current enrollment is 210 students.
- The cost per student is:  $\$3,060,000 / 210 \text{ students} = \$14,571 \text{ per student}$ .

What should the Dean do?

# ROLE OF MANAGERIAL ACCOUNTING

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## SOLUTION

- What does that one extra student cost?

$$(\$3,090,000 - \$3,060,000) / (215 - 210) = \$6,000$$

- How much revenue does that student bring in?

\$12,000

- What other factors should the administration consider?

# ROLE OF MANAGERIAL ACCOUNTING

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## INFORMATION & DECISION-MAKING

- **Managers** running a company / division / department engage in an organized set of activities to achieve the company's goals.
  
- Day-to-day work comprises four primary activities
  - Decision-making
  - Planning
  - Directing operational activities
  - Controlling

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

*"By capitalizing on big data using business analytics tools, the role of the CFO is moving beyond optimizing the finance function to transforming the enterprise."*

(Carlos Passi, IBM)



*"Gut feeling has little impact on how decisions are made [at Google!]. In some meetings, people reportedly are not allowed to say 'I think...' but instead must say 'the data suggest...'"*

(cited from Bauer & Erdogan)

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

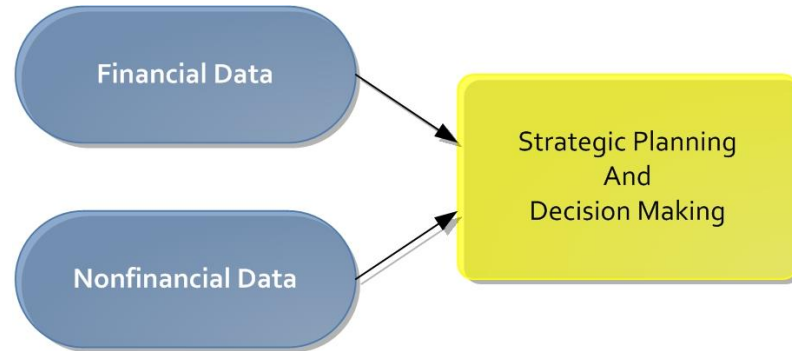
1. Providing information for decision-making and planning.
2. Assisting managers in directing and controlling activities.
3. Motivating managers and other employees towards organization's goals.
4. Measuring performance of subunits, activities, managers, and other employees.
5. Assessing the organization's competitive position.

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

### 1. PROVIDING INFORMATION FOR DECISION MAKING AND PLANNING.



#### *Example:*

The decision to establish a new facility would be influenced by estimates of the costs of building and maintaining it. Managers also would rely on managerial accounting data in formulating plans for the facility's operations, e.g., budgets.



# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

### 2. ASSISTING MANAGERS IN DIRECTING AND CONTROLLING ACTIVITIES.



*Example:*

If electricity costs in the new facility significantly exceed the budget, the data about this fact does not explain the reasons, but directs the manager's attention to the situation and helps framing the decision problem.

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

### 3. MOTIVATING MANAGERS AND OTHER EMPLOYEES TOWARDS ORGANIZATION'S GOALS.

- The goals of individuals are diverse and do not always match those of the firm.
- Motivation is achieved by communicating plans, measuring plan achievement, and prompting explanations for deviations.



*Example: Employee empowerment*

= the concept of encouraging and authorizing workers to improve operations, reduce costs, and improve product quality and customer service.

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

### 4. MEASURING PERFORMANCE OF SUBUNITS, ACTIVITIES, MANAGERS, AND OTHER EMPLOYEES.

Performance measurement can be used ...

- ... as the basis for rewarding performance (one means of motivating people)
- ... to evaluate investments / product lines / markets / etc.



*Example:*

Most large corporations compensate their executives in part on the basis of the profits achieved by the subunits they manage.

# ROLE OF MANAGERIAL ACCOUNTING

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## HOW MANAGERIAL ACCOUNTING BENEFITS AN ORGANIZATION

### 5. ASSESSING THE ORGANIZATION'S COMPETITIVE POSITION WITH RESPECT TO ...

- internal operations and business processes
- its customers
- innovation, learning, and continuously improving operations
- financial performance

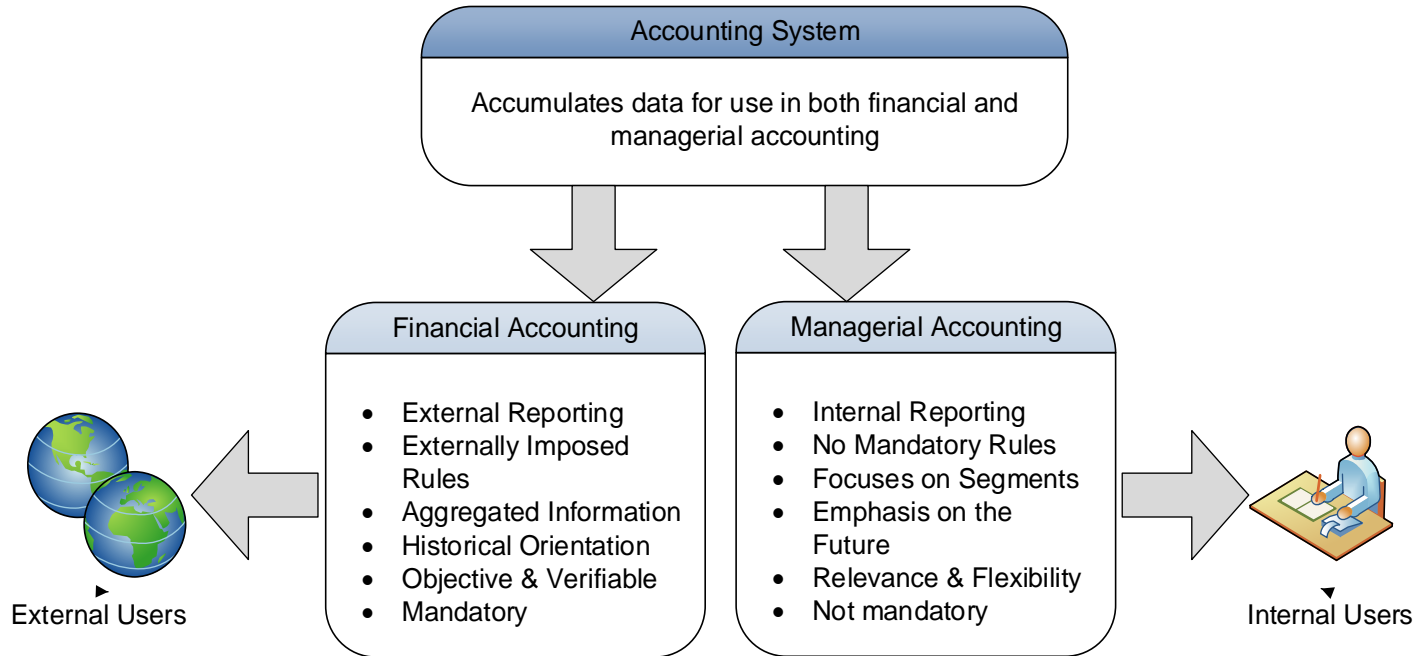


#### *Example: Balanced Scorecard*

= a model of business performance evaluation that balances measures of financial performance, internal operations, innovation / learning, and customer satisfaction.

# ROLE OF MANAGERIAL ACCOUNTING

## FINANCIAL VS. MANAGERIAL ACCOUNTING



# ROLE OF MANAGERIAL ACCOUNTING

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## FINANCIAL VS. MANAGERIAL ACCOUNTING

### INFORMATION TYPE

- Financial: financial measurements
- Managerial: financial & nonfinancial measurements on processes, technologies, suppliers, customers, and competitors

### QUALITATIVE CHARACTERISTICS OF INFORMATION

- Financial: historical, regular, auditable, reliable
- Managerial: past-, present- & future-oriented, need-based intervals, not subject to audit, could be more subjective

### BREADTH

- Financial: highly aggregated; report on entire organization
- Managerial: disaggregated; informs local decisions and actions

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# CHAPTER 2

## BASIC COST MANAGEMENT CONCEPTS



# BASIC COST MANAGEMENT CONCEPTS

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## CHAPTER 2

WHAT IS A COST?

MANUFACTURING COSTS

BASIC COST MANAGEMENT CONCEPTS AND COST CLASSIFICATIONS

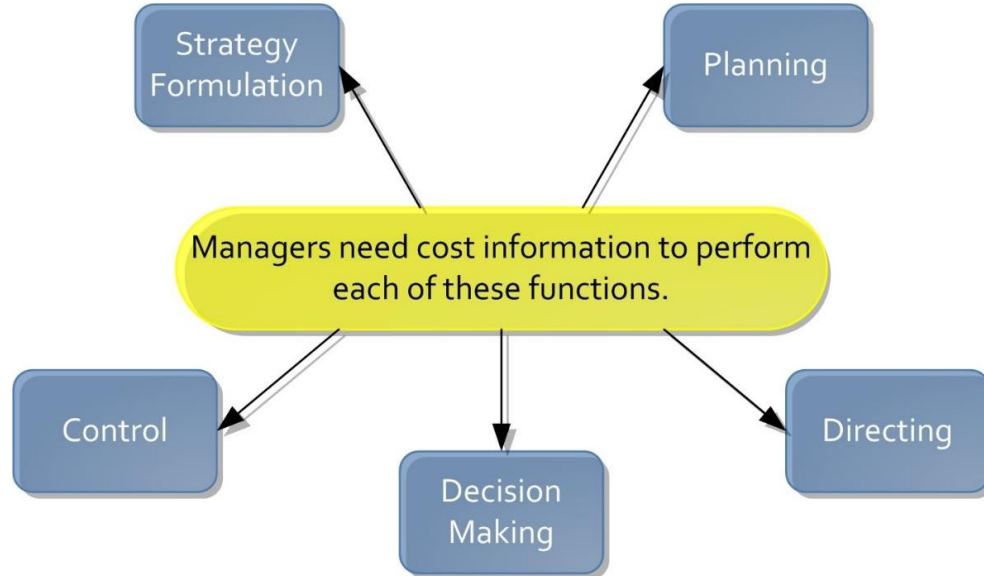
COSTS AND DECISION MAKING

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND THE MANAGEMENT PROCESS

- A cost is the sacrifice made (resource given up) to achieve a particular purpose.



# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND THE MANAGEMENT PROCESS

- A cost is the sacrifice made (resource given up) to achieve a particular purpose.



- You can have it cheaper, but it also comes with a cost!

# BASIC COST MANAGEMENT CONCEPTS

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## COST TERMS

- An expense is the cost incurred when an asset is used up or sold for the purpose of generating revenue.

## PRODUCT (INVENTORABLE) COSTS

- the costs of goods manufactured or the cost of goods purchased for resale. These costs are inventoried (BS – balance sheet) until the goods are sold. Then they are expensed (IS – income statement) as costs of goods sold.

## PERIOD COSTS

- all other non-product costs in an organization (e.g., selling and administrative) incurred during the relevant period. Such costs are not inventoried but are expensed as time passes.

# BASIC COST MANAGEMENT CONCEPTS

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## TYPES OF PRODUCT COSTS

### DIRECT COST

- A cost related to a particular product and can be traced to it in an economically feasible way

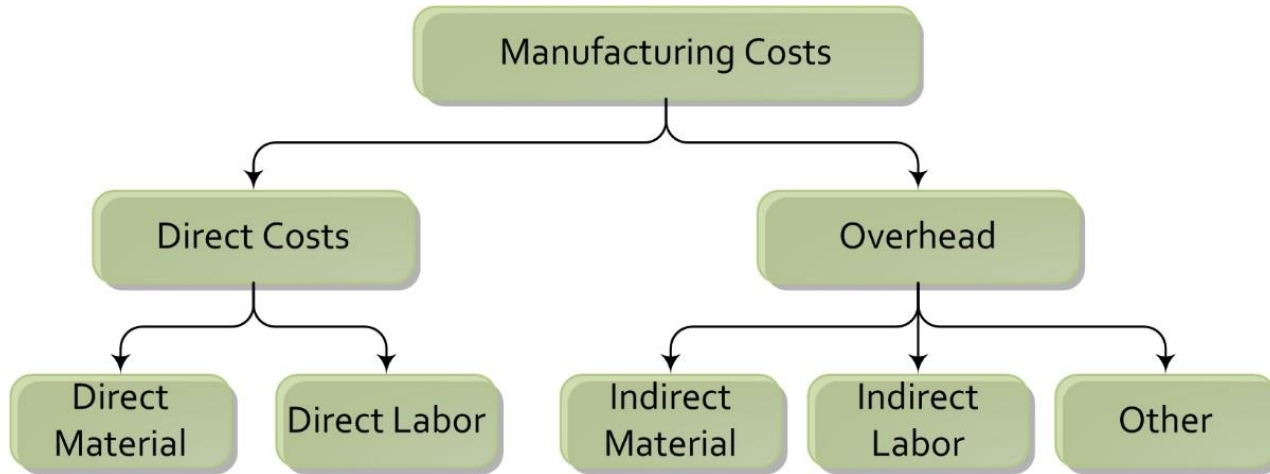
### INDIRECT COST/OVERHEAD

- A cost related to a particular product but cannot be traced to it in an economically feasible way
- Costs that must be assigned/allocated to products

# BASIC COST MANAGEMENT CONCEPTS

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## TYPES OF MANUFACTURING / PRODUCT COSTS



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: DIRECT COSTS

### DIRECT MATERIAL

- Raw material which is consumed in the manufacturing process and physically incorporated in the finished product
- Example: Steel used to manufacture an automobile

### DIRECT LABOR

- Cost of salaries, wages, and fringe benefits for personnel who work directly on manufactured products
- Example: Wages paid to automobile assembly worker

**ALL OTHER COSTS OF MANUFACTURING ARE CLASSIFIED AS OVERHEAD**



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: INDIRECT COSTS (MANUFACTURING OH)

### INDIRECT MATERIAL

- used to support the production process but not part of the finished product
- part of the finished product but insignificant in cost
- Example: work equipment that wears out (drill bits), glue

### INDIRECT LABOR

- Personnel who do not work directly on the product, but whose services are necessary for the manufacturing process.
- Example: Maintenance workers, security guards, supervisors

### OTHER MANUFACTURING COSTS

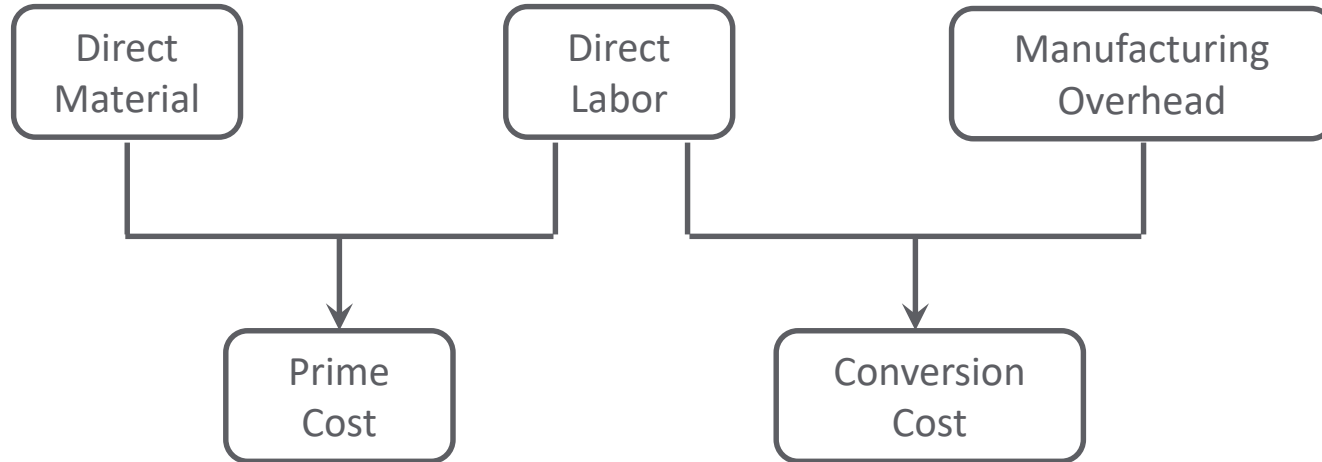
- Other manufacturing costs not easily traceable to a finished good
- Example: insurance, depreciation, property taxes, cleaning supplies, overtime, idle time

# BASIC COST MANAGEMENT CONCEPTS

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## CLASSIFICATION OF MANUFACTURING COSTS

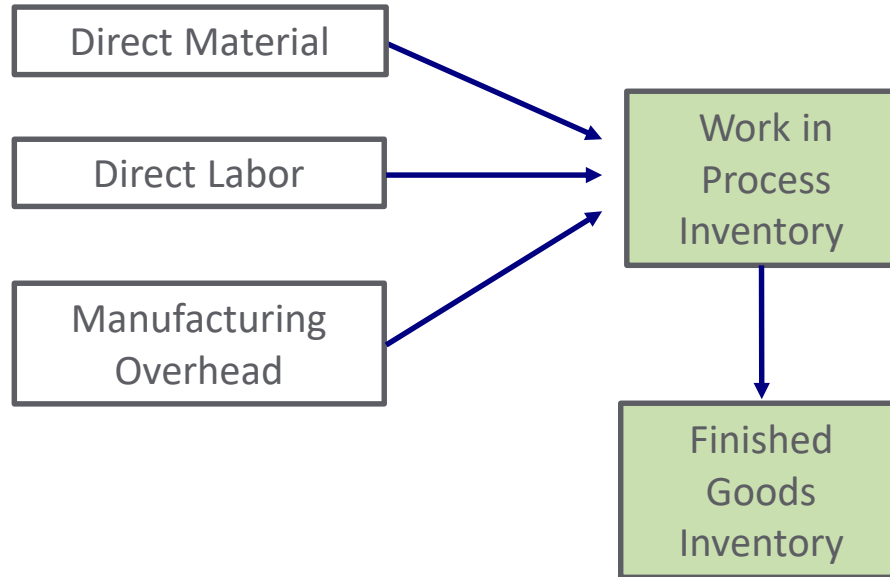
- Manufacturing/product costs are often also classified as follows:



# BASIC COST MANAGEMENT CONCEPTS

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## MANUFACTURING COST FLOWS



# BASIC COST MANAGEMENT CONCEPTS

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## SCHEDULE OF COST OF GOODS MANUFACTURED

| Comet Computer Corporation<br>Schedule of Cost of Goods Manufactured |            |
|----------------------------------------------------------------------|------------|
| Raw material used                                                    | \$ 134,980 |
| Direct labor                                                         | 50,000     |
| Total manufacturing overhead                                         | 230,000    |
| Total manufacturing costs                                            | \$ 414,980 |
| Add: Work-in-process inventory, January 1                            | 120        |
| Subtotal                                                             | \$ 415,100 |
| Deduct: Work-in-process inventory, December 31                       | 100        |
| Cost of goods manufactured                                           | \$ 415,000 |

# BASIC COST MANAGEMENT CONCEPTS

## SCHEDULE OF COST OF GOODS MANUFACTURED

| Comet Computer Corporation<br>Schedule of Cost of Goods Manufactured |  |            |
|----------------------------------------------------------------------|--|------------|
| Raw material used                                                    |  | \$ 134,980 |
| Direct labor                                                         |  | 50,000     |
| Total manufacturing overhead                                         |  | 230,000    |
|                                                                      |  | \$ 414,980 |
| Raw material inventory, January 1                                    |  | 120        |
|                                                                      |  | \$ 415,100 |
| Raw material inventory, December 31                                  |  | 100        |
| Cost of goods manufactured                                           |  | \$ 415,000 |

| Computation of Cost of Raw Material Used    |            |
|---------------------------------------------|------------|
| Raw-material inventory, January 1           | \$ 6,000   |
| Add: Purchases of raw materials             | 134,000    |
| Raw material available for use              | 140,000    |
| Deduct: Raw material inventory, December 31 | 5,020      |
| Raw material used                           | \$ 134,980 |

# BASIC COST MANAGEMENT CONCEPTS

## SCHEDULE OF COST OF GOODS MANUFACTURED

**Includes all direct labor costs incurred during the current period.**

| er Corporation<br>oods Manufactured            |            |
|------------------------------------------------|------------|
| Raw material used                              | \$ 134,980 |
| Direct labor                                   | 50,000     |
| Total manufacturing overhead                   | 230,000    |
| Total manufacturing costs                      | \$ 414,980 |
| Add: Work-in-process inventory, January 1      | 120        |
| Subtotal                                       | \$ 415,100 |
| Deduct: Work-in-process inventory, December 31 | 100        |
| Cost of goods manufactured                     | \$ 415,000 |

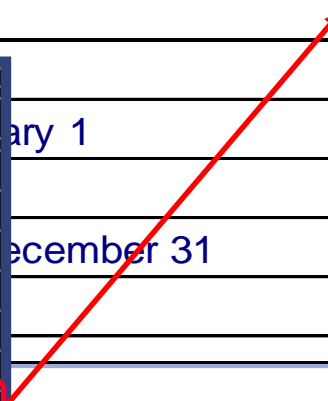
# BASIC COST MANAGEMENT CONCEPTS

## SCHEDULE OF COST OF GOODS MANUFACTURED

| Comet Computer Corporation<br>Schedule of Cost of Goods Manufactured |             |            |
|----------------------------------------------------------------------|-------------|------------|
| Raw material used                                                    |             | \$ 134,980 |
| Direct labor                                                         |             | 50,000     |
| Total manufacturing overhead                                         |             | 230,000    |
|                                                                      |             | \$ 414,980 |
|                                                                      | January 1   | 120        |
|                                                                      |             | \$ 415,100 |
|                                                                      | December 31 | 100        |
|                                                                      |             | \$ 415,000 |

| Computation of Total Manufacturing Overhead |            |
|---------------------------------------------|------------|
| Indirect material                           | \$ 10,000  |
| Indirect labor                              | 40,000     |
| Depreciation on factory                     | 90,000     |
| Depreciation on equipment                   | 70,000     |
| Utilities                                   | 15,000     |
| Insurance                                   | 5,000      |
| Total manufacturing overhead                | \$ 230,000 |



# BASIC COST MANAGEMENT CONCEPTS

## SCHEDULE OF COST OF GOODS MANUFACTURED

| Comet Computer Corporation<br>Schedule of Cost of Goods Manufactured       |            |
|----------------------------------------------------------------------------|------------|
| Raw material used                                                          | \$ 134,980 |
| Direct labor                                                               | 50,000     |
| Beginning work-in-process inventory is carried over from the prior period. | 230,000    |
|                                                                            | \$ 414,980 |
| Add: Work-in-process inventory, January 1                                  | 120        |
| Subtotal                                                                   | \$ 415,100 |
| Deduct: Work-in-process inventory, December 31                             | 100        |
| Cost of goods manufactured                                                 | \$ 415,000 |



# BASIC COST MANAGEMENT CONCEPTS

## SCHEDULE OF COST OF GOODS MANUFACTURED

| Comet Computer Corporation<br>Schedule of Cost of Goods Manufactured                                                                               |   |            |
|----------------------------------------------------------------------------------------------------------------------------------------------------|---|------------|
| Raw material used                                                                                                                                  |   | \$ 134,980 |
| Direct labor                                                                                                                                       |   | 50,000     |
|                                                                                                                                                    |   | 230,000    |
| <b>Ending work-in-process inventory contains the cost of unfinished goods, and is reported in the current assets section of the balance sheet.</b> |   | \$ 414,980 |
|                                                                                                                                                    |   | 120        |
|                                                                                                                                                    |   | \$ 415,100 |
|                                                                                                                                                    | 1 | 100        |
| Deduct: Work-in-process inventory, December 31                                                                                                     |   |            |
| Cost of goods manufactured                                                                                                                         |   | \$ 415,000 |

# BASIC COST MANAGEMENT CONCEPTS

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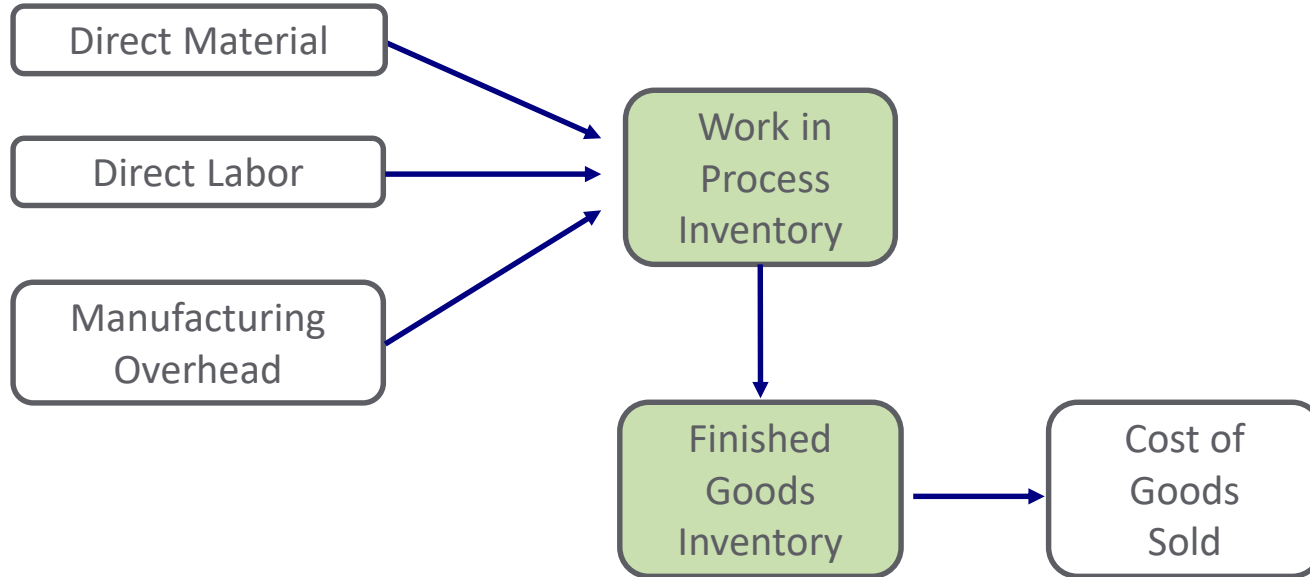
## COST OF GOODS MANUFACTURED (COGM)

$$\begin{array}{rcl} \boxed{\text{COGM}} & = & \begin{array}{c} \boxed{\text{Beginning Inventory Work in Process}} \\ + \\ \boxed{\text{Direct Material Used}} \\ + \\ \boxed{\text{Direct Labor}} \\ + \\ \boxed{\text{Total Manufacturing Overhead}} \\ - \\ \boxed{\text{Ending Inventory Work in Process}} \end{array} \end{array}$$

# BASIC COST MANAGEMENT CONCEPTS

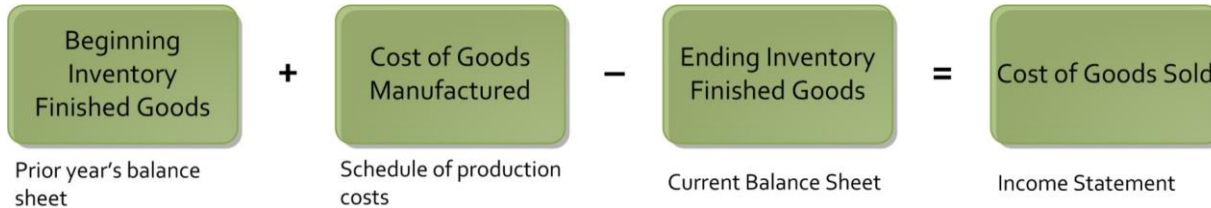
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## MANUFACTURING COST FLOWS



# BASIC COST MANAGEMENT CONCEPTS

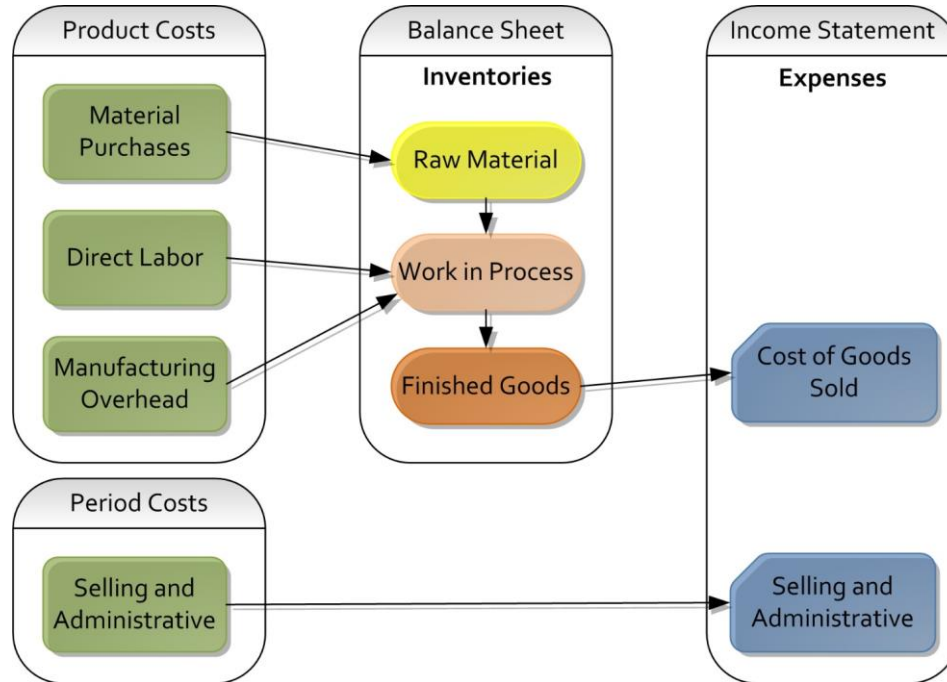
## COST OF GOODS SOLD (COGS)



| Comet Computer Corporation<br>Schedule of Cost of Goods Sold<br>For the Year Ended December 31, 20X2 |            |
|------------------------------------------------------------------------------------------------------|------------|
| Finished-goods inventory, Jan. 1                                                                     | \$ 200     |
| Add: Cost of goods manufactured                                                                      | 415,000    |
| Cost of goods available for sale                                                                     | 415,200    |
| Deduct Finished-goods inventory, Dec. 31                                                             | 190        |
| Cost of goods sold                                                                                   | \$ 415,010 |

# BASIC COST MANAGEMENT CONCEPTS

## MANUFACTURING COST FLOWS



# BASIC COST MANAGEMENT CONCEPTS

## EXAMPLE

|                                                               | 2015           | 2016           |
|---------------------------------------------------------------|----------------|----------------|
|                                                               | € million      | € million      |
| <b>Net sales</b>                                              | <b>46,085</b>  | <b>46,769</b>  |
| Cost of goods sold                                            | (21,040)       | (20,295)       |
| <b>Gross profit</b>                                           | <b>25,045</b>  | <b>26,474</b>  |
| Selling expenses                                              | (12,272)       | (12,474)       |
| Research and development expenses                             | (4,274)        | (4,666)        |
| General administration expenses                               | (2,092)        | (2,256)        |
| Other operating income                                        | 1,109          | 898            |
| Other operating expenses                                      | (1,275)        | (934)          |
| <b>EBIT<sup>1</sup></b>                                       | <b>6,241</b>   | <b>7,042</b>   |
| <b>Financial result</b>                                       | <b>(1,005)</b> | <b>(1,155)</b> |
| <b>Income before income taxes</b>                             | <b>5,236</b>   | <b>5,887</b>   |
| Income taxes                                                  | (1,223)        | (1,329)        |
| <b>Income from continuing operations after income taxes</b>   | <b>4,013</b>   | <b>4,558</b>   |
| <b>Income from discontinued operations after income taxes</b> | <b>85</b>      | <b>268</b>     |
| <b>Income after income taxes</b>                              | <b>4,098</b>   | <b>4,826</b>   |

Consolidated Financial Statements

Bayer Group Consolidated Income Statements

Source: <http://www.annualreport2016.bayer.com/financial-statements/bayer-group-consolidated-income-statements.html>

# BASIC COST MANAGEMENT CONCEPTS

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## E2-25 – FILL OUT THE BLANKS

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|                            | Case 1     | Case 2     | Case 3     |
|----------------------------|------------|------------|------------|
| Beginning inventory of FG  | ?          | \$ 18,000  | \$ 3,500   |
| Cost of goods manufactured | \$104,750  | \$ 142,500 | ?          |
| Ending inventory of FG     | \$ 24,500  | \$ 12,000  | \$ 10,500  |
| Cost of goods sold         | \$ 101,250 | ?          | \$ 152,000 |

# BASIC COST MANAGEMENT CONCEPTS

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## BASIC COST MANAGEMENT CONCEPTS

- One of the most important cost classifications is the way in which costs change in relation to changes in organizational activities.

### COST DRIVERS

### VARIABLE AND FIXED COSTS

### CONTROLLABLE AND UNCONTROLLABLE COSTS



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: COST DRIVERS

### COST DRIVER

- A cost driver is a characteristic of an activity or event that causes costs to be incurred.
- Understanding cost drivers helps us understand how costs are generated and where the best control points may be.
- Identifying cost drivers is critical: Correlation between cost and driver is key – the higher the better.
- Cost-benefit trade-off: accuracy vs. cost of identifying & measuring cost drivers.

# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: EXAMPLES OF COST DRIVERS

| Activity            | Cost Driver          |
|---------------------|----------------------|
| Machine Maintenance | Machine hours        |
| Machine Setup       | # of production runs |
| Inspection          | Pieces inspected     |
| Purchasing          | Purchase orders      |

# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: VARIABLE / FIXED

### YOUR MONTHLY TELEPHONE BILL

- National calls (\$20 / month): Fixed or variable?
- International calls (5 cents / minute): Fixed or variable?



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: VARIABLE / FIXED

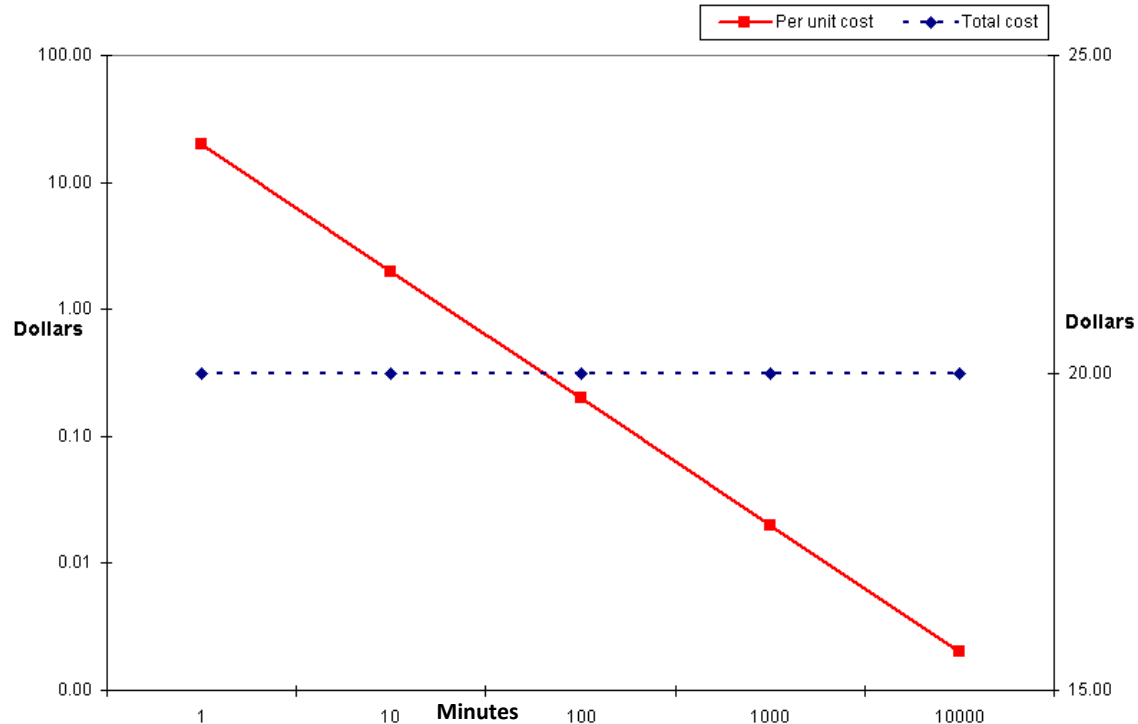
### NATIONAL CALLS

| National call<br>minutes | Total<br>monthly bill | Rate<br>per minute |
|--------------------------|-----------------------|--------------------|
| 1                        | \$20.00               | \$20.00            |
| 10                       | \$20.00               | \$2.00             |
| 100                      | \$20.00               | \$.20              |
| 1,000                    | \$20.00               | \$.02              |
| 10,000                   | \$20.00               | Tiny               |

# BASIC COST MANAGEMENT CONCEPTS

## COST CLASSIFICATIONS: VARIABLE / FIXED

### NATIONAL CALLS



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: VARIABLE / FIXED

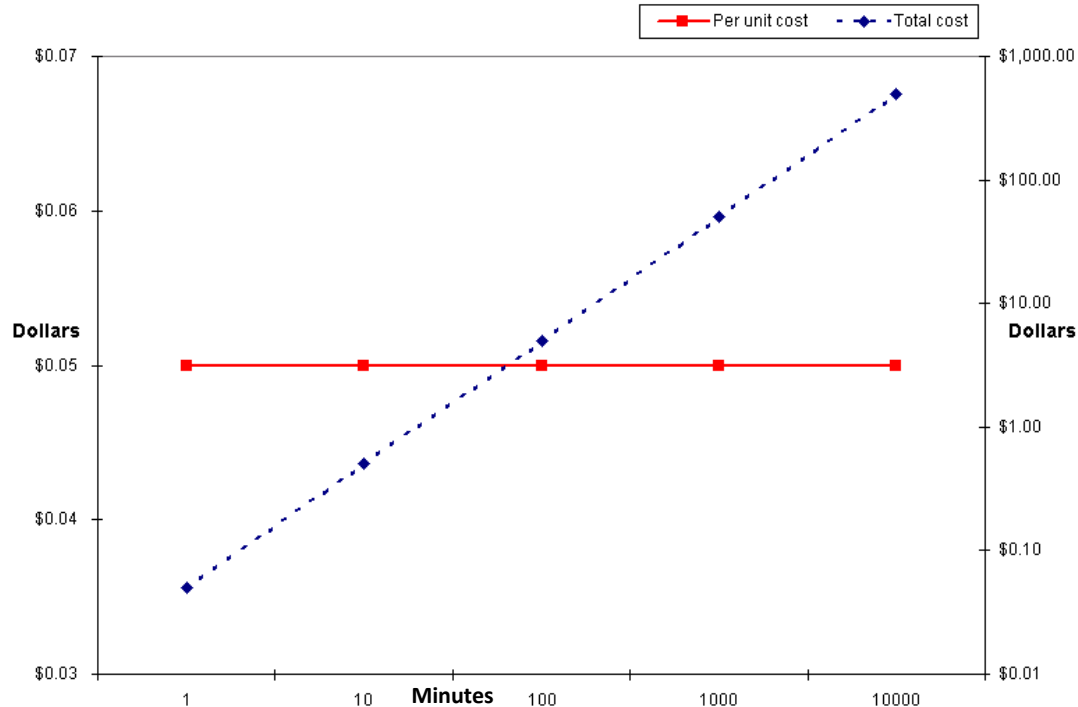
### INTERNATIONAL CALLS

| Long distance<br>minutes | Rate<br>per minute | Total<br>monthly bill |
|--------------------------|--------------------|-----------------------|
| 1                        | \$.05              | \$.05                 |
| 10                       | \$.05              | \$.50                 |
| 100                      | \$.05              | \$5.00                |
| 1,000                    | \$.05              | \$50.00               |
| 10,000                   | \$.05              | \$500.00              |

# BASIC COST MANAGEMENT CONCEPTS

## COST CLASSIFICATIONS: VARIABLE / FIXED

### INTERNATIONAL CALLS



# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS: VARIABLE / FIXED

### SUMMARY OF VARIABLE & FIXED COST BEHAVIOUR

| Cost     | in total                                                           | per unit                                                              |
|----------|--------------------------------------------------------------------|-----------------------------------------------------------------------|
| Variable | Total variable cost changes as activity level changes.             | Variable cost per unit remains the same over wide ranges of activity. |
| Fixed    | Total fixed cost remains constant when the activity level changes. | Fixed cost per unit decreases as activity level increases.            |



# BASIC COST MANAGEMENT CONCEPTS

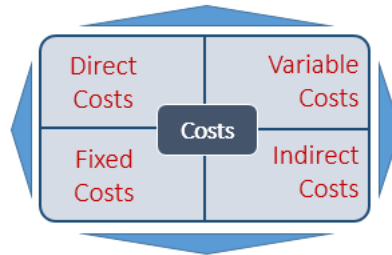
## COST CLASSIFICATIONS: VARIABLE / FIXED

Are “direct costs = variable costs” and are “indirect = fixed costs”?

### Variable & direct:

e.g., iPhone components

- **Direct:** we know which screen an iPhone needs and what it costs
- **Variable:** making one more iPhone requires one more screen



### Variable & indirect:

e.g., machine power of plant that makes several car types

- **Indirect:** electricity costs are metered to plant, not to product line
- **Variable:** producing one car less leads to less power usage

### Fixed & indirect:

e.g., insurance of plant for Samsung production

- **Fixed:** insurance spending is pre-committed, doesn't change with # phones
- **Indirect:** Insurance benefits several Samsung models

# BASIC COST MANAGEMENT CONCEPTS

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## E2-24 COST TYPES (PRODUCT/PERIOD, DM/DL/OH, VARIABLE/FIXED)

### DETERMINE THE COST TYPE!

- Advertising costs of Nike
- Straight line depreciation on factory equipment of Airbus
- Wages of assembly line personnel
- Delivery costs on customer shipments of ice cream
- Newsprint consumed in printing newspapers
- Production plant insurance costs
- Glass cost in production of light bulbs
- Tire costs by car company
- Sales commissions to own salespeople
- Glue used in manufacturing of furniture
- Hourly wages of security guards at refinery
- Salary of the VP of finance

# BASIC COST MANAGEMENT CONCEPTS

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## COST CLASSIFICATIONS

### CONTROLLABLE AND UNCONTROLLABLE COSTS

- A cost that can be significantly influenced by a manager is a controllable cost.

### WHAT ABOUT ...

- Cost of national advertising for a manager at a McDonald's restaurant?
- Cost of a consulting project for a manager at a consulting firm?

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

OPPORTUNITY COSTS

OUT-OF-POCKET COSTS

SUNK COSTS

DIFFERENTIAL COSTS

MARGINAL COSTS

AVERAGE COSTS

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### OPPORTUNITY COSTS

- The potential benefit that is given up when one alternative is selected over another.
  - Taking an extra table waiting shift vs. renovating the apartment
  - Going to the movies vs. learning for the exam

### OUT-OF-POCKET COSTS

- A cost that requires a cash outlay
  - Upfront advertising costs
  - Costs associated with a special order

*Equivalent from an  
economic perspective*

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### OPPORTUNITY AND OUT-OF-POCKET COSTS

- A firm producing basketballs receives a special order for footballs. Due to capacity constraints, accepting the special order implies that less basketballs will be produced.

| Special Order Footballs |        |
|-------------------------|--------|
| Revenue                 | 10,000 |
| Costs                   | 8,000  |
| Profit                  | 2,000  |

Out-of-pocket costs

| Foregone Profit Basketballs |        |
|-----------------------------|--------|
| Revenue                     | 10,000 |
| Costs                       | 7,500  |
| Profit                      | 2,500  |

Opportunity costs

# BASIC COST MANAGEMENT CONCEPTS

## COSTS AND DECISION-MAKING

### OPPORTUNITY AND OUT-OF-POCKET COSTS

- Both costs need to be considered in the decision to accept or reject the special order:

$$\$10,000 - 8,000 - 2,500 = - 500$$

| Special Order Footballs |        |
|-------------------------|--------|
| Revenue                 | 10,000 |
| Costs                   | 8,000  |
| Profit                  | 2,000  |

Out-of-pocket costs

| Foregone Profit Basketballs |        |
|-----------------------------|--------|
| Revenue                     | 10,000 |
| Costs                       | 7,500  |
| Profit                      | 2,500  |

Opportunity costs

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### OPPORTUNITY AND OUT-OF-POCKET COSTS

- In making decisions which involve alternatives, you ...
  - ... must know your out-of-pocket costs for each alternative
  - ... must know your opportunity costs for each alternative
  - ... need to combine the two to make a fully informed decision



# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### SUNK COSTS

- All costs incurred in the past that cannot be changed by any decision made now or in the future.
- Sunk costs should not be considered in decisions.
  - Purchased equipment for \$50,000
  - Change in production process which does not use machine any longer

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### DIFFERENTIAL COSTS

- The net difference in cost between two alternative courses of action.
- Example: You can earn \$1,500 per month in your hometown or \$2,000 per month in a nearby city. Your commuting costs are \$50 per month in your hometown and \$300 per month to the city.

What is your differential cost?

$$\$300 - \$50 = \$250$$

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND DECISION-MAKING

### MARGINAL COST

- The additional cost needed to produce an additional product – not simply variable costs
- 100 units: \$200; 101 units: \$205
- Marginal cost: \$5 (increase entails variable costs and potentially new fixed costs, marginal costs typically differ across different ranges of production quantities)

### AVERAGE COST

- Cost per unit: Total cost divided by total units

# BASIC COST MANAGEMENT CONCEPTS

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## COSTS AND BENEFITS



- (Managerial) Accountants' task is to weigh the benefits of providing information against the costs of generating, communicating, and using that information.
- The goal is to use information effectively and avoid information overload.

# BASIC COST MANAGEMENT CONCEPTS

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## CLASSIFY THE COST!

1. The management of a high-rise office building uses 3,000 square feet of space in the building for its own administrative functions. This space could be rented for \$30,000. What economic term describes this \$30,000 of lost rental revenue?
2. The cost of building an automated assembly line in a factory is \$700,000; a manually operated assembly line would cost \$450,000. What economic term is used to describe the \$250,000 difference between these two amounts?
3. What economic term is used to describe the \$700,000 cost of building the assembly line?

# BASIC COST MANAGEMENT CONCEPTS

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## CLASSIFY THE COST!

4. The costs of producing one more unit of a product.
5. The cost of feeding 300 children in a public school cafeteria is \$450 per day, or \$1.50 per child per day. What economic term describes this \$1.50 cost?
6. The cost of including one extra child in a day-care center.
7. The cost of merchandise inventory purchased five years ago. The goods are now obsolete.

# BASIC COST MANAGEMENT CONCEPTS

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## P2-28

Alhambra Aluminum Company, a manufacturer of recyclable soda cans, had the following inventory balances at the beginning and end of 20x1.

| Inventory Classification January 1, 20x1 |           | December 31, 20x1 |
|------------------------------------------|-----------|-------------------|
| Raw material                             | \$ 55,000 | \$ 75,000         |
| Work in process                          | 110,000   | 125,000           |
| Finished goods                           | 160,000   | 155,000           |

During 20x1, the company purchased \$240,000 of raw material and spent \$420,000 for direct labor.

Manufacturing overhead costs were as follows:

|                                     |           |
|-------------------------------------|-----------|
| Indirect material                   | \$ 12,000 |
| Indirect labor                      | 22,000    |
| Depreciation on plant and equipment | 110,000   |
| Utilities                           | 23,000    |
| Other                               | 35,000    |

Sales revenue was \$1,210,000 for the year. Selling and administrative expenses for the year amounted to \$105,000. The firm's tax rate is 35 percent.

# BASIC COST MANAGEMENT CONCEPTS

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## P2-28

1. Prepare a schedule of cost of goods manufactured.
2. Prepare a schedule of cost of goods sold.
3. Prepare an income statement.



# BASIC COST MANAGEMENT CONCEPTS

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## P2-37

The following cost data for the year just ended pertain to Heartstrings, Inc., a greeting card manufacturer:

|                                              |           |
|----------------------------------------------|-----------|
| Service department costs *                   | \$ 50,000 |
| Direct labor: wages                          | 242,500   |
| Direct labor: fringe benefits                | 47,500    |
| Indirect labor: fringe benefits              | 15,000    |
| Fringe benefits for production supervisor    | 4,500     |
| Total overtime premiums paid                 | 27,500    |
| Cost of idle time: production employees §    | 20,000    |
| Administrative costs                         | 75,000    |
| Rental of office space for sales personnel † | 7,500     |
| Sales commissions                            | 2,500     |
| Product promotion costs                      | 5,000     |
| Direct material used                         | 1,050,000 |
| Advertising expense                          | 49,500    |
| Depreciation on factory building             | 57,500    |
| Cost of finished-goods inventory at year-end | 57,500    |
| Indirect labor: wages                        | 70,000    |
| Production supervisor's salary               | 22,500    |

\*All services are provided to manufacturing departments.

§ Cost of idle item is an overhead item; it is not included in direct-labor wages given above.

† The rental of sales space was made necessary when the sales offices were converted to storage space for raw material.

# BASIC COST MANAGEMENT CONCEPTS

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## P2-37

1. Compute each of the following costs for the year just ended:
  - ( a ) total product costs, and
  - ( b ) total period costs.



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**THANKS  
FOR YOUR  
ATTENTION**



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