

CHAPTER 11

COST-VOLUME-PROFIT ANALYSIS: A MANAGERIAL PLANNING TOOL

QUESTIONS FOR WRITING AND DISCUSSION

1. CVP analysis allows managers to focus on selling prices, volume, costs, profits, and sales mix. Many different "what if" questions can be asked to assess the effect on profits of changes in key variables.
2. The units-sold approach defines sales volume in terms of units of product and gives answers in these same terms. The sales-revenue approach defines sales volume in terms of revenues and provides answers in these same terms.
3. Break-even point is the level of sales activity where total revenues equal total costs, or where zero profits are earned.
4. At the break-even point, all fixed costs are covered. Above the break-even point, only variable costs need to be covered. Thus, contribution margin per unit is profit per unit, provided that the unit selling price is greater than the unit variable cost (which it must be for break-even to be achieved).
5. Profit = $\$7.00 \times 5,000 = \$35,000$
6. Variable cost ratio = Variable costs/Sales. Contribution margin ratio = Contribution margin/Sales. Contribution margin ratio = $1 - \text{Variable cost ratio}$.
7. Break-even revenues = $\$20,000/0.40 = \$50,000$
8. No. The increase in contribution is \$9,000 ($0.30 \times \$30,000$), and the increase in advertising is \$10,000.
9. Sales mix is the relative proportion sold of each product. For example, a sales mix of 3:2 means that three units of one product are sold for every two of the second product.
10. Packages of products, based on the expected sales mix, are defined as a single product. Selling price and cost information for this package can then be used to carry out CVP analysis.
11. Package contribution margin: $(2 \times \$10) + (1 \times \$5) = \$25$. Break-even point = $\$30,000/\$25 = 1,200$ packages, or 2,400 units of A and 1,200 units of B.
12. Profit = $0.60(\$200,000 - \$100,000) = \$60,000$
13. A change in sales mix will change the contribution margin of the package (defined by the sales mix) and, thus, will change the units needed to break even.
14. Margin of safety is the sales activity in excess of that needed to break even. The higher the margin of safety, the lower the risk.
15. Operating leverage is the use of fixed costs to extract higher percentage changes in profits as sales activity changes. It is achieved by increasing fixed costs while lowering variable costs. Therefore, increased leverage implies increased risk, and vice versa.
16. Sensitivity analysis is a "what if" technique that examines the impact of changes in underlying assumptions on an answer. A company can input data on selling prices, variable costs, fixed costs, and sales mix and set up formulas to calculate break-even points and expected profits. Then, the data can be varied as desired to see what impact changes have on the expected profit.
17. By specifically including the costs that vary with nonunit drivers, the impact of changes in the nonunit drivers can be examined. In traditional CVP, all nonunit costs are lumped together as "fixed costs." While the costs are fixed with respect to units, they vary with respect to other drivers. ABC analysis reminds us of the importance of these nonunit drivers and costs.

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The Working Press of the Nation ,1959 **Managerial Accounting: Asia-Pacific Edition** John Sands,Lanita Winata,Sophia Su,Maryanne Mowen,Don Hansen,Dan L. Heitger,2018-10-01 Managerial Accounting is characterised by a strong pedagogical framework and a dynamic and practical approach that directly demonstrates how students can develop their careers in real life The text introduces students to the underlying concepts and applications of management accounting tools based on the traditional allocation approach and absorption costing method and uses Staircase exercises in each chapter to build knowledge and help learners to link the content between chapters as they progress through the book This title uses easy to understand student friendly language uncomplicated examples a logical discussion of concepts that matches student learning processes and clear visual explanations that support student understanding **Real Options and Investment Incentives** Gunther Friedl,2007-03-07 Many large corporations delegate investment decision making authority to their divisions Because they are better informed divisional managers should be able to make better decisions than corporate headquarters However they can use this informational advantage to pursue their own interests The objective of this work is to analyze the problem of delegated decision making within firms when investment projects are characterized by the possibility to make subsequent decisions after the initial investment decision has been made By analyzing this question the monograph combines and unifies two important lines of literature on the one hand the literature on controlling investment decisions on the other hand the investment valuation literature **Proceedings of the XIII International Symposium SymOrg 2012: Innovative Management and Business Performance** ,2012-06-03 Computer Information Systems and Industrial Management Khalid Saeed,Jiří Dvorský,2020-05-22 This book constitutes the proceedings of the 19th International Conference on Computer Information Systems and Industrial Management Applications CISIM 2020 held in Bialystok Poland in October 2020 Due to the COVID 19 pandemic the conference has been postponed to October 2020 The 40 full papers presented together with 5 abstracts of keynotes were carefully reviewed and selected from 62 submissions The main topics covered by the chapters in this book are biometrics security systems multimedia classification and clustering industrial management Besides these the reader will find interesting papers on computer information systems as applied to wireless networks computer graphics and intelligent systems The papers are organized in the following topical sections biometrics and pattern recognition applications computer information systems and security industrial management and other applications machine learning and high performance computing modelling and optimization **Designing the Digital Transformation** Alexander Maedche,Jan vom Brocke,Alan Hevner,2017-05-22 This book constitutes the proceedings of the 12th International Conference on Design Science Research in Information Systems and Technology DESRIST 2017 held in May June 2017 in Karlsruhe Germany The 25 full and 11 short papers presented in this volume were carefully reviewed and selected from 66 full and 19 short papers The contributions are organized in topical sections named DSR in business process

management DSR in human computer interaction DSR in data science and business analytics DSR in service science
methodological contributions domain specific DSR applications emerging themes and new ideas and products and prototypes

Financial Accounting Sara Trucco, 2015-06-19 This book presents empirical evidence on the convergence of financial and management accounting in the Italian context The author provides an overview of the development paths of financial accounting including its evolution role of non financial forward looking and voluntary disclosures and internal determinants such as corporate governance and business culture The author uses the premises of agency signalling legitimacy and institutional theories in understanding this evolution and includes the perspective of professional associations and academics on the topic Based on survey data the reader is provided with valuable insights into the Italian accounting scene *Public Witness* Camilla J. Kari, 2004 In 1792 the Catholic bishops of the United States began issuing joint pastoral letters at periodic intervals intending the letters to be missives directed to validating patriotism and gathering the support of the faithful Today the U S bishops continue to issue such letters which along with the letters that preceded them explain the historic conditions confronting American Catholics *Public Witness* The Pastoral Letters of the American Catholic Bishops allows readers to learn of the highlights and obscure portions of the letters without reading through several volumes of Victorian prose While viewing the letters as a stable genre that evolves to accommodate change in form and purpose Kari provides historical background a summary and a rhetorical analysis of the pastoral letters The origin of the practice the production of the letters and the reception of the letters by the public and press are explained Well documented and accessible *Public Witness* is suited for the scholar and the general audience Chapters are Frontiers and Foreigners 1792 1884 The Twentieth Century 1919 1980 The Challenge of Peace Economic Justice for All The Pastoral That Wasn't and Contributions to Public Discourse

Financial Management for Hospitality Decision Makers Chris Guilding, 2002 *Financial Management for Hospitality Decision Makers* is written specifically for those decision makers in the industry who need to be able to decipher accountant speak and reports in order to use this information to its best advantage and achieve maximum profits The area of accounting and finance is a vital but often inaccessible part of the hospitality business However having the knowledge and the ability to use it properly makes all the difference to the turnover and success of a business *Financial Management for Hospitality Decision Makers* is written specifically for those industry executives who need to be able to decipher appreciate and utilise valuable financial management tools and techniques in order to realise maximum profits Highly practical in its scope and approach this book Outlines the procedure and purpose behind various financial activities including budgeting year end financial statement analysis double entry accounting managing and analysing costs working capital management and investment decision making Demonstrates how an appropriate analysis of financial reports can drive your business strategy forward from a well informed base Clearly highlights the key financial issues you need to consider in a host of decision making situations Includes a range of problems to help readers appraise their understanding of concepts with solutions

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exposures and therefore represent important and highly modifiable factors The urban environment is a complex interlinked system Decision makers need not only better data on the complexity of factors in environmental and developmental processes affecting human health but also an enhanced understanding of the linkages between these factors and health effects to determine at which level to target their actions most effectively In recent years there also has been a shift from trying to change at the national level to more comprehensive and ambitious actions being developed and implemented at the regional and local levels Cities have come to the forefront of providing solutions for environmental issues such as climate change which has co benefits for health but yet need better knowledge for wider health centric action This book provides the latest and most up to date information and studies for academics and practitioners alike **Using Strategy Analytics for**

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Hansen,Maryanne M. Mowen,1997 The new edition of this successful text continues to cover both innovative and traditional topics in management accounting However by using the activity based framework and by integrating activity concepts throughout the text students are shown that the traditional methods have limitations while the activity based approach is very advantageous A full chapter on international issues also provides students with a well rounded view of management accounting around the world Other items such as ethical conduct for management accountants enhanced discussion of the value chain and cost behavior covered within an activity framework help future managers learn how they can use management accounting information for the betterment of the companies they will work for **Cumulated Index Medicus**

,2000 **SEC Docket** United States. Securities and Exchange Commission,2012 **Kliatt Young Adult Paperback Book Guide** ,2001 **Im T/A Cost Accounting** Mowen,Hansen,2005-03 The Instructor s Manual contains resources designed to

streamline and maximize the effectiveness of your course preparation This supplement contains a complete set of lecture

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