

Background information given:

Topic: Short-term trading, international accounting, cost/benefit analysis

Background:

Southampton plc has been negotiating a contract with a potential customer in Russia. Before the negotiation started, the Russian company requested that it should be allowed to study the accounts of Southampton. These requests were accepted and costs of providing the information used to decide that in the first report costs of providing these accounts were £100,000. Unfortunately, the potential customer orders were not profitable and therefore decided the best strategy was to concentrate on business in the UK.

The sales department has proposed the following statement showing that the contract will make a profit of £100,000 for the sales department to provide and maintain an appropriate level of expenditure in the first 12 months.

Obviously the management accountant will also be asked to comment on the statement prepared by the sales department. As this order is different and costs need to be for other business, it may be that the sales manager called the management accountant to comment on the statement below.

Statement prepared by sales department

Costs including direct £100,000 (cost order)	£100,000
Admin (cost order)	20,000
Customer (cost order)	20,000
General overheads (cost order)	20,000
Administrative charges (cost order)	20,000
Materials (cost order)	20,000
Expenditure on machinery (cost order)	20,000
Total	£200,000

After the negotiation the management accountant prepared a final report. The costs given are summarized below:

Summary from management accountant

Point 1: This report will not stand for the contract.

Point 2: This report does include £100,000 of costs for goods that have already been received. This is the cost of providing a service to customer to help with the negotiation.

Point 3: This is £100,000 of the cost of expenditure. It is suggested that the expenditure will appear almost half the price on the contract. This cost does not include a £10,000 bonus for the customer if the contract is completed on time.

Southampton Plc Case Answers

Andrew Oppenheimer



Southampton Plc Case Answers:

Southampton Plc Case Answers: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous captivating novels captivating the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the captivating narratives that have enthralled audiences this year. Southampton Plc Case Answers : Colleen Hoover "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Southampton Plc Case Answers : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids absorbing storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This mesmerizing coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and gripping novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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