

# Chapter 1

## Managerial Accounting and the Business Environment

### Solutions to Questions

**1-1** A strategy is a game plan that enables a company to attract customers by distinguishing itself from competitors. The focal point of a company's strategy should be its target customers.

**1-2** Customer value propositions fall into three broad categories—customer intimacy, operational excellence, and product leadership. A company with a customer intimacy strategy attempts to better understand and respond to its customers' individual needs than its competitors. A company that adopts an operational excellence strategy attempts to deliver products faster, more conveniently, and at a lower price than its competitors. A company that has a product leadership strategy attempts to offer higher-quality products than its competitors.

**1-3** A person in a line position is directly involved in achieving the basic objectives of the organization. A person in a staff position provides services and assistance to other parts of the organization, but is not directly involved in achieving the basic objectives of the organization.

**1-4** The Chief Financial Officer is responsible for providing timely and relevant data to support planning and control activities and for preparing financial statements for external users.

**1-5** The three main categories of inventories in a manufacturing company are raw materials, work in process, and finished goods.

**1-6** The five steps in the lean thinking model are: (1) identify value in specific products and services; (2) identify the business process that delivers value; (3) organize work arrangements

around the flow of the business process; (4) create a pull system that responds to customer orders; and (5) continuously pursue perfection in the business process.

**1-7** Successful implementation of the lean thinking model should result in lower inventories, fewer defects, less wasted effort, and quicker customer response times.

**1-8** In a pull production system, production is not initiated until a customer order is received. Inventories are reduced to a minimum by purchasing raw materials and producing products only as needed to meet customer demand.

**1-9** Some benefits from improvement efforts come from cost reductions, but the primary benefit is often an increase in capacity. At non-constraints, increases in capacity just add to the already-existing excess capacity. Therefore, improvement efforts should ordinarily focus on the constraint.

**1-10** Six Sigma is a process improvement method that relies on customer feedback and fact-based data gathering and analysis techniques to drive process improvement. The goal is to reduce defect rates below 3.4 defects per million.

**1-11** The five stages in the Six Sigma DMAIC Framework are (1) Define; (2) Measure; (3) Analyze; (4) Improve; and (5) Control. The goals for the define stage are to establish the scope and purpose of the project, to diagram the flow of the current process, and to establish the customer's requirements for the process. The goals for the measure stage are to gather

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**Xiang Xie**



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