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Managerial Accounting: Making Decisions and Motivating Performance (Datar/Rajan) Chapter 7 Pricing Decisions, Customer Profitability, and Cost Management

Learning Objective 7-1

- Which of the following is not true about pricing decisions?
- A) Customers are an influence on demand and supply.
- B) Competitors are an influence on demand and supply.
- C) Costs are an influence on demand and supply.
- D) Managers price products based on supply and demand.
- E) Customers never have an influence on demand and supply.

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AACSB: Reflective Thanking Skills

Learning Outcome. MA-6: Describe activity-based costing and calculate the cost of a job using ABC concepts.

- 2) Which of the following is not true about competitors?
- A) Businesses do not operate in a vacuum.
- B) Managers must be aware of the actions of their competitors.
- C) Some companies have distinctive products and limited competition.
- D) When there are competitors, managers try to learn about competitors' plant capacities.
- E) It is not necessary for managers to learn about their competitors' technologies.

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# **Managerial Accounting Decision Motivating Performance**

**L Darling-Hammond** 

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