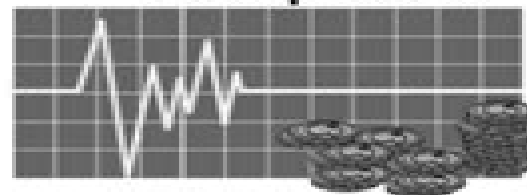


Chapter 6

Measuring and Managing Customer Relationships



QUESTIONS

- 6-1** Nonfinancial measures such as customer satisfaction and customer loyalty are important in managing relationships with customers, but an excessive focus on improving customer performance with only these metrics can lead to deteriorating financial performance. To balance the pressure to meet and exceed customer expectations, companies should also be measuring the cost to serve each customer and the profits earned, customer by customer.
- 6-2** Examples of differences between customers who have high and low costs-to-serve may be drawn from the chapter's Exhibit 6-1, part of which appears below.

<i>High Cost-to-Serve Customers</i>	<i>Low Cost-to-Serve Customers</i>
<ul style="list-style-type: none"> • Order custom products • Small order quantities • Customized delivery • Manual processing; high order error rates • Large amounts of pre-sales support (marketing, technical, and sales resources) • Large amounts of post-sales support (installation, training, warranty, field service) • Pay slowly (have high accounts receivable from customer) 	<ul style="list-style-type: none"> • Order standard products • Large order quantities • Standard delivery • Electronic processing (EDI) with zero defects • Little to no pre-sales support (standard pricing and ordering) • No post-sales support • Pay on time (low accounts receivable)

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Management Accounting in Public Service Decision Making Malcolm J. Prowle, 2020-12-28 Radical changes to public service delivery have swept across many regions of the world Management accounting methods are vital to support operational and strategic decision making in public services internationally This book provides a comprehensive and leading edge guide to the topic Written by an expert scholar with practical experience of public service delivery the book takes account of key trends such as increased demand for public services financial austerity technological change and enhanced performance management A globally relevant book informed by cutting edge academic research and benefitting from integrated case studies this is essential reading for both students and practitioners involved with the financial aspects of public services management

Handbook of Management Accounting Research Christopher S. Chapman, Anthony G. Hopwood, Michael D. Shields, 2011-09-14 Volume two of the Handbooks of Management Accounting Research consists of two groups of chapters The first draw together research that has focussed on particular management accounting practices The second set synthesise contributions to the literature that have been focussed within particular organisational contexts Volume two concludes with a review of research on how management accounting practice and research varies around the world Special pricing available if purchased as a set with Volume 1 Documents the scholarly management accounting literature Publishing both in print and online through Science Direct International in scope

Financial Management for Hospitality Decision Makers Chris Guilding, 2007-08-22 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 provided for lecturers at <http://textbooks.elsevier.com> At all times the book rigorously applies itself to the specific needs of the hospitality decision maker contextualising and explaining financial decision making and control in this light Combining a user friendly structure with frequent international cases worked examples and sample reports to illuminate the theory Financial Management for

Hospitality Decision Makers is ideal for all students of hospitality as well as being a vital source of information for practitioners already in the industry

Managerial Accounting Irvin N. Gleim, Terry L. Campbell, 1992

Management Accounting and Control Michel Charifzadeh, Andreas Taschner, 2017-10-30

Management accounting has been the basic toolbox in business administration for decades. Today it is an integral part of all curricula in business education and no student can afford not to be familiar with its basic concepts and instruments. At the same time, business in general and management accounting in particular is becoming more and more international. English clearly has evolved as the lingua franca of international business. Academics, students as well as practitioners exchange their views and ideas, discuss concepts and communicate with each other in English. This is certainly also true for management accounting and control. Management Accounting is becoming more and more international. Management Accounting and Control is a new textbook in English covering concepts and instruments of management accounting at an introductory level, primarily at the Bachelor level but also suited for general management and MBA courses due to a strong focus on practical relevance. This textbook covers all topics that are relevant in management accounting in business organizations that are typically covered in German and Central European Bachelor courses on management accounting and control. After a general introduction to the field of management accounting and control, the book discusses cost management as an extension of cost accounting. Typical cost management instruments such as target costing, life cycle costing and process-based costing approaches are explained in detail. Differences between Anglo-American activity-based costing (ABC) and German process-based costing are highlighted. The book then turns to an extensive discussion of planning and budgeting tasks in management accounting with a strong focus on the practical application of the topic, such as developing a budget in practice. Another chapter is dedicated to a comparison of traditional budgeting with modern alternative budgeting approaches. A major part of the book is dedicated to the broad area of performance management. The relevance of financial statement information for performance management purposes is discussed in detail. In addition, the most widely spread financial performance indicators are illustrated using real-world examples. The book also includes detailed content on value-based management control concepts. In a consecutive chapter, performance measurement is linked with strategy while extensively discussing the Balanced Scorecard as a key tool in strategic performance management. The remaining parts of the book deal with management reporting as one of the main operative tasks in management accounting practice. The book closes with insight into new fields and developments that currently influence management accounting practices and research and promise to play an increasingly important role in the future.

An Innovative Performance Measurement System & Sustainability Habib Zaman Khan, 2024-09-17

This book assesses the architecture of performance measurement systems (PMS) in emerging countries utilizing a mix of theoretical frameworks and empirical evidence with Bangladesh as a case context. It examines the evolution and improvement of performance measurement over time with the introduction of new tools such as multiple dimensional measures and the

balanced scorecard BSC The book explores the historical and cultural roots of PMS within the context of developing countries and its latest developments in the context of sustainability practices and sustainable development Additionally this book provides empirical evidence from the banking sector in Bangladesh highlighting the factors driving firms to adopt new PMS This book is an invaluable resource for researchers and policymakers interested in performance measurement systems in developing countries offering a foundation for future research and policy initiatives *Asset Management* Telli Van der Lei,Paulien Herder,Ype Wijnia,2012-01-12 In the past decades asset intensive companies have witnessed a number of regulatory changes and especially industry is facing ever increasing competitiveness To overcome these challenges different asset management methods have been developed aimed to improve the asset life cycle Especially the design phase and operation and maintenance phase have seen a rise in tools and methods Smarter design can lead to improved operation Likewise improved operation and maintenance leads to lower replacement costs and may provide the basis for better design This book brings together and coherently presents the current state of the art in asset management research and practice in Europe from a life cycle perspective Each chapter focuses on specific parts of this life cycle and explains how the methods and techniques described are connected and how they improve the asset life cycle thus treating this important subject from a unique perspective **Strategic Managerial Accounting** Tracy Jones,Helen Atkinson,Angela Lorenz,2012-09-28 This text explores the nature of these industry sectors and how these impact on the strategic managerial accounting SMA tools used by decision makers in the industry Formerly known as Managerial Accounting in the Hospitality Industry by Harris and Hazzard this new edition builds on this successful and well known text **Introduction to Business** Griffi,2007

Research in Management Accounting Ruhanita Maelah,2010-10-12 This book focuses on research in management accounting that uses Malaysia s business environment as the scope of study The motivation to embark on this publication was due to the recognition that although management accounting has received increasing interest from various organizations including government businesses and educators published documents that report findings from research in management accounting undertaken in Malaysia are still limited The objective of this book is to address the gap by providing readers with five research oriented articles on management accounting issues namely Performance Measurement Design in Service Organizations Management Accounting and Control Systems in the Service Sector Activity Based Costing Intellectual Capital and Management Accounting Practices and Customer Focused Manufacturing Strategy and Performance Measurement Systems The articles are written by a pool of active researchers in the area of management accounting and are expected to have high academic value Each is complete with a literature review methodology data analysis and references Even though this is the case the articles have also been carefully chosen and edited for the general reader This book is suitable as a reference for researchers academics managers accountants and policy makers *Earnings Management, Fintech-Driven Incentives and Sustainable Growth* Michael I. C. Nwogugu,2019-11-01 Traditional research about Financial Stability and

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Futureworks United States. Department of Labor,1999 Strategic Environmental Management Grace Wever,1996-04-26 Strategic Environmental Management is the first book of its kind that actually shows you how to make TQEM work in your company It provides the information tools and expert guidance you need to plan implement and successfully manage a TQEM program You will also learn the benefits of fully integrating environmental management into your organization s overall business plan and how to sell these benefits to top management Dr Grace Wever first lays the necessary conceptual groundwork with an in depth discussion of EHS management as seen from the Baldrige Deming and ISO 14001 frameworks She then arms you with a full complement of proven in the trenches TQEM tools and techniques

Prentice Hall 2004-2005 Faculty Directory Hasselback,2003-07 **From Logistics Strategy to Macrologistics** Jan Havenga,Ilse Witthöft,Anneke de Bod,Zane Simpson,2020-05-03 Macrologistics is a strategic view of logistics as a production factor on national scales to support a shift towards sustainability The book details logistics evolution from a functional discipline to a value chain optimiser and ultimately an enabler of sustainability including the evolution of metrics to support this shift Macrologistics instrumentation involves striving towards the lowest total cost of ownership for national economies where to improve decision making these costs should ultimately include the societal and ecological costs incurred due to

logistics activities From Logistics Strategy to Macrologistics represents macrologistics research outputs for a number of developing economies identifying distinctive macrologistics policy and infrastructure investments themes to address national logistics challenges in developing economies The book culminates in a discussion on the potential future role of logistics to support the shift to a more sustainable society where an acceptance of a degrowth paradigm might be required and even advisable for a more secure fulfilling future Logistics and economics scholars researchers and practitioners should steer their work towards contributing to the development of an ecologically sustainable society where resources and returns are shared widely sustainably and equitably

Financial Management and Accounting in the Public Sector Gary Bandy, 2023-03-14 The importance of public financial management for the health and wellbeing of citizens became dramatically apparent as governments sought to respond to the coronavirus pandemic in 2020 Now governments and other public sector organizations face the challenge of recovering from the pandemic whilst also seeking to achieve Sustainable Development Goals with squeezed budgets and ever increasing demands for public services Public sector managers are confronted daily with targets and demands that are often set in confusing accounting and financial language In Financial Management and Accounting in the Public Sector Gary Bandy employs a clear and concise narrative to introduce the core concepts of public financial management to help those managers to deliver programmes projects and services that are value for money As the author puts it managing public money is an art not a science This third edition has been revised and updated throughout offering a structure that is more clearly linked to the stages of the public financial management cycle greater coverage of transparency and accountability issues a broader view of public procurement to include goods works and services and effective contract management and an increased focus on public spending in the context of a post COVID environment With a glossary of terms to help managers understand and be understood by accountants as well as learning objectives discussion questions and exercises this practical textbook will help students of public management and administration to understand the financial and accounting aspects of managing public services

Managing Innovation John Ettlie, 2007-06-07 Managing Innovation New Technology New Products and New Services in a Global Economy 2nd Edition is devoted to providing a better understanding and better management of all of the causes and consequences of change that have technological implications in and around our global organizations This text is a unique original contribution and represents a significant alternative to the collection of chapters written by others The second edition has new cases with a few classics from the first edition that have been retained in response to reader feedback The key subjects that are included have been significantly updated and treated in greater depth The number of chapters has been reduced from 12 to 10 so it is easy to adapt to almost any course or training on the subject in any discipline or to any audience This exceptionally informative book provides a broad perspective on how technological change can be effectively managed in modern organizations The text explains the conceptual frameworks supported by new and original case studies for start up companies like Askmen com the complex

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Handbook of Sustainable and Resilient Infrastructure Paolo Gardoni,2018-12-17 To best serve current and future generations infrastructure needs to be resilient to the changing world while using limited resources in a sustainable manner Research on and funding towards sustainability and resilience are growing rapidly and significant research is being carried out at a number of institutions and centers worldwide This handbook brings together current research on sustainable and resilient infrastructure and in particular stresses the fundamental nexus between sustainability and resilience It aims to coalesce work from a large and diverse group of contributors across a wide range of disciplines including engineering technology and informatics urban planning public policy economics and finance Not only does it present a theoretical formulation of sustainability and resilience but it also demonstrates how these ideals can be realized in practice This work will provide a reference text to students and scholars of a number of disciplines **Management Accounting** ,1989

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