

The book discusses how selling in higher volume is not as important as focusing on profitability. Why does it have to be one or the other? It seems a company would want to emphasize the volume sold as well as profitability. What makes a company decide to focus on selling a few items at a high price as opposed to many items at a medium price?" (R00873917)

What is a real time cost? (R00815748)

Other than time and action are there other keys to improve the knowledge of our operations? (R00425609)

Why is an income statement used to measure company performance when it is just a specific point in time with nothing to compare it to? (R00480050)

Is fair value accounting a good thing? Why or Why not? (R00863268)

Dunder Mifflin (DMI) is a regional paper and office supply distributor. Imagine you are a DMI salesperson, and you feel underappreciated. You make your case for a salary increase, but your boss' arguments against your raise are based on an internet article (e.g., average salaries for similar workers in your geographic area). You believe the boss' arguments are invalid. Explain how you can be both the lowest volume-selling salesperson and (simultaneous) the salesperson who provides the most profit to the company. (R00810560)

If a mistake is made in a blending formula or a weigh scale's calibration is wrong, why don't those costly errors get flagged in the quarterly financial statement? (R00426332)