

ACCA QUALIFICATION COURSE NOTES



ACCOUNTANT IN BUSINESS

JUNE 2012 EXAMINATIONS



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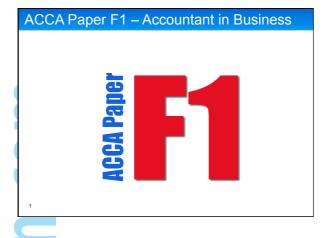
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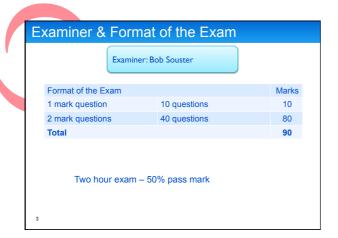
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- F1 Accountant in Business / FAB Foundations in Accountancy
- F2 Management Accounting / FMA Foundations in Accountancy
- F3 Financial Accounting / FFA Foundations in Accountancy
- F4 Corporate & Business Law (English & Global)
- F5 Performance Management
- F6 Taxation (UK)
- F7 Financial Reporting
- F8 Audit and Assurance
- F9 Financial Management
- P1 Governance, Risk & Ethics
- P2 Corporate Reporting
- P3 Business Analysis
- P4 Advanced Financial Management
- P5 Advanced Performance Management
- P6 Advanced Taxation (UK)
- P7 Advanced Audit & Assurance





Sylla	bus
А	Business organisation structure, governance and management
В	Key environmental influences and constraints on business and accounting
С	History and role of accounting in business
D	Specific functions of accounting and internal financial control
Е	Leading and managing individuals and teams
F	Recruiting and developing effective employees
2	



Organisations

"An organisation is a social arrangement which pursues collective goals, which controls its own performance and which has a boundary separating it from its environment"



4

System

Environment

Boundary

Organisation

Output

Types of organisation

- Commercial sole traders, partnerships, limited liability partnerships, limited companies
- Not-for-profit
- · Public sector
- Non-governmental organisations eg Greenpeace
- Cooperatives

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Organisation structures

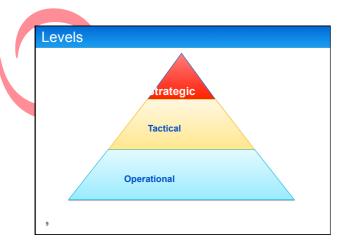
- Entrepreneurial
- Functional
- Divisional
- Matrix

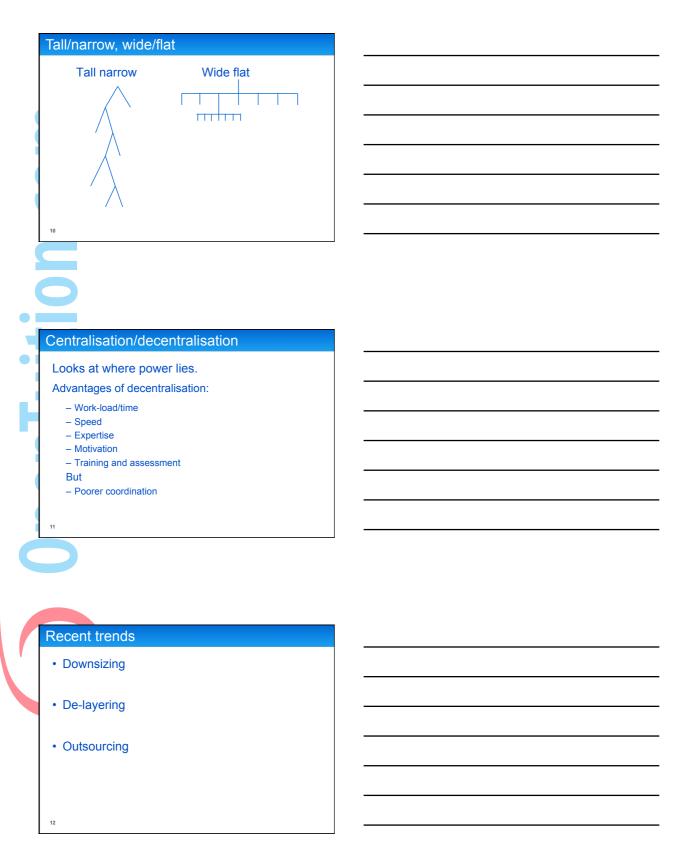
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Strategic apex

Middle line

Operating core







Information

- · What is information?
 - Data with meaning
- ACCURATE
 - Accurate
 - Complete
 - Cost-beneficial
 - User-targeted
 - Relevant
 - Authoritative
 - Timely
- Easy-to-use

Role of information technology

- Recent developments in IT have had a massive impact on the way we work
- · New communication channels
- Office automation
- · Home working



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Types of system

- Transaction processing system
- Management information system
- Decision support system
- Executive information system

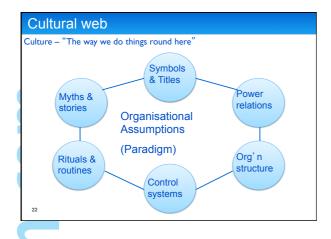
Information technology

- Stand alone
- Lans
- Wans
- Internet
- Intranet
- Extranet



Levels – types of information Many forward-looking estimates Strategic Ad hoc External (and internal) **Tactical Operational**

Internal and external information • Internal sources Sales analyses Inventory reports • Debtor aging · Attendance records • External sources Internet Marketing literature Conferences and courses Commercial databases Government Environmental influences – PEST(EL) Political • Economic Social Technological • Ecological Legal Competitive forces • Porter's 5 forces model · Helps organisations to understand the competitive forces in the environment · Competitive advantage



Types of culture – Handy's classification

- •Power (Zeus)
- •Role (Apollo)
- •Task (Athena)
- •Person (Dionysus)

Schein - three levels of culture

- Artifacts (visual, structure, processes)
- Espoused values (strategies goals philosophies)
- · Basic underlying assumptions (basic underlying assumptions)

National cultures

The Hofstede model

- National culture influences how people work and expect to be managed
- · Countries differ on the following dimensions
 - Power distance
 - Uncertainty avoidance
 - Individualism-collectivism
 - Masculinity

25

Stakeholders

- Internal
- Connected
- External

26



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Corporate governance							
How are companies directed and controlled? Separation of ownership and control – the 'agency' problem or stewardship.							
Sha	areholders (owners)						
<u> </u>	Appoint/report						
Ownership	Directors						
1	Day-to-day management						
	Company						
28							

Corporate governance

Corporate governance: the system by which companies are directed and controlled

Historically:

- Annual general meeting once a year
- · Accounts once a year
- · Audited once a year
- Directors' board meetings often (but not always) frequently
- · Directors' conversations and meetings frequently

Recent Corporate Failures WORLDCOM. **LEHMAN BROTHERS**

The UK Corporate Governance Code

The purpose of corporate governance is to facilitate effective entrepreneurial and prudent management that can deliver long-term success of the company

Main principles

- Leadership
- Effectiveness
- Accountability
- Remuneration
- · Relations with shareholders



The "comply or explain" approach is the trademark of corporate governance in the UK.

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The UK Corporate Governance Code

Leadership

- Every company should be headed by an effective board which is collectively responsible for the long-term success of the company.
- There should be a clear division ... between the running of the board and the executive responsibility for the running of the company's business. No one individual should have unfettered powers of decision. [Split roles of CEO and Chairman]
- The chairman is responsible for leadership of the board
- Non-executive directors [NEDs] should constructively challenge and help develop proposals on strategy.

The UK Corporate Governance Code

Effectiveness

- Appropriate balance of skills, experience, independence and knowledge. [NEDS \geq 50% board; \geq 2 in small companies]
- A formal, rigorous and transparent procedure for the appointment of new directors to the board [Nomination committee]
- All directors should be able to allocate sufficient time
- Induction on joining the board and update and refresh their skills and knowledge.
- The board should be supplied in a timely manner with necessary information
- The board should undertake a formal and rigorous annual evaluation of its own performance and that of its committees and individual directors.
- All directors should be submitted for re-election at regular intervals

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The UK Corporate Governance Code **Accountability** • The board should present a balanced and understandable assessment of the company's position and prospects \bullet The board is responsible for determining the \dots significant risks \dots should maintain sound risk management and internal control • The board should establish formal and transparent arrangements for applying the corporate reporting, risk management and internal control principles, and for maintaining an appropriate relationship with the company's auditor. [Audit committee. Must examine internal control. Must consider need for internal audit]. The UK Corporate Governance Code Remuneration • Levels of remuneration should be sufficient to attract, retain and motivate directors of sufficient quality... but avoid paying more than is necessary. • A significant proportion of executive directors' remuneration should be structured so as to link rewards to corporate and individual • There should be a formal and transparent procedure for developing policy on executive remuneration and for fixing the remuneration packages of individual directors. No director should be involved in deciding his or her own remuneration. [Remuneration committee] The UK Corporate Governance Code Relations with shareholders • There should be a dialogue with shareholders based on the mutual understanding of objectives. The board as a whole has responsibility for ensuring that a satisfactory dialogue with shareholders takes • The board should use the AGM to communicate with investors and to encourage their participation.

Corporate Social Responsibility

- · Should the interests of stakeholders other than shareholders be taken into account?
- · Profit is of itself a good thing for society.
- Shareholders could make donations themselves.
- · Do directors have the authority to make nonessential payments?
- Who decides on the beneficiaries?

Ethical stances (Johnson and Scholes)

- Short-term shareholder interest
- Long-term shareholder interest
- Multiple stakeholder obligations
- Shaper of society

Ethics and their importance to business

- Risk reduction
- Cost reduction
- Lower returns required
- More collaboration
- · Better employees
- More sales

Ethics, the law and regulation	
 A framework of rules Sources	
Law	
Regulations	
Ethical	
40	
Ethical principles	
Ethics can be based either on consequences or duty	
Consequentialism For example: utilitarianism 'the greatest good for the greatest	
number'	
Duty (deontological approach)	-
Behaviour should be based on absolute moral values.	
Ethical principles	
Ethics can be relative or absolute	
Relativism	
There are many acceptable ethical standpoints. Provides some flexibility and more tolerance but might lead to too little guidance as to what is acceptable.	
Absolutism Behaviour should be based on absolute moral values, but what	
is their source?	

Ethical problems facing managers

- Profit/public good eg pharmaceuticals
- Profit/health and safety eg aircraft
- · Equal opportunities eg recruitment
- Payments:
 - Extortion
 - Bribery
 - Grease money
 - Gifts

Promotion of ethical behaviour

- Openness
- Trust
- Honesty
- Respect
- Empowerment
- Accountability

Corporate code of ethics

A written set of guidelines issued by an organisation to its workers and management to help them conduct their actions in accordance with its values and ethical standards.

- To emphasise the organisation's values.
- Guidance to employees and directors.
- Risk reduction through avoidance of regulatory and legal
- Good public relations and reputation.

Influence of the accountancy profession • That the influence of the accountancy profession is potentially huge can be established simply by considering all the different involvements that accountants have: Financial accounting • Audit Management accounting • Consulting • Tax • Public sector accounting Professional ethical codes The IFAC Code of Ethics in 2005 is a good illustration of a professional ethical code: The Code states that the accountancy profession has a responsibility to act in the public interest. • The detailed guidance establishes fundamental principles of ethics. · The guide then supplies a framework requiring accountants to identify, evaluate and address threats to compliance, applying safeguards to eliminate the threats or to reduce them to an acceptable level.

ACCA Code of Ethics and Conduct.

- · Fundamental principles:
 - Integrity
 - Objectivity
 - Professional competence and due care
 - Confidentiality
 - Professional behaviour

Users of accounting information

- · Managers of the company.
- Shareholders of the company,.
- Trade contacts: suppliers and customers
- · Providers of finance to the company.
- · The Inland Revenue.
- Employees of the company.
- Financial analysts and advisers,.
- · Government and their agencies.
- The public.

Management accounts and financial accounts

Management accounts

- Any format
- Forward and back
- Often ad hoc
- Not subject to audit

Financial accounts

- Format regulated
- Historical
- Routine
- accounting rules
 - · Often subject to audit

Audit External: Internal: reports to report to management about members re 'true and fair' procedures The profit and loss account The balance sheet The cash flow statement Supporting notes

The regulatory system • Company law (CA 1985) Accounting standards Financial Reporting Council. Accounting Standards Board (ASB), (Issues standards 'concerned with principles rather than fine details'. Its standards are called Financial Reporting Standards (FRSs)) The Urgent Issues Task Force (UITF) is an offshoot of the ASB. Tackles urgent matters not covered by existing standards. The Financial Reporting Review Panel (FRRP) is concerned with the examination and questioning of departures from accounting standards by large companies. • GAAP is a set of rules governing accounting. The rules may derive from: - Company law (mainly CA 1985) - Accounting standards - International accounting standards and statutory requirements in other countries (particularly the US) - Stock Exchange requirements Internal controls An organisation must develop clear internal controls which are understood by staff Framework for controls - control environment - control processes

Implications of fraud	
Financial	
Performance	
Misrepresentation	
Incorrect decisions	
Reputation	
-	
55	
Detecting and preventing fraud	
Control systems – including internal audit	
• Ethics	
Training	
66	
	I
Responsibility	
Directors – controls and information Tytomal guiditors – guidit proceedures	
External auditors – audit procedures	
57	

The purpose and process of management	
What is management?	
"getting things done through other people"	
What is an organisation?	
"a social arrangement for the controlled	
performance of collective goals"	
by December Stowart	
by Rosemary Stewart	
58	
	<u> </u>
Trait theory	
Key traits Intelligence initiative cells accured.	
Intelligence, initiative, self-assured • Criticisms	
Too many, ill-defined, subjective,	
simplistic, inappropriate	
59	
Henri Fayol - Classical Management	
Five functions "P, O treble C"	
P – Planning	
O – Organising	
C – Commanding	
C – Coordinating C – Controlling	
C - Controlling	

Taylor – scientific management

Principles

- 1. Science of work
- 2. Applied to job design
- 3. Financial reward
- 4. Co-operation



Taylor - scientific management

Benefits

- Productivity
- Wage allocation based on output
- Workforce care programmes

But

Dehumanises work

Human relations school

Hawthorne Studies – Mayo (1880-1949)

- More to motivation than pay human factors
- People like groups
- · Groups influence behaviour



Style theories

Drucker

Management has three functions

- · Managing a business
- · Managing managers
- Managing workers and work

Broken down further into five categories

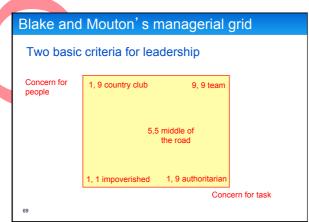
Drucker

- · Setting objectives
- Organising the group
- · Motivating and communicating
- Measuring performance
- Developing people

Mintzberg – managerial functions Interpersonal roles - arising from formal authority and status and supporting the information and decision activities. •monitor •disseminator •spokesman Information processing roles •improver/changer •disturbance handle •resource allocator •negotiator Decisional roles - making significant decisions

Power, authority, responsibility, delegation • Power – ability to influence people or events Rational/legal, coercion, reward, knowledge, charismatic • Authority – the right to exercise power • Responsibility = accountability • Delegation – transfer of authority

Ashbridge Management College model Four types of leadership style Tells Autocratic Sells Consults Democratic



Contingency theories • Adair

- Auaii
- Handy
- Bennis
- Heifetz
- Fiedler

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Adair – action-centred leadership

Concern
for individuals

Concern
for the group

To the task

Handy's best fit	theory		
LeaderSubordinatesTaskEnvironment	Loose	Tight	→
72			

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Bennis - 1

- Manager Administers, maintains, focuses on systems & controls and the short term view, asks how and when, keeps eye on the bottom line
- Leader Innovates. Develops, focuses on people, inspires trust, asks what and why has a long-term view and an eye for the horizon
- Bennis distinguishes between transformational (doing the right thing) and transactional leadership (doing things right). This distinction is often quoted as the difference between management and leadership.

Bennis - 2

Qualities of great leaders:

- Integrity
- Dedication
- · Magnanimity
- Humility
- Openness
- Creativity

Heifetz – adaptive leadership

- Move between the balcony and the battlefield.
- · Identify the adaptive challenge.
- · Create a holding environment support
- Give the work back to the people with the problem.
- Protect the voices of leadership from below.
- · Regulate the distress.
- Pay disciplined attention to the issues.

-		

Fiedler

Effectiveness depends on:

- Leadership style psychologically close or distant
- Situational favourableness: the degree to which the situation gives the leader control and influence

Three things are important here:

- The relationship between the leaders and followers.
- The structure of the task.
- · Position power.

Fiedler – contingency theory Effectiveness Distant Close Unfavourable Favourable

Kotter **Transformational Transactional** Leadership - change Leadership (Leadership) (Management) Creating agenda Establishing direction Planning and budgeting Developing HR Organising and Aligning people staffing Controlling and Execution Motivating and inspiring problem solving Produces changes – Produces Outcomes predictability and often dramatic order

Groups	
What is a group?	
"any collection of people who perceive themselves	
to be a group" (Charles Handy)	
Sense of purpose, aim	
Identity Group norms	
Communication	
Communication	-
79	
Team Roles	
Dr Meredith Belbin: eight (or nine) different roles in teams:	
• Chairman	
• Shaper	
Monitor/evaluator	
Company worker Resource-investigator	
Team worker	
• Plant	
Completer/finisher Specialist	
80	-
Tuckman – Stages of team development	
1. Forming	
3. Storming	
4. Norming	
7. Performing	
9. Dorming	
81	

Teams and committees

- Teams deliberately formed, specific objectives, mixed skills, leader
- Committees decision-making, chairperson, mixed skills. Formal decisions.

Motivation

What is motivation?

The urge to take action to achieve or avoid something.

Managers need to understand what motivates individuals in order to urge them to fulfil the organisation's objectives.

Motivation

• Content Theory – What is in the job that motivates employees to perform to the best of their abilities?



• Process Theory - How can managers get the most out of their staff?





Hierarchy of needs - limitations

- Order
- Individuals
- · Altruistic behaviour
- · Western cultural values

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Herzberg

- Focus on hygiene factors to avoid dissatisfaction
- Jobs should be redesigned to provide motivators

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Vroom – Expectancy theory	
Valence x Expectancy = Force	
Suggests that people will only put effort into something if they care about an outcome and think it can be achieved.	
88	
	-
	•
McGregor – Theory X and Theory Y	
The assumptions of managers affect how they tried to manage and motivate people	-
McGregor presented two opposing assumptions Theory X	
• Theory Y	
89	
Intrinsic and extrinsic rewards	I
Intrinsic	
Rewards come from within – a feeling of	
achievement, personal advancement etc. Extrinsic	
Rewards come from outside – pay, praise	
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Increasing motivation

- Participation
- · Job design
 - Job enlargement
 - Job rotation
 - Job enrichment

Pay as a motivator

- · How pay is determined
- What do we want from pay?
- · Performance related pay
- · Group rewards



Personal development plans

Action plan for individuals

- · Improve performance
- · Improve skills and competences
- Career development transferable skills
- · Personal growth and interests

SMARTER: specific, measurable, agreed, realistic, time-bound, evaluated, reviewed

Time management

- Set goals which are SMART
- Action plans
- Prioritise results and tasks
- · Important v urgent
- Sequence tasks



Coaching, mentoring and counselling

Coach - experienced employee Mentor – long-term relationship Counsellor – guidance

Aim is to increase productivity and efficiency

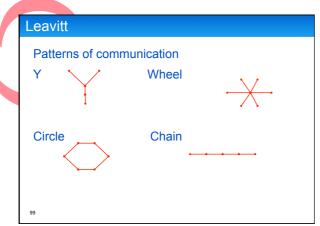
Communication Communication is required for planning, coordination and control Form thought ☐ Encode ☐ Transmit ☐ Receive ☐ Decode Feedback

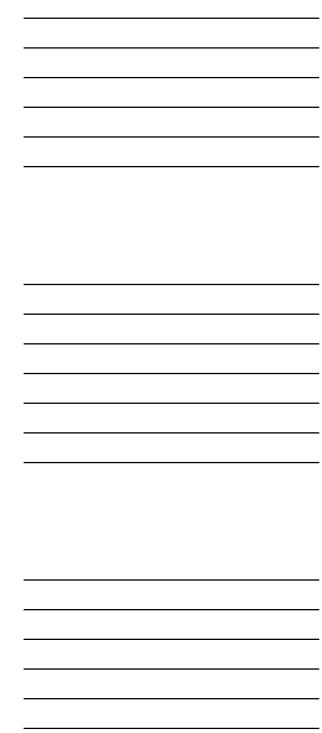
Communication Communication within the organisation can be: • Vertical • Horizontal • Diagonal • Formal/informal

Barriers to communication

- Inappropriate language
- Status
- Emotion
- Wrong medium
- Not wanting to transmit
- Not wanting to receive
- · Information overload

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Recruitment and selection

Human resources are a scarce resource and are critical to organisational strategy

Organisations must

- Define requirements
- · Attract applicants
- Select

Job analysis, description and person specification

- · Collecting, analysing, setting out content of jobs
- Job description content of job
- Person specification role-specific attributes
- Roger's 7-point selection plan -BADPIGS: (background, achievements, disposition, physical, interests, general intelligence, special aptitudes)

Advertising vacancies

Advertise vacancies to try to attract applicants to fit the person specification

- · Describe job
- Provide information
- · Interest suitable applicants



Selection methods

A systematic approach to selection should be employed

- Interviews
- Selection tests
- References
- Work sampling
- · Group selection methods



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Interviews

Most frequently used technique but poor at predicting how candidates will perform

They must be well structured and conducted by suitably skilled interviewers



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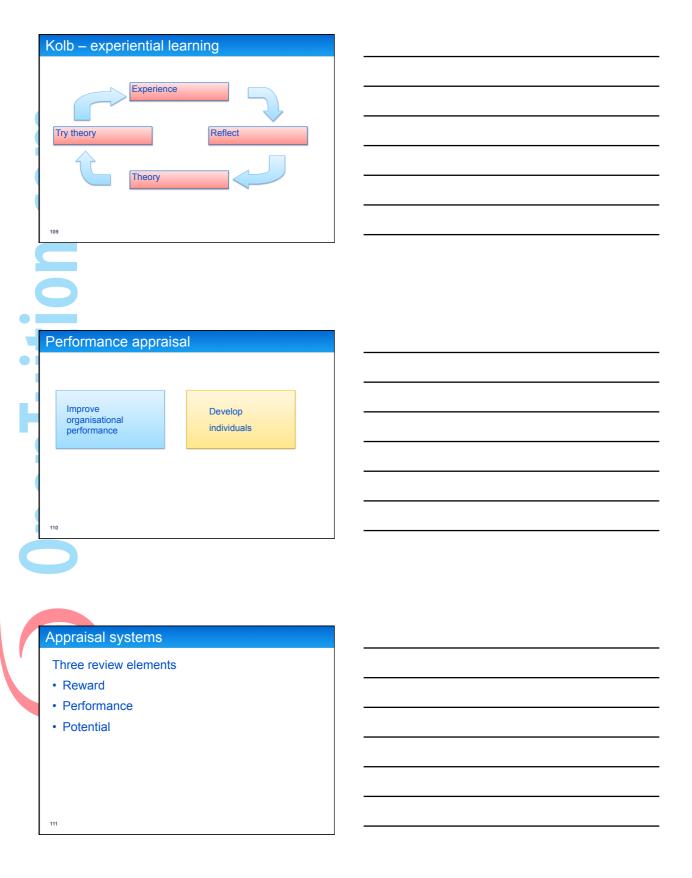
Selection testing

- Applicants undergo formal tests to identify competence and attributes
- Psychometric tests personality
- Proficiency
- Intelligence
- Aptitude



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Developing and training • Training – competence: specific, needed for current role • Development – growth: less specific, needed at some time in the future • Education – knowledge acquired gradually through learning and instruction The learning process How do people learn? · Behaviourist psychology Cognitive approach Honey and Mumford • Theorists – understand • Reflectors - observe and consider • Activists – hands-on · Pragmatists - practical



Appraisal interviews

- Prepare
- Interview
 - Tell and sell, tell and listen, problem-solving
- - Gain commitment, agree, summarise
- Report
 - Agreed conclusions
- Follow up
 - Take action, monitor progress



Sources of law

- · European Community law:
 - Regulations directly applicable to all member states
 - Directives national laws have to be altered
- Legislation/statute domestic parliament
- Case law (common law/equity/precedent)



Data Protection Act implements Directive 95/46/EC

- 1. Shall be processed fairly and lawfully
- 2. Shall be obtained only for one or more specified and lawful purposes
- 3. Shall be adequate, relevant and not excessive
- 4. Shall be accurate and, where necessary, kept up to date.
- 5. Not be kept for longer than is necessary



Data Protection Act implements Directive 95/46/EC

- 6. Personal data shall be processed in accordance with the rights of data subjects under this Act.
- 7. Appropriate measures shall be taken against unauthorised or unlawful processing and against accidental loss or destruction of, or damage to, personal data.
- Personal data shall not be transferred to a country or territory outside the European Economic Area, unless that country or territory ensures an adequate level of

Risks to data

- · Human error.
- · Technical malfunction or error.
- · Catastrophic events.
- · Malicious damage.
- · Industrial espionage or sabotage.
- · Dishonesty.

Health and safety – employer's duties

- · All work practices must be safe.
- · The work environment must be safe and healthy.
- All plant and equipment maintained to the necessary standard.
- · Information, instruction, training and supervision should encourage safe working practices.
- · Clear communication of safety policy to all staff.
- Employers must carry out risk assessments,

Health and safety - employer's duties(cont)

- · Share hazard and risk information with others
- · Must introduce controls to reduce risks.
- Should revise/initiate safety policies in the light of the above, Must identify employees who are especially at risk.
- Must employ competent safety and health advisers.
- The Safety Representative Regulations provide that:
 - a safety representative may be appointed by a recognised trade union. Safety representatives are entitled to paid time off work to carry out their duties.
 - safety committees to be set up at the request of employee representatives.



Health and safety – employees' duties

- Take reasonable care of themselves and others
- Allow the employer to carry out his or her duties (including enforcing safety rules)
- Not interfere intentionally or recklessly with any machinery or equipment
- Inform the employer of any situation which may be a danger (this does not reduce the employer's responsibilities in any way)
- · Use all equipment properly

Health and safety policy

- Principles
- Procedures
- · Compliance with the law
- · Detailed instructions
- Training requirements

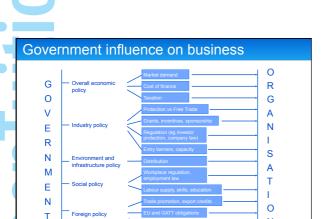


Employment protection					
Termination of employment					
Retirement Resignation					
Dismissal (termination non-renewal, constructive)					
Is dismissal fair or unfair?					
121					
Fair/unfair diaminael	1				
Fair/unfair dismissal					
Fair dismissal Redundancy					
Legal impediment Non-capability Misconduct					
Other substantial reason Unfair dismissal					
 Unfair selection for redundancy Membership and involvement in a trade union 					
Pregnancy Insisting on documented payslips and employment particulars Carrying out certain activities in connection with health and safety at					
Wrongful dismissal					
Breaches contract of employment					
122					
	,				
Remedies for unfair dismissal					
Re-instatement: giving the employee the old job back.					
 Re-engagement: giving the employee a job comparable to the old one. 					
Compensation: which may include redundancy pay, breach of contract and punitive award.					
breach of contract and pullture award.					
123					

Equal opportunities - 1	
Anti-discrimination laws relate to:	
• Race	_
• Sex	
Disability	
Religion	
Sexual orientation	
• Age	
124	
124	
Equal opportunities - 2	1
Direct discrimination	
Ladina de discontración	
Indirect discrimination	
Victimisation	
- Victiffisation	
125	
	1
Diversity	
What is diversity?	
ensuring that the composition of the workforce	
reflects the population as a whole	
A diverse organisation will better understand and	
A diverse organisation will better understand and meet the needs of customers	
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Macro-economic policies

- Inflation
- Employment
- Economic growth
- · Wealth distribution
- Foreign exchange
- Public services



Inflation - causes

- Demand pull
- Cost push
- Import cost factors
- Expectations
- Increase in the money supply

Unemployment

- Real wage
- Frictional
- Seasonal
- Structural
- Technological
- Cyclical

Monetary and fiscal policy - 1 Fiscal policy Expenditure Income 4 Borrowing

Monetary and fiscal policy - 2

Monetary policy - management of the supply of money

- Interest rates
- Reserve requirements/credit controls

Functions of taxation

- To raise revenues for the government
- To discourage certain activities regarded as undesirable.
- To cause certain products to be priced to take into account their social costs.
- To redistribute income and wealth.
- To protect industries from foreign competition.
- To provide a stabilising effect on national income.

Types of taxation

- · A regressive tax takes a higher proportion of a poor person's salary than of a rich person's.
- · A proportional tax takes the same proportion of income in tax from all levels of income.
- A progressive tax takes a higher proportion of income in tax as income rises.

More terminology!

- · A direct tax is paid direct by a person to the Revenue authority.
- An indirect tax is collected by the Revenue authority from an intermediary (a supplier).
 - A specific tax is charged as a fixed sum per unit sold.
 - An ad valorem tax is charged as a fixed percentage of the price of the good.



Current account

- Trade in goods (balance of trade)
- Trade in services
- · Income from overseas investment
- Transfers (eg EU)
- Capital amount (eg loans)
- Financial account (eg investment overseas)

