

Overview **Strategic TP Calculations** Context of transfer pricing Understand purpose of control Understand various approaches to TP Aims and conflicts Link strategy to perf. Management and Calculate TPs under various scenarios Resolution strategies mgt control systems Advise on appropriate approaches given facts Role of IT & analytics **Transfer Budgetary Control** Perf. Measurement **Pricing** Role of budgets in control **Framework** Behavioural aspects Approaches to budgets **Assessing Divisional Performance Learning Curve** Understand various metrics (ROCE, RI, EVA) Calculate & advise on best measures **Performance Analysis Structure** Understand limitations and possible Understand various possible dysfunctional consequences structures (e.g. responsibility centres, divisions etc) Explain pros & cons of each for **CAP2 SFMA** company Divisional **Performance** NB: Cumulative principle - CAP1 Overall **Management Accounting (Part)** Identify strategy and design Overall appropriate goals Centralised vs decentralised structure Evaluate performance using Different types of divisions (costs, profit etc) **Application** various metrics/perspectives Pros & cons of divisionalisation Analyse practical issues in perf. Ethical dilemmas measurement Understand conflicts that can arise (e.g. short termism) Perf. Measurement **Advanced Decisions Variances** Overall Role of variances **Advanced Variances** Basic variances (CAP1 MA) + **Balanced Scorecard** Mix & yield (labour & materials) reconcile profit figures Explain & apply BSC & KPIs Advise on ratio & trend Sales mix and yield Ability to interpret basic and Market share and size analysis advanced variances Double G Exit Planning and operating variances