



Value Creation in Management Accounting: Using Information to Capture Customer Value (The Managerial Accounting Collection)

CJ McNair-Connolly

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Value creation is at the heart of an economic enterprise, defining its capability to serve customers and generate profits and growth. This fact has led to an ever-increasing set of tools and techniques that start with customers, focusing on serving their preferences from the very inception of a product until its disposal. And this data is required to implement a value creation approach that has its roots in the Management Accounting System (MAS). The resulting model is called the Value-based Cost Management System (VCMS). If you or any manager want to take the lessons you learned in product development, process management, and marketing, this book will help you extend this knowledge to your MAS. This book makes this transformation both logical and easy to implement, with a focus on the new types of information that can be garnered when the MAS is modified to fit the value creation approach. The authors of the book will provide, upon request, a simplified automated data collection template that will ease the implementation process.

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