

Chapter 18

Cost Behavior and Cost-Volume-Profit Analysis

QUESTIONS

1. Cost-volume-profit analysis is especially useful in the planning phase for a business. This phase involves predicting the volume of sales activity, the costs to be incurred, revenues to be received, and profits to be earned. It is also useful in what-if (sensitivity) analysis.
2. A variable cost is one that varies proportionately with the volume of activity. For example, direct materials and direct labor (when the workers are paid for completed units) are treated as variable costs with respect to the number of units produced.
3. Variable costs *per unit* stay the same (remain constant) when output volume changes. This is because each unit consumes the same amount of variable costs within the relevant range of activity.
4. Fixed costs *per unit* decrease when output volume increases. This is because the total amount of fixed costs remains the same while it is being divided among more units within the relevant range of activity.
5. A step-wise cost remains constant over a limited range of output activity, outside of which it changes by a lump-sum amount, then remains constant over another limited range of output activity, and so on. A curvilinear cost gradually changes in a nonlinear manner in response to changes in sales volume.
6. *Definition:* Unit contribution margin = Sales price per unit - Variable costs per unit. Unit contribution margin is the per unit dollars available to cover fixed costs, with the remainder being profit.
7. *Definition:* Contribution margin ratio = Contribution margin / Sales price per unit. The contribution margin ratio tells what percent of each sales dollar is available to cover fixed costs, with the remainder being profit.
8. Contribution margin ratio means that for each sales dollar a specified percent is available to cover fixed costs and contribute to profits. To illustrate, if a company has a 75% contribution margin ratio, then 75% (or 75¢) of each sales dollar is available to cover fixed costs and contribute to profits.
9. A CVP analysis for a manufacturing company is simplified by assuming that the production and sales volumes are equal. This is the same as assuming no changes in beginning and ending inventory levels for the period.
10. The first is that although individual costs classified as fixed or variable might not behave precisely in those patterns, some variations of individual components in the

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