

Basic Considerations in Management Advisory Services

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I. OVERVIEW

MANAGEMENT ADVISORY SERVICES DEFINED:

Management advisory services refer to the function of providing professional advisory (consulting) services, the primary purpose of which is to improve the client's use of its capabilities and resources to achieve the objectives of the organization.

II. STRATEGIC DECISIONS AND MANAGEMENT ACCOUNTING

Key to a company's success in creating value for customers while differentiating itself from its competitors

A. Mission vs Vision

A Mission Statement defines the company's business, its objectives and its approach to reach those objectives. A Vision Statement describes the desired future position of the company.

B. Providing information about the sources of competitive advantage

Michael Porter's Three Generic Strategies

1. Porter called the generic strategies "Cost Leadership" (no frills), "Differentiation" (creating uniquely desirable products and services) and "Focus" (offering a specialized service in a niche market). He then subdivided the Focus strategy into two parts: "Cost Focus" and "Differentiation Focus."
2. Role of management accountant: provide managers information in helping formulate strategy

C. Identifying and building resources and capabilities

1. Strategic analysis: matching knowledge of marketplace opportunities and threats with company's resources and capabilities
2. Balance sheet information about assets
 - a. Current resources
 - i. Cash adequacy
 - ii. Inventory management
 - b. Long-term productive assets: important strategic decisions for the right investments
 - i. Analyze trends and measure efficiencies
 - ii. Develop network of relationships with customers and suppliers
 - iii. Identify financial and nonfinancial costs and benefits associated with alternative choices
 - c. Intangible assets

III. MANAGEMENT ACCOUNTANT'S ROLE IN IMPLEMENTING STRATEGY

A. Implementing strategy: managers taking action by using planning and control systems to help the collective decisions of an organization

1. Planning
 - a. Thinking process
 - i. Selecting organization goals
 - ii. Predicting results under various alternatives of achieving those goals
 - iii. Deciding how to attain desired goals
 - b. Communicating goals and how to attain them to entire organization
2. Control
 - a. Taking actions to implement the planning decisions
 - b. Deciding on performance evaluation
3. Feedback: linking planning and control to help future decision making

Handbook Of Consulting And Management Advisory Services

Shasha Hu



Handbook Of Consulting And Management Advisory Services:

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In a global inundated with displays and the cacophony of fast communication, the profound energy and mental resonance of verbal beauty often disappear into obscurity, eclipsed by the constant assault of sound and distractions. Yet, located within the lyrical pages of **Handbook Of Consulting And Management Advisory Services**, a captivating perform of literary beauty that pulses with fresh feelings, lies an memorable journey waiting to be embarked upon. Penned with a virtuoso wordsmith, that magical opus manuals readers on a psychological odyssey, lightly exposing the latent possible and profound impact stuck within the complicated internet of language. Within the heart-wrenching expanse of the evocative evaluation, we will embark upon an introspective exploration of the book is key themes, dissect their captivating publishing model, and immerse ourselves in the indelible impact it leaves upon the depths of readers souls.

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