

☑ **BE-417, general information**

Course code: BE-417

Course name: Management Control Systems

Date: December 5th 2017

Duration: Four hours

Resources allowed: Norwegian-English Dictionary

Notes:

Please provide a sound, precise, structured and literature-based argument on each question.

1. Section: Please try to limit yourself to on average of approx. 250 words per question

2. Section: Please try to limit yourself to on average of approx. 500 words per question

Good Luck!

The professors sometimes ask for exam answers to be used for teaching purposes, but in order for this to take place, the university needs your consent.

Do you grant the University of Agder permission such permission?

Select one alternative

Yes

No

1 Section 1, question 1

What type of controls are becoming more prevalent in organizations and society?

Discuss how and why.

Fill in your answer here

Format | **B** | *I* | U | x_2 | x^2 | I_x | | | | | | | Ω | | | Σ |

Words: 0











Maximum marks: 10

2 Section 1, question 2

Discuss the problems of using the measure gross profit (GP) instead of sales volume as a goal for sales reps.

Outline why companies still prefer GP as a measure?

Fill in your answer here

Format | **B** | *I* | U | x_2 | x^2 | \int_x |  |  |  |  |  |  |  |  |  | Σ | ABC | 

Words: 0

Maximum marks: 10

3 Section 1, question 3

Should firms drop all non-compensation related controls?

Make a sound argument based on Merchant/Van der Stede.

Fill in your answer here

Format - | **B** *I* U x_2 x^2 | I_x | | | | Ω | Σ | ABC |

Words: 0

Maximum marks: 10

4 Section 1, question 4

Discuss the management control challenges in not for profit organizations incl. public sector and provide an example each.

Fill in your answer here

Format - | **B** *I* U x_2 x^2 | I_x | | | | Ω | Σ | ABC |

Words: 0

Maximum marks: 10

5 Section 2, question 1

Explain the lever of control framework, discuss its use regarding performance management and provide an example.

Fill in your answer here

Format - | **B** *I* U x_2 x^2 | \int_x | | | | Ω | | Σ | ABC |

Words: 0

Maximum marks: 10

6 **Section 2, question 2**

Please outline the functions of budgets and discuss the dilemma of setting targets at the right level.

Fill in your answer here

Format - | **B** *I* U x_2 x^2 | \int_x | | | | Ω | | Σ | ABC |

Words: 0











Maximum marks: 10

7 **Section 2, question 3**

Discuss organization`s experience in implementing Beyond Budgeting (BB).

Explain the key challenges related to BB-implementation and provide an example.

Fill in your answer here

Format | **B** | *I* | U | x_2 | x^2 | I_x |  |  |  |  |  |  |  | Ω |  |  | Σ | ABC | 











Words: 0

Maximum marks: 10

8 Section 2, question 4

You work in the department of finance and control at a mid-sized company providing supplies for the oil and gas industry. Recently, many employees in the staff function have retired, therefore the group needs to take initiative in hiring new highly skilled employees for the accounting and control function. New employees should be good communicators and know the latest accounting trends. Your task is to develop the job description as well as the tasks and requirements for a job advertisement.

Fill in your answer here

Format | **B** | *I* | U | x_2 | x^2 | I_x |  |  |  |  |  |  |  | Ω |  |  | Σ | ABC | 

Words: 0

Maximum marks: 10

