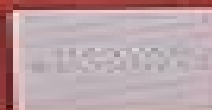


# RELEVANCE LOST

H. Thomas Johnson  
Robert S. Kaplan



# Relevance Lost The Rise And Fall Of Management Accounting

**Robert S. Kaplan, Robin Cooper**



## **Relevance Lost The Rise And Fall Of Management Accounting:**

*Relevance Lost*, 1991      Relevance Lost Harvard Business School Publishing, Harvard Business School Staff, 1991-03-01

Since its initial publication in 1987 *Relevance Lost* has gone through nine printings won two major awards from the accounting profession had a profound impact on how management accounting systems operate in the 1990s It has become a manifesto for managers in accounting control By exploring the evolution of management accounting in American business from the early textile mills to present day computer automated manufacturers Johnson Kaplan reveal why modern corporations must make major changes in the way they measure manage costs In a world of rapid technological change vigorous global domestic competition enormous information processing capabilities it is critical that managers receive information that is timely accurate relevant      Relevance Lost H. Thomas Johnson, Robert S. Kaplan, 1987 Traces the history of the role of management accounting in business and argues that present management accounting systems have become obsolescent      *Relevance Regained* H. Thomas Johnson, 2002-01-15 Building on his pathbreaking award winning bestseller *Relevance Lost* H Thomas Johnson presents a devastating critique of the top down hierarchical accounting systems that have dominated American corporations since the 1950s In *Relevance Regained* Johnson shows exactly how managing by remote control through results oriented accounting information has obstructed the real business objective to reduce process variation and lead times for the purpose of obtaining and keeping satisfied customers The failure of most American businesses to be competitive and profitable he contends is their reliance on management accounting information to control people s actions and productivity Cost focused imperatives from on high must be replaced Johnson asserts with information systems that link actions with imperatives of global competition Self managing work teams according to Johnson must own problem solving information to reduce variation delays and excess in processes Johnson prescribes the necessary changes in management principles that must replace the outdated style associated with the industrial revolution Responsiveness to customers not accounting costs and flexibility reducing lead times and removing constraints are necessary for sustained competitive excellence and long term profitability Johnson discusses the radical overhauls of companies such as General Electric s work outs best practices program and Harley Davidson s work simplification programs and shows how these strong commitments to new strategies maximize a company s most important assets people and time To be globally competitive he claims a company s work must be directed toward selling to customers not just selling products      *Relevance Lost* Robert S. Kaplan, Thomas H. JOHNSON, 1987 Management accounting is vital to long term planning However in today s climate of rapid technological change vigorous global domestic competition the enormous expansion of information processing capabilities current management accounting systems are inadequate outdated In *Relevance Lost* H Thomas Johnson Robert S Kaplan both professors of management accounting combine their unique perspectives to describe the evolution of management accounting combine their unique perspectives to describe the evolution of management accounting in American

business from the early textile mills to present day computer automated manufacturers As they say understanding the reasons behind the obsolescence of existing systems should provide improved rationale for organizational change Johnson Kaplan argue that the use of outdated accounting methods may have helped undermine American manufacturers efforts to adapt to the rapidly changing competitive environment of the 1980s When management accounting systems report highly inaccurate product costs provide misleading targets for productivity efficiency efforts America s large decentralized corporations become vulnerable to smaller more focused competitors Ineffective management accounting systems can prevent companies from achieving gains through vertical integration diversification Today new management accounting developments taking place in leading American manufacturing firms show promise of reversing this trend Relevance Lost cites numerous cases of forward looking companies that are accomplishing just that Johnson Kaplan masterfully persuasively illustrate the need for modern corporations to reexamine their existing practices to redesign new management accounting systems Tomorrow s leaders will be those companies who have the foresight to lead management accounting back to the path of relevance from which it strayed over sixty years ago

**Cost & Effect** Robert S. Kaplan, Robin Cooper, 1998 Cost and Effect is written for the general manager and explains activity based costing systems It focuses on creating integrated knowledge based systems that provide managers with meaningful information not just data

*Essentials of Cost Management* Catherine Stenzel, Joe Stenzel, 2003-01-24 An accessible practical survey of cost management methods Essentials of Cost Management provides an unbiased survey and explanation of the cost management approaches and methods currently available for immediate application in day to day activities Rather than advocate a particular method this book assists readers in choosing the best approach or blend of cost management strategies to address specific business problems The expert authors also discuss cutting edge topics such as target costing capacity management and activity based costing management

*Handbook of Management Accounting Research* Christopher S. Chapman, Anthony G. Hopwood, Michael D. Shields, 2011-09-14 Volume two of the Handbooks of Management Accounting Research consists of two groups of chapters The first draw together research that has focussed on particular management accounting practices The second set synthesise contributions to the literature that have been focussed within particular organisational contexts Volume two concludes with a review of research on how management accounting practice and research varies around the world Special pricing available if purchased as a set with Volume 1 Documents the scholarly management accounting literature Publishing both in print and online through Science Direct International in scope

[Marketing Accountability](#) Robert Shaw, Laura Mazur, 1997

**Science in the Twentieth Century** John Krige, Dominique Pestre, 2013-11-19 With over forty chapters written by leading scholars this comprehensive volume represents the best work in America Europe and Asia Geographical diversity of the authors is reflected in the different perspectives devoted to the subject and all major disciplinary developments are covered There are also sections concerning the countries that have made the most significant

contributions the relationship between science and industry the importance of instrumentation and the cultural influence of scientific modes of thought Students and professionals will come to appreciate how and why science has developed as with any other human activity it is subject to the dynamics of society and politics

## Unveiling the Magic of Words: A Report on "**Relevance Lost The Rise And Fall Of Management Accounting**"

In some sort of defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Relevance Lost The Rise And Fall Of Management Accounting**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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