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ACCOUNTING INFORMATION SYSTEMS

Richardson |

Chang | Smith

FOURTH EDITION





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1 2 3 4 5 6 7 8 9 LWI 28 27 26 25 24 23

ISBN 978-1-266-18835-0 MHID 1-266-18835-5

Cover Image: Andreas Schindl/123RF; stockcreations/Shutterstock

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His research interests include use of financial and nonfinancial measures to assess organizational performance; accounting information systems, enterprise systems, business processes, and business value; design science; and systems dynamics and business process simulation.

Dedications

To my wonderful daughter, Bethany. You are a treasure and joy to mom and me.

—Vern Richardson

To my students and my family who have inspired and supported me.

—Janie Chang

To my wife, Gayla.

-Rod Smith



Preface



Whether working in public accounting or in industry, accountants use a variety of technology tools. The International Federation of Accountants (IFAC) describes four roles for accountants with respect to information technology: (1) *users* of technology and information systems, (2) *managers* of users of technology and related information systems, (3) *designers* of information systems, and (4) *evaluators* of information systems. As users, managers, designers, and evaluators of technology and technology-driven business processes, accountants must understand the organization and how organizational processes generate information important to management. Accountants must be business analysts to ensure that process and systems are well documented and continuously improved.

This text aims to provide students with a variety of technology and business analysis concepts and skills most relevant to business operations and decision making. It is intended for use in the first Accounting Information Systems course at both the undergraduate and graduate levels. Ongoing changes in business technology—such as the move to Internet-based systems, data analytics, software as a service, mobile access to enterprise information, as well as increased security and control requirements—make technological skills more important than ever for accounting graduates. This text also aims to show how changes in accounting affect each of these roles. For example, Extensible Business Reporting Language (XBRL) changes system requirements and affects how companies develop and report financial information. We also consider the role of data analytics and how it is used in financial accounting, managerial accounting, and auditing. Additionally, we consider both the COBIT and COSO frameworks to describe how organizations deal with risk management. In their roles as managers, designers, and evaluators, accountants must know how those frameworks affect their accounting and related information systems.

The core competencies of the American Institute of Certified Public Accountants (AICPA) emphasize accounting skills over content. This text emphasizes examples, problems, and projects through which students can develop the technological skills they need for their accounting careers. It uses real-world companies such as **Starbucks**, **Walmart**, **Google**, and **Amazon** that students can relate to. It takes a broad view of accounting information systems that emphasizes the accountants' roles in the use, management, design, and evaluation of the systems and the management information that they produce. To assist accounting students in experiencing the benefit of learning information technology/information services (IT/IS) concepts and using IT/IS skills in accounting, we focus on business processes, business requirements, how information technology supports those requirements, and how accountants contribute. In particular, this text helps students

- Apply Data Analytics and understand the basic concepts of blockchain and artificial intelligence. This includes using three different data analytics tools: Excel, Tableau, and Power BI. The use of technology is rapidly changing the accounting profession. The CPA exam now includes material on Data Analytics. Interest in, and use of, blockchain is exploding. Increased computing power and availability of data is driving advances in artificial intelligence. Today's accountant must be familiar with all these topics and able to use prominent tools.
- Design business processes and represent them with standard documentation tools. The role of the accounting function has evolved from stewardship and reporting to full partnership, supporting management decisions throughout the





- organization. As business analysts, accountants must be able to document business processes, identify potential improvements, and design and implement new business processes. Thus, this text helps develop business process modeling skills.
- Design and implement well-structured databases to enable business processes. Accountants must also understand how business processes generate data and how such data are structured, interrelated, and stored in a database system. To ensure that business processes and the database systems are documented and to help make improvements to processes and systems, accountants must understand and be able to model such systems. Thus, this text helps develop data modeling and database implementation skills.
- Query databases to provide insights about the performance of business operations. Most organizational information resides in databases. To support management decisions throughout the organization, accountants must understand how those data are structured and how to retrieve information to support business management decisions. Thus, this text develops skills on the use of Microsoft Access and databases in general. This text also develops Data Analytics tools through the use of Microsoft Excel and Tableau.
- Evaluate internal control systems and apply business rules to implement controls and mitigate information systems risks. Federal legislation—for example, the Sarbanes-Oxley Act of 2002 and COSO and COBIT guidanceemphasizes the importance of risk mitigation in modern organizations. Internal control systems must constantly evolve to meet a changing risk environment. Accountants are often the internal control experts and must, therefore, understand how internal controls should be implemented in business processes as part of the organization's overall risk mitigation and governance framework. Thus, this text presents specific material on internal control and accounting information systems, as well as general information about computer fraud and security. It also describes how to monitor and audit accounting information systems.



Main Features

Accounting Information Systems, 4th Edition, focuses on the accountant's role as business analyst in solving business problems by database modeling, database design, and business process modeling.

Chapter Maps

Chapter Maps provide a handy guide at the start of every chapter. These remind students what they have learned in previous chapters, what they can expect to learn in the current chapter, and how the topics will build on each other in chapters to come. This allows them to stay more focused and organized along the way.

Chapter Two

Data Analytics: Addressing Accounting Questions with Data

A Look at This Chapter

With data plentiful and technology tools increasingly available to assist, accountants address a variety of accounting questions using data and analytics. We introduce a framework to facilitate the data analytics process, suggesting the AMPS model (i.e., Ask the question, Master the data, Perform the analysis, Stane the story). We illustrate the AMPS model specifically by highlighting the types of questions asket; the types of data that are available; and four analytics types, namely descriptive, diagnostic, predictive, and prescriptive analytics. We then demonstrate the AMPS process by illustrating hands-on examples of each of these four analytics types using Excel.

Chapter 1 discussed the importance of accounting information systems and the role accountants play in those systems It further described how investments in information technology might improve the ability to manage business processes and potentially create value for the firm.

A Look Ahead

Chapter 3 discusses the use of accounting visualizations in data analytics using software tools like Excel, Tableau and Power BI to help with reporting and visualizations.

Chapter-Opening Vignettes

Do your students sometimes wonder how the course connects with their future? Each chapter opens with a vignette, which sets the stage for the rest of the chapter and encourages students to think of concepts in a business context.

"I like how it relates many of the concepts to real companies, like Starbucks."

—Linda Wallace, Virginia Tech



Developing an analytics mindset

- EY argues that accountants, including its own accounting professionals (including CPAs) and its new hires, need an analytics mindset. So, what is an analytics mindset? An analytics mindset is the ability to
- Ask the right questions.
- Ask the right questions.
 Extract, transform, and load relevant data.
 Apply appropriate data analytics techniques.
 Interpret and share the results with stakeholders.

In this text, we focus on learning appropriate data analytics techniques that can be used to analyze data. While we formalize this is being the AMPS model, the analytics mindset serves as a way to see how the data analytics process can help you make the properties of the properties

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Chapter Outline

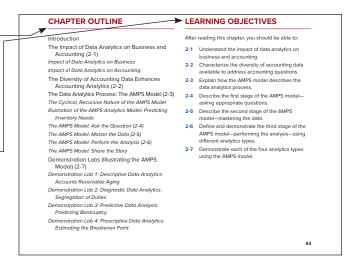
Each chapter opens with an Outline that provides direction to the students about the topics they can expect to learn throughout the chapter.

Learning Objectives

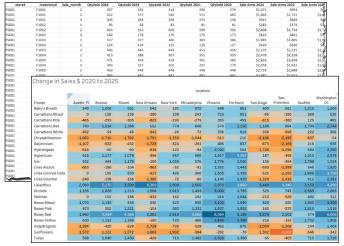
Learning Objectives are featured at the beginning of each chapter. The objectives provide students with an overview of the concepts they should understand after reading the chapter. These Learning Objectives are repeated in the margin of the text where they apply.

"Well-written with great examples. Students should like reading this book."

-Marcia Watson, Mississippi State University



Prepare Structure Diagram LO 10-3 Exhibit 10.6 outlines the tasks to prepare structure diagrams. Using the information gained Develop an intefrom discovering the business requirements, the project team then prepares an integrated grated UML class UML class diagram that shows the data requirements for the organization. The class diadiagram for a gram should articulate with the BPMN activity diagrams. In other words, the class diagram must include resources, events, and agents that capture information reflected by each data object in the activity diagrams. Material in Chapters 5, 6, and 7 of this text provides stan dard patterns that can be the basis for the integrated diagram. **EXHIBIT 106** Prepare Structure Diagram Subprocess This example starts with a UML class diagram based on the generic REA framework for the sales process as shown in Exhibit 10.7. Remember this involves six classes, two resources (Inventory and Cash), two events (Sales and Cash Receipts), and two agents (Customers and Employees). The second step is to determine the associations, starting with the basic associations from the generic sales model and then refining to address specific business requirements. Third, process requirements define appropriate multiplicities. This diagram implements the data structures to support the interactions between Customers and Your Company shown in Exhibit 10.3.



Integrated Project

Projects can generate classroom discussion, foster good teamwork, and prepare students for their accounting careers. Chapter 10 provides guidance to students on how to approach a systems project; related material provides information and data for the projects. There are now three different projects, so instructors can select the project level of difficulty to match the time available or the sophistication of their students. The two main integrated projects require students to apply the different techniques they have learned in Chapters 7, 8, and 9 to a realistic situation. One project focuses on inventory management in a small business with multiple retail stores and a central warehouse. The second project also involves a small wholesale distribution business with multiple stores but without inventory management complications. Students use Microsoft Access to implement their data models and prepare financial reports in both projects. Students also apply data analytics concepts from Chapters 1, 2, and 3.

Data Analytics

Due to its importance and popularity, we expanded coverage on Data Analytics and moved it forward in the text. Chapter 2 introduces the importance and impact of Data Analytics in the business world, specifically in the accounting profession. It introduces a framework to facilitate the Data Analytics process, suggesting the AMPS model (i.e., ask the question, master the data, perform the analysis, share the story). We illustrate the AMPS model specifically by highlighting the types of questions asked; the types of data that are available; and four types of analyses, including descriptive, diagnostic, predictive, and prescriptive analysis. Chapter 3 continues the discussion and introduces students to using tools such as Excel, Tableau, and Power BI to help with reporting and visualizations.

Step-by-step instructions and videos associated with the data analytics labs are provided in Connect.

The Cyclical, Recursive Nature of the AMPS Model

After completing all stages of the AMPS model, oftentimes the decision maker is now more knowledgeable and better able to ask another deeper, more refined question, which suggests the AMPS model should best be viewed as recursive in nature. Data analytics might be viewed as successively peeling the layer of an onion. By peeling the first layer of the onion, you now are able to see the next layer and evaluate it and remove it to get to the third layer, and so on. Oftentimes, the AMPS model must be performed multiple times, refining the question (ask the question), possibly considering different types of data (master the data), performing additional analysis (perform the analysis), and retelling the story in each iteration (sharing the story) before the issue/problem/challenge can be finally addressed with some confidence as shown in Exhibit 2.4.

EXHIBIT 2.4 The Recursive Nature of the Data Analytics Process Using the AMPS Model



LABS ASSOCIATED WITH CHAPTER 3

LAB 3-1 EXCEL Creating Column Charts, Line Charts and Pie Charts for Tesla Sales and Earnings

LAB 3-2 POWER BI Creating a Word Cloud

LAB 3-3 EXCEL Using Scatterplots and Regression to Understand the Relationship between Advertising Expenditures

LAB 3-4 EXCEL Time Series Analysis of IBM Sales and Earnings

LAB 3-6 TABLEAU Time Series Analysis of IBM Sales and Earnings

LAB 3-6 POWER BI Time Series Analysis of IBM Sales and Earnings

LAB 3-5 EXCEL Create a Dashboard Using PivotTables and Slicers

The multiple choice assessment questions for each lab are assignable via Connect, Materials

are also available for courses not utilizing Connect via the Solutions Manual

Progress Checks

These self-test questions and problems in the body of the chapter enable the student to determine whether he or she has understood the preceding material and to reinforce that understanding before reading further. Detailed solutions to these questions are found at the end of each chapter.

"I really like the Progress Check box. It is a great tool for students' self-assessment."

—Chih-Chen Lee, Northern Illinois University

⊘ PROGRESS CHECK

- A database is an organized collection of data for various uses. Name three uses for a sales database at Walmart.
- Relational data models allow changes to the data model as information needs change. How does the use of a data model help database designers and database users to understand the business processes?

LO 6-2 Explain basic relational database

principles

FUNDAMENTALS OF RELATIONAL DATABASES

Entities and Attributes

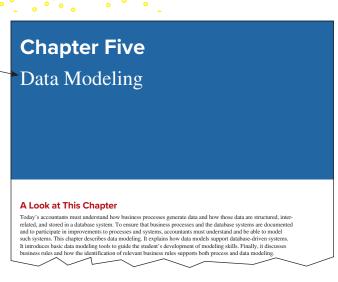
First, it is important to describe entities and attributes of a relational database. As introduced in Chapter 5, a class (also called an entity) in the relational database model could be a person, place, thing, transaction, or event about which information is stored. Customers, sales, products, and employees are all examples of classes. Classes could be grouped into resources (R), events (E), and agents (A) in data modeling. **Resources* are those things that have economic value to a firm, such as cash and products. **Events* are the various business activities conducted in a firm's daily operations, such as sales and purchases. **Agents** the people. **Web participation** abusiness** expents, such as customers** — **Legeople.

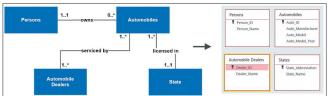
Data Modeling and Microsoft Access

Chapter 5 describes how data modeling supports the design, implementation, and operation of database systems. Basic modeling tools are used throughout the rest of the text.

"This textbook would be good when using the database approach. It provides the information needed to develop and use a database without getting into the details of transaction processing (activities, documents, and internal control)."

—Janice Benson, University of Wyoming





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 materials are assignable in Connect, providing students with instant feedback on
 their answers.
- **Problems.** Select problems from the text are available for assignment in Connect to ensure students are building an analytical skill set.





- Comprehensive Review Exercises and Integrated Project. The setup information
 for the Comprehensive Review Exercises for Chapters 7, 8, and 9 and the Integrated
 Project in Chapter 10 have been added to Connect, along with the ability for
 students to upload their submission files for their instructors to grade.
- Lecture Videos: Video-based walk-throughs are available for each chapter to reinforce select concepts.
- **Test Bank:** The Test Bank for each chapter has been updated and expanded to stay current with new and revised chapter material, with all questions available for assignment through Connect. Instructors can also create tests and quizzes from the Test Bank through our Test Builder software.

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- choose the layout and spacing.
- add instructions and configure default settings.
- The Instructor and Student Resources have been updated for the 4th edition and are available in the Connect Instructor Resources page. Available resources include Solutions Manuals, Comprehensive Exercise and Integrated Project setup and solutions files, PowerPoint presentations, and other ancillary materials. All applicable Student Resources including databases and data files, will be available in a convenient file that can be distributed to students for classes either directly, through Connect, or via courseware.



AIS 4e Content Updates

General Updates for the 4th Edition

- Now in full color!
- Expanded and relocated coverage of data analytics to chapter 1-3 to demonstrate how data analytics is performed and creates value.
- Added more Tableau and Power BI Labs for data analysis.
- Added Alteryx and UiPath labs for process automation.
- Added end-of-chapter multiple-choice questions and problems throughout the text.
- Significantly revised many end-of-chapter problems for availability and autograding within Connect.
- Revised and added many new discussion questions in most chapters.
- Updated integrated projects to apply data analytics concepts.
- Added a new integrated project that emulates accounting software to complete the accounting process for a store.
- Updated Lecture Videos in Connect.

Chapter-by-Chapter Updates

Chapter 1

- Added explanation of a cost accounting system in relation to the various enterprise system components.
- Added two data analytics labs to demonstrate what value can be derived from an accounting information system.

Chapter 2

- Updated discussion on the impact of data analytics on various areas of accounting.
- Added four new demonstration data analytics labs focusing on the different analytics types.

Chapter 3

- Rewrote chapter to emphasize importance of data visualizations.
- Added four new data analytics labs focusing on the different data visualization techniques.

Chapter 4

- Updated introduction to Business Process Modeling and Notation (BPMN).
- Added information about how to develop BPMN models.

Chapter 5

- Updated introduction to Uniform Modeling Language (UML) class diagrams.
- Added information about using business models and business rules to implement internal controls over business processes.
- Added a review exercise for more guided hands-on experience.

Chapter 6

- Updated discussion of relational databases, structured query language (SQL), and Microsoft Access.
- Added hands-on activities.





Chapter 7

- Updated description of sales and collection processes.
- Added new information about planning and implementing internal controls over sales and collections.
- Updated the review exercise to provide more guided hands-on experience.

Chapter 8

- Updated description of the purchases and payments process.
- Added new information about planning and implementing internal controls over purchases and payments.
- Updated the review exercise to provide more guided hands-on experience.

Chapter 9

- Updated description of the conversion (manufacturing) process.
- Added new information about planning and implementing internal controls over the conversion process.
- Added a new review exercise to provide more guided hands-on experience.

Chapter 10

- Substantially updated the two integrated projects to include both process modeling and data analytics components.
- Created a new step-by-step version of the Y Not Flowers project that can be used as students progress through the chapters.
- Created a new project that emulates a small business accounting system such as Quickbooks, and review summary information to complete the accounting process for this store.

Chapter 11

 Added new information about internal controls over financial reporting consistent with new changes to the CPA exam.

Chapter 12

 Updated information about cybersecurity and System and Organization Controls (SOC) examinations to address new changes to the CPA exam and increasing importance of cybersecurity.

Chapter 13

 Updated information on information technology and systems auditing to address new changes to the CPA exam.

Chapter 14

 Updated information about eXtensible Business Reporting Language (XBRL) and inline XBRL.

Chapter 15

- Updated descriptions of Blockchain technology.
- Updated description of AI, machine learning, and robotic process automation.
- Added hands-on labs using Alteryx and UiPath.

Chapter 16

 Updated discussion of the business value of information technology.

Chapter 17

- Updated discussion of planning and implementing IT initiatives.
- Introduced the waterfall and the agile methodologies for systems development.





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"I really liked this app—it made it easy to study when you don't have your textbook in front of you."

- Jordan Cunningham, Eastern Washington University

iPhone: Getty Images



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Acknowledgments

Special thanks go to Deniz Appelbaum, Montclair State University; Katherine Boswell, University of Louisiana - Monroe; and Kevin Brennan, University of Akron who were a tremendous help offering suggestions during their accuracy reviews of the text and Connect.

Throughout the development of this book, we were privileged to have the candid and valuable advice of our contributors, reviewers, and survey and focus group participants. These instructors provided us with priceless suggestions, feedback, and constructive criticism. The depth and sincerity of their reviews indicate that they are a devoted group of teacher–scholars. The content of the book over various versions and editions was greatly enhanced because of their efforts.

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Chapter One

Accounting Information Systems and Firm Value

A Look at This Chapter

Information plays a crucial role in today's information age. In this chapter, we discuss the importance of data and information in accounting information systems and the role accountants play in those systems to create value for the company. In this chapter, we also describe investments in information systems to manage internal and external business processes and how they create value for the firm.

A Look Ahead

Chapter 2 examines the role of accountants as business analysts. The chapter defines business process modeling and describes how it supports the business analyst role of accountants. It explains the potential value of business process modeling and introduces basic modeling tools to guide the accountant's development of modeling skills.





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Walking in to **Starbucks** to order a latte, you notice the atmosphere and the quality and variety of its coffees and related offerings. What you may not immediately notice is the accounting information system that supports the recordkeeping, replenishment, financing, and so on. To be sure, Starbucks has invested immense resources into planning, designing, and developing a number of accounting information systems to track information needed to run an effective business and to report to its shareholders and regulators (e.g., Internal Revenue Service and Securities and Exchange Commission) on its performance. This accounting information system tracks information as diverse as the number of hours worked each day by each of its 383,000 employees throughout the world to the amount of sales

taxes to be paid and remitted to local, state, and national tax authorities at its 33,833 stores in 80 countries.

And customers are increasingly using mobile apps to order and pay for their Starbucks transactions. The Starbucks app is the second most used mobile payment app for point-of-sale transactions in the U.S., right after Apple Pay, and is used by over 30 million Americans!

Even Starbucks' Clover coffee machines use technology! By tracking customer preferences and tracking the expiration dates of milk, Starbucks is always collecting information and making it accessible from headquarters as well as each individual store for decision making. Many increasingly view Starbucks as a technology company. Do you? This chapter focuses on the role accounting information systems play in creating value for a firm such as Starbucks.

Source: CNN Business Profile, https://money.cnn.com/quote/profile/profile.xhtml?symb=SBUX, Insider Intelligence, https://www.insiderintelligence.com/content/how-starbucks-app-energizing-mobile-payment-use (Accessed August 2022).

CHAPTER OUTLINE

Introduction

Accountants as Business Analysts

Definition of Accounting Information Systems

A Simple Information System

Attributes of Useful Information

Data versus Information

Discretionary versus Mandatory Information

Role of Accountants in Accounting Information Systems

Specific Accounting Roles

Certifications in Accounting Information Systems

The Value Chain and Accounting Information Systems

AIS and Internal Business Processes

Financial Reporting System

Human Resource Management System

AIS and External Business Processes

The Supply Chain

Customer Relationship Management

Using AIS to create a cost accounting system:
An Example

AIS and Value Creation
AIS and Firm Profitability

LEARNING OBJECTIVES

After reading this chapter, you should be able to:

- **1-1** Define an accounting information system, and explain characteristics of useful information.
- **1-2** Distinguish among data, information, and an information system.
- 1-3 Distinguish the roles of accountants in providing information, and explain certifications related to accounting information systems.
- 1-4 Describe how business processes affect the firm's value chain.
- **1-5** Explain how AIS affects firm value.
- **1-6** Describe how AIS assists the firm in its internal business processes.
- 1-7 Assess how AIS facilitates the firm's external business processes.
- **1-8** Explain how an AIS is used to create a cost accounting system.
- 1-9 Assess the impact of AIS on firm profitability and stock prices.
- Lab 1-1 Excel: Descriptive Analytics: Determining the Most Profitable Products (SKU) and Customers
- Lab 1-2 Excel: Descriptive Analytics: Calculating Descriptive Statistics

INTRODUCTION

Data on business facts, numbers, customer preferences, and other useful indicators for business purposes are all around us. When a company combines this data with the appropriate context and uses data analytics to analyze it, it becomes a strategic asset for developing a competitive advantage to run the business better than its competitors.

Starbucks, for example, uses information about its customers, suppliers, and competitors to predict how much coffee it will sell and how much coffee it will need to purchase. If the company predicts more sales to customers than it actually has, it will have excess coffee and likely incur extra carrying costs of its inventory. If Starbucks underestimates the demand for its products, the store could potentially run out of coffee and miss out on profitable sales that will go to competitors. Information is a strategic asset if the firm (1) knows what information it needs; (2) develops systems to collect, store, and process that information; and (3) uses that information (often via data analytics) to make critical decisions that will ultimately affect performance and profitability.

LO 1-1

Define an accounting information system, and explain characteristics of useful information.

ACCOUNTANTS AS BUSINESS ANALYSTS

There are data all around us of every type. In fact, 1.7 megabytes of new information will be soon be created every second for every human being on the planet. With an incredible 2.5 quintillion bytes of data being created every day, 90 percent of the world's data has been created in the last two years alone.¹

Firms have access to a tremendous amount of data—for instance, transactional data produced from point-of-sale terminals or bank deposits, consumer behavior data on customer preferences and purchases, product availability and costs, and operational statistics generated throughout a supply chain—that can contain valuable insights to enable decision making. With such data, firms can more easily compare and contrast results with relevant benchmarks. In that way, firms can determine the most effective way to allocate resources such as human resource (HR) talent, capital (e.g., equipment and buildings), and budgets (e.g., marketing, advertising, and research and development).²

At the same time, however, surveys suggest that 28 percent of senior financial executives say they have little or no information to predict the performance of their firms. Another 54 percent said they had only half the information needed to provide visibility into performance.³

Therefore, even with information all around us, it often lacks the needed relevance, clarity, and accuracy. To be sure, as you've learned in your classes to date, accountants keep financial records, prepare financial reports, and perform audits of those financial reports. Because the role of the accountant is to access and attest to the quality of information, accountants may increasingly be considered to be in the best position to serve as a business analyst in looking at the organization as a whole and helping determine how best to optimize overall company performance.

Specifically, as the business analyst, the accountant might be able to use their knowledge of available data from *Accounting Information Systems (AIS)* to provide management with data-driven insights to:

- Address business opportunities like *whether to outsource a portion of the manufacturing function* to Sri Lanka.
- Promote one streaming product over another based on expected profit margins.

¹B. Marr, "How Much Data Is Produced Every Day 2021?," https://www.the-next-tech.com/, Accessed November 2022.

²B. McCarthy, "A Manual for the Data-Driven Finance Chief," *CFO.com*, November 6, 2015.

³J. Hagel, "Why Accountants Should Own Big Data," Journal of Accountancy, November 2013.

- Structure its research and development projects to take advantage of research and development (*R&D*) tax credits in such a way as to minimize current or future taxes.
- Evaluate characteristics of the *journal entries* based on risk scoring (who recorded them, at what amount, who authorized them, rare account combinations, etc.) to find *errors or fraud* in the journal entries.
- Consider how the *product reviews* on **Best Buy**'s website can help predict which
 inventory items will be sold and which ones won't be sold to determine if the inventory will become obsolete and if the inventory is appropriately valued.
- Predict the right level of the Allowance for Doubtful Accounts by classifying which
 customers will be able to pay their debts based on all the things the company knows
 about them.
- Give auditors the needed information *to evaluate and verify* account balances to identify potential material misstatements.
- Predict when goodwill is or soon will be impaired using *social media*, *macroeconomic* conditions, the business press, or recent accounting performance.
- Estimate a product's fixed and variable cost behavior to help *predict the level of sales* required to break even.
- Address the GAAP requirement for the firm to predict the level of future sales returns (items returned, refunds, etc.) in order to match it with the current period sales amounts⁴ with information from the AIS.

To address such critical, but diverse, business opportunities, accountants need to decide what information is needed or potentially useful for addressing important business questions, then build an information system to gather and access the necessary information, and finally, analyze and communicate this information for use in critical business decision making.⁵

DEFINITION OF ACCOUNTING INFORMATION SYSTEMS

Of the many information systems that are used in a firm, one type of information system is used in every firm: an **accounting information system** (AIS). An AIS is a system that records, processes, summarizes, reports, and communicates the results of business transactions to provide financial and nonfinancial information to facilitate decision making. An AIS is also designed to ensure appropriate levels of internal controls (important security measures to protect the integrity and privacy of sensitive data) for those transactions.

This is the focus of this book. Some might call an AIS just a financial reporting system (FRS). Others might include in their AIS a much broader set of data that includes nonfinancial information such as customer sales data, sales transactions, and marketing activities or the results of research and development investment. Viewed broadly, an AIS collects, processes, and reports information deemed useful in decision making.

The study of AIS lies at the nexus of two traditional disciplines: information systems and accounting. In this book, we will highlight knowledge from both of these disciplines to more fully understand an AIS. While an AIS could take the form of a paper-and-pencil manual bookkeeping system, we will view an AIS as having all of the capabilities of a computerized system.

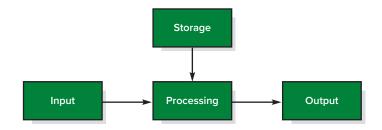
⁴FASB, ASU 2014-09.

⁵F. Borthick, "Helping Accountants Learn to Get the Information Managers Want: The Role of the Accounting Information Systems Course," *Journal of Information Systems* 10, no. 2 (1996), pp. 75–85.

A Simple Information System

An AIS, just like any system, can be explained using a general systems approach (as in Exhibit 1.1) with input, storage, processing, and output activities. We cover these activities in subsequent chapters, but the input may come in the form of sales recorded on a **Starbucks** cash register or point-of-sale terminal. Processing those data may take the form of getting the input into storage (such as a database or a data table). Processing might involve querying that database (e.g., using SQL or other queries) to produce the output in the form of a report for management use. As an example, Starbucks may query its sales database to report how much coffee it sells around Christmas to see if additional sales incentives need to be made to increase sales around Christmas in the future. Whether this report has information that is ultimately useful to management for their decision making is covered in the next section.

EXHIBIT 1.1A Simple Information System



Attributes of Useful Information

To be most useful for decision makers, information from an AIS must both have relevance and give faithful representation of what occurred by having these attributes:

1. Relevance

- a. Confirmatory, or feedback, value (corrects or confirms what had been predicted in the past).
- b. Predictive value (helps with forecasting the future).
- Materiality (is above a threshold where missing or inaccurate information would impact decisions).

2. Faithful representation

- a. Complete (includes all monetary transactions; not missing any).
- b. Neutrality (not biased one way or the other).
- c. Free from error (contains no mistakes or inaccuracies).

Relevance

To be useful, information must be relevant to the decision maker, capable of influencing the decisions of users. In other words, information is relevant when it helps users evaluate how past decisions actually worked out (feedback value) or predict what will happen in the future (predictive value). It is also relevant if the information is material in size, big enough to influence the decisions of its users.

Faithful Representation

Information exhibits faithful representation if the information is complete (i.e., includes all applicable transactions), is neutral (i.e., free from bias), and is free from error. Faithful representation information represents the substance of the underlying economic transaction. If **Amazon** sells Steph Curry athletic shoes for \$300, it should be recorded and subsequently reported in its sales revenue account as \$300. Accounting information should not be

designed to lead users to accept or reject any specific decision alternative, but rather to offer information from transactions that report in essence what happened, free of error or bias.

AISs and accountants exist to provide useful information to decision makers. Considering the attributes of useful information helps AIS designers and users construct a system that delivers useful information to decision makers.

LO 1-2

Distinguish among data, information, and an information system.

Data versus Information

Hal Varian, **Google**'s chief economist, explains that while data are widely available, "what is scarce is the ability to extract wisdom from them." In that short statement, we learn that data and the information actually needed to make decisions may well have different definitions. **Data** are simply raw facts that describe the characteristics of an event that, in isolation, have little meaning.

Walmart has an information system called Retail Link. Retail Link is an Internet-based tool allowing Walmart employees and Walmart suppliers to access the point-of-sale data. Retail Link provides sales and inventory data, by item, store, and day (and time) to its suppliers. That is, it contains a record of every sale of every individual item at every Walmart store for the last 2 years, including time and date of sale, bar code number, price, and quantity purchased. However, to be most useful to Walmart, these data must be processed in a meaningful way to provide information most pertinent for Walmart management. To illustrate, consider the following example:

At what price should Walmart offer its bananas?

Bananas are the best selling item at Walmart, selling more than 1 billion pounds per year (32 pounds every second of every day). Sometimes Walmart will put bananas at the back of the produce section to get customers to walk through other products before picking up the bananas!⁶

To determine price, Walmart management would like the information to potentially address such questions as:

- How many pounds of bananas does Walmart sell on August 1 at its Lawrence, Kansas, store location this year versus last year? How many bananas were available for sale on August 1? How many bananas went bad on August 1 and had to be thrown away (or donated to charity)?
- What is the right price to charge for bananas to maximize Walmart's profits, or that will consistently bring customers in to buy their bananas and other Walmart products?
- What was the trade-off between prices for organic and nonorganic bananas at its locations in Tempe, Arizona; Stamford, Connecticut; and Champaign, Illinois? Does the relative difference in organic and nonorganic bananas depend on location, time of year, size of the price difference, or something else?
- Which other additional items sell best when bananas are bought by our customers?
 Which items should be set next to the bananas to enhance their chance of being sold?

Information is defined as data organized in a way meaningful to the user. Thus, data are often processed (aggregated, calculated, sorted, manipulated, etc.) and then combined with the appropriate context (year or location, etc.) to turn it into information.

⁶A. Lutz, "Why Bananas Are the Best-Selling Item at Walmart," *Business Insider*, September 27, 2013, https://www.businessinsider.com/bananas-the-best-selling-item-at-walmart-2013-9; A. Swerdloff, "Walmart Is Exploiting Our Love of Bananas to Lure Us through Its Stores," *Munchies*, February 20, 2016, https://munchies.vice.com/en_us/article/bm3adz/walmart-is-exploiting-our-love-of-bananas-to-lure-us-through-its-stores.

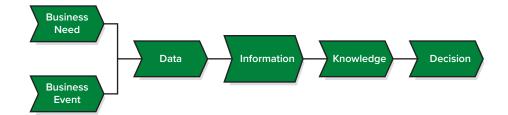
Decision makers typically require useful information to make decisions. As an example, while the sales price of a particular toy might be just considered data, subtracting the cost of goods sold from the sales price to compute the net profit would be considered information if the data help a retailer decide whether to carry that particular toy in its inventory, or even where to place it on its shelf to maximize customer exposure. To the extent that computers can assist in processing and organizing data in a way that is helpful to the decision maker, it is possible that there may be so much information available to actually cause **information overload**, which is the difficulty a person faces in understanding a problem and making a decision when faced with too much information. Therefore, an AIS must be carefully designed to provide the most important and useful information without overwhelming the user.

Data are considered to be an input, whereas information is considered to be the output.

The overall transformation from a business need and business event (like each individual transaction including bananas) to the collection of data and information to an ultimate decision is called the **information value chain** and is reflected in Exhibit 1.2. If Walmart needs to know how many bananas it should have at each location (i.e., business need), it will collect transactions involving banana sales (i.e., business event). Then it can take those data and turn them into information that might be used to make decisions on banana supply levels at each store. Certainly, the transformation from data to information is a key part of that value chain. Information that is useful (i.e., exhibiting characteristics of relevance or faithful representation) may get to the point of being knowledge and, ultimately, may be helpful in forming the basis for a decision.

EXHIBIT 1.2Information Value Chain

Source: Statements on Management Accounting, Institute of Management Accountants, 2008.



Discretionary versus Mandatory Information

Because you have already taken a few accounting classes, you understand the types of information that are recorded, processed, and subsequently reported for different purposes, including managerial, financial, or tax purposes. Managerial accounting information is generally produced for internal information purposes and would usually be considered to be **discretionary information** because there is no law requiring that it be provided to management. Management simply decides what information it needs to track and builds an information system to track it. For example, management may want an activity-based costing (ABC) system to figure out which cost drivers should be used to allocate overhead costs at **Tesla** to different products (like Tesla's Model 3, Model X, and Model S). The value of information equals the difference between the benefits realized from using that information and the costs of producing it. Because discretionary information is not required, management must determine if the benefits of receiving that information are greater than the costs of producing it.

As early as 1989, **Starbucks** installed a costly computer network and hired a specialist in information technology from **McDonald's** Corporation to design a point-of-sale (cash register) system for store managers to use. Every night, stores passed their sales information to the Seattle headquarters, which allowed managers to highlight regional buying trends almost instantly. Because this information is not required by regulators, this would be considered to be an example of discretionary information.



An AIS is used to support the mandatory information required by tax returns.

Digital Vision/Getty Images

In contrast, much of the financial and tax accounting information is produced by the company for external information purposes such as for investors, banks, financial analysts, bondholders, and the Internal Revenue Service (IRS) in the form of tax returns or audited financial statements. This financial and tax accounting information would generally be considered to be mandatory information.

While discretionary information should be produced if the value of the information it provides to management is worth more than the cost to produce it, mandatory information is usually produced at the lowest possible cost of compliance with the laws or regulations from such entities as the Securities and Exchange Commission, IRS, state banking commission, and state tax commission.



PROGRESS CHECK

- Propose useful information that is relevant to a college football coach. Also, propose useful information that exhibits qualities of faithful representation to a college football coach.
- 2. Give an example of data versus information at a **T-Mobile** store.
- 3. Provide two types of discretionary information and two types of mandatory information that might come from an accounting information system for **Samsung**.

LO 1-3

Distinguish the roles of accountants in providing information, and explain certifications related to accounting information systems.

ROLE OF ACCOUNTANTS IN ACCOUNTING INFORMATION SYSTEMS

In today's age, technology is a key tool in creating information systems for businesses. As a result, accounting and information technology are now more closely linked than ever. As information technology (IT) has gained operational and strategic importance in the business world, the role of accountants, understandably, must adjust as well. The International Federation of Accountants (IFAC) notes:

IT has grown (and will continue to grow) in importance at such a rapid pace and with such far reaching effects that it can no longer be considered a discipline peripheral to accounting. Rather, professional accounting has merged and developed with IT to such an extent that one can hardly conceive of accounting independent from IT.⁷

⁷"Information Technology Competencies in the Accounting Profession: AICPA Implementation Strategies for IFAC International Education Guideline No. 11," American Institute of Certified Public Accountants, 1996.