

# Accounting Information Systems: An Overview

## LEARNING OBJECTIVES

After studying this chapter, you should be able to:

1. Distinguish data from information, discuss the characteristics of useful information, and explain how to determine the value of information.
2. Explain the decisions an organization makes, the information needed to make them, and the major business processes present in most companies.
3. Explain how an accounting information system (AIS) adds value to an organization, how it affects and is affected by corporate strategy, and its role in a value chain.

## INTEGRATIVE CASE

## S&S

After working for years as a regional manager for a retail organization, Scott Parry opened his own business with Susan Gonzalez, one of his district managers, as his partner. They formed S&S to sell appliances and consumer electronics. Scott and Susan pursued a “clicks and bricks” strategy by renting a building in a busy part of town and adding an electronic storefront.

Scott and Susan invested enough money to see them through the first six months. They will hire 15 employees within the next two weeks—three to stock the shelves, four sales representatives, six checkout clerks, and two to develop and maintain the electronic storefront.

Scott and Susan will host S&S’s grand opening in five weeks. To meet that deadline, they have to address the following important issues:

1. What decisions do they need to make to be successful and profitable? For example:
  - a. How should they price products to be competitive yet earn a profit?
  - b. Should they extend credit, and, if so, on what terms? How can they accurately track what customers owe and pay?
  - c. How should they hire, train, and supervise employees? What compensation and benefits package should they offer? How should they process payroll?
  - d. How can they track cash inflows and outflows to avoid a cash squeeze?
  - e. What is the appropriate product mix? What inventory quantities should they carry, given their limited showroom space?

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**James L. Boockholdt**



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## **Table of Contents Accounting Information Systems Chapter Quote**

1. Understanding the eBook Accounting Information Systems Chapter Quote
  - The Rise of Digital Reading Accounting Information Systems Chapter Quote
  - Advantages of eBooks Over Traditional Books
2. Identifying Accounting Information Systems Chapter Quote
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Accounting Information Systems Chapter Quote
  - User-Friendly Interface
4. Exploring eBook Recommendations from Accounting Information Systems Chapter Quote
  - Personalized Recommendations

- Accounting Information Systems Chapter Quote User Reviews and Ratings
- Accounting Information Systems Chapter Quote and Bestseller Lists
- 5. Accessing Accounting Information Systems Chapter Quote Free and Paid eBooks
  - Accounting Information Systems Chapter Quote Public Domain eBooks
  - Accounting Information Systems Chapter Quote eBook Subscription Services
  - Accounting Information Systems Chapter Quote Budget-Friendly Options
- 6. Navigating Accounting Information Systems Chapter Quote eBook Formats
  - ePub, PDF, MOBI, and More
  - Accounting Information Systems Chapter Quote Compatibility with Devices
  - Accounting Information Systems Chapter Quote Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Accounting Information Systems Chapter Quote
  - Highlighting and Note-Taking Accounting Information Systems Chapter Quote
  - Interactive Elements Accounting Information Systems Chapter Quote
- 8. Staying Engaged with Accounting Information Systems Chapter Quote
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Accounting Information Systems Chapter Quote
- 9. Balancing eBooks and Physical Books Accounting Information Systems Chapter Quote
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Accounting Information Systems Chapter Quote
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Accounting Information Systems Chapter Quote
  - Setting Reading Goals Accounting Information Systems Chapter Quote
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Accounting Information Systems Chapter Quote
  - Fact-Checking eBook Content of Accounting Information Systems Chapter Quote

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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