G. Peter and Carolyn R. Wilson Boston College

2014 Kentucky Accounting Educators Conference May 16, 2014

Slides will be posted at

www.navigatingaccounting.com/presentation/presentations

- Framing flipping
- What is flipping?
- Easier said than done
- Our ultimate goal
- Demonstrations
 - Allowance for bad debts
 - Judgments
 - Connecting financials
 - Analysis
- Wrap up

Flipping the Classroom to Up Our Game Framing Flipping: Our Biggest Challenges

How do we accommodate students' differences?



How do we put 20 pounds of sugar into a 5 pound bag?



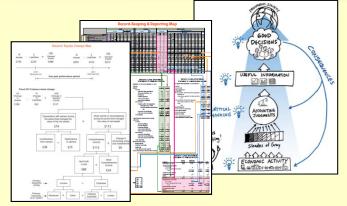
How do we respond to MOOC threats?





Framing Flipping: Levers We Use to Address Challenges

 Robust concepts and frameworks



2. Technology



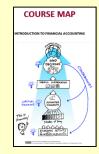


3. Incentives to motivate preparation and participation



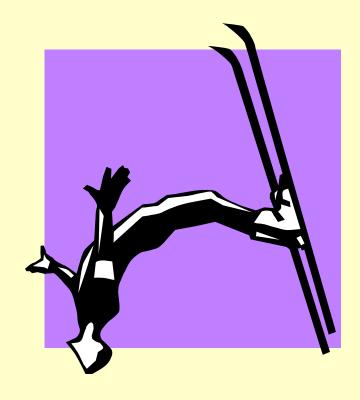






Flipping the Classroom to Up Our Game What is Flipping?

"Students gain first exposure to new material outside of class ... and then use class time to do the harder work of assimilating that knowledge..."



Flipping the Classroom to Up Our Game What is Flipping: Peer Instruction



http://www.youtube.com/watch?v=WwsIBPj8GgI

"I thought I was a good teacher until I discovered my students were just memorizing information rather than learning to understand the material.

It was my teaching that caused students to fail!"

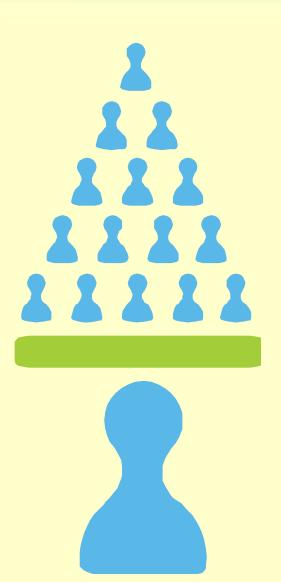
Flipping the Classroom to Up Our Game What is Flipping: New Roles

Students' roles

- Move up the thinking hierarchy before class.
- Move further up during class.

Faculty's roles

- Facilitate activities to move students up the hierarchy.
- Develop ways to assess higher-level thinking.



Flipping the Classroom to Up Our Game What is Flipping: The Flip Continuum

Keep learning new flips

 The boundary between what can and can't be learned effectively through electronic media will continue to evolve.



http://www.fanpop.com/spots/jacob-black/images/8583965/title/taylor-lautner-flips-rolling-stones-photo



http://gymnastics.about.com/od/famousgy mnasts/ig/Shawn-Johnson-Gallery/Shawn-Johnson-Flip-.htm

Flipping the Classroom to Up Our Game Easier Said Than Done



http://bestfunnyaccidents.com/gymnastics-fail-blog-funny-flip-bloopers-gone-wrong-accidents.html

Easier Said Than Done: Motivation and Resources

Motivation and Resources

- Students must be motivated to assume additional responsibilities and have resources to succeed.
- Faculty must be motivated to flip and have resources needed to succeed.



Motivation and Resources are Both Key for Success

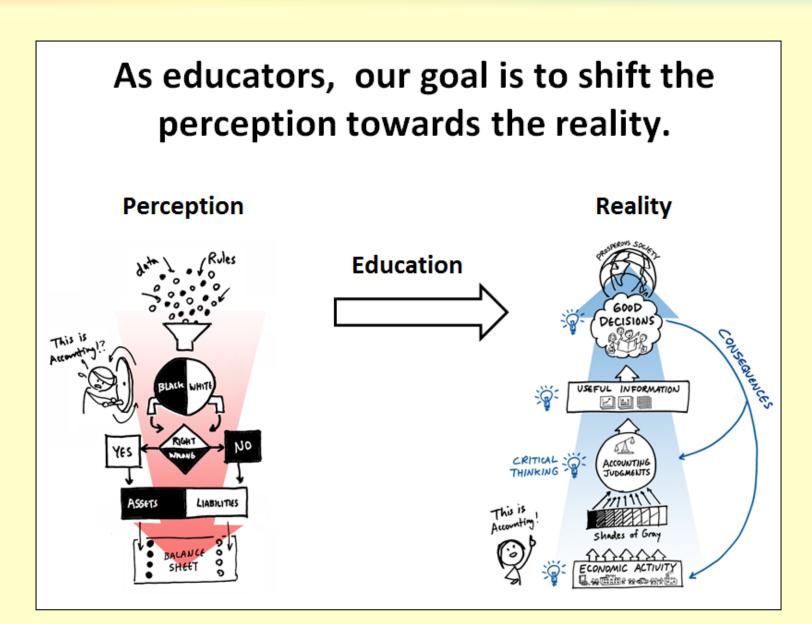
Easier Said Than Done: Knowledge and Skills

Knowledge and Skills

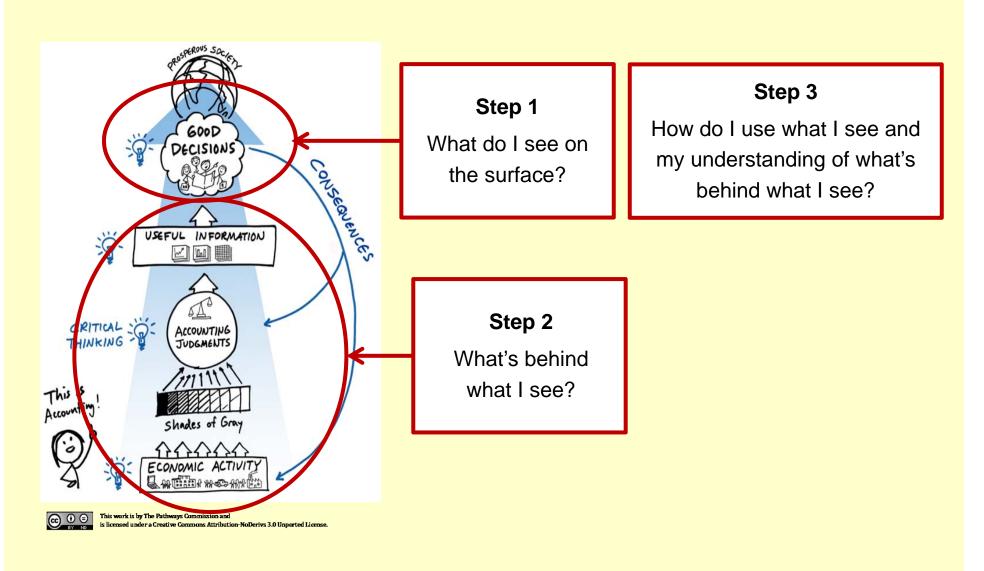
- Faculty must identify knowledge and skills to be learned prior to class.
- Faculty must have the skills to facilitate higherlevel in-class activities.
- Students must learn how to learn prior to class and to participate in higherlevel activities during class.



Flipping the Classroom to Up Our Game Our Ultimate Goal



Demonstrations: Our Learning Framework



Demonstrations: Allowance for Bad Debts

MA RKETS

Big Banks Are Padding Profits With 'Reserve' Cash

As Revenue Slows, Some Banks Increasingly Use Loan-Loss Reserves to Boost Income

By MICHAEL RAPOPORT

Updated Oct. 25, 2013 7:23 p.m. ET

Federal regulators have warned banks to be careful about padding their profits with money set aside to cover bad loans. But some of the nation's biggest banks did more of it in the third quarter than earlier this year.



J.P. Morgan Chase & Co., Wells Fargo & Co., Bank of America Corp. and Citigroup Inc., the nation's largest banks by assets, tapped a total of \$4.9 billion in loan-loss reserves in the third quarter, up by about a third from both the second quarter and the year-ago quarter after adjustments. All the banks except Citigroup showed significant increases compared with the second quarter.

The banks justify the releases. They cite improvements in credit quality and economic conditions—which make it less necessary for them to hold large amounts of reserves as a cushion against loans that go sourand they say they are following accounting rules that require them to release funds as losses ease.

A Bank of America spokesman said "the significant impact in credit quality we've seen in the last 12 months" has driven the reserve releases. J.P. Morgan, Wells Fargo and Citigroup all pointed to previous comments their top executives recently made indicating that reserve releases were merited because of factors like improving credit quality and the recent increase in housing prices.

But the Office of the Comptroller of the Currency, which regulates nationally chartered banks and federal savings associations, is reiterating warnings to banks about overdoing it.

Wall Street Journal, October 25, 2013

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Demonstrations: Allowance for Bad Debts

MARKET

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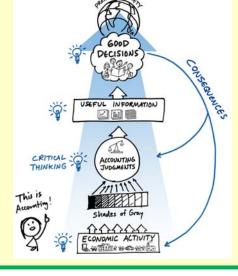
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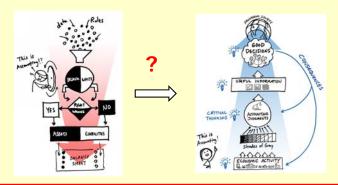
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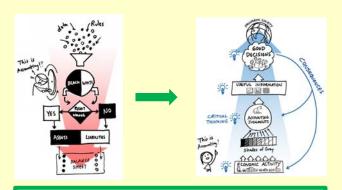
Wall Street Journal, October 25, 2013



What is the accounting reality?



How did readers perceive the article?



How do we prepare students?

Pre-class work

Begin to learn terms and concepts from on-line texts/videos

Apply concepts to fictitious companies

Learn how to locate and interpret real-company disclosures

Apply concepts to real companies

Session 16: Customer-related allowances: Bad debts

Read

We have yet to create videos for customer-related allowances. However, these topics are covered in a written document, *Revenue and Customer-Related Balance Sheet Concepts*, along with other topics we will not be covering in this course:

http://www.navigatingaccounting.com/sites/default/files/Posted/Chapters/Ch 07 rv/3

Wbn/5 txt/Documents/Acrobat/rv wbn revenue and customer related balance sheet concepts.pdf

- Skim: pages 4-8 (starting with Risks and Risk Sharing)
- Skim: pages 10-11 (starting with Accounting Implication of Risks)
- Skim: page 16 (through to the start of Discounts for Early Payments)
- Skim: pages 18-19 (return to the assumptions as needed to comprehend the examples)
- . Grasp: pages 20-21 (parts (a) and (b) of the example no collateral)
- Skim: pages 21-22 (parts (d) and (e) of the example collateral)
- Master: page 22 (part (f) of the example connection to credit risk)
- . Skim: pages 22-23 (starting with Recovering Write-offs)
- . Master: pages 23-26 (starting with Example)

Do

Practice exercises – Within course scope, but not discussed in class

Exercise rv.wbn.rec.010 – Bischoff and Intel

http://www.navigatingaccounting.com/exercise/exercise-rvwbnrec010

Exercise rv.wbn.rec.030 – Neal Company

http://www.navigatingaccounting.com/exercise/exercise-rvwbnrec030

Read

- Grasp: pages 27-30 (through Measuring and Calibrating Credit Risk)
- Skim: remainder of page 30 and page 31

 D_{i}

Assigned exercise - highest priority for class discussion

Exercise rv.wbn.rec.020 – HP

http://www.navigatingaccounting.com/exercise/exercise-rvwbnrec020

Demonstrations: Allowance for Bad Debts

16th Session

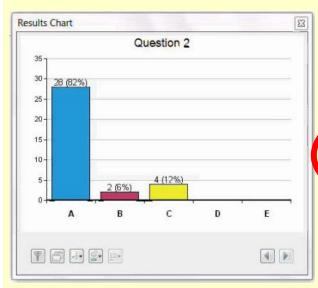
Typical Class Structure

- Sample: Basic assessment
 - "Know what you don't know"
- Respond: Mini-lectures
 - Concepts
 - Homework problems
- Apply and Extend: Problem solving
 - New context
 - More complex context
- Discuss: Related risks & judgments

Class OneNote Slides

- Clicker, basics assessment iv.wbn.war, question of
- 02 Clicker: basics assessment rv.wbn.war: solution 01
- 03 Clicker: basics assessment rv.wbn.war: question 02
- 04 Clicker: basics assessment rv.wbn.war: solution 02
- 05 Clicker: basics assessment rv.wbn.war: question 03
- 06 Clicker: basics assessment rv.wbn.war: solution 03
- 07 Clicker: basics assessment rv.wbn.war: question 04
- concepts: allowances: key business and accounting issues
- 10 concepts: anticipate warranty claims
- 11 concepts: settle warranty claims
- 12 rv.wbn.war.010: exercise
- 13 rv.wbn.war.010: part I(a): question
- 14 rv.wbn.war.010: part I(a): accounts
- 15 rv.wbn.war.010: part I(a): Note 12: warranties table
- 16 rv.wbn.war.010: part I(a): blank JE template and inputs
- 17 rv.wbn.war.010: part I(a): solution
- 18 rv.wbn.war.010: part I(b): question
- 19 rv.wbn.war.010: part I(b): blank JE template and inputs
- 20 rv.wbn.war.010: part I(b): solution
- 21 rv.wbn.war.010: part II(c) question
- 22 rv.wbn.war.010: part II(c) R&R map: replenishing allowances
- 23 rv.wbn.war.010: part II(c): fs effects: BS
- 24 rv.wbn.war.010: part II(c): fs effects: IS
- 25 rv.wbn.war.010; part II(c); fs effects; SCOE
- 26 rv.wbn.war.010: part II(c): fs effects: SCF
- 27 rv.wbn.war.010: part II(c): solution
- 28 rv.wbn.war.010: part II(d) question
- 29 rv.wbn.war.010: part II(d) R&R map: replenishing allowances
- 30 rv.wbn.war.010: part II(d): fs effects: BS
- 31 rv.wbn.war.010: part II(d): fs effects: SCF
- rv.wbn.war.010; part II(d); solution
- 34 Clicker: applications and extensions rv.wbn.war; solution 01
- 35 Clicker: applications and extensions rv.wbn.war: question 02
- 36 Clicker: applications and extensions rv.wbn.war: solution 02
- 37 Clicker: applications and extensions rv.wbn.war: question 03
- 38 Clicker: applications and extensions rv.wbn.war: solution 03
- O Clicker: applications and extensions ry.whp.war: question

Sample: Basic clicker question



Question

What adjusting entry did BB record on (or shortly after) December 31, 2013 to replenish the allowance for doubtful accounts (assuming this was the first time the allowance was replenished in 2013)?

Burke's Bikes Valuation and Qualifying Accounts (Schedule II)						
	For fiscal	years ended Dec	ember 31			
	2013 2012 2011					
Allowance for doubtful accounts						
Balance beginning of the period	\$12,100	\$11,600	\$10,000			
Additions	13,200	11,700	11,300			
Deductions	(12,000)	(11,200)	(9,700)			
Balance, end of the period	\$13,300	\$12,100	\$11,600			

Which of the following is the best response?

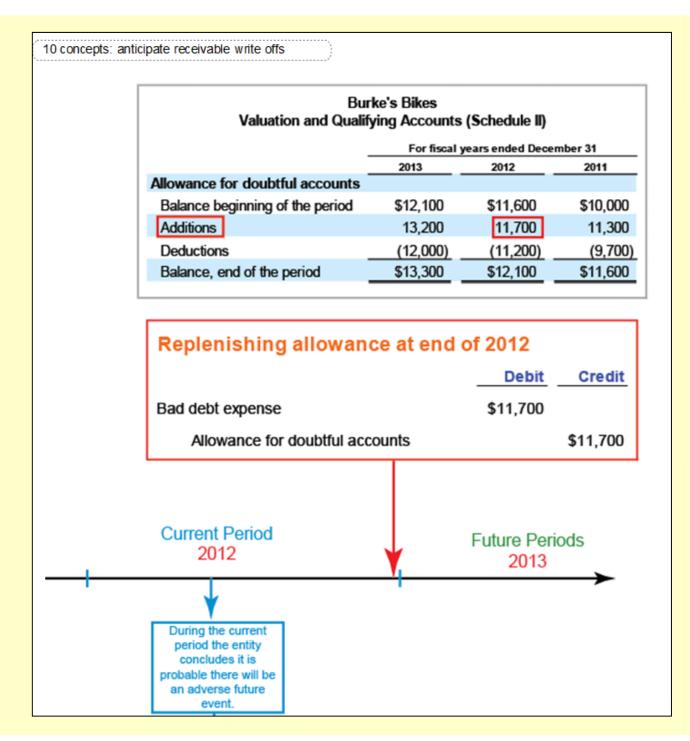
	Replenishing allowance	Debit	Credit
(a)	Bad debt expense	\$13,200	
	Allowance for doubtful accounts		\$13,200

	Replenishing allowance	Debit	Credit
(b)	Bad debt expense	\$13,200	
	Gross accounts receivable		\$13,200

	Replenishing allowance	Debit	Credit
(c)	Allowance for doubtful accounts	\$13,200	
	Gross accounts receivable		\$13,200

(d) none of the above

Respond: Review key concepts



Demonstrations: Allowance for Bad Debts

16th Session

Respond: Review select homework problems

Part II

Question

(c) Determine the financial-statement effects of replenishing the allowances:

Replenish bad debt allowance					
CONSOLIDATED BALANCE SHEETS	CONSOLIDATED STATEMENTS OF INCOME				
Line Items	Increases	Decreases	Line Items	Increases	Decreases
CONSOLIDATED STATEMENTS OF STOCKE	HOLDERS' E	QUITY	STATEMENT OF CASH FLOWS		
Line Items	Increases	Decreases	Line Items	Increases	Decreases

Respond: Review select homework problems

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Replenish bad debt allowance		
	Debit	Credit
Bad debt expense: accounts receivable & financing receivables	\$142	
Allowance for bad debts: accounts receivable		\$100
Allowance for had debts: financing receivables		\$42

HEW LETT PACKARD COMPANY AND SUBSIDIARIES					
Valuation and Qualifying Accounts					
For the fiscal years ended October 31					
	2012	2011	2010		
In millions					
Allowance for doubtful accounts accounts receivable:					
Balance, beginning of period	\$470	\$525	\$629		
Increase in allowance from acquisitions		27	7		
Addition of bad debt provision	100	23	80		
Deductions, net of recoveries	(106)	(105)	(191)		
Balance, end of period	\$464	\$470	\$525		
Allowance for doubtful accounts financing receivables:					
Balance, beginning of period	130	140	108		
Additions to allowance	42	58	76		
Deductions, net of recoveries	(23)	(68)	(44)		
Balance, end of period	\$149	\$130	\$140		

Respond: Review select homework problems

27 rv.wbn.rec.020:	part II(c):	fs effects: SCF	
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Replenish bad debt allowance		
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HEWLETT PACKARD COMPANY AND SUBSIDIARIES						
Consolidated Statements of Cas	h Flov	ws				
		For the fisc	al yea	ırs ended	Octob	er 31
		2012		2011		2010
			In	millions		
Cash flows from operating activities:						
Net (loss) earnings	\$	(12,650)	\$	7,074	\$	8,761
Adjustments to reconcile net (loss) earnings						
to net cash provided by operating activities:						
Depreciation and amortization		5,095		4,984		4,820
Impairment of goodwill and purchased intangible assets		18,035		885		
Stock-based compensation expense		635		685		668
Provision for doubtful accounts accounts and financing receivables		142		81		156
Provision for inventory		277		217		189
Restructuring charges		2,266		645		1,144
Deferred taxes on earnings		(711)		166		197
Excess tax benefit from stock-based compensation		(12)		(163)		(294)
Other, net		265		(46)		169

Apply and Extend: Clicker question

Refer to rv.wbn.rec Clickers Reference Information.

Question

Identify correct entries for Coach's "Allowance for Bad debts" for the year ended June 29, 2013.

Which of the following is the best response?

		Debit	Credit
(a)	Provision for bad debt	\$529	
	Allowance for doubtful accounts		\$529

		Dobit	Orcuit
(b)	Allowance for doubtful accounts	\$1,651	
	Gross accounts receivable		\$1,651

Debit

Credit

		Debit	Credit
(c)	Gross accounts receivable	\$1,651	
	Allowance for doubtful accounts		\$1,651

(d) (a) and (b)

Applications and Extensions Clicker: Reference Information

COACH INC Schedule II Valuation and Qualifying Accounts									
For Fiscal Years Ended June 29, 2013, June 30, 2012, and July 2, 2011									
	(amounts in thousands) Provision								
	Balance at Beginning of Year	Charged to Costs and Expenses	Write-offs/ Allowances Taken	Balance at end of Year					
Fiscal 2013									
Allowance for bad debts	\$3,318	(\$529)	(\$1,651)	\$1,138					
Allowance for returns	2,810	8,644	(4,431)	7,023					
Allowance for markdowns	3,685	22,484	(17,845)	8,324					
Valuation allowance 1	53,503	29,252	(3,156)	79,599					
Total	\$63,316	\$59,851	(\$27,083)	\$96,084					
Fiscal 2012									
Allowance for bad debts	\$3,431	(\$117)	\$4	\$3,318					
Allowance for returns	2,196	1,752	(1,138)	2,810					
Allowance for markdowns	3,917	10,267	(10,499)	3,685					
Valuation allowance 1	21,800	31,703		53,503					
Total	\$31,344	\$43,605	(\$11,633)	\$63,316					
Fiscal 2011									
Allowance for bad debts	\$1,943	\$1,495	(\$7)	\$3,431					
Allowance for returns	1,371	3,837	(3,012)	2,196					
Allowance for markdowns	3,651	7,233	(6,967)	3,917					
Valuation allowance 1	1,217	20,583		21,800					
Total	\$8,182	\$33,148	(\$9,986)	\$31,344					

Applications and Extensions Clicker: Solution

COACH INC Schedule II Valuation and Qualifying Accounts For Fiscal Years Ended June 29, 2013, June 30, 2012, and July 2, 2011								
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Discuss: Connect to WSJ Article

MARKET

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By MICHAEL RAPOPORT Updated Oct. 25, 2013 7:23 p.m. ET

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Wall Street Journal, October 25, 2013

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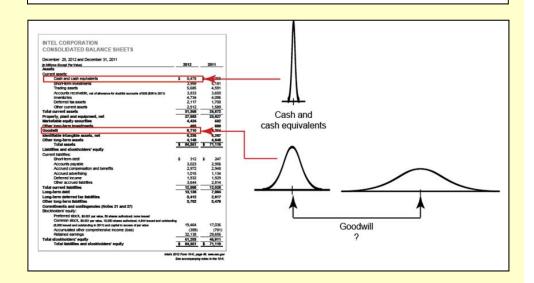
Demonstrations: Judgments

1st Session

- Explore measurement judgments in settings students understand
- Illustrate how lessons apply to more complex real-world settings
- Grasp that judgments can create 'fuzziness'

You have a balance sheet:

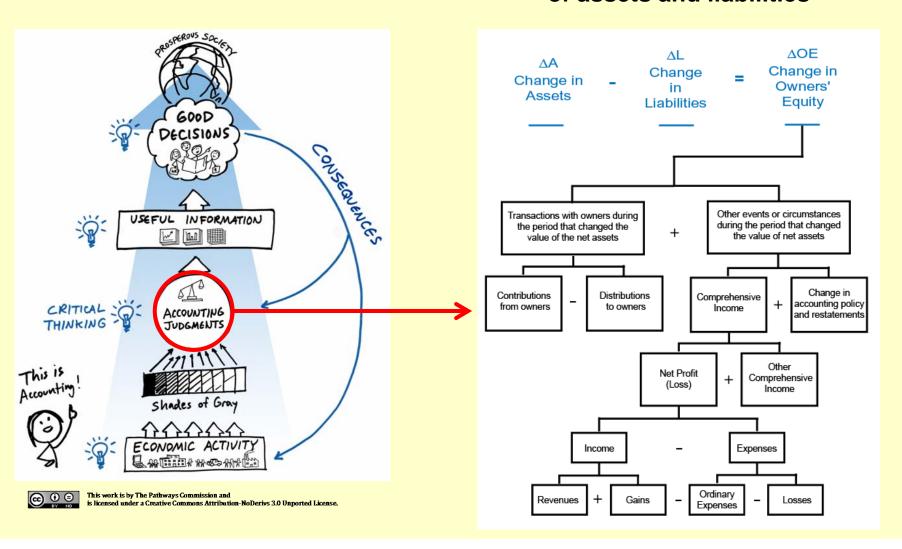
- Measurement aside, what tends to be your 2-3 biggest assets?
- That is, what are the resources with probable future benefits you control as a result of past events or circumstances?



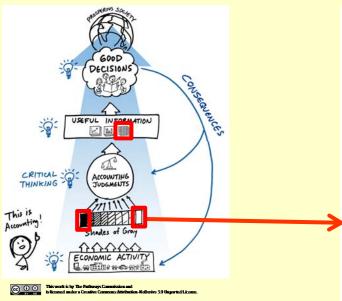
Demonstrations: Connecting Financials

Owners' Equity Change Map

Conceptual primacy of assets and liabilities

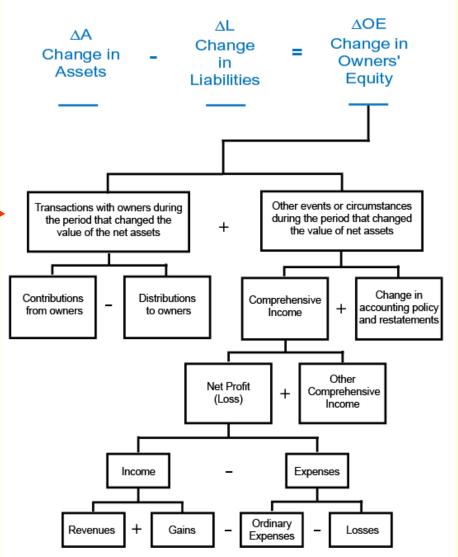


Demonstrations: Connecting Financials



Process to Record Any Entry

- Determine if net assets was affected by an event:
 - Should an asset be recognized?
 - Should an asset be de-recognized?
 - Should a liability be recognized?
 - Should a liability be de-recognized?
- If net assets, and thus owners' equity, changed, use this map to identify what's affected.

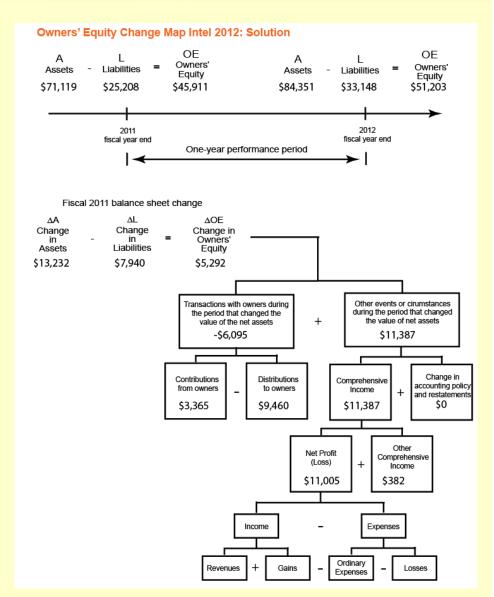


Demonstrations: Connecting Financials

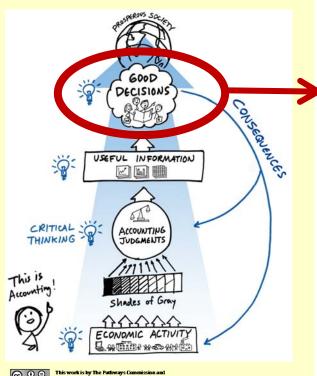
5th Session

Completing Intel's OEC Map helps students understand:

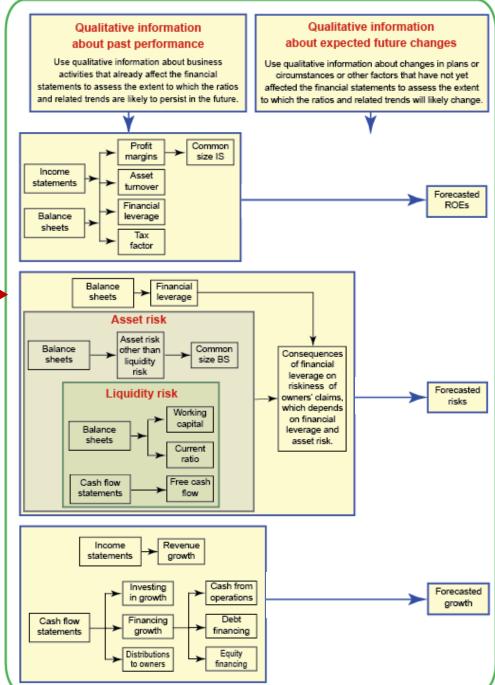
- Elements of statements of comprehensive income
- Elements of statements of change in owners' equity
- How balance sheets, income statements, and statements of owners' equity are connected



Analysis Considerations Map (Completed)



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Demonstrations: Analysis

Analysis Considerations Map Application: Question

Required

In this question, you will explore Home Depot's and Lowe's future ROEs, growth rates, and risks.

Based solely on concepts covered thus far in the course and the provided background information and tabular data, which company, Home Depot or Lowe's, appears to have the better future prospects at the most recent balance sheet dates, taking into consideration expected future ROEs, growth rates, and risks?

Note: If you conclude one company doesn't dominate the other on all three factors (ROEs, growth rates and risk): (1) In your opening remarks, identify the company that has the best prospects for each of the factors; and (2) incorporate the companies' relative strengths into your arguments, counterarguments, and the confidence you attribute to your claim

Demonstrations: Analysis

19th Session

Analysis Considerations Map Application: Qualitative Excerpt

Frank Blake - Home Depot Chairman and CEO

"Sales for the fourth quarter were \$18.2 billion, up 13.9% from last year. Comp sales were positive 7% and our diluted earnings per share were \$0.68. Our stores in the United States had a positive comp of 7.1%. Even though we were anniversarying strong sales from last year's warm weather and storm repair. All three of our U.S. division positively comped in the quarter and 38 of our top 40 markets had positive comps."

Note: "comp sales were positive 7%" means sales in established stores (that have been operating for a couple of years) have increased by 7%. This information helps analysts distinguish sales growth due to established stores from that due to new stores.

...

"Operationally Marvin and his team continue to make progress on our customer service initiatives. We have a target of 60-40, where 60% of our store labor hours are dedicated to customer facing activity. We ended the year at 57%. Our customer satisfaction scores improved again during the quarter as well as for the year at the same time that we had the highest annual transactions in the Company history.

During the quarter, we began the rollout of Buy Online Ship-To-Store. We already have in place Buy Online Pick-up In Store and Buy Online Return In Store. These are foundational components of our interconnected retail experience."

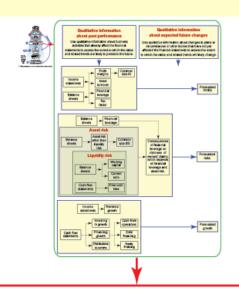
Demonstrations: Analysis

19th Session

Analysis Considerations Map Application: Quantitative Excerpt

		-	-			-			
		Home [Depot			Low	e's		
		year ended				year ended			
	fiscal 2012	fiscal 2011	fiscal 2010	fiscal 2009	fiscal 2012	fiscal 2011	fiscal 2010	fiscal 2009	
RATIOS									
Level 1: Comprehensive income									
Return-on-equity-Comprehensive Income (ROE-CI)	26.01%	20.28%	17.87%		12.93%	10.58%	10.95%		
Cl/average owners' equity									
Level 2: Major categories									
Return-on-equity (ROE)	25.42%	21.11%	17.44%		12.89%	10.62%	10.81%		
net profit/average owner's equity									
Level 3: Significant SubcategoriesDuPont Model									
Profit margin ratio	9.66%	8.62%	7.75%	6.02%	6.21%	5.79%	6.61%	5.98%	
profit before taxes/revenue									
Asset turnover	1.83	1.75	1.68		1.53	1.49	1.46		
revenue/average total assets									
Financial leverage	2.29	2.19	2.12		2.18	1.94	1.79		
average total assets/average owners' equity									
Income tax factor	0.63	0.64	0.63	0.66	0.62	0.63	0.62	0.63	
1- (tax expense/pretax income)									
Level 4: Line items									
Common size income statements:		Percent of	revenues			Percent of	revenues		
Net revenues	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Cost of goods or services sold	65.43%	65.53%	65.73%	66.13%	65.70%	65.44%	64.86%	65.14%	
Gross profit margin	34.57%	34.47%	34.27%	33.87%	34.30%	34.56%	35.14%	34.86%	
Other operating income and expenses	24.18%	25.00%	25.68%	26.61%	27.25%	28.03%	27.84%	28.27%	
Operating profit margin	10.39%	9.46%	8.59%	7.26%	7.05%	6.53%	7.29%	6.59%	

Analysis
Considerations Map
Application:
Toulmin Model of
Argumentation



Part I: Your qualified claim and opening remarks

Claim

Claim:

Fill in the blank with either Home Depot or Lowe's:

appears to have the better future prospects at the most recent balance sheet dates, taking into consideration expected future ROEs, growth rates, and risks.

Qualifiers

Qualifiers:

Put an X at the spot on the scale below that indicates the likelihood your claim is correct, given the available information and concepts covered thus far.



The Toulmin Method of Argumentation: The Second Triad, Keith Green http://www.voutube.com/watch?v=-gRaC_vzID8

Arguments

Part II: Your arguments

Provide no more than three arguments in support of your claim in the space provided below, numbered and arranged according to your assessment of their strength (from strongest to weakest).

Counterarguments

Part III: Your counterarguments and rebuttals

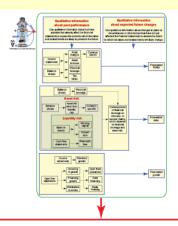
Provide no more than three counterarguments to your claim, numbered and arranged according to your assessment of their challenge to the claim (from strongest to weakest). If possible provide rebuttals immediately below each counterargument.

Demonstrations: Analysis

19th Session

Class Structure

- Survey groups' initial claims
- Discuss supporting arguments, counterarguments and rebuttals
- Survey groups' ending claims
- What did you learn?



Part I: Your qualified claim and opening remarks

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Part III: Your counterarguments and rebuttals

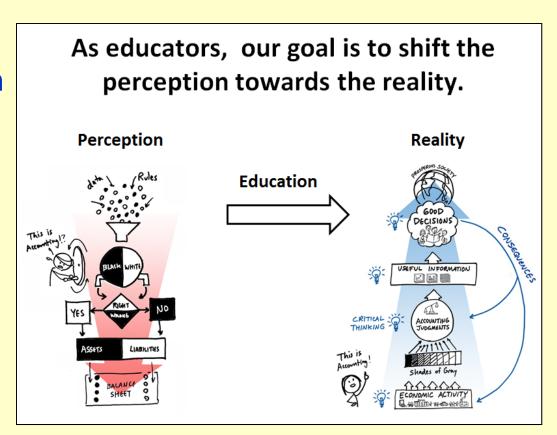
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Goal

Shift the perception

Levers

- Robust concepts and frameworks
- Technology
- Incentives
- Flipping



Wrap Up: Move Up the Flip Continuum

Keep learning new flips...



http://www.fanpop.com/spots/jacob-black/images/8583965/title/taylor-lautner-flips-rolling-stones-photo



http://gymnastics.about.com/od/famousgy mnasts/ig/Shawn-Johnson-Gallery/Shawn-Johnson-Flip-.htm

Wrap Up: Aim High

Gold medalist flippers

Marva Collins



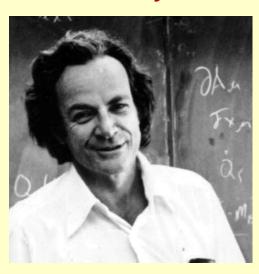
http://www.marvacollins.com/biography.html

Eric Mazur



http://www.youtube.com/watch?v=WwslBPj8Ggl

Richard Feynman



http://uweanimation.blogspot.com/2011/0 3/interesting-scientist-richardfeynman.html

Resources

NavigatingAccounting.com

Instructors' Forum: Course Maps (Syllabuses) and Teaching Videos

http://www.navigatingaccounting.com/content/instructors-forum

Critical Thinking Exercises Using Toulmin Model

http://www.navigatingaccounting.com/exercise/exercises-critical-thinking-using-toulmin-model

Analyzing Financial Statements Across Time and Industries

http://www.navigatingaccounting.com/content/analyzing-financial-statements-across-time-and-industries

Students' Materials: Videos and Exercises

http://www.navigatingaccounting.com/book/financial-accounting

Peer Instruction Network

http://blog.peerinstruction.net/

AAA Commons

http://commons.aaahq.org/

Pathways Commission

http://pathwayscommission.org