

SUBJECT AREA - CMA EXAM

PART 1- BUSINESS ANALYSIS

- CMA1A***** **Business Economics:** Factors affecting the individual firm; Consumption of goods; Production cost functions; Market structures and pricing; The economy as a system of markets. Issues in macroeconomics; Domestic output, National income & Price Levels; Business cycles; Fiscal policy; Money and monetary policy.
- CMA 1B*** **Global Business:** Global Trade; Foreign Exchange; Other Global Topics.
- CMA 1C*** **Internal Controls:** Risk Assessment and Controls; Internal Auditing; Systems Control and Security Measures.
- CMA 1D*** **Quantitative Methods:** Forecasting Analysis; Linear Programming; Network Analysis; Probability concepts; Decision Tree Analysis; Other Quantitative Techniques.
- CMA 1E*** **Financial Statement Analysis:** Development of Accounting Standards; Financial Statement Assurance; Short-Term Liquidity; Capital Structure and Solvency; Return on Invested Capital; Profitability Analysis; Earnings-Based Analysis; Other Analytical Issues.

PART 2- MANAGEMENT ACCOUNTING AND REPORTING

- CMA 2A** **Budget Preparation:** Budgeting Concepts; Budget Systems; Annual Profit Plan and Supporting Schedules.
- CMA 2B*** **Cost Management:** Terminology; Measurement Concepts; Accumulation Systems; Overhead Costs.
- CMA 2C*** **Information Management:** Nature and purpose of an information system (IS); System development and design; Technology and information systems; Electronic commerce; Integrated Enterprise-Wide Data Model.
- CMA 2D*** **Performance Measurement:** Cost and Variance Measures; Responsibility Centers and Reporting Segments; Financial Measures; Balanced Scorecard; Quality Considerations.
- CMA 2E****** **External Financial Reporting:** Objectives of External Financial Reporting; Financial Accounting Fundamentals; Financial Statements and Statement Users; Recognition, Measurement, Valuation, and Disclosure; The SEC and Its Reporting Requirements; the Annual Report.

PART 3- STRATEGIC MANAGEMENT

- CMA 3A*** **Strategic Planning:** Strategic and Tactical Planning; Manufacturing Paradigms; Business Process Performance.
- CMA 3B*** **Strategic Marketing:** Strategic Role within the Firm; Managing Marketing Information; Market Segmentation, Targeting, and Positioning; Managing Products and Services; Pricing Strategy; promotional Mix and Distribution Strategy.
- CMA 3C**** **Corporate Finance:** Risk and Return; Financial Instruments; Cost of Capital; Managing Current Assets; Financing Current Assets.
- CMA 3D*** **Decision Analysis:** Decision Process; Relevant Data Concepts; Cost/Volume/Profit Analysis; Marginal Analysis; Cost-Based Pricing.
- CMA 3E*** **Investment Decisions:** Capital Budgeting Process; Discounted Cash Flow Analysis; Payback and Discounted Payback; Ranking Investment Projects; Risk Analysis in Capital Investment; Real Options in Capital Investments.

PART 4- BUSINESS APPLICATIONS

- CMA 4A*** **Organization Management:** Organization Structures; Jobs and Teams; Leadership Styles and Sources of Power; Theories of Motivation; Diversity Issues.
- CMA 4B** **Organization Communication:** Communication Models; Deterrents to Effective Communication.
- CMA 4C** **Behavioral Issues:** Alignment of Managerial and Organizational Goals; Behavioral Issues in Developing Budgets and Standards; Behavioral Issues in Performance Evaluation; Behavioral Issues in Reporting.
Ethical Considerations