

Chapter 13 mangerial accountin 12th Printable PDF

chapter 13 mangerial accountin 12th is a crucial part of the 12th-grade commerce curriculum, focusing on the fundamentals and applications of managerial accounting. This chapter lays the foundation for understanding how managerial accounting differs from financial accounting and emphasizes its importance in internal decision-making processes within an organization. As students prepare for their exams and future careers in business, grasping the concepts covered in Chapter 13 is essential for developing a comprehensive understanding of managerial accounting practices.

Understanding Chapter 13: Managerial Accounting in 12th Grade

Managerial accounting, also known as management accounting, involves the process of preparing management reports and accounts that provide accurate and timely financial and non-financial information to managers for decision-making purposes. Unlike financial accounting, which focuses on external reporting, managerial accounting is internal and aims to help managers plan, control, and evaluate business activities.

Objectives of Chapter 13

This chapter aims to:

- Explain the concept and importance of managerial accounting.
- Highlight differences between managerial and financial accounting.
- Introduce various managerial accounting tools and techniques.
- Demonstrate how managerial accounting supports decision-making and strategic planning.
- Develop an understanding of cost concepts, budgeting, and variance analysis.

Key Concepts of Managerial Accounting

1. Difference Between Managerial and Financial Accounting

Understanding the distinction between these two branches of accounting is fundamental:

- **Purpose:**

- **Managerial Accounting:** Aids internal management in decision-making.
- **Financial Accounting:** Provides financial information to external stakeholders like investors, creditors, and regulators.

- **Reports:**
 - **Managerial Accounting:** Reports are prepared as needed, often detailed and forward-looking.
 - **Financial Accounting:** Reports are periodic (quarterly or annually) and standardized.

- **Focus:**
 - **Managerial Accounting:** Focuses on segments, departments, products, and projects.
 - **Financial Accounting:** Focuses on the overall financial position of the company.

- **Regulations:**
 - **Managerial Accounting:** No strict regulations; flexible for internal use.
 - **Financial Accounting:** Governed by accounting standards like GAAP or IFRS.

2. Types of Costs in Managerial Accounting

A core aspect of managerial accounting is understanding different types of costs:

- **Fixed Costs:** Costs that remain constant regardless of production volume (e.g., rent, salaries).
- **Variable Costs:** Costs that vary directly with production (e.g., raw materials, direct labor).
- **Semi-variable Costs:** Costs that have both fixed and variable components (e.g., electricity bills).
- **Direct Costs:** Costs directly attributable to a product or department.
- **Indirect Costs:** Costs that cannot be directly linked to a specific product (overheads).

3. Costing Methods and Techniques

Managerial accounting employs various methods to ascertain product costs and assist in decision-making:

- **Job Costing:** Costing for specific jobs or orders.
- **Process Costing:** Costing for continuous production processes.
- **Batch Costing:** Costing for batches of products.

- **Activity-Based Costing (ABC):** Allocates overhead costs based on activities that drive costs.

4. Budgeting and Budgetary Control

Budgets are essential for planning and controlling financial activities:

- Types of Budgets:
 - Sales Budget
 - Production Budget
 - Cash Budget
 - Flexible Budget
- Importance of Budgeting:
 - Facilitates planning.
 - Sets performance standards.
 - Helps in controlling costs and operations.

5. Variance Analysis

Variance analysis compares actual results with budgeted or standard costs to identify deviations:

- Types of Variances:
 - Material Cost Variance
 - Labour Cost Variance
 - Overhead Variance
- Purpose of Variance Analysis:
 - Detects areas of efficiency or inefficiency.
 - Aids in managerial decision-making.

Importance and Applications of Managerial Accounting

Supporting Decision-Making

Managerial accounting provides critical information for decisions such as:

- Pricing strategies
- Cost control
- Profitability analysis
- Make or buy decisions

- Expansion or contraction decisions

Internal Control and Performance Evaluation

Effective managerial accounting helps managers monitor operations, evaluate performance, and implement corrective actions.

Planning and Forecasting

Budgeting and financial forecasting enable organizations to prepare for future growth, investments, and resource allocation.

Enhancing Profitability

By analyzing costs and revenues, managerial accounting assists in identifying profitable product lines and eliminating or improving unprofitable ones.

How to Master Chapter 13: Managerial Accounting for 12th Standard Students

Study Tips

To excel in this chapter, students should:

- Understand Basic Concepts Thoroughly:

Focus on grasping the distinctions between different costs and accounting methods.

- Practice Numerical Problems:

Regular practice of problems related to costing, budgeting, and variance analysis enhances understanding.

- Use Flowcharts and Diagrams:

Visual aids simplify complex processes like cost flow and budgeting.

- Relate Theory to Real-life Business Examples:

Applying concepts to familiar industries or companies makes learning relevant and easier.

- Revise Regularly:

Consistent revision helps retain concepts and improves exam performance.

Common Errors to Avoid

- Confusing fixed and variable costs
- Misinterpreting budget variances
- Overlooking the significance of cost control measures
- Ignoring the purpose behind different costing methods

Conclusion: The Significance of Chapter 13 in Managerial Accounting

Chapter 13 on managerial accounting in the 12th standard is foundational for students aspiring to pursue careers in commerce, finance, or business management. It introduces essential tools and techniques that enable managers to make informed decisions, control costs, and improve organizational efficiency. Mastering this chapter not only helps students excel in their exams but also provides practical knowledge applicable in real-world business scenarios.

Understanding the principles of managerial accounting empowers students to analyze financial data critically, develop strategic plans, and contribute effectively to organizational growth. As the business environment becomes increasingly competitive and data-driven, proficiency in managerial accounting concepts will serve as a valuable asset for students in their academic and professional journeys.

Keywords for SEO Optimization:

Managerial Accounting Chapter 13, 12th Commerce Chapter, Costing Techniques, Budgeting and Variance Analysis, Managerial vs Financial Accounting, Cost Concepts, Managerial Accounting for Students, Business Cost Control, Financial Decision-Making, 12th Standard Business Studies, Management Accounting Tools

Chapter 13: Managerial Accounting 12th ? An In-Depth Exploration

Introduction

Chapter 13 managerial accounting 12th represents a pivotal segment of the curriculum designed to equip students with the skills necessary to analyze, interpret, and utilize financial information for effective managerial decision-making. As businesses operate in increasingly competitive and complex environments, managerial accounting has become indispensable, providing insights that go beyond traditional financial statements. This chapter delves into the core principles, tools, and techniques that empower managers to plan, control, and make strategic decisions, ultimately driving organizational success.

Understanding Managerial Accounting: An Overview

What Is Managerial Accounting?

Managerial accounting, often termed as management or cost accounting, focuses on providing internal stakeholders?such as managers and department heads?with relevant financial data. Unlike financial accounting, which emphasizes external reporting, managerial accounting is forward-looking, flexible, and tailored to meet the specific needs of decision-makers within the organization.

The Role of Managerial Accounting in Business

- **Decision-Making Support:** Managers rely on managerial accounting reports to make informed choices related to pricing, production, investment, and cost control.
- **Planning and Budgeting:** It helps in setting financial targets and developing budgets that align with strategic objectives.
- **Performance Evaluation:** Through variance analysis and performance metrics, managerial accounting facilitates assessing operational efficiency.
- **Cost Control:** Identifying areas where costs can be minimized without compromising quality or productivity.

Core Concepts Covered in Chapter 13

Cost Classifications and Behavior

A fundamental aspect of managerial accounting involves understanding different types of costs and how they behave in relation to the level of activity.

- **Fixed Costs:** Costs that remain unchanged regardless of production volume, such as rent or salaries.
- **Variable Costs:** Costs that vary directly with production levels, like raw materials or direct labor

wages.

- Semi-Variable (Mixed) Costs: Costs that have both fixed and variable components, like utility bills.
- Relevant Costs: Costs that are pertinent to a specific decision, often variable costs.

Costing Methods and Techniques

Chapter 13 explores various methods for assigning costs to products or services, each suited to different operational contexts:

- Job Costing: Tracking costs associated with specific jobs or orders, common in customized manufacturing.
- Process Costing: Averaging costs over large quantities of homogeneous products, typical in mass production.
- Activity-Based Costing (ABC): Allocating overhead costs based on activities that drive costs, providing more accurate cost information.

Cost-Volume-Profit (CVP) Analysis

CVP analysis helps managers understand how changes in production volume, costs, and prices influence profitability. Key components include:

- Break-Even Point: The level of sales where total revenues equal total costs, resulting in zero profit.
- Contribution Margin: The difference between sales and variable costs, indicating how much revenue contributes to fixed costs and profit.
- Margin of Safety: The extent by which sales can drop before reaching the break-even point.

Budgeting and Variance Analysis

Effective budgeting is essential for operational planning. Variance analysis compares actual performance against budgets, helping identify deviations and areas for improvement.

- Types of Variances:
 - Sales Variance: Difference between actual and budgeted sales.
 - Cost Variance: Variations in actual costs versus expected costs.
 - Profit Variance: Changes in profit margins.

Decision-Making Tools

Chapter 13 also introduces tools such as:

- Make or Buy Decisions: Evaluating whether to produce in-house or purchase externally.
- Special Order Analysis: Assessing the profitability of accepting one-time orders.
- Adding or Dropping Product Lines: Deciding whether to continue or discontinue specific products.

Practical Applications of Chapter 13 Concepts

Implementing Cost-Control Measures

Managers utilize the insights gained from cost analysis to implement cost-control strategies, such as:

- Streamlining operations to reduce waste.
- Negotiating better terms with suppliers.
- Automating processes to lower labor costs.

Strategic Pricing Decisions

Understanding cost behavior enables managers to set prices that cover costs and generate desired profit margins. For example:

- Using contribution margin analysis to determine minimum acceptable prices.
- Adjusting prices in response to market demand and competitive pressures.

Enhancing Profitability through Activity-Based Costing

ABC provides nuanced insights into the true cost of products and services, allowing organizations to:

- Identify unprofitable products or services.
- Focus on high-margin activities.
- Improve resource allocation.

Challenges and Considerations

While managerial accounting provides numerous benefits, practitioners must also navigate certain challenges:

- Data Accuracy: Reliable decision-making depends on precise and timely data.
- Cost Allocation Complexity: Assigning costs accurately to activities can be intricate, especially in complex operations.
- Resistance to Change: Implementing new costing methods or processes may face organizational resistance.
- Technological Integration: Leveraging software tools requires investment and training.

The Future of Managerial Accounting

As technology advances, managerial accounting is poised to become more dynamic and data-driven. Emerging trends include:

- Integration of Big Data and Analytics: Harnessing vast data sources for deeper insights.
- Real-Time Reporting: Providing managers with instant access to financial information.
- Automation: Streamlining routine accounting processes to focus on strategic analysis.
- Sustainability Accounting: Incorporating environmental and social metrics into managerial reports.

Conclusion

Chapter 13 managerial accounting 12th serves as a comprehensive guide to understanding how financial information can be transformed into strategic insights. Its principles underpin effective management practices, enabling organizations to optimize costs, enhance profitability, and adapt to changing market conditions. As the landscape of business continues to evolve, managerial accounting remains a vital tool in the arsenal of modern managers, fostering informed decision-making and sustainable growth.

In essence, mastering the concepts outlined in this chapter empowers future managers to navigate complexities with confidence, ensuring that organizational objectives are met efficiently and effectively. Whether it's analyzing costs, planning budgets, or making critical strategic decisions, the knowledge gained from Chapter 13 is indispensable for success in the competitive world of business.

QuestionAnswer What is the main focus of Chapter 13 in 12th standard managerial accounting?

Chapter 13 focuses on budgeting, its types, importance, and how it helps in managerial decision-making. Why is budgetary control important in managerial accounting? Budgetary control helps in planning, coordinating, and controlling operations, leading to better utilization of resources and achievement of organizational goals. What are the different types of budgets discussed in Chapter 13? The chapter covers various budgets such as financial budgets, capital budgets, master budgets, and functional budgets like sales, production, and cash budgets. How does a flexible budget differ from a static budget? A flexible budget adjusts according to actual activity levels, whereas a static budget remains fixed regardless of changes in activity levels. What is the significance of variance analysis in managerial accounting? Variance analysis helps in comparing actual performance with budgeted figures, identifying deviations, and taking corrective actions. Explain the concept of zero-based budgeting as discussed in Chapter 13. Zero-based budgeting requires justifying all expenses from scratch for each period, rather than adjusting previous budgets, promoting cost efficiency. What are the steps involved in preparing a budget as per Chapter 13? Steps include setting objectives, estimating sales, forecasting expenses, preparing various budgets, and consolidating into a master budget. How does managerial accounting assist in decision-making through budgeting? It provides financial insights and forecasts that help managers plan, control operations, and make informed strategic decisions. What role does budgetary control play in performance evaluation? It provides a benchmark for measuring actual performance, helps identify areas of improvement, and rewards or penalizes accordingly. Can you mention any limitations of budgeting discussed in Chapter 13? Limitations include rigidity in changing circumstances, time-consuming process, and potential for budgetary slack or manipulation.

Related keywords: chapter 13, managerial accounting, 12th grade, financial analysis, cost control, budgeting, financial statements, managerial decisions, profit planning, cost management

FINANCIAL ACCOUNTING WITH INTERNATIONAL ACCOUNTIN

financial accounting with international accounting has become an essential aspect of modern business operations as companies increasingly expand their reach across borders. Navigating the complexities of international financial reporting requires a comprehensive understanding of various accounting standards, regulatory environments, and cultural nuances. This article explores the fundamentals of financial accounting in an international context, highlighting key principles, challenges, and best practices to ensure accurate and compliant financial reporting worldwide.

Understanding Financial Accounting in the Global Arena

Financial accounting with international accounting involves recording, summarizing, and reporting a company's financial transactions in accordance with globally recognized standards. As businesses

operate across multiple jurisdictions, they must reconcile different accounting frameworks, such as Generally Accepted Accounting Principles (GAAP) used in the United States and International Financial Reporting Standards (IFRS) adopted in many other countries.

Key Objectives of International Financial Accounting

- Provide transparent and comparable financial information to stakeholders
- Facilitate cross-border investments and partnerships
- Ensure compliance with local and international regulations
- Support strategic decision-making with accurate data

Core Principles of International Financial Reporting

- Relevance and faithful representation: Ensuring that financial information is useful for decision-making and accurately depicts the company's financial position.
- Comparability: Allowing stakeholders to compare financial statements across different periods and entities.
- Consistency: Applying accounting policies uniformly over time.
- Materiality: Including all significant information that could influence economic decisions.
- Going concern: Preparing financial statements assuming the business will continue operating.

Global Accounting Standards: IFRS vs. GAAP

One of the key challenges in international financial accounting is dealing with different standards governing financial reporting.

International Financial Reporting Standards (IFRS)

- Developed by the International Accounting Standards Board (IASB)
- Widely adopted in over 140 countries
- Focuses on principles-based accounting, providing more flexibility
- Emphasizes fair value measurement and disclosure

Generally Accepted Accounting Principles (GAAP)

- Primarily used in the United States
- Developed by the Financial Accounting Standards Board (FASB)

- More rules-based, with detailed guidance for specific scenarios
- Places a greater emphasis on historical cost accounting

Key Differences Between IFRS and GAAP

- Revenue Recognition: IFRS follows a principles-based approach, whereas GAAP provides detailed rules.
- Inventory Valuation: IFRS does not permit the use of the Last-In, First-Out (LIFO) method, while GAAP allows it.
- Financial Statement Presentation: IFRS mandates a statement of comprehensive income, while GAAP permits more flexibility.
- Asset Revaluation: IFRS allows revaluation of property, plant, and equipment; GAAP generally does not.

Challenges of International Financial Accounting

Expanding into international markets introduces several hurdles that companies must overcome to maintain accurate financial reporting.

1. Regulatory Complexity

Navigating multiple legal and regulatory environments can be daunting. Companies must stay compliant with local laws while maintaining global standards.

2. Currency Fluctuations

Foreign exchange rates can impact financial statements. Companies need to implement effective currency translation methods to reflect true financial positions.

3. Cultural and Language Barriers

Different business cultures and languages can lead to misinterpretations or inconsistent application of accounting policies.

4. Differences in Accounting Practices

Diverse accounting practices and standards require companies to adapt and harmonize their financial reporting processes.

5. Technological Integration

Implementing unified accounting systems capable of handling multiple currencies and standards is vital but complex.

Best Practices for Effective International Financial Accounting

To navigate the complexities of international accounting, companies should adopt several best practices.

1. Establish a Robust Accounting Framework

- Develop clear policies aligned with international standards.
- Train staff on different accounting frameworks and updates.

2. Use Advanced Financial Software

- Implement ERP systems that support multi-currency and multi-standard reporting.
- Automate currency conversions and consolidations.

3. Engage Local Expertise

- Collaborate with local accountants and auditors familiar with regional regulations.
- Conduct regular compliance audits.

4. Prioritize Transparency and Disclosure

- Provide comprehensive notes and disclosures in financial statements.
- Explain currency translation methods and assumptions.

5. Monitor Regulatory Changes

- Stay updated on changes in international standards and local regulations.
- Adjust accounting practices proactively.

Impact of International Accounting on Business Strategy

Implementing effective international financial accounting practices can significantly influence a

company's strategic decisions.

Benefits Include:

- Enhanced investor confidence through transparent reporting
- Improved access to global capital markets
- Better risk management by understanding international financial risks
- Facilitated mergers, acquisitions, and joint ventures

Strategic Considerations:

- Aligning financial reporting with global expansion plans
- Managing cross-border taxation and compliance
- Leveraging financial data for international market analysis

Future Trends in International Financial Accounting

The landscape of international financial accounting continues to evolve, driven by technological innovations and regulatory reforms.

Emerging Trends:

- Convergence of Standards: Ongoing efforts to harmonize IFRS and GAAP to reduce discrepancies.
- Digital Transformation: Adoption of blockchain and AI for real-time reporting and enhanced transparency.
- Sustainability Reporting: Increasing focus on environmental, social, and governance (ESG) disclosures.
- Enhanced Regulatory Oversight: Stricter enforcement and international cooperation to improve compliance.

Conclusion

Financial accounting with international accounting standards is a vital component of global business success. As companies navigate a complex web of standards, regulations, and cultural factors, adopting best practices and leveraging technological advancements are essential to ensure accurate, transparent, and compliant financial reporting. Staying ahead of emerging trends and fostering a culture of continuous learning will empower organizations to thrive in the dynamic

international marketplace.

Keywords: international accounting, financial reporting, IFRS, GAAP, global standards, cross-border finance, currency translation, international compliance, financial statement consolidation, international business strategy

Financial accounting with international accounting standards has become a pivotal area of focus in today's interconnected global economy. As companies expand across borders, the need for consistency, transparency, and comparability in financial reporting has intensified. This article explores the intricate relationship between financial accounting and international accounting standards, emphasizing their significance, challenges, and implications for stakeholders worldwide.

Introduction to Financial Accounting and International Standards

Defining Financial Accounting

Financial accounting is the branch of accounting concerned with recording, summarizing, and reporting the financial transactions of an organization. Its primary purpose is to provide relevant financial information to external stakeholders such as investors, creditors, regulators, and the public. Financial statements comprising the balance sheet, income statement, cash flow statement, and statement of changes in equity serve as vital tools for decision-making.

Emergence of International Accounting Standards

International accounting standards refer to a set of globally accepted principles and rules that guide financial reporting. The most prominent among these are the International Financial Reporting Standards (IFRS), issued by the International Accounting Standards Board (IASB). Established to promote harmonization, IFRS aims to ensure that financial statements are comparable across countries, facilitating investment and economic growth.

The Evolution of International Financial Reporting Standards (IFRS)

Historical Background

The quest for harmonized accounting standards gained momentum in the late 20th century as businesses increasingly operated across borders. Prior to IFRS, numerous national accounting standards existed, leading to discrepancies and confusion for investors and regulators. The IASB's formation in 2001 marked a turning point, consolidating efforts towards creating a unified global accounting language.

Key Objectives of IFRS

- Enhance comparability of financial statements across countries
- Improve transparency and accountability in financial reporting
- Facilitate cross-border investment by reducing information asymmetry
- Streamline regulatory compliance for multinational corporations

Current Adoption and Global Reach

Over 140 jurisdictions have adopted IFRS either fully or in a modified form, including the European Union, Australia, Canada, and many Asian countries. Notably, the United States employs Generally Accepted Accounting Principles (GAAP), which differ from IFRS, creating a complex landscape for multinational entities.

Core Principles and Components of International Financial Reporting Standards

Fundamental Principles

IFRS is built upon core principles that prioritize relevance, faithful representation, comparability, and understandability. These principles underpin how financial transactions are recognized, measured, and disclosed.

Major Components of IFRS

- Recognition and Measurement: Guidelines on when and how assets, liabilities, income, and expenses should be recorded
- Presentation of Financial Statements: Standards dictating the format and disclosures
- Disclosure Requirements: Ensuring transparency through detailed notes and supplementary information
- Fair Value Measurement: Emphasis on current market values for certain assets and liabilities

Challenges in Implementing International Accounting Standards

Despite the widespread acceptance of IFRS, several hurdles impede seamless implementation across diverse economic, legal, and cultural environments.

Legal and Regulatory Differences

Different countries have varying legal frameworks governing financial reporting, which may conflict with IFRS principles. Some jurisdictions require additional disclosures or impose restrictions incompatible with international standards.

Economic and Cultural Factors

Cultural attitudes towards transparency, conservatism, and risk influence accounting practices. For instance, some countries may prefer more conservative reporting, leading to deviations from IFRS.

Technical and Resource Constraints

Implementing IFRS requires significant investment in training, systems, and expertise. Smaller firms or those in developing countries may face resource limitations, hampering compliance.

Convergence with Local Standards

Many countries have historically used their national standards, which might differ substantially from IFRS. Harmonizing these standards involves complex legal, technical, and institutional adjustments.

Implications for Multinational Corporations and Stakeholders

For Multinational Companies

Adopting IFRS enables consistent financial reporting across jurisdictions, simplifying consolidation and analysis. However, it also entails operational adjustments, staff training, and ongoing compliance efforts.

For Investors and Analysts

International standards improve comparability, reducing information asymmetry and aiding better investment decisions. They also facilitate cross-border portfolio diversification.

For Regulators and Standard-Setters

Harmonized standards streamline oversight and reduce regulatory arbitrage. They also foster a more transparent and reliable financial environment.

The Future of International Financial Accounting

Emerging Trends

- Digitalization and Technology: Integration of AI and blockchain to enhance accuracy and efficiency
- Environmental, Social, and Governance (ESG) Reporting: Increasing emphasis on sustainability

disclosures aligned with IFRS

- Global Convergence: Ongoing efforts to unify US GAAP and IFRS, aiming for a common reporting framework

Potential Developments

- Enhanced collaboration between standard-setting bodies
- Greater adoption in emerging markets
- Increased focus on non-financial disclosures and integrated reporting

Conclusion

The intersection of financial accounting and international accounting standards is a dynamic and crucial domain influencing global economic stability and growth. While IFRS has made significant strides in fostering transparency and comparability, challenges remain, especially in ensuring uniform adoption and compliance across diverse regions. As the world becomes increasingly interconnected, the importance of harmonized financial reporting cannot be overstated. Continued efforts towards convergence, technological integration, and capacity building will shape the future landscape of international financial accounting, ultimately benefiting investors, regulators, and corporations alike.

In summary, understanding the principles, challenges, and evolving trends in international accounting standards is essential for stakeholders operating in today's globalized economy. Harmonized financial reporting not only enhances trust and efficiency but also paves the way for sustainable economic development across borders.

Question What is the significance of International Financial Reporting Standards (IFRS) in global financial accounting? IFRS provides a unified set of accounting standards that facilitate transparency, comparability, and consistency of financial statements across different countries, helping investors and stakeholders make informed decisions globally. How do differences between GAAP and IFRS impact multinational companies? Differences between GAAP and IFRS can affect financial reporting, valuation, and compliance processes for multinational companies, potentially leading to variations in reported earnings, assets, and liabilities, thereby influencing investor perception and decision-making. What are the challenges of implementing international accounting standards in local jurisdictions? Challenges include varying legal and regulatory environments, differences in accounting practices, lack of expertise, cultural differences, and the need for substantial system and process adjustments to comply with international standards. How does currency translation affect financial statements in international accounting? Currency translation involves converting financial statements of foreign operations into the parent company's currency, which can introduce translation gains or losses due to exchange rate fluctuations, impacting the

overall financial position reported. What role does International Accounting Standards Board (IASB) play in global financial accounting? IASB develops and promotes the adoption of IFRS, aiming to create a single set of high-quality international accounting standards that improve the comparability and transparency of financial reporting worldwide.

Related keywords: financial reporting, international standards, IFRS, GAAP, cross-border accounting, global finance, multinational corporations, currency translation, financial statements, audit procedures

Read the full article online: [Financial Accounting With International Accountin](#)