

Ralph's responsibility assignment

This is a continuation of Demski's problem 19 in chapter 16 (16-19).

In attempting to decide whether to evaluate the manager's business unit as a cost center or a cost and revenue center, Ralph and the manager are faced with recognizing or identifying the information structure. Recall cost is either 1 or 2 and revenue is either 4 or 5. Ralph believes if the manager supplies input L then, on average, cost equals 1.7. On the other hand, if the manager supplies input H then, on average, cost equals 1.1, revenue, on average, equals 4.5, and importantly, the product of cost and revenue, on average, equals 4.99.¹ The latter quantity acknowledges the idea that encouraging the manager to chase low costs solely may prove detrimental to revenues even if the manager has no direct control over revenues.² The manager shares these expected value assessments.

Expected value assessments

$$\begin{aligned} E[c | L] &= (p_{14|L} + p_{15|L}) 1 + (p_{24|L} + p_{25|L}) 2 = 1.7 \\ E[c | H] &= (p_{14|H} + p_{15|H}) 1 + (p_{24|H} + p_{25|H}) 2 = 1.1 \\ E[r | H] &= (p_{14|H} + p_{24|H}) 4 + (p_{15|H} + p_{25|H}) 5 = 4.5 \\ E[c \cdot r | H] &= p_{14|H} (1 \cdot 4) + p_{15|H} (1 \cdot 5) + p_{24|H} (2 \cdot 4) + p_{25|H} (2 \cdot 5) = 4.99 \end{aligned}$$

Hence, these common assessments lead to common knowledge (maximum entropy) probability assignments.

Required:

1. Using maximum entropy probability assignment (see Ralph's probability assignment), identify the joint probability assignment for cost and revenue given the manager supplies input L . That is, determine $p_{14|L}$, $p_{15|L}$, $p_{24|L}$, and $p_{25|L}$.

2. Using maximum entropy probability assignment, identify the joint probability assignment for cost and revenue given the manager supplies input H . That is, determine $p_{14|H}$, $p_{15|H}$, $p_{24|H}$, and $p_{25|H}$.

3. Do you expect Ralph to evaluate the manager's business unit as a cost center or cost and revenue center? Is revenue conditionally informative given the cost measure?

¹This latter knowledge could be described (or scaled) in terms of covariance, or equivalently, correlation and standard deviations.

²It may be instructive to think of a manager of a service center, for instance.