



Cambridge International AS & A Level

ACCOUNTING

9706/32

Paper 3 Structured Questions

May/June 2021

MARK SCHEME

Maximum Mark: 150

Published

This mark scheme is published as an aid to teachers and candidates, to indicate the requirements of the examination. It shows the basis on which Examiners were instructed to award marks. It does not indicate the details of the discussions that took place at an Examiners' meeting before marking began, which would have considered the acceptability of alternative answers.

Mark schemes should be read in conjunction with the question paper and the Principal Examiner Report for Teachers.

Cambridge International will not enter into discussions about these mark schemes.

Cambridge International is publishing the mark schemes for the May/June 2021 series for most Cambridge IGCSE™, Cambridge International A and AS Level components and some Cambridge O Level components.

This document consists of **24** printed pages.

PUBLISHED**Generic Marking Principles**

These general marking principles must be applied by all examiners when marking candidate answers. They should be applied alongside the specific content of the mark scheme or generic level descriptors for a question. Each question paper and mark scheme will also comply with these marking principles.

GENERIC MARKING PRINCIPLE 1:

Marks must be awarded in line with:

- the specific content of the mark scheme or the generic level descriptors for the question
- the specific skills defined in the mark scheme or in the generic level descriptors for the question
- the standard of response required by a candidate as exemplified by the standardisation scripts.

GENERIC MARKING PRINCIPLE 2:

Marks awarded are always **whole marks** (not half marks, or other fractions).

GENERIC MARKING PRINCIPLE 3:

Marks must be awarded **positively**:

- marks are awarded for correct/valid answers, as defined in the mark scheme. However, credit is given for valid answers which go beyond the scope of the syllabus and mark scheme, referring to your Team Leader as appropriate
- marks are awarded when candidates clearly demonstrate what they know and can do
- marks are not deducted for errors
- marks are not deducted for omissions
- answers should only be judged on the quality of spelling, punctuation and grammar when these features are specifically assessed by the question as indicated by the mark scheme. The meaning, however, should be unambiguous.

GENERIC MARKING PRINCIPLE 4:

Rules must be applied consistently, e.g. in situations where candidates have not followed instructions or in the application of generic level descriptors.

GENERIC MARKING PRINCIPLE 5:

Marks should be awarded using the full range of marks defined in the mark scheme for the question (however; the use of the full mark range may be limited according to the quality of the candidate responses seen).

GENERIC MARKING PRINCIPLE 6:

Marks awarded are based solely on the requirements as defined in the mark scheme. Marks should not be awarded with grade thresholds or grade descriptors in mind.

**Social Science-Specific Marking Principles
(for point-based marking)****1 Components using point-based marking:**

- Point marking is often used to reward knowledge, understanding and application of skills. We give credit where the candidate's answer shows relevant knowledge, understanding and application of skills in answering the question. We do not give credit where the answer shows confusion.

From this it follows that we:

- a** DO credit answers which are worded differently from the mark scheme if they clearly convey the same meaning (unless the mark scheme requires a specific term)
- b** DO credit alternative answers/examples which are not written in the mark scheme if they are correct
- c** DO credit answers where candidates give more than one correct answer in one prompt/numbered/scaffolded space where extended writing is required rather than list-type answers. For example, questions that require *n* reasons (e.g. State two reasons ...).
- d** DO NOT credit answers simply for using a 'key term' unless that is all that is required. (Check for evidence it is understood and not used wrongly.)
- e** DO NOT credit answers which are obviously self-contradicting or trying to cover all possibilities
- f** DO NOT give further credit for what is effectively repetition of a correct point already credited unless the language itself is being tested. This applies equally to 'mirror statements' (i.e. polluted/not polluted).
- g** DO NOT require spellings to be correct, unless this is part of the test. However spellings of syllabus terms must allow for clear and unambiguous separation from other syllabus terms with which they may be confused (e.g. Corrasion/Corrosion)

PUBLISHED**2 Presentation of mark scheme:**

- Slashes (/) or the word 'or' separate alternative ways of making the same point.
- Semi colons (;) bullet points (•) or figures in brackets (1) separate different points.
- Content in the answer column in brackets is for examiner information/context to clarify the marking but is not required to earn the mark (except Accounting syllabuses where they indicate negative numbers).

3 Calculation questions:

- The mark scheme will show the steps in the most likely correct method(s), the mark for each step, the correct answer(s) and the mark for each answer
- If working/explanation is considered essential for full credit, this will be indicated in the question paper and in the mark scheme. In all other instances, the correct answer to a calculation should be given full credit, even if no supporting working is shown.
- Where the candidate uses a valid method which is not covered by the mark scheme, award equivalent marks for reaching equivalent stages.
- Where an answer makes use of a candidate's own incorrect figure from previous working, the 'own figure rule' applies: full marks will be given if a correct and complete method is used. Further guidance will be included in the mark scheme where necessary and any exceptions to this general principle will be noted.

4 Annotation:

- For point marking, ticks can be used to indicate correct answers and crosses can be used to indicate wrong answers. There is no direct relationship between ticks and marks. Ticks have no defined meaning for levels of response marking.
- For levels of response marking, the level awarded should be annotated on the script.
- Other annotations will be used by examiners as agreed during standardisation, and the meaning will be understood by all examiners who marked that paper.

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Question	Answer					Mark
1(a)	Realisation account					8
		\$		\$		
	Property	300 000	}	Z Limited	500 000 (1)	
	Equipment	71 000	}	Capital account Alan	28 000 (1)	
	Motor vehicles	62 000	}	Discount received	600 (1)	
	Inventory	24 000	}(1)	Trade payables	18 000 (1)	
	Irrecoverable debt	4 400	(1)			
	Discount allowed	1 100	(1)			
	Profit on realisation					
Alan	50 460	}				
Brian	33 640	}(10F)				
	546 600			546 600		
1(b)	Realisation		Revaluation			2
	Ownership of assets changed		Ownership of assets not changed		(1)	
	Net book value and consideration recorded		Increase or decrease in asset value recorded		(1)	
	For takeover/dissolution of partnership/business		Change in partnership/business		(1)	
	Only prepared on business dissolution/sale		Prepared any number of times		(1)	
	Max 2					

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Question	Answer					Mark																																								
1(c)	<table><tr><td></td><td>Alan</td><td></td><td>Brian</td><td></td></tr><tr><td></td><td>\$</td><td></td><td>\$</td><td></td></tr><tr><td>Capital account</td><td>250 000</td><td></td><td>200 000</td><td>}</td></tr><tr><td>Current account</td><td>27 000</td><td></td><td>(8 000)</td><td>}(1)</td></tr><tr><td>Profit on realisation</td><td>50 460</td><td>(10F)</td><td>33 640</td><td>(10F)</td></tr><tr><td>Motor vehicle taken over</td><td>(28 000)</td><td>(1)</td><td></td><td></td></tr><tr><td>Ordinary shares W1</td><td>(265 000)</td><td>(1)</td><td>(212 000)</td><td>(1)</td></tr><tr><td>Payable from bank account</td><td>34 460</td><td>(10F)</td><td>13 640</td><td>(10F)</td></tr></table> W1 (\$500 000–\$23 000) × 5 / 9 = \$265 000 (\$500 000–\$23 000) × 4 / 9 = \$212 000						Alan		Brian			\$		\$		Capital account	250 000		200 000	}	Current account	27 000		(8 000)	}(1)	Profit on realisation	50 460	(10F)	33 640	(10F)	Motor vehicle taken over	(28 000)	(1)			Ordinary shares W1	(265 000)	(1)	(212 000)	(1)	Payable from bank account	34 460	(10F)	13 640	(10F)	8
	Alan		Brian																																											
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Question	Answer	Mark																																	
1(d)	<table> <tr> <td>Assets taken over</td><td>\$</td><td></td></tr> <tr> <td>Property</td><td>350 000</td><td></td></tr> <tr> <td>Equipment</td><td>68 000</td><td></td></tr> <tr> <td>Motor vehicle</td><td>29 000</td><td></td></tr> <tr> <td>Inventory</td><td>20 000</td><td></td></tr> <tr> <td>Trade payables</td><td>(18 000)</td><td></td></tr> <tr> <td></td><td> </td><td></td></tr> <tr> <td></td><td>449 000</td><td>(1)</td></tr> <tr> <td>Consideration</td><td>500 000</td><td></td></tr> <tr> <td></td><td> </td><td></td></tr> <tr> <td>Goodwill</td><td>51 000</td><td>(10F)</td></tr> </table>	Assets taken over	\$		Property	350 000		Equipment	68 000		Motor vehicle	29 000		Inventory	20 000		Trade payables	(18 000)						449 000	(1)	Consideration	500 000					Goodwill	51 000	(10F)	2
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Goodwill	51 000	(10F)																																	

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Question	Answer	Mark
1(e)	Calculations: Shareholding will be reduced from 72.38% (1) $(1\,000\,000 / [1\,000\,000 + 381\,600])$ to 49.47% (1) $(1\,000\,000 / [1\,000\,000 + 381\,600 + 640\,000])$ For: By issuing shares Z Limited is saved from paying cash The sole trader can bring in his experience and expertise Synergy effect leading to better profitability in the future Against: The original shareholders will lose the controlling interest The original shareholders have to share the decision-making power with the new director There may be conflict with the new director Max 2 marks for calculations 'For' argument – Max 1 mark 'Against' argument – Max 1 mark 1 mark for decision Accept other valid points.	5

Question	Answer	Mark
2(a)(i)	Sales revenue divided by total net book value of non-current assets. (1)	1
2(a)(ii)	The ratio measures the efficiency (1) of the business in using the non-current assets to generate sales revenue. (1)	2
2(b)	$\$806\,400 / 2.1 = \$384\,000$ (1)	1

Question	Answer								Mark
2(c)									14
	Property		Plant and equipment		Furniture and fixtures		Total		
	\$		\$		\$		\$		
Cost/Valuation									
At 1 January 2020 W1	320 000	(1)	284 000	(1)	178 000	(1)	782 000		
Revaluation	40 000	(1)					40 000		
Additions			42 000	(1)	25 000	(1)	67 000		
Disposal			(35 000)	(1)			(35 000)		
At 31 December 2020	<u>360 000</u>		<u>291 000</u>		<u>203 000</u>		<u>854 000</u>		
Accumulated depreciation									
At 1 January 2020	128 000		168 800		101 200		398 000		
Revaluation	(128 000)	(1)					(128 000)		
Disposal			(35 000)	(1)			(35 000)		
Charge for the year W2	<u>30 000</u>	(1)	<u>31 440</u>	(1)	<u>40 600</u>	(1)	<u>102 040</u>		
At 31 December 2020	<u>30 000</u>		<u>165 240</u>		<u>141 800</u>		<u>337 040</u>		
Net book value at 31 Dec 2020	<u>330 000</u>		<u>125 760</u>		<u>61 200</u>		<u>516 960</u>	(1OF)row	
Net book value at 31 Dec 2019 (5:3:2)	<u>192 000</u>		<u>115 200</u>		<u>76 800</u>		<u>384 000</u>	(1)row	

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Question	Answer	Mark																				
2(c)	W1 <table><thead><tr><th></th><th>Property</th><th>Plant and equipment</th><th>Furniture and fixtures</th></tr><tr><th></th><th>\$</th><th>\$</th><th>\$</th></tr></thead><tbody><tr><td>Net book value 5:3:2</td><td>192 000</td><td>115 200</td><td>76 800</td></tr><tr><td>Accumulated depreciation</td><td>128 000</td><td>168 800</td><td>101 200</td></tr><tr><td>Original cost</td><td><u>320 000</u> (1)</td><td><u>284 000</u> (1)</td><td><u>178 000</u> (1)</td></tr></tbody></table> W2 $\\$128\,000 / \\$320\,000 = 40\%$, $20\text{ years} \times 40\% = 8\text{ years}$, $\\$360\,000 / (20 - 8) = \\$30\,000$ $[\\$291\,000 - (\\$168\,800 - \\$35\,000)] \times 20\% = \\$31\,440$ $\\$203\,000 \times 20\% = \\$40\,600$		Property	Plant and equipment	Furniture and fixtures		\$	\$	\$	Net book value 5:3:2	192 000	115 200	76 800	Accumulated depreciation	128 000	168 800	101 200	Original cost	<u>320 000</u> (1)	<u>284 000</u> (1)	<u>178 000</u> (1)	
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2(d)	Motor vehicles are non-current assets. (1) Depreciation recognises the loss of value of non-current asset over its useful life (1) Matching concept/matching the consumption of the cost of non-current asset with revenue generated by non-current assets (1) Prudence concept/value of non-current asset/profit is not overstated. (1) Requirement of IAS16 (1) Max 3 Accept other valid points.	3																				
2(e)	Straight-line – the charge against the profit is constant each year (1) because it assumes that the non-current asset is used up evenly throughout its useful life (1) Reducing balance – the charge against the profit is higher in early years (the profit is lower)/is lower in later years (the profit is higher) (1) because it assumes that the non-current asset is used up more in the early years than the later years (1) Max 2 for straight line method and max 2 for reducing balance method.	4																				

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Question	Answer	Mark																																																																																		
3(a)	Loss of control/increased risk (1) – e.g. inventory may not be safeguarded resulting in a loss of value (1) Additional cost incurred/profit reduced (1), e.g. commission and freight (1) 2 disadvantages × 2 marks (1 mark for each identification, plus one further mark for development) Accept other valid points.	4																																																																																		
3(b)	Tan Consignment account <table><tr><td></td><td>\$</td><td></td><td>\$</td></tr><tr><td>Goods sent on consignment</td><td>200 000</td><td>(1)</td><td>Nadeem – sales W1</td><td>232 050</td><td>(1)</td></tr><tr><td>Bank – Freight</td><td>4 600</td><td>}</td><td>Inventory c/d W2</td><td>20 888</td><td>(4)</td></tr><tr><td>Bank – Insurance</td><td>1 200</td><td>}</td><td></td><td></td><td></td></tr><tr><td>Bank – packing</td><td>600</td><td>}(1)</td><td></td><td></td><td></td></tr><tr><td>Nadeem – Import duty</td><td>1 800</td><td>}</td><td></td><td></td><td></td></tr><tr><td>Nadeem – Storage</td><td>2 700</td><td>}</td><td></td><td></td><td></td></tr><tr><td>Nadeem – Transportation</td><td>2 200</td><td>}</td><td></td><td></td><td></td></tr><tr><td>Nadeem – Transportation</td><td>2 600</td><td>}</td><td></td><td></td><td></td></tr><tr><td>Nadeem – Selling expenses</td><td>4 400</td><td>}(1)</td><td></td><td></td><td></td></tr><tr><td>Nadeem – commission</td><td>18 564</td><td>(1OF)</td><td></td><td></td><td></td></tr><tr><td>Income statement</td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Profit on consignment</td><td>14 274</td><td>(1OF)</td><td></td><td></td><td></td></tr><tr><td></td><td>252 938</td><td></td><td></td><td>252 938</td><td></td></tr></table>		\$		\$	Goods sent on consignment	200 000	(1)	Nadeem – sales W1	232 050	(1)	Bank – Freight	4 600	}	Inventory c/d W2	20 888	(4)	Bank – Insurance	1 200	}				Bank – packing	600	}(1)				Nadeem – Import duty	1 800	}				Nadeem – Storage	2 700	}				Nadeem – Transportation	2 200	}				Nadeem – Transportation	2 600	}				Nadeem – Selling expenses	4 400	}(1)				Nadeem – commission	18 564	(1OF)				Income statement						Profit on consignment	14 274	(1OF)					252 938			252 938		10
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Question	Answer				Mark
3(b)	W1 $(\$650 \times 300) + (60 \times \$650 \times 95\%) = \$232\,050$ W2 Excluding storage \$ Cost of goods 200 000 Freight 4 600 Insurance 1 200 Packing 600 Import duty 1 800 Transportation 2 200 Total cost 210 400 (1) ÷ 400 Cost per unit 526 (10F) Including storage \$ Cost of goods 200 000 Freight 4 600 Insurance 1 200 Packing 600 Import duty 1 800 Transportation 2 200 Storage 2 700 213 100 (1) ÷ 400 Cost per unit 532.75 (10F) 38 × \$526 199 88 (10F) 38 × \$532.75 20 245 (10F) 2 × \$450 900 (1) 2 × \$450 900 (1) Inventory 20 888 Inventory 21 145				

Question	Answer	Mark
3(c)	Pricing strategy (1) – building market share in Country B (1) Competition in Country B (1) – bench marking with the price of competitors (1) Market condition/income level in Country B (1) – the consumers will buy the cheaper motor (1) 3 reasons × 2 marks (1 mark for identification, plus one for development) Accept other valid points.	6
3(d)	For (Max 2) • He can fully control the selling activities (1) • He can avoid paying commission (1) • He can expand the market for his products and increase his revenue (1) Against (Max 2) • He will incur setup costs (1) • He is new to the market and does not have sufficient knowledge of the market (1) • This can be more risky – political risk, economic risk, etc. (1) ‘For’ argument – Max 2 mark ‘Against’ argument – Max 2 mark 1 mark for decision Accept other valid points.	5

Question	Answer	Mark
4(a)	• Factually correct (1) • No fraud (1) • Prepared in accordance with accounting standards and legislation (1) • Faithfully represent the performance and financial position (1) • No material errors or omissions (1) • Free from material misstatement (1) • Free from bias (1) Max 3	3

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Question	Answer	Mark
4(b)	Item 1i – IAS 38 <i>Intangible Assets</i> / IAS 36 <i>Impairment of Assets</i> (1), purchased goodwill is recognised in the financial statements (1) and included at its value at 31 December / \$24 000. (1) Item 1ii – IAS 38 <i>Intangible Assets</i> (1), internally generated goodwill should not be recognised in the financial statements (1), therefore there is no revaluation surplus of \$50 000. (1) Item 2 – IAS 36 <i>Impairment of Assets</i> (1), When the carrying amount exceeds the recoverable amount impairment has occurred (1), and in this case there is an impairment loss of \$3 800 (1) For each item, 1 mark for correct IAS plus 2 further marks for explanation.	9

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Question	Answer	Mark																																													
4(c)	Revised statement of financial position at 31 December 2020 <table> <tr> <td></td><td>\$</td><td>\$</td></tr> <tr> <td>Non-current assets</td><td></td><td></td></tr> <tr> <td>Goodwill W1</td><td></td><td>24 000 (1)</td></tr> <tr> <td>Property, plant and equipment W2</td><td></td><td>540 200 (1)</td></tr> <tr> <td></td><td></td><td> 564 200</td></tr> <tr> <td>Current assets</td><td></td><td></td></tr> <tr> <td>Inventory W3</td><td>80 000 (1)</td><td></td></tr> <tr> <td>Trade receivables W4</td><td>172 800 (2)</td><td></td></tr> <tr> <td>Cash and cash equivalents</td><td>34 800</td><td>287 600</td></tr> <tr> <td>Total assets</td><td></td><td> 851 800</td></tr> <tr> <td>Equity</td><td></td><td></td></tr> <tr> <td>Ordinary shares of \$1 each</td><td></td><td>500 000</td></tr> <tr> <td>Revaluation reserve</td><td></td><td>35 000 (1)</td></tr> <tr> <td>Retained earnings W5</td><td></td><td>120 800 (3OF)</td></tr> <tr> <td></td><td></td><td> 655 800</td></tr> </table>		\$	\$	Non-current assets			Goodwill W1		24 000 (1)	Property, plant and equipment W2		540 200 (1)			564 200	Current assets			Inventory W3	80 000 (1)		Trade receivables W4	172 800 (2)		Cash and cash equivalents	34 800	287 600	Total assets		851 800	Equity			Ordinary shares of \$1 each		500 000	Revaluation reserve		35 000 (1)	Retained earnings W5		120 800 (3OF)			655 800	10
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Question	Answer	Mark
4(c)	Non-current liabilities Bank loan (2021–2025) 80 000 } Current liabilities Trade payables 96 000 Loan payable 20 000 } (1) 116 000 Total equity and liabilities 851 800 W1 Goodwill \$80 000 – \$50 000 – \$6 000 = \$24 000 W2 Property, plant and equipment \$544 000 – \$3 800 = \$540 200 W3 Inventory \$88 000 – (\$40 000 × 25 / 125) = \$80 000 W4 Trade receivables \$187 200 / 96% = \$195 000 (1), with provision for doubtful debt \$7 800 deducted; (\$195 000 – \$15 000) × 4% = \$7 200 \$187 200 – \$15 000 + (\$7 800 – \$7 200) = \$172 800 (1)	

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Question	Answer	Mark
4(c)	W5 \$ Retained earnings Balance b/d 153 000 Goodwill impairment (6 000) } Impairment loss (3 800) } Inventory unrealised profit (8 000) } Irrecoverable debt (15 000) }(1) Provision for doubtful debt overstated 600 (1) 120 800 (10F)	
4(d)	A true and fair view enhances the credibility of the financial statements (1) The financial statements can be trusted by users, e.g. investors, banks (1) If not true and fair then a qualified audit report will be received (1) Max 2 for comments plus 1 mark for decision Accept other valid points	3

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Question	Answer				Mark																																								
5(a)	Sofas $2\,000 \times \\$250 / 50$ 10 000 Tables $5\,000 \times \\$160 / \\40 20 000 Total labour hours <u>30 000</u> (1) Overhead absorption rate $\\$600\,000 / 30\,000 = \\20 per labour hour (10F)				2																																								
5(b)	<table><tr><td></td><td>Sofas</td><td></td><td>Tables</td><td></td></tr><tr><td></td><td>\$</td><td></td><td>\$</td><td></td></tr><tr><td>Direct materials</td><td>300</td><td></td><td>190</td><td></td></tr><tr><td>Direct labour</td><td>250</td><td></td><td>160</td><td></td></tr><tr><td>Factory overhead</td><td><u>100</u></td><td>(10F)</td><td><u>80</u></td><td>(10F)</td></tr><tr><td>Total cost</td><td>650</td><td>(10F)</td><td>430</td><td>(10F)</td></tr><tr><td>Mark up</td><td><u>195</u></td><td></td><td><u>86</u></td><td></td></tr><tr><td>Selling price</td><td>845</td><td>(10F)</td><td>516</td><td>(10F)</td></tr></table>					Sofas		Tables			\$		\$		Direct materials	300		190		Direct labour	250		160		Factory overhead	<u>100</u>	(10F)	<u>80</u>	(10F)	Total cost	650	(10F)	430	(10F)	Mark up	<u>195</u>		<u>86</u>		Selling price	845	(10F)	516	(10F)	6
	Sofas		Tables																																										
	\$		\$																																										
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5(c)	<table><tr><td></td><td>\$</td><td></td><td>\$</td><td></td></tr><tr><td>Sofas $\\$195 \times 2\,000$</td><td>390 000</td><td>(10F)</td><td>OR</td><td>Sales 4 270 000 (10F)</td></tr><tr><td>Tables $\\$86 \times 5\,000$</td><td><u>430 000</u></td><td>(10F)</td><td></td><td>Cost of sales <u>3 450 000</u> (10F)</td></tr><tr><td>Total profit</td><td><u>820 000</u></td><td>(10F)</td><td></td><td>Total profit <u>820 000</u> (10F)</td></tr></table>					\$		\$		Sofas $\$195 \times 2\,000$	390 000	(10F)	OR	Sales 4 270 000 (10F)	Tables $\$86 \times 5\,000$	<u>430 000</u>	(10F)		Cost of sales <u>3 450 000</u> (10F)	Total profit	<u>820 000</u>	(10F)		Total profit <u>820 000</u> (10F)	3																				
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Question	Answer				Mark
5(d)	Sofas		Tables		7
	\$		\$		
	Direct materials	300	190		
	Direct labour	250	160		
	Factory overhead W1	185	46	(5OF)	
	Total cost	735	396	(1OF both)	
	Mark up	220.5	79.2		
	Selling price	955.5	475.2	(1OF both)	
	W1				
	Cost allocated				
	Sofas		Tables		
\$		\$			
Setups	60 000	40 000	(1 both)	$\$100\,000 \times (600 / 1\,000); \$100\,000 \times (400 / 1\,000)$	
Machine operations	200 000	120 000	(1 both)	$\$320\,000 \times (5\,000 / 8\,000); \$320\,000 \times (3\,000 / 8\,000)$	
Materials cutting	80 000	40 000	(1 both)	$\$120\,000 \times (400 / 600); \$120\,000 \times (200 / 600)$	
Inspection	30 000	30 000	(1 both)	$\$60\,000 \times (500 / 1\,000)$	
	370 000	230 000			
	÷ 2 000	÷ 5 000			
Per unit	= \$185	= \$46	(1OF both)		

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Question	Answer	Mark																		
5(e)	A higher fixed overhead is charged to sofas under ABC leading to a higher selling price. (1) A lower fixed overhead is charged to tables under ABC leading to a lower selling price. (1)	2																		
5(f)	8 000 labour hours (2 000 units $\times$ 4) are released to produce 1 600 (8 000 / 5) sofas more \$ <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 40%;">Additional profit from sofas 1600 $\times$ \$220.5</td><td style="width: 20%; text-align: right;">352 800</td><td style="width: 40%; text-align: right;">(10F)</td></tr> <tr> <td>Reduction of profit from tables 2000 $\times$ \$79.2</td><td style="text-align: right;">(158 400)</td><td style="text-align: right;">(10F)</td></tr> <tr> <td></td><td style="text-align: right; border-top: 1px solid black;">194 400</td><td></td></tr> <tr> <td>Training costs</td><td style="text-align: right;">(90 000)</td><td style="text-align: right;">}</td></tr> <tr> <td>Machines converting costs</td><td style="text-align: right;">(110 000)</td><td style="text-align: right;">}(1)</td></tr> <tr> <td></td><td style="text-align: right; border-top: 1px solid black;">(5 600)</td><td style="text-align: right;">(10F)</td></tr> </table> Decision. (1)	Additional profit from sofas 1600 $\times$ \$220.5	352 800	(10F)	Reduction of profit from tables 2000 $\times$ \$79.2	(158 400)	(10F)		194 400		Training costs	(90 000)	}	Machines converting costs	(110 000)	}(1)		(5 600)	(10F)	5
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	(5 600)	(10F)																		

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Question	Answer	Mark																					
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Question	Answer	Mark
6(a)	Assist planning/decision making/setting targets (1) Controlling by comparing the actual performance with budgets (1) Motivating managers/employees (1) Co-ordinating activities of departments (1) Managing resources efficiently (1) Responsibility accounting (1) Max 2	2

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Question	Answer	Mark																																				
6(b)	July \$ <table> <tr> <td>Balance b/d W1</td><td>473 000</td><td>(4OF)</td></tr> <tr> <td>Sales for the month</td><td>280 000</td><td>(1)</td></tr> <tr> <td>Collection for the month W2</td><td>(273 000)</td><td>(4OF)</td></tr> <tr> <td>Balance c/d</td><td>480 000</td><td>(1OF)</td></tr> </table> W1 – amounts outstanding \$ <table> <tr> <td>100% of June sales \$300 000 × 100%</td><td>300 000</td><td>(1)</td></tr> <tr> <td>50% of May sales \$250 000 × 50%</td><td>125 000</td><td>(1)</td></tr> <tr> <td>20% of April sales \$240 000 × 20%</td><td>48 000</td><td>(1)</td></tr> <tr> <td></td><td>473 000</td><td>(1OF)</td></tr> </table> W2 – amounts received \$ <table> <tr> <td>50% of June sales \$300 000 × 50%</td><td>150 000</td><td>(1)</td></tr> <tr> <td>30% of May sales \$250 000 × 30%</td><td>75 000</td><td>(1)</td></tr> <tr> <td>20% of April sales \$240 000 × 20%</td><td>48 000</td><td>(1)</td></tr> <tr> <td></td><td>273 000</td><td>(1OF)</td></tr> </table>	Balance b/d W1	473 000	(4OF)	Sales for the month	280 000	(1)	Collection for the month W2	(273 000)	(4OF)	Balance c/d	480 000	(1OF)	100% of June sales \$300 000 × 100%	300 000	(1)	50% of May sales \$250 000 × 50%	125 000	(1)	20% of April sales \$240 000 × 20%	48 000	(1)		473 000	(1OF)	50% of June sales \$300 000 × 50%	150 000	(1)	30% of May sales \$250 000 × 30%	75 000	(1)	20% of April sales \$240 000 × 20%	48 000	(1)		273 000	(1OF)	10
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Question	Answer	Mark
6(c)(i)	Trade receivables are not well managed. (1) Only 50% of credit customers adhere to the company policy of paying in one month after sale. (1) Potential liquidity/cash flow problems. (1) Possibility of increased irrecoverable debts. (1) Long outstanding debts are not followed up/poor credit control. (1) Credit reference of customers are not checked thoroughly. (1) Max 3 Accept other valid points.	3
6(c)(ii)	Use the services of a credit controller. (1) Send monthly statements. (1) Undertake credit reference check. (1) Impose interest on late payment. (1) Stop selling goods to customers with overdue accounts. (1) Allow cash discount. (1) Consider cash sales. (1) Max 3 Accept other valid points.	3

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Question	Answer	Mark																		
6(d)	July \$ <table> <tr> <td>Balance b/d W1</td><td>134 400</td><td>(2OF)</td></tr> <tr> <td>Purchases W2</td><td>256 000</td><td>(1)</td></tr> <tr> <td>Bank paid for current month purchases W3</td><td>(100 352)</td><td>(1)</td></tr> <tr> <td>Bank paid for last month purchases W4</td><td>(134 400)</td><td>(1)</td></tr> <tr> <td>Discount received W5</td><td>(2 048)</td><td>(1)</td></tr> <tr> <td>Balance c/d</td><td>153 600</td><td>(1OF)</td></tr> </table> W1 $\\$280\,000 / 125\% = \\$224\,000$ (1) $\times 60\% = \\$134\,400$ (1OF) W2 $\\$320\,000 / 125\% = \\$256\,000$ W3 $\\$256\,000 \times 40\% \times 98\% = \\$100\,352$ W4 $\\$224\,000 \times 60\% = \\$134\,400$ W5 $\\$256\,000 \times 40\% \times 2\% = \\$2\,048$	Balance b/d W1	134 400	(2OF)	Purchases W2	256 000	(1)	Bank paid for current month purchases W3	(100 352)	(1)	Bank paid for last month purchases W4	(134 400)	(1)	Discount received W5	(2 048)	(1)	Balance c/d	153 600	(1OF)	7
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