

Coimisiún na Scrúduithe Stáit
State Examinations Commission

# JUNIOR CERTIFICATE 2009 

## MARKING SCHEME

## BUSINESS STUDIES

ORDINARY LEVEL

# Junior Certificate Examination 2009 

## Business Studies

## Ordinary Level

## Marking Scheme and Support Notes for use with the Marking Scheme

In considering this marking scheme the following points should be noted:

- The support notes presented are not exclusive or definitive and alternative valid answers are acceptable;
- They are support notes and not model or suggested answers;
- The book-keeping layout given may be accepted as best practice. However, in some book-keeping questions there can be a number of alternative approaches and formats that can be validly used by candidates;
- Further relevant points of information presented by candidates are marked and rewarded on their merits;
- The detail required in any answer is determined by the context and the manner in which the question is asked and by the number of marks assigned to the answer on the examination paper. Requirements may therefore vary from year to year.


# JUNIOR CERTIFICATE EXAMINATION 2009 <br> BUSINESS STUDIES - ORDINARY LEVEL 

## SECTION A (100 marks) <br> Each question carries 5 marks

## Marking Scheme

| 1. | 3 marks for one correct 5 for both correct | 12. | 2 marks for one correct <br> 4 for two correct <br> 5 for all three correct |
| :---: | :---: | :---: | :---: |
| 2. | 2 marks for one correct 4 for two correct |  |  |
|  | 5 for three correct | 13. | 3 marks for one correct 5 for both correct |
| 3. | 3 marks for one correct 5 for both correct | 14.* | 2 for first correct 2 for second 5 for all correct |
| 4. | 3 marks for one correct 5 for both correct | 15. | 2 for first, 2 for second 5 for all correct |
|  |  | 16.* | 2 for each balance $c / d$ and $b / d$ correct 1 for totals (both) |
| 5. | 3 marks for one correct <br> 5 for both correct |  | Or <br> 2 for first 2 for second 1 for final Own figure rule applies |
| 6. | 5 marks for correct answer | 17. | 5 marks for correct answer |
| 7. | 3 marks for one point 2 for second point | 18. | 5 for correct answer up to 3 for workings |
| 8. | 2 marks for first correct 1 mark for each following correct answer | 19. | 2 for one point, 2 for second 5 for all correct |
| 9. | 5 for correct answer | 20 | 2 for first, 2 for second 5 for a |
| 10. | $3+2$ for each principle |  | correct |
| 11. | 2 marks for one correct <br> 2 for second correct <br> 5 for all correct | [Total 100 marks] |  |
|  |  |  |  |
|  |  |  |  |

## Notes on Marking Scheme - Section A

14.* Workings: If fixed assets are added correctly, but then further processed, allow max 3 marks. If 3 figures are added and include fixes asset figures, allow maximum two marks. If all 4 figures are added together, allow no mark
16.* Allow marks for own figures if procedure is correct.

JUNIOR CERTIFICATE EXAMINATION 2009

## BUSINESS STUDIES - ORDINARY LEVEL

## SECTION B <br> (300 marks)

## All questions carry equal marks ( 60 marks)

## MARKING SCHEME

## Q. 1 HOUSEHOLD BUDGET

(A)

81 entries (Inc \& Exp) @ $1 / 2$ mark each $401 / 2$
5 entries in Total expenditure at $1 / 2 \quad 21 / 2$
5 entries on Net Cash row @ $1 / 2$ mark each. $2^{1 / 2}$
5 appropriate entries on Opening Cash row
( $1 / 2$ mark each $21 / 2$
Closing Cash Balance (twice) - 1 mark * 2

* This applies to fully correct answers only
(Calculations with own figures accepted throughout)
(B) Two costs of owning a car @ 2 marks each
(C) Three methods of paying ESB bill @ 2 marks
Q. 2

FINAL A/Cs \& BALANCE SHEET
(A)

Trading/Profit \& Loss 16 figs @ 16
Headings/titles 2 @ 2 marks each 4
Note: $\quad$ Gross Profit ( 2 for words, 1 for fig included above.)
Net Profit ( 2 for words, 1 for fig included above.)
Appropriation:
Dividend 1 mark
Balance 1 mark 2
Balance Sheet date 2 marks 2
13 figs @ 13
Balance Sheet subtitles 8
(B) Explanation of Dividend paid 5 marks
(C) Formula 4 marks workings 4 marks correct answer 2 marks
Workings (essential)
4
(Gross profit (1) divided by (1) Sales (1) multiplied by (1) 100)
Correct Net Profit percentage 2 (10)
(60)
(Own figures accepted in calculating percentage)
Q. 3
(B) Explanation:

(B) Explanation:
3 reasons @ 4 marks each ..... 12

3 reasons @ 4 marks each
(C) Interest ..... 3
Dirt ..... 3
Capital and interest after dirt ..... 2

Capital and interest after dirt

2
Q. 4 FORMS OF BUSINESS OWNERSHIP
(A) 6 sentences @ 4 marks each. ..... 24
(B) (i) Limited liability 2 points @ 2 marks each ..... 4
(ii) $\operatorname{Semi}$ state 2 name 2 explanation 8 ..... 12 ..... 12
(C) 12 items at 2 marks each ..... 24
(C)Coplal(ii) Semi state 2 name 2 explanation
(A) Letter Format:

(A) Letter Format:
2 marks each for 2 Addresses,

2 marks each for 2 Addresses,Date, Salutation,Close (Yours ...), Signature12
1 mark for Reference or encl ..... $1=13$
4 marks for English
(Par., Punc., Gram., Spelling) 4
3 marks for Presentation/Neatness ..... 3 ..... 20

- 20
Letter Content:
Thank you for enquiry ..... 4
Appointment made on ..... 4
Proof of identity ..... 4
Example of each $2+2$ ..... 4
Look forward to meeting ..... 4 ..... 20
ook forward to meeting 4 Date, Salutation, narks for


## Thank you for enquiry

 (24)Q. 5

## BUSINESS DOCUMENTS


Q. 6

## Q. 7 DELIVERY SYSTEMS AND TRANSPORT

(A) (i) 2 advantages @ 4 marks 8
(ii) 2 disadvantages @ 4 marks 8
(B) Name 3 factors @ 2 each 6 Importance of each factor @ 2 marks 6 (12)
(C) (i) 4 marks
(ii) 5 marks
(iii) 5 marks
(iv) 5 marks
(v) 5 marks
(D) 2 explanations @ 4 marks 8 (8)

## Q. 8 NATIONAL BUDGET AND INFLATION

(A) (i) 10 titles and 10 figures @ 1 mark 20
(ii) Deficit (word) 2

Figure
2
(iii) 3 examples @ 2 marks 6
(B) (i) Inflation explanation 6
(ii) 6 marks
(iii) 6 marks
(iv) 6 marks
(v) 6 marks 24
(60)

## Answer all 20 questions. Each question carries 5 marks.

1. What do the following letters stand for? (Write each answer in full in the space provided.)

| VAT | Value Added Tax |
| :---: | :--- |
| ATM | Automated Teller Machine |

2. Give three examples of jobs in the primary sector of the economy:
(i) Fisherman
(ii) Farm worker
(iii) Miner
3. Fill in the two missing factors of production:

| LAND | LABOUR | Capital | Enterprise |
| :--- | :--- | :--- | :--- |

4. Answer questions (i) and (ii) which follow this document:

| Staroil Ltd |  | Breffni Business Park, Cavan |  | $\begin{gathered} \text { No. } \\ \mathbf{3 0 0 4 1} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Date: | 3 June 2009 |  |  |  |
| Received From: | William Reilly |  |  |  |
| The Sum of: | Five hundred and forty euro |  | $€ 540.00$ |  |
| With Thanks | Signed: | Caraline Favrel | Accoun | Dept |

(i) What is this document called?

Receipt
(ii) To whom was the money paid? Staroil
5. The following are meter readings taken from an ESB bill. Calculate the number of units used and the total charge. Enter your answers in the appropriate spaces.

| ESB Meter Readings |  |
| :--- | ---: |
| Present | 271635 |
| Previous | 269807 |
| No. of units used | $\mathbf{1 8 2 8}$ |
| Rate per unit | $€ 0.22$ |
| Total Charge | $€ 402.16$ |

## Workings:

6. A household spent $€ 1,000$ on a weekend break instead of a new garden shed which would have cost the same amount.

The opportunity cost of this weekend break is
The $€ 1,000$
The weekend break
The garden shed

(Tick $(\checkmark)$ the most appropriate box.)
7. Complete the following sentence:

Impulse Buying means - spending money without planning to i.e. on the spur of the moment.
Impulse buying may lead to scarcity of money for regular bills such as electricity, rent etc
8. Place the following customers' names in alphabetical order:

ALAN TUOHY AIDAN TURNER ALFRED TURLEY ARTHUR TUNNEY

| (i) | Arthur Tunney |
| :---: | :--- |
| (ii) | Alan Tuohy |
| (iii) | Alfred Turley |
| (iv) | Aidan Turner |

9. The same brand of orange was on sale in two different shops:

| Ryan's Ltd |  | Murphy's Ltd. |
| :---: | :---: | :---: |
|  |  |  |
| Orange |  |  |
| €1.50 |  |  |
| per |  |  |
| 2 Litre Bottle |  |  |

Calculate which shop offered the best value:

| Answer |  |
| :---: | :--- |
| Shop Name: | Ryan's <br> litre |


| Workings: |
| :--- |
| $\frac{1.50}{2}$ |

10. The three principles of Insurance are Insurable Interest, Utmost Good Faith and Indemnity. Explain one of these principles:

Insurable Interest - in order to insure something you must gain(financially) by its existence and suffer (financially) by its loss.e.g. you can insure your own car but not a neighbours

Utmost Good Faith - (uberrimae fides) person seeking insurance must tell the truth in Proposal form /Supply information that may increase the risk - Material Facts

Indemnity - You may not make a profit from insurance. Compensation will only equal the value of Value of the item at its time of loss/damage (provided you are not underinsured)
11. In each space below, write the most appropriate marketing term from the following list of six:

| SPONSORSHIP | BRANDING | COUPONS |
| :--- | :--- | :--- |
| LOSS LEADER | SPECIAL OFFER | SAMPLING |

(Three of the terms above do not refer to any of the explanations below.)

|  | MARKETING TERM | EXPLANATION |
| :--- | :--- | :--- |
| (i) | Special offer | Two for the price of one. |
| (ii) | Coupons | Collect these and exchange them for free gifts. |
| (iii) | Loss leader | Below cost selling. |

12. Complete the following Wage Slip, showing Gross Pay, Total Deductions and Net Pay:

| Joan Mullins |  | Employee No. 396 | Week 12 | 20 March 2009 |
| :--- | :---: | :--- | :---: | :---: |
| PAY: | $€$ | DEDUCTIONS: | $€$ |  |
| BASIC | 592.00 | PAYE | 86.00 | PARKWAY <br> Co Ltd |
| OVERTIME | 48.00 | PRSI | 27.00 |  |
|  |  | SAVINGS | 75.00 | NET PAY |
| GROSS <br> PAY | $\boldsymbol{€ 6 4 0}$ | TOTAL <br> DEDUCTIONS | $\mathbf{€ 1 8 8}$ | $\boldsymbol{€ 4 5 2}$ |

13. Explain two reasons why Ireland imports goods:
(i) Ireland is unable to provide all the goods and services its people require
(ii) Ireland needs raw materials such as oil timber coal (climate/tradition in certain countries)
14. The following figures are from the books of Boatwear Ltd for the year ending 31 December 2008:

## Cash in Bank $€ 12,600$ Buildings $€ \mathbf{1 7 5 , 0 0 0}$ Office Furniture $€ \mathbf{2 8 , 5 0 0}$ Purchases $€ 70,000$

In the following extract from the Balance Sheet of Boatwear Ltd on that date, enter and total the Fixed Assets:

| Extract from Balance Sheet of Boatwear Ltd <br> as on 31-12-08 |  |
| :--- | :---: |
| FIXED ASSETS | $\boldsymbol{€}$ |
| Buildings | 175,000 |
| Office furniture | 28,500 |
|  | 203,500 |

15. Column 1 is a list of book-keeping terms. Column 2 is a list of possible explanations for these terms. (One explanation does not refer to any of the terms.)

| Column 1-Terms | Column 2-Explanations |
| :--- | :--- | :--- |
| 1. $\quad$ Purchases | A. Cost of delivering goods |
| 2. $\quad$ Gross Profit | B. Current assets minus current liabilities |
| 3. $\quad$ Carriage | C. . Sales minus cost of sales |
|  | D. Stock bought for resale |

Match the two lists by placing the letter of the correct explanation under the relevant number below:

| 1. | 2. | 3. |
| :---: | :---: | :---: |
| D | C | A |

16. Answer either (A) or (B):
(A) Balance the following Bank Account and bring down the balance at the end of the month:

(B) Balance the following Bank Account by completing the last three lines of the 'Balance' column:

| Bank Account |  |  |  |  |  |
| ---: | :--- | :---: | :---: | :---: | :---: |
| Date | Details | F | Dr | Cr | Balance |
| 2008 |  |  | $€$ | $€$ | $€$ |
| Apr 1 | Balance | $\mathrm{b} / \mathrm{d}$ |  |  | 890 |
| 9 | ESB | GL4 |  |  | 320 |
| 23 | Sales | GL2 | 650 |  | $\mathbf{5 7 0}$ |
|  | $\mathbf{1 2 2 0}$ |  |  |  |  |


| 25 | Motor Expenses | GL9 |  | 495 | $\mathbf{7 2 5}$ |
| :--- | :--- | :--- | :--- | :--- | :--- |

17. The Rate of Exchange is:

| (a) | The rate paid by the bank on deposits. |  |
| :--- | :--- | :--- |
| (b) | The change received at a checkout. |  |
| (c) | The value of one currency compared to another. | $\sqrt{ }$ |

(Tick $(\checkmark)$ the most appropriate answer)
18. Claire Egan received her wages in cash. Her employer used the least number of notes and coins possible when putting the cash in Claire's pay envelope. Using the Note/Coin Analysis Slip below, calculate Claire's total wage:

| NOTE/COIN ANALYSIS |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ¢100 | €50 | €20 | ¢10 | €5 | €2 | €1 | 50c | 20c | 10c | 5c | 2c | 1c |
| 3 | 1 | 1 |  | 1 | 2 |  | 1 | 2 |  |  |  | 1 |


| Answer |  |
| :---: | :---: |
| TOTAL WAGE | €379.91 |


| Workings |
| :--- |
|  |

19. Complete the following sentence:

A Trade Union is an organisation that represents workers and speaks on their behalf with
Employers on issues such as pay and working conditions
20. Place a tick $(\checkmark)$ after each statement showing whether it is TRUE or FALSE.

|  | TRUE | FALSE |  |
| :--- | :--- | :--- | :--- |
| (a) | A keyboard is used to input data into a computer. | $\sqrt{ }$ |  |
| (b) | E-mail is a form of computer hardware. |  | $\sqrt{ }$ |
| (c) | A scanner is used to do calculations and accounts on a computer. |  | $\sqrt{ }$ |


| For examiner use only: | Total Marks for Section A |  | Cumulative total c/f: |  |
| :--- | :--- | :--- | :--- | :--- |

## Note:

On the following pages, space is provided for answering all questions in Section B

Answer five questions only.
Please read the questions in Section B carefully before answering.
This area may be used for rough work if required.

For use with SECTION B - Question 1

1. (A)

| BYRNE HOUSEHOLD | SEPT | OCT | NOV | DEC | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
| PLANNED INCOME | $€$ | $€$ | $€$ | $€$ | $€$ |
| Simon Byrne - Salary | 2800 | 2800 | 2800 | 3600 | 12000 |
| Lisa Byrne - Salary | 1800 | 1800 | 1050 | 1050 | 5700 |
| Child Benefit | 500 | 500 | 500 | 500 | 2000 |
| A. TOTAL INCOME | 5100 | 5100 | 4350 | 5150 | 19700 |
| PLANNED EXPENDITURE |  |  |  |  |  |
| Fixed |  |  |  |  |  |
| House mortgage | 825 | 825 | 825 | 825 | 3300 |
| House insurance | 70 | 70 | 70 | 70 | 280 |
| Health insurance | 120 | 120 | 120 | 135 | 495 |
| Subtotal | 1015 | 1015 | 1015 | 1030 | 4075 |
| Irregular |  |  |  |  |  |
| Household costs | 1500 | 1500 | 1500 | 1900 | 6400 |
| Car running costs | 150 | 500 | 150 | 150 | 950 |
| Light and heat | 125 | 400 | 210 |  | 735 |
| Telephone costs | 80 | 200 | 80 | 220 | 580 |
| Television costs |  | 170 |  |  | 170 |
| Subtotal | 1855 | 2770 | 1940 | 2270 | 8835 |
| Discretionary |  |  |  |  |  |
| Entertainment costs | 360 | 360 | 360 | 360 | 1440 |
| Presents |  |  |  | 1250 | 1250 |
| Holiday costs | 600 | 1900 |  |  | 2500 |
| Subtotal | 960 | 2260 | 360 | 1610 | 5190 |
| B. TOTAL EXPENDITURE | 3830 | 6045 | 3315 | 4910 | 18100 |
| Net Cash (A-B) | 1270 | -945 | 1035 | 240 | 1600 |
| Opening Cash | 280 | 1550 | 605 | 1640 | 280 |
| Closing Cash | 1550 | 605 | 1640 | 1880 | 1880 |


| 1. (B) | Costs associated with owning a car (apart <br> from service costs) | (i) | Insurance,tyres,cleaning |
| :--- | :--- | :---: | :--- |
|  | (ii) | Tax,petrol |  |


| 1. (C) | Methods of paying ESB bills: | (i) | Cash at post office counter <br> /postpoint/payzone/paypoint |
| :--- | :---: | :---: | :--- |
|  |  | (ii) | Laser card. phone,AIB and most other banks |$|$| (iii) |
| :--- | | Internet/electronic money transfer. Direct debit/ |
| :--- |
| post a cheque |,

For use with SECTION B - Question 2
2. (A) (i)

Trading, Profit and Loss Appropriation Account of Dock Ltd for the year ended 31 December 2008

|  |  | $\epsilon$ | € | $€$ |
| :---: | :---: | :---: | :---: | :---: |
|  | Cash Sales |  |  | 471,000 |
|  | Less Cost of sales |  |  |  |
|  | Opening stock |  | 76300 |  |
|  | purchases | 291250 |  |  |
|  | Carriage in | 5100 | 296350 |  |
|  |  |  | 372650 |  |
|  | Less closing stock |  | -66500 | 306150 |
|  |  |  |  | 164850 |
|  | Less expenses |  |  |  |
|  | Wages and salaries |  | 56790 |  |
|  | Heat and light |  | 9180 |  |
|  | advertising |  | 6000 |  |
|  | rent |  | 12900 |  |
|  | insurance |  | 27480 | -112350 |
|  | Net profit |  |  | 52500 |
|  | Less dividend paid |  |  | 15000 |
|  |  |  |  | 37500 |
|  |  |  |  |  |
|  |  |  |  |  |
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For use with SECTION B - Question 2 (continued)
2. (A) (ii)


| (B) | Explain the term 'Dividend Paid': | For office <br> Use Only |
| :--- | :--- | :--- |
|  | This is the profit paid out to the shareholders of the company. At the annual general <br> meeting (AGM) it is decided how much of the profit should be paid out to the <br> shareholder |  |
|  |  |  |
|  |  |  |
|  |  |  |



For use with SECTION B - Question 3

| (A) | Write the letter that Linda Mahon sent to David O’ Neill on 28 April 2009. | For Office Use Only |
| :---: | :---: | :---: |
|  | AIB Bank |  |
|  | George Street |  |
|  | Wicklow town |  |
|  | 28 ${ }^{\text {th }}$ April 2009 |  |
|  | David O Neill |  |
|  | Main St |  |
|  | Rathnew |  |
|  | Co Wicklow |  |
|  | Re: Opening a Current Account |  |
|  | Dear David, |  |
|  | Thank you for your enquiry about opening a current account here in AIB Bank |  |
|  |  |  |
|  | I have made an appointment to meet you at 10.00 a.m. on Friday $1^{\text {st }}$ May 2009 in my office |  |
|  | In order to open the account you will need to bring with you Proof of Identity such as a passport and a proof of address - e.g. ESB bill in your name |  |
|  | I look forward to meeting you on Friday |  |
|  |  |  |
|  | Yours Faithfully |  |
|  |  |  |
|  | Linda Mahon |  |
|  | Linda Mahon |  |
|  |  |  |
|  | Branch Manager |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |


|  |  | For Ofice <br> Use Only |  |
| :--- | :--- | :--- | :--- |
|  |  |  |  |
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| (B) | Explain three reasons why a person would wish to open a current account in a commercial <br> bank. |  |  |
| :--- | :--- | :--- | :--- |
|  | (i) Customer may withdraw money at any time using a ATM, cheque book or <br> laser |  |  |
|  | (ii) Pay bills by laser card used in shops etc all over the country |  |  |
|  |  |  |  |
|  | (iii) To enable them to apply for an overdraft |  |  |
|  |  |  |  |


| (C) | When David called to the bank, he opened a current account and a deposit account. He lodged $€ 5,000$ to the deposit account at a fixed rate of interest of $4 \%$ per year. Interest earned on money in a deposit account is subject to DIRT (tax) of $23 \%$ which is deducted by the bank. If David withdrew all his money (with interest) from the deposit account exactly one year later, calculate the total amount he would receive. |  |
| :---: | :---: | :---: |
|  | Answer: €5154 | Workings: $\begin{aligned} & 5000 @ 4 \%=200 \\ & 23 \% \text { of } 200=46 \\ & 200-46=154 \\ & 154+5000=5154 \end{aligned}$ |

## For use with SECTION B - Question 4

| (A) | Complete, in full, each sentence below using the most appropriate explanation. |  | For Office |
| :---: | :---: | :---: | :---: |
|  |  | A sole trader is business owned and run by one person |  |
|  |  |  |  |
|  |  |  |  |
|  |  | A co-operative is an organisation such as a credit union which is formed by people to achieve a common objective in business |  |
|  |  |  |  |
|  |  |  |  |
|  |  | A state owned company is company what is owned and controlled by the Government |  |
|  |  |  |  |
|  |  |  |  |
|  | (iv) | A shareholder is a person who owns part of a limited company |  |
|  |  |  |  |
|  |  |  |  |
|  | (v) | A board of directors is appointed by shareholders to run a company |  |
|  |  |  |  |
|  |  |  |  |
|  |  | A certificate of incorporation is a birth certificate of a company and is written proof that a company has been registered as a limited company |  |
|  |  |  |  |
|  |  |  |  |


| (B) | (i) | Explain the term 'Limited Liability': |  |
| :--- | :--- | :--- | :--- |
|  |  | If a company is declared bankrupt, the owners will |  |
|  | lose only what they invested. Their personal belongings are not at risk |  |  |
|  |  |  |  |
|  |  |  |  |


|  | (ii) $\quad$ Name two Irish state owned companies and give a brief explanation of their work: |  |  |
| :--- | :--- | :--- | :--- |
|  | (a) Bord na Mona - develop natural resources peat,turf,briquettes etc |  |  |
|  | (b) R.T.E.-provide a communications service/television/radio channels |  |  |
|  |  |  |  |

For use with SECTION B - Question 4 (continued)
(C)

| MEMORANDUM OF ASSOCIATION |  |  |
| :--- | :--- | :--- |
| 1. $\quad$ The name of the company is | Denman Ltd |  |
| 2. | The objects of the company are | To supply stationery to business firms and schools |
| 3. | The registered address of the company is | $\mathbf{1 7}$ Main St Athlone Co. Westmeath |

4. The liability of the members is limited.
5. The share capital of the company is $€ 80,000$, divided into 80,000 ordinary shares of $€ 1$ each.

We, the several persons whose names, addresses and descriptions are subscribed, wish to be formed into a company in pursuance of this memorandum of association and we agree to take the number of shares in the capital of the company set opposite our respective names.


Date: $\mathbf{2 0}^{\text {th }}$ March 2009

## For use with SECTION B - Question 5

(A) Invoice


For use with SECTION B - Question 5 (continued)
(B) Cheque and Counterfoil


## (C) Bank Account



| United Sports Ltd - Bank Account |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Details | F | Dr | Cr | Balance |
| 2009 |  |  | $€$ | $€$ | $€$ |
| $\begin{aligned} & \text { May } 29 \\ & \text { May } 29 \end{aligned}$ | Balance <br> Purchases | b/d |  | 22746 | $\begin{array}{r} 29,700 \\ \mathbf{6 9 5 4} \end{array}$ |


| (C) Market Research is: | For ofice |
| :--- | :--- |
| The collection, recording, and detailed examination of all information relating to the transfer <br> of goods and services from the producer to the consumer. It is finding out what there is to <br> know about a market (plus any relevant example). |  |
|  |  |
|  |  |

## For use with SECTION B - Question 6

(A)

Analysed Receipts and Payments Book (Analysed Cash Book) of Nora Lydon, Farmer

| Dr |  |  |  |  |  |  | Cr |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Date | Details | Rec. <br> No. | Bank | Cattle | Grants | Other | Date | Details | Cheque <br> No. | Bank | Cattle | Feed | Repairs | Other |
| 2009 |  |  | $€$ | $€$ | $€$ | $€$ | 2009 |  |  | $€$ | $€$ | $€$ | € | $€$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Aprill | Balance |  | 5600 |  |  |  | April 6 | Feed | 321 | 1850 |  | 1850 |  |  |
| April 2 | Cattle | 855 | 11450 | 11450 |  |  | April 7 | Calves | 322 | 6000 | 6000 |  |  |  |
| April 9 | EU Grant | 856 | 7500 |  | 7500 |  | April 8 | Tractor | 323 | 1900 |  |  | 1900 |  |
| April 16 | Cattle | 857 | 14500 | 14500 |  |  | April 15 | Machinery | 324 | 2450 |  |  | 2450 |  |
| April 24 | State Grant | 858 | 6000 |  | 6000 |  | April 20 | Fertilizer | 325 | 900 |  |  |  | 900 |
| April 28 | Tax Refund | 859 | 750 |  |  | 750 | April 21 | Cattle | 326 | 3650 |  | 3650 |  |  |
|  |  |  |  |  |  |  | April 27 | Calves | 327 | 6500 | 6500 |  |  |  |
|  |  |  |  |  |  |  | April 29 | Insurance | 328 | 3500 |  |  |  | 3500 |
|  |  |  |  |  |  |  | April 30 | Balance c/d |  | 19050 |  |  |  |  |
|  |  |  | 45800 | 25950 | 13500 | 750 |  |  |  | 45800 | 12500 | 5500 | 4350 | 4400 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| April 30 | Balance b/d |  | 19050 |  |  |  |  |  |  |  |  |  |  |  |

## For use with SECTION B - Question 6 (continued)

| (B) | State three reasons why farmers should keep accounts. | For Ofice <br> Use Only |  |
| :--- | :--- | :--- | :--- |
|  | (i) They are necessary when applying for a bank loan |  |  |
|  | (ii) Required by the Tax office |  |  |
|  | (iii) Show the farms profit and loss |  |  |
|  |  |  |  |
|  |  |  |  |

$\left.\begin{array}{|l|l|l|l|}\hline \text { (C) } & \begin{array}{l}\text { Explain the term 'grant'. } \\ \text { Money received that is not repayable given to business sometimes by either the }\end{array} & \\ \hline & \text { Government or E.U. The aim is to help develop the industry or subsidise it. }\end{array}\right)$

## For use with SECTION B - Question 7

| (A) | (i) State two advantages for Camp Ltd of using rail transport. | For office <br> Use Only |  |
| :--- | :--- | :--- | :--- |
|  | (a) It is fast over long journeys/no traffic congestion |  |  |
|  | (b) It is relatively cheap for large loads |  |  |
|  | (a) Not flexible as train schedules/timetables are fixed |  |  |
|  | (b) Not all parts of the country have a rail link e.g. Donegal |  |  |
|  | State two disadvantages for Camp Ltd of using rail transport |  |  |
|  |  |  |  |



For use with SECTION B - Question 7 (continued)


| (D) | Some of the modern developments in transport in Ireland include new motorways, tunnels, <br> regional airports, , toll roads and the Luas system. <br> Rexplain two of the underlined words (or terms). In both cases, show how they help to <br> improve transport in Ireland. |  |
| :--- | :--- | :--- |
| (i) Motorways - large roads often 3 or more lanes wide that go directly from one major <br> city to another bypassing towns and villages. Improve transport by speeding up delivery <br> times | Regional Airports-Smaller airports usually not international that serve a particular <br> region or area. <br> They improve transport by allowing delivery of goods and passengers near to the final <br> destination | Tunnels - used to reduce the amount of traffic on a route or to enable the distance to be <br> shortened. <br> They improve transport by removing heavy traffic from roads, speeding up journey <br> times |
|  | (ii) Toll roads - as roads are upgraded and improved the money to pay for them is <br> sometimes collected by a charge called a toll <br> Modern Technology enables the toll to be collected without holding up traffic. <br> This improves transport by shortening journey times and bypassing towns |  |
|  | Luas - a light rail system used in Dublin City to help commuters travel quickly across <br> the city. It consists of 2 lines the red and blue which are not yet connected <br> It improves transport by helping people move quickly in and out of the city |  |

(A)
(i) Draft the National Budget for 2010.
(ii) Indicate whether it is a 'surplus' or a 'deficit' budget.

| (i) | National Budget for 2010 |  |  |
| :---: | :---: | :---: | :---: |
|  |  | $€$ | $€$ |
|  | INCOME |  |  |
|  | PAYE |  | 16,750 |
|  | DIRT |  | 3,750 |
|  | EXCISE DUTIES |  | 7,500 |
|  | VAT |  | 17,250 |
|  | CORPORATION TAX |  | 8,750 |
|  |  |  |  |
|  |  |  |  |
|  | EXPENDITURE |  |  |
|  | EDUCATION | 10,250 |  |
|  | HEALTH SERVICES | 19,750 |  |
|  | SOCIAL WELFARE | 15,500 |  |
|  | JUSTICE | 9,500 |  |
|  | TRANSPORT | 4,500 |  |
|  |  |  |  |
|  | DEFICIT |  | -5500 |
| (ii) |  | 59500 | 59500 |


| (A) | (iii)Every year the Irish Government spends large sums of money on Health. <br> Give three examples of Government spending on Health. | For office <br> Use Only |  |
| :--- | :--- | :--- | :--- |
|  | (a) NURSES'/DOCTORS' WAGES |  |  |
|  | (b) HEATING OF HOSPITALS/CLINICS |  |  |
|  | (c) AMBULANCES |  |  |
|  | (a) |  |  |

For use with SECTION B - Question 8 (continued)


