



Coimisiún na Scrúduithe Stáit
State Examinations Commission

JUNIOR CERTIFICATE 2010

MARKING SCHEME

BUSINESS STUDIES

ORDINARY LEVEL

Junior Certificate Examination 2010

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 answers may be acceptable if deemed valid;

They are support notes and not model or suggested answers;

The bookkeeping layout as presented in the support notes may be accepted as best practice. However, in some bookkeeping 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 and mark allocations may therefore vary from year to year.

Marking Scheme JC Business Studies Ordinary 2010

1. What do the following letters stand for?

AGM	Annual General Meeting
COD	Cash On Delivery

2. Fill in the two missing Factors of Production in the spaces provided

Land	LABOUR	Capital	ENTERPRISE
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3. Fill in the two blank spaces in the following chain of distribution

PRODUCER →MANUFACTURER→WHOLESALE→**RETAILER.**→**CONSUMER**

4. Place the following customer's surnames in alphabetical order

Kevin Begley John Beegan Liam Beirne Cathal Behan

1	Beegan John
2	Begley Kevin
3	Behan Cathal
4	Beirne Liam

5. The following line graph shows the sales of CD's by Lyons Music Shop for the first four months of 2010. Study the graph and answer the questions that follow

- (i) In which month were CD sales highest? **JANUARY**
- (ii) How many CD's did Lyons music shop sell in February? **300**

6. A sole trader is:

A business owned and run by one person.

7. The following figures are from the books of O'Shea Ltd:

Wages €115,610; Cash on Hand €45,000; Machinery €67,000; Closing Stock €13150

Enter and total the Current Assets in the following extract from the balance sheet of O Shea Ltd on 31 December 2009

Extract from Balance Sheet of O'Shea Ltd as on 31/12/0	
CURRENT ASSETS	€
Cash on hand	45,000
Closing stock	13,150
TOTAL CURRENT ASSETS	58,150

8. Answer either A or B

Dr		Bank Account				Cr	
Date	Details	F	Total	Date	Details	F	Total
2010				2010			
Feb 1	Balance	b/d	460	Feb 11	Light and heat	GL4	325
17	Rent Received	GL1	580	26	Insurance	GL6	515
				Feb 28	Balance	c/d	200
		1040					1040
Feb 28	Balance b/d	200					

OR

Balance the following Bank Account by completing the last three lines of the Balance Column

Bank Account						
Date	Details	F	Dr	Cr	Balance	
2010			€	€	€	
Feb 1	Balance	b/d			460	
Feb 11	Light and Heat	GL4		325	135	
Feb 17	Rent Received	GL1	580		715	
Feb 26	Insurance	GL6		515	200	

9. In each space below write the most appropriate word from the following list:

SALES GROWTH PRICES RECESSION

(Two of the words above do not complete any of the sentences below)

- (i) Inflation is a rise in **PRICES** from one year to the next
- (ii) Economic **RECESSION** is when the amount of goods and services produced by a country decreases from one year to the next.

10. Place a tick (✓) after each statement showing whether it is True or False

		TRUE	FALSE
(a)	A shop steward manages a business on a daily basis		✓
(b)	A strike is when employees refuse to work	✓	
(c)	A trade union gives loans to its members on which they pay interest		✓

11. Column 1 shows a list of Information Technology 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. Visual Display Unit	A. Method of sending messages through the internet
2. Software	B. Computer monitor or screen
3. e-mail	C. Used to key in information to a computer
	D. Programs on a computer such as Microsoft office

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

1	2	3
B	D	A

12. From the following operation statement of a dentist for the year ending 31 December 2009, calculate the difference between Total Income and Total expenditure. Indicate whether the balance is a surplus or a deficit:

Operating Statement for year ending 31-12-09	
	€
Total Income	73145
Total Expenditure	74,245
Deficit	(1100)

13. Fill in the two missing Ps of marketing in the spaces provided

PRODUCT	PRICE	PROMOTION	PLACE
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14. Paula Davis received her wages in cash. Her employer used the lowest possible number of notes and coins when putting the cash in Paula's pay envelope. Complete the note/coin analysis showing how many notes and coins of each description were in the envelope.

Note /Coin Analysis													
Total	€100	€50	€20	€10	€5	€2	€1	50c	20c	10c	5c	2c	1c
€461.42	4	1		1			1		2			1	

15. Complete the following cash receipt by calculating (i) the total due and (ii) the amount of change out of €20

Nelson Convenience Store Bandon		
		€
BISCUITS		2.20
MILK		1.65
NEWSPAPERS		2.00
CORNFLAKES		3.39
(i)	TOTAL DUE	9.24
	CASH	20.00
(ii)	CHANGE	10.76

16. For a teenager in Ireland, which of the following are NEEDS and which are WANTS?

Tick (✓) the appropriate box in each case

		NEEDS	WANTS
(a)	MP3 Player		✓
(b)	Food	✓	
(c)	Oxygen tickets		✓

17. Name **three** types of financial institution in which people may place the money they have saved:

- (i) Commercial Banks
- (ii) Credit Union
- (iii) Building society

Other possible answers:

An Post, Banks, Credit Unions, Building Societies

18. A courier travels from Donegal to Dundalk. He then delivers a packet to a firm in Dublin before returning to Donegal

Using the distance table calculate the total number of kilometres he travels.

Answer: 465km

Workings: Donegal to Dundalk = 158.
Dundalk to Dublin = 85.
Dublin to Donegal = 222

$158 + 85 + 222 = 465$

19. Indicate which of the following countries are in the European Union by ticking (✓) YES or NO in each case:

	YES	NO
Australia		✓
Austria	✓	
Romania		✓

20. A customer who returns a faulty good that cannot be repaired is entitled to either

(i) REFUND	OR	(ii) REPLACEMENT
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Complete both boxes

SECTION B

Question 1 Household Budget

Walsh Household	Sept	Oct	Nov	Dec	Total
PLANNED INCOME	€	€	€	€	€
Jason Walsh - salary	2600	2600	2600	3000	10800
Mary Walsh - salary	2150	1350	1350	1350	6200
Child Benefit	330	330	330	330	1320
A. TOTAL INCOME	5080	4280	4280	4680	18320
PLANNED EXPENDITURE					
Fixed					
House mortgage	920	920	960	960	3760
House Insurance	60	60	60	60	240
Health insurance	140	140	140	164	584
Subtotal	1120	1120	1160	1184	4584
Irregular					
Household costs	1300	1300	1300	1900	5800
Transport costs	226	276	226	226	954
Light and Heat	155		185	500	840
Telephone costs	70	170	70	180	490
Subtotal	1751	1746	1781	2806	8084
Discretionary					
Presents	150	200		750	1100
Entertainment costs	450	650	450	450	2000
Holiday costs	173		692		865
Subtotal	773	850	1142	1200	3965
B. TOTAL EXPENDITURE	3644	3716	4083	5190	16633
Net Cash A - B	1436	564	197	-510	1687
Opening Cash	325	1761	2325	2522	325
	1761	2325	2522	2012	2012

(B)	ONE company which provides health insurance to the general public in Ireland: VHI (voluntary health insurance), Quinn Healthcare, Hibernian Aviva/Vivas BUPA
(C)	Explain the term “Discretionary Expenditure”: Spending money left over when fixed and irregular bills are paid Money left over to use as you wish Spending of your own choice Spending on non essential items

Question 2 Final Accounts

A (i)

Trading, Profit and Loss Appropriation Account of Corr Ltd for the year ended 31 December 2009			
	€	€	€
Cash Sales			195,000
Less COST OF SALES			
Opening Stock		12650	
Add Purchases		123650	
Add Carriage in		2850	
		139,150	
Less Closing stock		(21500)	117,650
Gross Profit			77,350
Less Expenses			
Insurance		7550	
Wages		37100	
Heat and Light		6800	
Delivery Expenses		8950	
Advertising		7200	67600
Net Profit			9750
Less Dividend paid			1250
Reserves			8500

Balance Sheet of Corr Ltd as at 31/12/2009			
	€	€	€
Fixed Assets			
Premises			120,000
Furniture and Fittings			17500
Motor vehicles			53500
			191,000
Current Assets			
Closing stock	21,500		
Cash in hand	12,500	34000	
Less Current Liabilities			
Bank Overdraft		(16500)	17500
			208500
Financed by	Authorised	Issued	
Share Capital	300,000	200,000	
Profit		8500	208500

(B) Explain the term “Bank Overdraft”:

Permission to withdraw money/write cheques for more than the balance of the account, up to a stated limit.
Short Term source of finance-must be repaid within one year.
Interest is charged on overdrawn accounts

(C) Net Profit as a percentage of Cash Sales is calculated as follows

$$\frac{\text{Net Profit}}{\text{Cash Sales}} \times \frac{100}{1}$$

Calculate the percentage. Show your answer and workings

Answer	$\frac{9750 \times 100}{195,000}$
5%	

Question 3 Borrowing and Writing a Letter

Write the letter that Janet Redmond sent to the manager of Irish Computers Ltd on 23 April 2010

12 Waterside Avenue,
Dungarvan
Co Waterford
23 April 2010

The Manager
Irish Computers Ltd
Unit 9
Southside Retail Park
Youghal
Co Cork

Re instalments on laptop

Dear Sir

I purchased a laptop computer from you on 20 January 2010. It cost €999 and I bought it on Hire Purchase.

I paid a deposit of €150 and agreed to pay the remainder in 12 monthly instalments of €86 commencing on 20 February 2010.

I lost my job on the 16th April 2010 and am unable to pay any further instalments. I was made redundant due to the closure of the firm where I was employed but I am not entitled to any redundancy payment as I was employed there for only a year.

I would like to keep the laptop computer until I find another job. I would then pay the remaining instalments.

I hope you will agree to my request

Yours sincerely

Janet Redmond

Janet Redmond

(A) (ii)

Calculate the total cost of the laptop computer for Janet if she had continued to pay all the instalments

ANSWER €1182	Workings 86 x 12 = 1032 Deposit <u>150</u> Total 1182
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(B)

If you were manager of Irish Computers Ltd, what reply would you make to Janet's letter? Give one reason for your answer.

Note there is no need to answer B in the form of a letter

REPLY: **You may not keep the laptop. Please return it to us and we will cancel the agreement. (You will not be refunded the instalments already made.)**

REASON **The Hire Purchase Act states that ½ of the amount due must be paid before the agreement may be ended.**
Ownership of the laptop does not pass until all payments are made (buying on the "never never" – never own it until all paid)
Laptop is still owned by Irish computers Ltd
Not enough payments are made
She has only made two payments and the deposit

(C) Give ONE advantage to a consumer of purchasing goods online through the internet

<ul style="list-style-type: none">• No need to leave your own home• Savings in time• Consistency between advertised price and site price• No driving and parking• Sometimes no cost of delivery• Information on product comparison easily available	<ul style="list-style-type: none">• Price comparison available online• 24/7 shopping• Ease in merchandise cancellation or return• Large online shopping site offering store comparison• Sometimes no taxes payable.
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Question 4 Wages and Employment

			Answer	Workings
(A)	(i)	Calculate Fiona Larkin's basic pay per hour	€ 16	$\frac{592}{37} = 16$
	(ii)	Calculate how much she earns for one hour's overtime	€ 24	$16 + 8 = 24$
	(iii)	Calculate the number of overtime hours she worked in Week 10	3 hours	$72/24 = 3$

(iv)	Explain, with examples, the difference between work and employment
<p>Work is unpaid, voluntary effort</p> <p>Example: attending school; washing dishes; homework; cutting the grass.</p> <p>Employment: work that is paid for</p> <p>Example: shop assistant; teacher; hairdresser; dentist; taxi driver</p>	
(v)	Name TWO rights and TWO responsibilities that Fiona would have as an employee of Fashion Store
	Rights:
	<ol style="list-style-type: none"> 1. Fair Days work for a fair days pay 2. Work in safe and proper conditions (Health and Safety at Work Act) <p>Others: treated fairly and equally join a trade union have their legal rights as guaranteed by law – paid holiday, maternity paternity leave no discrimination chance of promotion</p>
	Responsibilities
	<ol style="list-style-type: none"> 1. Being punctual 2. Not stealing from employer <p>Others: Loyalty Cooperating with employer and fellow employees Obey the rules of the workplace</p>

(B) The following week Fiona worked for 43 hours. Her PAYE deduction was €76.42 and her PRSI deduction was 4% of the Gross Pay. There was no change in her basic pay or savings deduction. Using this information, complete her Wage Slip for week 11

Employee No 053	Fiona Larkin		Week 11	Date: 12 march 2010
Pay	€	Deductions	€	Fashion Store Ltd
Basic:	592	PAYE	76.42	
Overtime:	144	PRSI	29.44	
		SAVINGS	50	
				Net Pay
Gross Pay	736	TOTAL DEDUCTIONS	155.86	€ 580.14

Workings

$43 - 37 = 6$ hours overtime @ €24 = €144 Overtime

$592 + 144 = €736$ Gross Pay

PRSI 4% of gross pay $€730/100 \times 4 = €29.44$

Question 5 Business Documents

(A)

HOMELIGHTS LTD 14 OAK SHOPPING CENTRE CASTLEBAR CO MAYO		ORDER NO 2635
Telephone 094 2955337 Fax 094-8854193 e-mail: homelights@mayo.ie IE6499380		VAT Reg No
Date: 8th March 2010		
The Manager Bracken Wholesalers Ltd Moy Industrial Estate Ballina Co Mayo		
Please supply the following goods		
Quantity	Description	Price each €
95	Table lamps	12
60	Floor lamps	73
75	Ceiling lamps	45
100	Wall lamps	35
Signed: <i>Tim Farrell</i>		Title: Purchasing Manager

(B)	(i)	State ONE reason why a Delivery docket is used.
		Proof of delivery of goods to buyer's premises
		Prove that the out of stock ceiling lamps were not delivered if charged for

Braken wholesaler Ltd Moy Industrial Estate Ballina,co Mayo		Invoice no 4128		
Telephone 096-51889 Fax – 096-51991 e-mail: bwl@wholesale.ie		Vat reg no IE2378445		
Your order number			Date: 12th March 2010	
			2635	
Homelights Ltd 14 Oak Shopping Centre Castlebar Co Mayo				
Quantity	Description	Code no	Price each €	Total €
95	Table Lamps	TL 027	12	1140
60	Floor Lamps	FL 195	73	4380
100	Wall Lamps	WL 404	35	3500
				9020
Total (excluding VAT)				2255
Less Trade discount 25%				
Subtotal				6765
Add VAT 20%				
Total (including VAT)				1353
				8118

(C)

Dr		Homelights Ltd-Bank Account				Cr	
2010	Details	F	€	2010	Details	F	€
				15th March	Bracken Wholesalers/Purchases		8118

Or

Homelights Ltd – Bank Account						
Date	Details	F	Dr	Cr	Balance	
2010			€	€	€	
15th March	Bracken Wholesalers/Purchases			8118		

Question 6 Club Account

(A) If you were Treasurer of the Pals Youth Club, name three of the duties you would have.

- Responsible for the clubs money
- Keep account for all money received and spent
- Collect membership fees (subscriptions)
- To lodge all money received to the club's bank account
- To pay all bills for the club
- To record all the club's receipts and payments
- To prepare final accounts and balance sheet
- To report on the club's finances at the AGM.

(B) **Analysed Receipts and Payments Book (Analysed Cash Book) of Pals Youth Club**

Dr						Cr							
Date	Details	Bank	Mem. Fees	Disc o	Comp .	Date	Details	Cheque No.	Bank	Disco	Comp .	Rent	Other
2010		€	€	€	€	2010			€	€	€	€	€
Jan 1	Balance	175				Jan 4	Posters	1531	25	25			
6	Annual Fees	875	875			7	Chess prizes	1532	100		100		
8	Annual Fees	750	750			15	Equipment hire	1533	150	150			
11	Chess	96			96	20	Radio advert.	1534	40	40			
16	Door	275		275		21	Furniture repairs	1535	325				325
25	Annual Fees	500	500			22	Hire of coach	1536	90				90
30	Door	280		280		25	Rent of hall	1537	250			250	
						30	Disc-jockey	1538	60	60			
						31	Balance c/d		1,911				
		2,951	2,125	555	96				2,951	275	100	250	415
31	Balance b/d	1,911											

Question 6 contd.

(C) Calculate the surplus or deficit that the club made on running disco nights during January				
Answer: € 280	Surplus	√	Tick (√) the Correct box	Workings
	Deficit			$555 - 275 = 280$

Question 7


(A)

PROPOSAL FORM ACE INSURANCE LTD PROPOSAL FORM FOR MOTOR INSURANCE			
SURNAME	McIntyre	First Name	Gary
ADDRESS	17 ROSEMOUNT AVENUE ATHY CO KILDARE		
TELEPHONE	045 717332		
Date of Birth*	17 Sept 1968 *		
Occupation	Carpenter		
VEHICLES DETAILS			
TYPE OF VEHICLE	CAR	CURRENT VALUE	€7500
MAKE AND MODEL	FORD FOCUS	REGISTRATION NUMBER	06 KE 4245
INSURANCE DETAILS			
TYPE OF INSURANCE REQUIRED	THIRD PARTY ONLY		Tick (✓) the appropriate box
	THIRD PARTY FIRE AND THEFT		
	COMPREHENSIVE	✓	
Type of driving licence	PRIVISIONAL		Tick (✓) the appropriate box
	FULL LICENCE	✓	
INSURANCE REQUIRED FROM (date)	1st July 2010		
Previous Insurance company	King Insurance Ltd		
Number of years driving*	20 years*		
Details of claims made in last five years	None		
Signature <i>Gary McIntyre</i>	DATE 28th May 2010		

(B)	(i) Calculate the total net cost of insuring Gary McIntyre's house and contents:
Answer: €443.61	Workings: $247 + 230 = 477$ $€13 \times 19 = 247$ $€5.75 \times 40 = 230$ $477 \times 7\% = 33.39$ $477 - 33.39 = 443.61$

(A)	(ii)	Gary accepted the quote and paid the total amount by cheque to Crown Insurances On 2 June 2010. Complete the cheque and counterfoil
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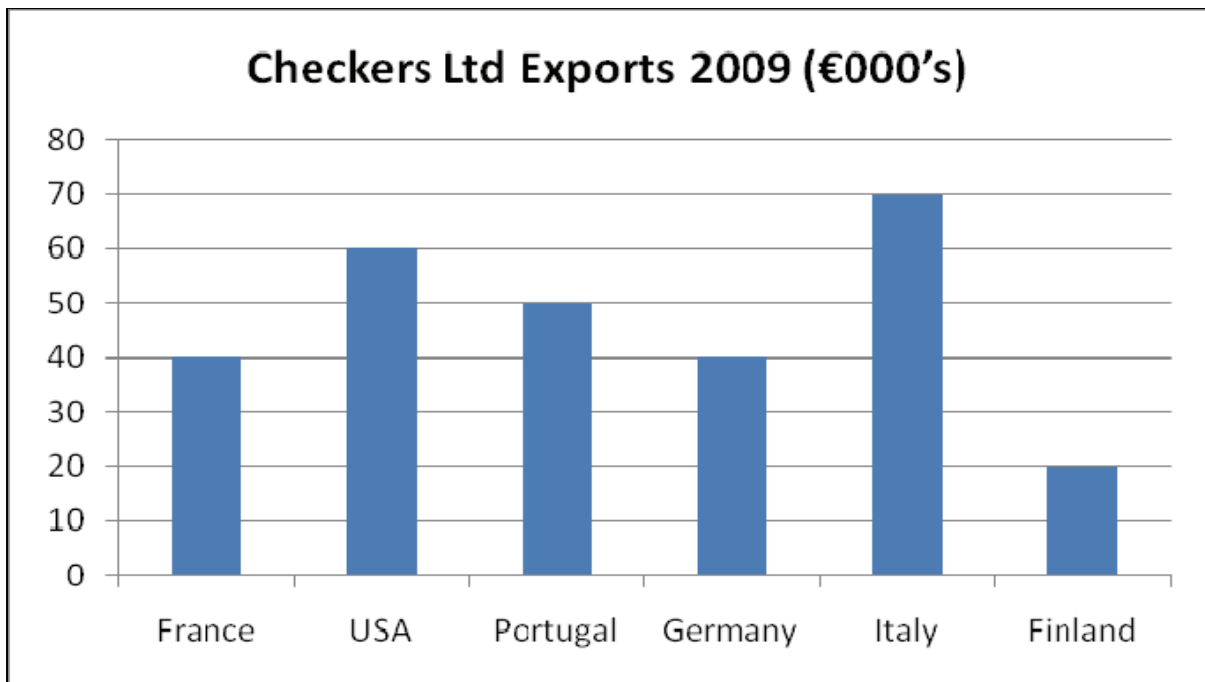
Cheque and Counterfoil

Date	2 June 2010	<h2 style="text-align: center;">Bank of Ireland</h2> <p style="text-align: center;">MAIN ST. , ATHY, Co. KILDARE</p> <p style="text-align: right;">90-64-53</p>	
To	Crown Home Insurances Ltd		
Balance	€ 974.00	Pay	Crown Home Insurances Ltd or order euro euro euro
This Cheque	€ 443.61	Four hundred and forty three euro and sixty one cent	€443.61
New Balance	€ 530.39	GARY McINTYRE	
			
		<i>Gary McIntyre</i>	
	004735	004735	906453 19441717

(C)	Explain TWO of the following insurance terms: Utmost good faith, Premium, No Claims Bonus, Indemnity, Average Clause
	Utmost Good Faith: Person seeking insurance must tell the truth. Must supply any other information that may increase the risk (material fact).
	Premium: Sum of money paid for insurance. the premium is increased by risk, value of item, costs of running the insurance company
	No Claims Bonus: This is a deduction in the cost of motor insurance (premium) given to drivers with an accident free record i.e. no claims
	Indemnity: May not make a profit from insurance. The compensation will only equal the value of the item at the time of damage or loss
	Average Clause: Based on indemnity it means that you will be compensated to the same extent to which you are insured - 3/4 insured = 3/4 compensation

Question 8

(A) (i) Bar Chart



(i) Calculate the total exports of Checkers Ltd for the year 2009:

Answer: € 280,000	Workings '000 $40 + 60 + 50 + 40 + 70 + 20 =$ 280
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Apart from the USA all the above countries are in the Eurozone, which means that the Euro is their currency. Name three other countries in the Eurozone	
1	Austria
2	Belgium
3	Cyprus
	Greece; Ireland; Luxemburg; Malta; Netherlands; Slovakia; Slovenia; Spain

(B)	State two reasons why Ireland exports goods and services to other Countries
(i)	1. Ireland is a small country and a small market. Business needs to export its surplus goods and services
	2. Exporting allows the business to increase their sales and profits, expand the business and create employment. Also foreign currency economies of scale tourism
(ii)	Name two of the main types of goods other than computer hardware and Software which are exported from Ireland
	1. Food products dairy, meat 2. Chemicals Other: Medicines Machinery
(iii)	Explain two difficulties Checkers Ltd might face if they wish to export goods to China
	1. Foreign Language-staff of checkers ltd need to speak Chinese documents Invoices statements etc must be translated – expense
	2. Transport – Ireland is an island –there are extra difficulties and expense in getting goods from Ireland to China. Delays due to weather, strike, breakdown.

(B)	Liam Mullen is sales manager in Checkers Ltd. He receives a cheque for \$2,576 (dollars) from an American customer. If the rate of Exchange is €1=\$1.40 calculate the amount of euro he would receive when he cashes the cheque at his local bank
Answer € 1840	$\$2576/1.40 = \text{€}1840$

