

- 29** A business has a sales revenue of \$400 000 and total fixed cost of \$140 000. Its contribution to sales ratio is 40%.

What is the sales revenue if profit for the year increases by \$40 000?

- A** \$360 000 **B** \$450 000 **C** \$480 000 **D** \$500 000

- 30** Budgetary control systems have just been introduced by a company but employees have not achieved their targets.

Reasons given for this are as follows:

- 1 The budget was unrealistic.
- 2 Actual trading conditions differed from budget assumptions.
- 3 The workforce needs more training.

Which reasons should be considered when evaluating employees' performance?

- A** 1, 2 and 3 **B** 1 and 2 only **C** 2 and 3 only **D** 3 only