Southeast Shoe Distributor, Inc.
Revenue Cycle – What Could Go Wrong Matrix
For the Year Ended December 31, 2014

What Could Go Wrong	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
WCGW1) *Customers cannot pay for sales purchased on credit*													X		
WCGW2) *Sales are recorded for a nonexistent customer*	X										X				
Identify the management assertion(s) each what could go wrong affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle – What Could Go Wrong Matrix
For the Year Ended December 31, 2014

What Could Go Wrong	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
Identify the management assertion(s) each what could go wrong affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle – What Could Go Wrong Matrix
For the Year Ended December 31, 2014

What Could Go Wrong	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
Identify the management assertion(s) each what could go wrong affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle - Control Activities Matrix
For the Year Ended December 31, 2014

Control Activities	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
CA1) *All sales are approved by the office manager (WCGW1, WCGW2)*	X										X		X		
Identify the management assertion(s) each control activity affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle - Control Activities Matrix
For the Year Ended December 31, 2014

Control Activities	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
Identify the management assertion(s) each control activity affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle - Control Activities Matrix
For the Year Ended December 31, 2014

Control Activities	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
Identify the management assertion(s) each control activity affects with an "X."															

Southeast Shoe Distributor, Inc.
Revenue Cycle – Internal Control Deficiencies
For the Year Ended December 31, 2014

Internal Control Deficiencies	Client Personnel Discussed With
1) *The client does not internally verify the proper general ledger account classification for sales and cash receipt transactions.*	

Southeast Shoe Distributor, Inc.
Revenue Cycle – Audit Tests Planning Matrix
For the Year Ended December 31, 2014

Tests of Controls	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
TC1) Inquire and observe the office manager authorizing sales (CA1)	W										W		W		

Indicate whether the test provides Strong (S), Moderate (M), or Weak (W) evidence for the specific management assertion.

Southeast Shoe Distributor, Inc.
Revenue Cycle - Audit Tests Planning Matrix
For the Year Ended December 31, 2014

Tests of Controls	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure
Indicate whether the test provides Strong (S), Moderate (M), or Weak (W) evidence for the specific management assertion.															

Southeast Shoe Distributor, Inc.
Revenue Cycle - Audit Tests Planning Matrix
For the Year Ended December 31, 2014

Tests of Controls	Sales					Cash Receipts					Accounts Receivable				
	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure	Existence/Occurrence	Completeness	Valuation	Rights/Obligations	Presentation/Disclosure

Indicate whether the test provides Strong (S), Moderate (M), or Weak (W) evidence for the specific management assertion.