

# Cambridge International AS & A Level

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**ACCOUNTING**

**9706/22**

Paper 2 Fundamentals of Accounting

**February/March 2024**

**MARK SCHEME**

Maximum Mark: 90

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**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 February/March 2024 series for most Cambridge IGCSE, Cambridge International A and AS Level components, and some Cambridge O Level components.

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This document consists of **16** printed pages.

**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 descriptions 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)

**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.

**ANNOTATIONS**

The following annotations are used in marking this paper and should be used by examiners.

<b>Annotation</b>	<b>Use or meaning</b>
✓	Correct and relevant point made in answering the question.
✗	Incorrect point or error made.
LNK	Two statements are linked.
REP	Repeat
A	An extraneous figure
BOD	Benefit of the doubt given.
SEEN	Noted but no credit given
OF	Own figure
Highlight	Highlight
Off page Comment	Off page comment

**Abbreviations and guidance**

The following abbreviations may be used in the mark scheme:

**OF** = own figure. The answer will be marked correct if a candidate has correctly used their own figure from a previous part or calculation.

**W** = working. The working for a figure is given below. Where the figure has more than one mark associated with it, the working will show where individual marks are to be awarded.

**CF** = correct figure. The figure has to be correct i.e. no extraneous items have been included in the calculation.

**Extraneous item** = an item that should not have been included in a calculation, including indirect expenses such as salaries in calculation of gross profit when there is one **OF** mark for gross profit'.

**Curly brackets**, }, are used to show where one mark is given for more than one figure. If the figures are not adjacent, each is marked with a curly bracket and a symbol e.g. }\*

**row** = all figures in the row must be correct for this mark to be awarded.

Marks for figures are dependent on correct sign/direction

**Accept other valid responses.** This statement indicates that marks may be awarded for answers that are not listed in the mark scheme but are equally valid.

<b>Question</b>	<b>Answer</b>	<b>Marks</b>																																																																								
1(a)	<p><b>Prepare the statement of profit or loss for the year ended 31 December 2023.</b></p> <p>V Limited Statement of profit or loss for the year ended 31 December 2023</p> <table border="1"> <thead> <tr> <th></th> <th>\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td>997 100</td> <td></td> </tr> <tr> <td>Cost of sales W1</td> <td>(519 700)</td> <td>(3)</td> </tr> <tr> <td>Gross profit</td> <td>477 400</td> <td>(1) OF</td> </tr> <tr> <td>Other income</td> <td>10 300</td> <td>(1)</td> </tr> <tr> <td>Distribution costs W2</td> <td>(148 180)</td> <td>(4)</td> </tr> <tr> <td>Administrative expenses W3</td> <td>(187 020)</td> <td>(3)</td> </tr> <tr> <td>Profit from operations</td> <td>152 500</td> <td></td> </tr> <tr> <td>Finance costs W4</td> <td>(7 400)</td> <td>(1)</td> </tr> <tr> <td>Profit before tax</td> <td>145 100</td> <td></td> </tr> <tr> <td>Tax</td> <td>(27 900)</td> <td></td> </tr> <tr> <td>Profit for the year</td> <td>117 200</td> <td>(1) OF</td> </tr> </tbody> </table> <p><b>W1 Cost of sales</b></p> <table border="1"> <thead> <tr> <th></th> <th>\$</th> <th>\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Opening inventory</td> <td></td> <td>47 800</td> <td>}</td> </tr> <tr> <td>Purchases</td> <td>522 000</td> <td></td> <td></td> </tr> <tr> <td>Less returns</td> <td>(5 100)</td> <td></td> <td></td> </tr> <tr> <td>Add carriage inwards</td> <td>4 500</td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>521 400</td> <td>(1)</td> </tr> <tr> <td></td> <td></td> <td>569 200</td> <td></td> </tr> <tr> <td>Less closing inventory</td> <td></td> <td>(49 500)</td> <td>}(1) both inventories</td> </tr> <tr> <td></td> <td></td> <td>519 700</td> <td>(1) OF</td> </tr> </tbody> </table>		\$		Revenue	997 100		Cost of sales W1	(519 700)	(3)	Gross profit	477 400	(1) OF	Other income	10 300	(1)	Distribution costs W2	(148 180)	(4)	Administrative expenses W3	(187 020)	(3)	Profit from operations	152 500		Finance costs W4	(7 400)	(1)	Profit before tax	145 100		Tax	(27 900)		Profit for the year	117 200	(1) OF		\$	\$		Opening inventory		47 800	}	Purchases	522 000			Less returns	(5 100)			Add carriage inwards	4 500					521 400	(1)			569 200		Less closing inventory		(49 500)	}(1) both inventories			519 700	(1) OF	14
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<b>Question</b>	<b>Answer</b>			<b>Marks</b>
1(a)	<b>W2 Distribution costs</b>		\$	
	Distribution costs	30 700		
	Distribution costs prepaid	(6 000)	<b>(1)</b>	
	Carriage outwards	8 700	<b>(1) both</b>	
	Wages sales staff	38 300		
	Depreciation of furniture and equipment (20% × 956 000) × 40%	76 480	<b>(1)</b>	
		148 180	<b>(1) OF</b>	
	<b>W3 Administrative expenses</b>		\$	
	Administrative expenses TB	17 200		
	Wages office staff (\$49 300 + \$5800)	55 100	<b>(1)</b>	
	Depreciation of furniture and equipment (20% × 956 000) × 60%	114 720	<b>(1)</b>	
		187 020	<b>(1) OF</b>	
	<b>W4 Finance costs</b>		\$	
	Bank loan interest	2 600		
	Debenture interest (8% × \$240 000 × ¼ )	4 800		
		7 400	<b>(1)</b>	

<b>Question</b>	<b>Answer</b>						<b>Marks</b>
1(b)	<b>Complete the statement of changes in equity for the year ended 31 December 2023.</b>						7
		Share capital	Share premium	Revaluation reserve	Retained earnings	Total	
		\$	\$	\$	\$	\$	
	Balances, 1 January 2023	750 000	165 000	60 000	174 000	1 149 000 <b>(1) Row</b>	
	Rights issue	250 000 <b>(1)</b>	50 000 <b>(1)</b>			300 000	
	Revaluation of property			(60 000) <b>(1)</b>		(60 000)	
	Dividends paid				(37 500) <b>(1)</b>	(37 500)	
	Profit for the year				117 200 <b>(1) OF</b>	117 200	
	Balances, 31 December 2023	1 000 000	215 000	–	253 700	1 468 700 <b>(1) OF Row</b>	
1(c)	<p><b>State <u>two</u> factors that directors should take into account when declaring a dividend.</b></p> <p>Availability of sufficient cash (1)            The available balance of retained earnings (1)            Current year's profit (1)            Shareholders expectations (1)</p> <p><b>Max 2</b></p> <p><b>Accept other valid responses</b></p>						2

<b>Question</b>	<b>Answer</b>		<b>Marks</b>																		
1(d)	<p><b>Advise the directors which option they should choose. Justify your choice by considering the effect on <u>both</u> profitability and liquidity.</b></p> <table border="1" data-bbox="306 345 1314 1073"> <thead> <tr> <th></th><th>Profitability</th><th>Liquidity</th></tr> </thead> <tbody> <tr> <td data-bbox="306 428 457 698">Option A</td><td data-bbox="457 428 890 698">May worsen relationship with some suppliers resulting in less advantageous prices (1)</td><td data-bbox="890 428 1314 563">The delay in paying suppliers will improve cash flows (1)</td></tr> <tr> <td></td><td></td><td data-bbox="890 563 1314 698">Some suppliers may withdraw credit terms worsening cash flow position (1)</td></tr> <tr> <td data-bbox="306 736 457 1073">Option B</td><td data-bbox="457 736 890 803">Will improve profitability as cost of sales reduced (1)</td><td data-bbox="890 736 1314 803">Will improve cash flows as cost of purchase reduced (1)</td></tr> <tr> <td></td><td data-bbox="457 819 890 900">Possible reduction in quality (1)</td><td data-bbox="890 819 1314 900"></td></tr> <tr> <td></td><td data-bbox="457 922 890 1073">Will supplier prove reliable (delivery times, etc.) resulting in delays and possible loss of customers (1)</td><td data-bbox="890 922 1314 1073"></td></tr> </tbody> </table> <p><b>Advice:</b> either option supported by arguments (1)</p> <p><b>Accept other valid responses</b></p>		Profitability	Liquidity	Option A	May worsen relationship with some suppliers resulting in less advantageous prices (1)	The delay in paying suppliers will improve cash flows (1)			Some suppliers may withdraw credit terms worsening cash flow position (1)	Option B	Will improve profitability as cost of sales reduced (1)	Will improve cash flows as cost of purchase reduced (1)		Possible reduction in quality (1)			Will supplier prove reliable (delivery times, etc.) resulting in delays and possible loss of customers (1)		7	
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Question	Answer	Marks																														
2(a)	<p><b>Prepare the journal entry to record the depreciation charge for the year ended 31 December 2022. A narrative is <u>not</u> required.</b></p> <p style="text-align: center;">Journal</p> <table border="1"> <thead> <tr> <th>Date</th> <th>Account</th> <th>Dr \$</th> <th>Cr \$</th> <th></th> </tr> </thead> <tbody> <tr> <td>2022 Dec 31</td> <td>Depreciation account/Statement of profit or loss <b>W</b></td> <td>7 080</td> <td></td> <td>(2)</td> </tr> <tr> <td></td> <td>Provision for depreciation – vehicles</td> <td></td> <td>7 080</td> <td><b>(1) OF</b></td> </tr> </tbody> </table> <p><b>W</b> Vehicle 1: <math>20\% \times \\$26\,000 = \\$5200</math> <b>(1)</b> Vehicle 2 (<math>20\% \times \\$28\,200 \times 1/3</math>) = <math>\\$1880</math> <b>(1)</b></p>	Date	Account	Dr \$	Cr \$		2022 Dec 31	Depreciation account/Statement of profit or loss <b>W</b>	7 080		(2)		Provision for depreciation – vehicles		7 080	<b>(1) OF</b>	3															
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2(b)	<p><b>Prepare the provision for depreciation – vehicles account for the year ended 31 December 2022.</b></p> <p style="text-align: center;">Provision for depreciation-vehicles</p> <table border="1"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>2022 Dec 31</td> <td>Balance c/d</td> <td>12 280</td> <td>2022 Jan 1</td> <td>Balance b/d</td> <td>5 200 <b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td></td> <td>Dec 31</td> <td>Depreciation / Statement of profit or loss</td> <td>7080 <b>(1) OF</b></td> </tr> <tr> <td></td> <td></td> <td>12 280</td> <td></td> <td></td> <td>12 280</td> </tr> <tr> <td></td> <td></td> <td></td> <td>2023 Jan 1</td> <td>Balance b/d</td> <td>12 280 <b>(1) OF</b></td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	2022 Dec 31	Balance c/d	12 280	2022 Jan 1	Balance b/d	5 200 <b>(1)</b>				Dec 31	Depreciation / Statement of profit or loss	7080 <b>(1) OF</b>			12 280			12 280				2023 Jan 1	Balance b/d	12 280 <b>(1) OF</b>	3
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2(c)	<p><b>Prepare the vehicle disposal account.</b></p> <p style="text-align: center;">Vehicle disposal</p> <table border="1"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>2023 Feb 15</td> <td>Vehicles cost</td> <td>26 000 <b>(1)</b></td> <td>2023 Feb 15</td> <td>Provision for depreciation – vehicles</td> <td>10 400 <b>(1)</b></td> </tr> <tr> <td>Dec 31</td> <td>Statement of profit or loss</td> <td>4 200 <b>(1)</b></td> <td></td> <td>Bank</td> <td>19 800 <b>(1) OF</b></td> </tr> <tr> <td></td> <td></td> <td>30 200</td> <td></td> <td></td> <td>30 200</td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	2023 Feb 15	Vehicles cost	26 000 <b>(1)</b>	2023 Feb 15	Provision for depreciation – vehicles	10 400 <b>(1)</b>	Dec 31	Statement of profit or loss	4 200 <b>(1)</b>		Bank	19 800 <b>(1) OF</b>			30 200			30 200	4						
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Question	Answer	Marks
2(d)	<p><b>State one reason why it may be better to use the reducing balance method of depreciation for vehicles.</b></p> <p>Annual charge more closely reflects the loss in value of the motor vehicle (1)  <b>OR</b>  The earning power of motor vehicles diminishes over time (1)  <b>Accept other valid responses.</b></p>	1
2(e)	<p><b>Explain two accounting concepts which apply to depreciation.</b></p> <p>Matching / Accruals concept (1) which ensures that the costs of the asset are matched with the benefits received in the same accounting period. (1)</p> <p>Consistency concept (1) which requires the same method of depreciation is used in each accounting period and for each class of asset. (1)</p> <p>Prudence concept (1) which ensures that profits are not overstated, or losses should be provided for as soon as they are recognised (1)</p> <p><b>Max 4</b></p>	4

Question	Answer	Marks																		
3(a)	<p><b>Calculate the revenue for the year ended 31 January 2024.</b></p> <p>Cost of sales = <math>9 \times</math> average inventory \$20 600 (1) = \$185 400 (1)  Revenue = \$185 400 <math>\times</math> 5/3 (1) = \$309 000 (1) OF</p>	4																		
3(b)	<p><b>Calculate Rahul's cash drawings for the year ended 31 January 2024.</b></p> <p>\$10 130 (5) W  W</p> <table border="1"> <thead> <tr> <th></th> <th>\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Cash sales</td> <td>216 300</td> <td>(1) OF</td> </tr> <tr> <td>Cash sales banked</td> <td>(191 100)</td> <td>(1)</td> </tr> <tr> <td>Wages paid</td> <td>(14 080)</td> <td>(1)</td> </tr> <tr> <td>Increase in cash balance</td> <td>(990)</td> <td>(1)</td> </tr> <tr> <td>Drawings (balancing figure)</td> <td>10 130</td> <td>(1) OF</td> </tr> </tbody> </table>		\$		Cash sales	216 300	(1) OF	Cash sales banked	(191 100)	(1)	Wages paid	(14 080)	(1)	Increase in cash balance	(990)	(1)	Drawings (balancing figure)	10 130	(1) OF	5
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<b>Question</b>	<b>Answer</b>	<b>Marks</b>
3(c)	<p><b>State <u>two</u> ways in which Rahul will benefit from the accountant's suggestions.</b></p> <p>Access to more valid information about business (1)            Possibility of improved decision making (1)            Easier to provide details required by external organisations (1)            Less expenditure on accountant's fees (1)            Helps to identify errors (1)</p> <p><b>Max 2</b>  <b>Accept other valid responses</b></p>	2
3(d)	<p><b>Explain <u>two</u> possible reasons for not accepting the accountant's suggestions.</b></p> <p>There will be additional costs (1). These costs could include the equipment and software programme/the cost of paying someone to maintain the accounting records/training costs for Rahul should he wish to use the accounting package (1).</p> <p>Rahul may feel he does not need any more detailed information about the business (1) and is satisfied with the how the business operates and the rewards he receives/does not have the time or skills to use an accounting software package (1).</p> <p><b>Max 4</b>  <b>Accept other valid responses</b></p>	4

Question	Answer			Marks
4(a)	Prepare a statement to show the total selling price for the customer's order.			5
		\$		
	Direct materials	4 320.00		
	Direct labour			
	Cutting department $250 \times 1.2 \times \$11.5$	3 450.00	(1)both	
	Finishing department $250 \times 3.1 \times \$11.5$	8 912.50		
	Overheads			
	Cutting department $250 \times 2.2 \times \$3.62$	1 991.00	(1)	
	Finishing department $250 \times 3.1 \times \$2.34$	1 813.50	(1)	
	Total cost	20 487.00		
	Add profit $2/3 \times \text{cost}$	13 658.00	(1) OF	
	Total selling price	34 145.00	(1) OF	
	Alternative approach			
		\$		
	Direct materials	17.28		
	Direct labour			
	Cutting department ( $1.2 \times \$11.50$ )	13.80	(1)both	
	Finishing department ( $3.1 \times \$11.50$ )	35.65		
	Overheads			
	Cutting department ( $2.2 \times \$3.62$ )	7.96	(1)	
	Finishing department ( $3.1 \times \$2.34$ )	7.25	(1)	
	Total cost	81.94		
	Add profit $2/3 \times \text{cost}$	54.63	(1) OF	
	Unit selling price	136.57		
	Total selling price	34 142.50	(1) OF	

Question	Answer	Marks																										
4(b)	<p><b>Calculate the over absorption or under absorption of overheads for each production department for the year ended 31 December 2023.</b></p> <p><b>Cutting department</b></p> $24\ 300 - 22\ 900 = 1400 \times \$3.62 = \$5068 \text{ (1) Over absorbed (1):}$ <p><b>Finishing department</b></p> $500 \times \$2.34 = \$1170 \text{ (1) Under absorbed (1)}$	4																										
4(c)	<p><b>Calculate both the <u>total</u> monthly contribution and the <u>total</u> monthly profit currently being made.</b></p> <p>Contribution = <math>\\$9 \times 9920 = \\$89\ 280 \text{ (1)}</math>      Profit = <math>\\$89\ 280 - \\$38\ 500 \text{ fixed costs} = \\$50\ 780 \text{ (1) OF}</math></p>	2																										
4(d)(i)	<p><b>Prepare monthly marginal costing statements for each option.</b></p> <p><b>Option A</b></p> <table border="1"> <thead> <tr> <th></th> <th>\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Revenue: <math>13\ 920 \times \\$39.90</math></td> <td>555 408</td> <td></td> </tr> <tr> <td>Direct materials: <math>13\ 920 \times \\$12</math></td> <td>(167 040)</td> <td rowspan="2">(1)both</td> </tr> <tr> <td>Direct labour: normal working <math>12\ 400 \times \\$18</math></td> <td>(223 200)</td> </tr> <tr> <td>Direct labour: overtime <math>1\ 520 \times \\$22.50</math></td> <td>(34 200)</td> <td>(1)</td> </tr> <tr> <td>Other variable costs <math>13\ 920 \times (\\$3 + \\$0.25)</math></td> <td>(45 240)</td> <td>(1)</td> </tr> <tr> <td>Contribution</td> <td>85 728</td> <td>(1) OF</td> </tr> <tr> <td>Fixed costs: <math>\\$38\ 500 - \\$8000</math></td> <td>(30 500)</td> <td>(1)</td> </tr> <tr> <td>Profit per month</td> <td>55 228</td> <td>(1) OF</td> </tr> </tbody> </table>		\$		Revenue: $13\ 920 \times \$39.90$	555 408		Direct materials: $13\ 920 \times \$12$	(167 040)	(1)both	Direct labour: normal working $12\ 400 \times \$18$	(223 200)	Direct labour: overtime $1\ 520 \times \$22.50$	(34 200)	(1)	Other variable costs $13\ 920 \times (\$3 + \$0.25)$	(45 240)	(1)	Contribution	85 728	(1) OF	Fixed costs: $\$38\ 500 - \$8000$	(30 500)	(1)	Profit per month	55 228	(1) OF	6
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<b>Question</b>	<b>Answer</b>	<b>Marks</b>																							
4(d)(ii)	<p><b>Prepare monthly marginal costing statements for each option.</b></p> <p><b>Option B</b></p> <table border="1"> <thead> <tr> <th></th> <th>\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Revenue: <math>10\ 912 \times \\$41</math></td> <td>447 392</td> <td></td> </tr> <tr> <td>Direct materials: <math>10\ 912 \times \\$12</math></td> <td>(130 944)</td> <td rowspan="2"><b>(1) both</b></td> </tr> <tr> <td>Other variable costs <math>10\ 912 \times \\$3</math></td> <td>(32 736)</td> </tr> <tr> <td>Direct labour</td> <td>(180 703)</td> <td><b>(1)</b></td> </tr> <tr> <td>Contribution</td> <td>103 009</td> <td><b>(1) OF</b></td> </tr> <tr> <td>Fixed costs W</td> <td>(43 250)</td> <td><b>(2)</b></td> </tr> <tr> <td>Profit per month</td> <td>59 759</td> <td><b>(1) OF</b></td> </tr> </tbody> </table> <p>W \$38 500 +\$3750 (1) + \$1000 (1)</p>		\$		Revenue: $10\ 912 \times \$41$	447 392		Direct materials: $10\ 912 \times \$12$	(130 944)	<b>(1) both</b>	Other variable costs $10\ 912 \times \$3$	(32 736)	Direct labour	(180 703)	<b>(1)</b>	Contribution	103 009	<b>(1) OF</b>	Fixed costs W	(43 250)	<b>(2)</b>	Profit per month	59 759	<b>(1) OF</b>	6
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4(e)	<p><b>Advise the directors which option they should choose. Justify your advice by discussing <u>both</u> financial and non-financial factors.</b></p> <p><b>Option A</b></p> <p><b>For (max 1)</b> Increased profit on current levels (1) OF Greater reduction in selling price may increase demand (1)</p> <p><b>Against (max 2)</b> Are staff prepared to work in overtime conditions? (1) Will cancelling the advertising campaign affect demand? (1) Are forecasts likely to be accurate? (1)</p> <p><b>Option B</b></p> <p><b>For (max 1)</b> Is the most profitable option (1) OF</p> <p><b>Against (max 2)</b> Can finance be obtained? (1) Will collateral be required for the loan? (1) Loan interest charges/depreciation will reduce profits (1) Will training be required for new machinery which would decrease profits? (1) Will installation of machinery cause a delay in production? (1) Are forecasts likely to be accurate? (1)</p> <p><b>Advice:</b> supported by valid comments (1)</p> <p><b>Accept other valid responses</b></p>	7																							