

WARNING

You must return this section with your answer book at the end of the examination, otherwise marks will be lost.

Candidate's Examination Number



Coimisiún na Scrúduithe Stáit State Examinations Commission

JUNIOR CERTIFICATE EXAMINATION, 2004

BUSINESS STUDIES – ORDINARY LEVEL SECTION A (100 Marks)

WEDNESDAY, 16 JUNE 2004 – MORNING, 9.30 a.m. - 12.00 noon

Answer all 20 questions. Each question carries 5 marks. Calculators may be used.

1. What do the following letters stand for?

(Write *each* answer in full in the space provided)

P.A.Y.E.	
P.R.S.I.	

2. Answer questions (a) and (b) which follow this document:

Moore Retailers Ltd	Hilton Street, Dublin 22 Telephone: 01-2647893 Fax: 01-2657963	No. 702
Date:	3 June 2004	
Received From:	Ann Norton	
The Sum of:	One hundred euro	€100.00
<i>With Thanks</i>	Signed: Charles Moore	Accounts Dept

- (a) What is the name of this document? _____
- (b) Who paid the one hundred euro? _____

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

	YES	NO
PORTUGAL		
ARGENTINA		
GERMANY		

4. If you buy goods on Hire Purchase, you become the owner after

the deposit is paid

the last instalment is paid

the contract is signed

(Tick (✓) the most appropriate box).

5. **Column 1** is a list of company names. **Column 2** lists the types of business which they operate. Match the two lists by placing the letter of the correct type of business under the relevant number below. (*One type of business does not refer to any of the companies*).

Column 1	Column 2
1. Ryanair	A. Chain Store
2. Dunnes Stores	B. Wholesale Company
3. Eircom	C. Airline Company
	D. Telephone Company

1	2	3

6. Place a tick (✓) after each statement to indicate whether it is TRUE or FALSE.

	TRUE	FALSE
(a) Insurance is a long-term loan for a house.		
(b) A proposal form is an application form for insurance.		

7. Fill in the **two** missing Factors of Production in the spaces provided.

LAND			ENTERPRISE
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8. A **Consumer** is defined as

A person who manages a business

A person who contacts clients by e-mail

A person who buys goods for private use

(Tick (✓) the most appropriate box)

9. Claire Carson received her wages in cash. Her employer used the lowest number of notes and coins possible when putting the cash in Claire'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
€349.54	3												

10. Complete the following Trading Account, showing the Cost of Sales figure and the Gross Profit figure.

Carroll Ltd		
Trading Account for the year ending 31 December 2003		
	€	€
Sales		60,000
Cost of Sales:		
Opening Stock	7,000	
Purchases	42,000	
	49,000	
Less Closing Stock	14,000	
Cost of Sales		
Gross Profit		

11. State **two** advantages of using a **Container** when delivering goods.

1.

2.

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

Amy Costello		Employee No. 142	Week 10	5 March 2004
PAY:	€	DEDUCTIONS:	€	QUALITY FURNITURE Co. Ltd.
BASIC	450.00	PAYE	95.00	
OVERTIME	30.00	PRSI	25.00	
		SAVINGS	100.00	NET PAY
GROSS PAY	€	TOTAL DEDUCTIONS	€	€

13. Write the currency which is legal tender in each country below.

Country	Currency
ITALY	
ENGLAND	

14. David Young, who lives in Cork, is going to the USA for a summer holiday. He has saved €1,500.00 for spending money. He visits his local bank to exchange his euro for dollars. He is told that the current exchange rate is €1 = \$1.20.

Calculate the amount of dollars he will receive for €1,500.00.

Answer:
\$

Workings:

15. 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) DVD Player		
(b) Food		
(c) Clothes		

16. Complete the following sentence:

Opportunity Cost means

17. 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	87430
Previous	86580
No. of units used	
Rate per unit	€0.20
Total Charge	€

Workings:

18. Place the following customers' names in alphabetical order:

LEO MURPHY, KEN MURTAGH, TOM MURRAY

1.	
2.	
3.	

19. The person who collects subscriptions and pays bills for a club is called the _____.

Fill in the missing word.

20. The following figures are from the accounts of Fox Ltd for the year ending 31 December 2003:

Premises €90,000 Cash on Hand €15,000 Motor Vehicles €60,000 Closing Stock €20,000

From the above figures, calculate the total **Fixed Assets** of Fox Ltd.

Answer:
€

Workings:

REMEMBER TO RETURN THIS COMPLETED SECTION 'A' WITH YOUR ANSWER BOOK

For use with Section B – Question 1 HOUSEHOLD BUDGET

1. (A)

CASEY FAMILY	JAN.	FEB.	MAR.	APR.	TOTAL
PLANNED INCOME	€	€	€	€	€
Brian Casey – Salary					
Deirdre Casey – Salary					
Child Benefit					
Share Dividends					
A. TOTAL INCOME					
PLANNED EXPENDITURE					
<i>Fixed</i>					
House Rental					
House Contents Insurance					
Car Insurance					
Subtotal					
<i>Irregular</i>					
Household Expenses					
Light and Heat					
Car Running Costs					
Telephone Costs					
Subtotal					
<i>Discretionary</i>					
Holiday					
Entertainment					
Subtotal					
B. TOTAL EXPENDITURE					
Net Cash (A-B)					
Opening Cash					
Closing Cash					

1 (B)	Does the Casey family own the house? (Yes or No)	
Reason:		

1 (C)	Deirdre Casey’s salary for full year:	
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For use with Section B – Question 4

(A) In what bank and branch does Paul have his current account?	
Bank:	
Branch:	

(B) How much does he have in his current account on 31 May 2004 according to the bank?	
Answer:	

(C) Lodgement Slip:

Memorandum only Lodgment Branch: _____ Name: _____ Account Number: _____ € _____ Brand/initials: _____ <small>Notes: Cheques etc. are accepted subject to verification and are transmitted for collection at customer's risk. When paid in, they should not be drawn on the same bank.</small>		Lodgment Bank use only: N B P T M National Sorting Code: 93 _____ AIB Bank Branch: _____ Account Name: _____ Address: _____ Paid in by: _____ Narrative: _____ Brand/initials: _____		Account Number: _____ € Notes: _____ Coins 1 & 2 €: _____ Other Coins: _____ Total Cash: _____ Cheques etc. As per Back: _____ € _____ euro euro euro
044 288	044 288	89		

(D) Explain the transaction of 5 May 2004.	
Answer:	

(E) Explain the transaction of 18 May 2004.	
Answer:	

(F) Explain one reason why the cheque to the doctor did not appear on the Bank Statement.	
Reason:	

(A)

Kerry Hardware Supplies Ltd Windmill Industrial Estate, Tralee, Co. Kerry			INVOICE No. 1623	
Telephone: 066-7991643 Fax: 066-7996544 e-mail: khs@loi.ie			VAT Reg. No. IE 6492457	
			Date: Your Order No.:	
QUANTITY	DESCRIPTION	MODEL No.	PRICE EACH €	TOTAL €
Carriage Paid E & O E			Total (Excluding VAT) Trade Discount Sub-total VAT Total (Including VAT)	

(B) One reason why Mike should check the Invoice against the Quotation:

For use with Section B – Question 5 (continued)

(C)

Date		Bank of Ireland 51-94-22	
To		MAIN STREET, KILLARNEY	Date _____
Balance	€ 45,000.00	Pay	Or order euro euro euro
This Cheque	€	€	
New Balance	€	DIY HARDWARE LTD.	
			
	700552	700552	519422 77931185

(D)

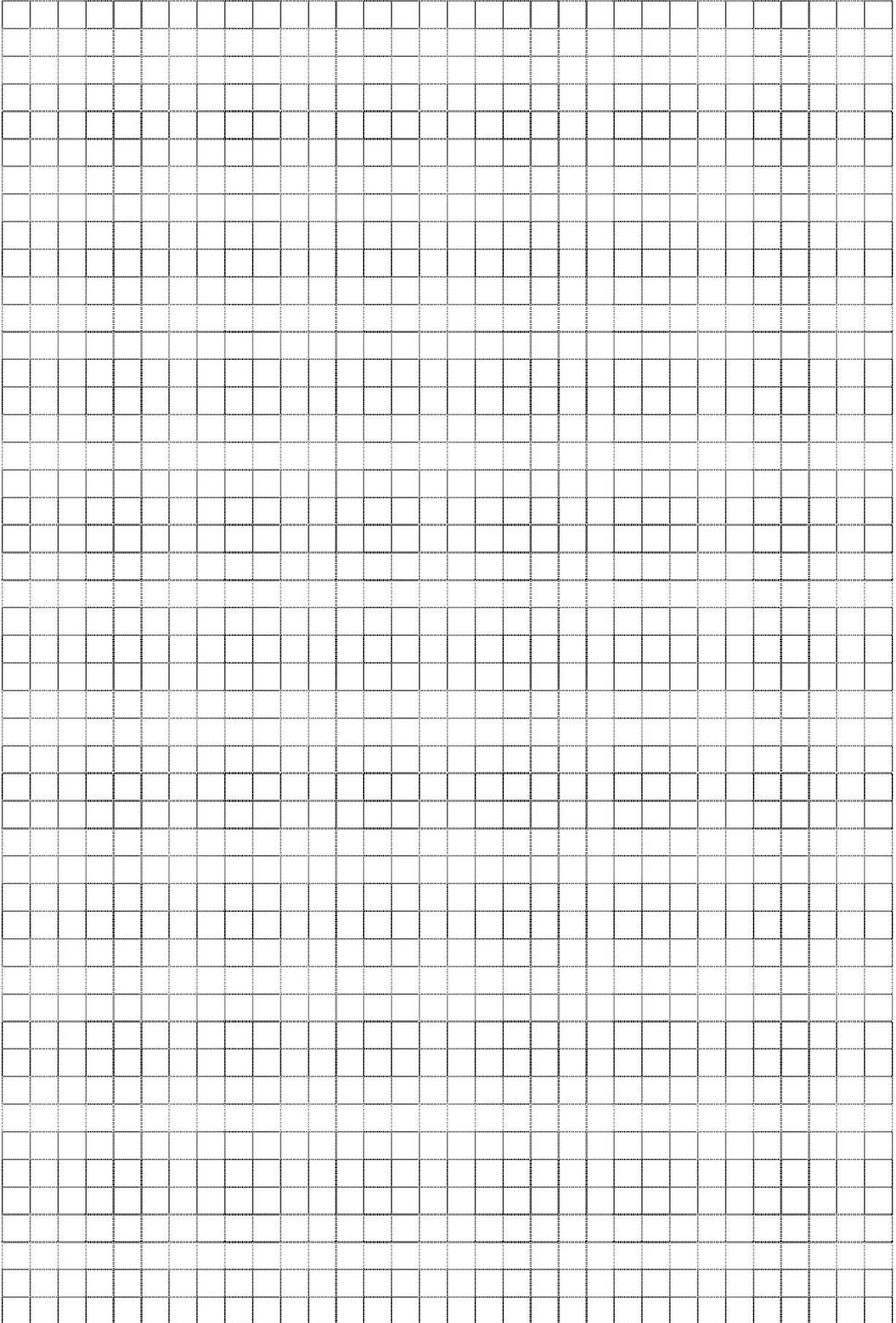
Dr	DIY Hardware Ltd - Bank Account						Cr
Date	Details	F	€	Date	Details	F	€

OR

DIY Hardware Ltd - Bank Account						
Date	Details	F	Dr	Cr	Balance	

For use with Section B – Question 7

(A) Bar Chart *or* Pie Chart.



For use with Section B – Question 7 (continued)

(B) Calculate the Total Sales for 2003:

Workings:

Answer: Total Sales = €

(C) In which county is the target market?

Answer:

(D) Method of sales promotion you would choose:

Answer:

Reason No. 1:

Reason No. 2:

(E) Four Ps of marketing – how they apply to Sportstyle Ltd:

Product:

Price:

Promotion:

Place:

For use with Section B – Question 8

(A) Explanations:

Primary:	
Secondary:	
Services:	

(B) State whether **each** of the following is Primary, Secondary or Services:

DOCTOR		HAIRDRESSER	
MINER		BUILDER	
BAKER			

(C) State **two** reasons why Ireland imports goods and services from other countries.

1.	
2.	

(D) State **two** examples of goods that Ireland imports in large quantities.

1.	
2.	

(E) State **two** reasons why Ireland exports goods and services to other countries.

1.	
2.	

REMEMBER TO RETURN THIS COMPLETED SECTION 'A' WITH YOUR ANSWER BOOK