## Mark Scheme (Results)

October 2018

Pearson Edexcel IAL Accounting
In Accounting (WAC11)
Paper 01 The Accounting System and Costing

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## General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 1 (a)(i) | AO1 (6), AO2 (7) <br> AO1: Six marks for transferring balances <br> to the income statement. <br> A02: Seven marks for adjusting balances <br> and transferring to the income statement. |  |

Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 September 2018
£
£
Revenue
430000
Opening inventory
22000
Purchases
285000
Carriage inwards $\quad 1500(1) A 01$
308500
Goods taken by owner (drawings) _(400) (1)AO1
308100
Closing inventory (17100)
Cost of sales
Gross profit
Commission receivable (4700+1 300)
$\frac{(291000)}{139000}$ (1of)AO2
$\frac{6000}{145000}$ (1)AO2

Less
Depreciation - Premises 3000 (1)AO2
Equipment 4000 (1)AO2
Fixtures and fittings 2000 (1)AO2
Wages
82000 (1)AO1
Rates (12 000-900)
11100 (1)AO2
Carriage outwards
9650 (1)AO1
Insurance
Equipment repairs
7200 (1)AO1
2450 (1)AO1
General expenses
14300 (1) AO1
$(135700)$
Profit for the year
9300

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{1 ~ ( a ) ( i i ) ~}$ | AO1 (5), AO2 (7) <br> AO1: Five marks for transferring balances <br> to the financial position statement. <br> A02: Seven marks for balances requiring <br> adjustment/ or correct treatment in the <br> financial position statement. |  |

Statement of Financial Position at 30 September 2018
Non-current assets

|  | Cost | Accumulated depreciation | Carrying value |
| :---: | :---: | :---: | :---: |
|  | £ | £ | f |
| Premises | 150000 | 50000 | 100000 (1of) AO2 |
| Equipment | 24000 | 12000 | 12000 (10f) AO2 |
| Fixtures and fittings | $\underline{20000}$ | 14000 | 6000 (1of) AO2 |
|  | 194000 | 76000 | 118000 |
| Current assets |  |  |  |
| Inventory |  | 17100 | AO1 |
| Trade receivables |  | 6150 |  |
| Other receivables (900 | ) $\mathrm{AO} 2+130$ | (1)AO2) 2200 |  |
| Cash and bank |  | 5900 |  |
|  |  |  | 31350 |
| Total assets |  |  | 149350 |
| Capital |  | 120000 |  |
| Profit for the year |  | 9300 |  |
|  |  | 129300 |  |
| Drawings (16 350 (1) | 1 +400 (1) | 02) $(16750)$ |  |
|  |  |  | 112550 (1of)AO2 |
| Current liabilities |  |  |  |
| Trade payables |  | 36800 (1 |  |
|  |  |  | 36800 |
| Capital and liabilities |  |  | $\underline{149350}$ |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 1 (b) | AO1 (4), AO2 (5) <br> AO1: Four marks for transferring given <br> balances to the bank account. <br> A02: Five marks for deriving and <br> transferring balances to the bank account. |  |

Bank Account

| Date | Details | £ | Date | Details | £ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2017 |  |  | 2017 |  |  |
| 1 October | Balance b/d | 5900 | October | Trade payables | $\begin{aligned} & 18400 \\ & \text { (1) AO2 } \end{aligned}$ |
| October | Equipment sale | $\begin{gathered} 7800 \\ \text { (1)AO1 } \\ \hline \end{gathered}$ |  | Staff redundancy | $\begin{gathered} 9000 \\ \text { (1)AO2 } \end{gathered}$ |
|  | Fixtures sale | $\begin{array}{r} 800 \\ \text { (1) AO2 } \\ \hline \end{array}$ |  | New fixtures | $\begin{gathered} 8500 \\ \text { (1)AO1 } \end{gathered}$ |
|  | Inventory sale | $\begin{aligned} & 17100 \\ & \text { (1of) AO2 } \end{aligned}$ |  | Refurbishment | $\begin{aligned} & 10000 \\ & \text { (1)AO2 } \end{aligned}$ |
|  | Trade receivables | $\begin{gathered} 6150 \\ \text { (1)AO1 } \\ \hline \end{gathered}$ |  | Running costs | $\frac{8000}{1) \mathrm{AO1}}$ |
| $\begin{aligned} & \hline 31 \\ & \text { October } \\ & \hline \end{aligned}$ | Balance c/d | 16150 |  |  |  |
|  |  | 53900 |  |  | 53900 |
|  |  |  | 1 November | Balance b/d | 16150 |
|  |  |  |  |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{1 ~ ( c ) ~}$ | AO1 (2), AO2 (3), AO3(4) <br> AO1: Two marks for transferring given <br> balances. <br> A02: Three marks for balances requiring <br> adjustment or calculation. <br> AO3: Four marks for balances requiring two <br> stage calculation. |  |

Forecast Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 September 2019
£ £ 352500 (1)AO3
(70 500)(1of)AO3 if 20\%
282000 (1of)AO2 if $80 \%$
90000 (1)AO1
3400 (1)AO2
1850 (1)AO2
4200 (1)AO3
2200 (1)AO3
9000(1)AO1
(110650)

171350

| Question <br> Number | Indicative Content | Mark |
| :--- | :--- | :--- |
| $\mathbf{1 ~ ( d ) ~}$ | AO1 (1), AO2 (1), AO3 (5), AO4 (5) |  |
| Points in favour of the change |  |  |
|  | The coffee shop is more profitable a projected  <br> $£ 171$ 350 against $£ 9$ 300  <br> Gross profit margins are high at 80\%. Far higher  <br> than the grocery business.  <br> Profit has been steadily falling in recent years as  <br> competition rises. The coffee shop will reverse the  <br> trend of profit.  <br> Better use of premises and the capital of Pence.  <br> Cash is released by selling the equipment.  <br> Attract new/more business.  <br> Less operating expenses in the coffee shop.  <br> Growing demand for coffee shops.  <br> Points against the change  <br> The forecast is only an estimate therefore there is  <br> always the possibility that this could be wrong/the  <br> risk that the estimates may be incorrect. Projected  <br> customer numbers are high which may not be  <br> achievable.  <br> Social accounting aspects need consideration. Four  <br> staff have been made redundant. Also consider loss  <br> of the grocery shop on the local community  <br> To carry out the change a $£ 16$ 150 overdraft is  <br> required in October. This will increase substantially  <br> in November when the second payment for trade  <br> payables and refurbishment are required.  <br> It will reduce the problems that retailing brings to  <br> the owner.  <br> The coffee business has no reputation.  |  |


| Level | Mark | Descriptor |
| :--- | :--- | :--- |
| Level 1 | 1 -3 | A completely incorrect response. |
| Level 2 | $4-6$ | Isolated elements of knowledge and understanding recall <br> based. <br> Weak or no relevant application to the scenario set. <br> Generic assertions may be present. |
| Level 3 | $7-9$ | Elements of knowledge and understanding, which are <br> applied to the scenario. <br> Chains of reasoning are present, but may be incomplete <br> or invalid. <br> A generic or superficial assessment is present. |
| Level 4 | $10-12$ | Accurate and thorough understanding, supported <br> throughout by relevant application to the scenario. <br> Some analytical perspectives are present, with <br> developed chains of reasoning, showing causes and/or <br> effects. <br> An attempt at an assessment is presented, using <br> financial and non-financial information, in an appropriate <br> format and communicates reasoned explanations. |
| Accurate and thorough knowledge and understanding, <br> supported throughout by relevant and effective <br> application to the scenario. <br> A coherent and logical chain of reasoning, showing <br> causes and effects. <br> Assessment is balanced, wide ranging and well <br> contextualised using financial and non- financial <br> information and makes informed recommendations and <br> decisions. |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 2 (a) | AO1 (6), AO2 (8), AO3 (1) <br> AO1: Six marks for transferring balances. <br> A02: Eight marks for balances requiring. <br> Adjustment. <br> AO3: One mark for calculation of <br> depreciation. | (15) |

$\begin{aligned} & \text { Statement of Profit or Loss and Other Comprehensive Income } \\ & \text { for the year ended } 30 \text { September } 2018\end{aligned}$
Revenue $\quad 48750(1) A O 1+8700-5250$

Less
Opening inventory 3600
Purchases $15300+3$ 200(1)AO1+ $6100-3900 \frac{20700(1 o f) A O 2}{24300}$
Closing inventory
(4 400)(1)AO1
Cost of sales
(19 900)(1of)AO2
Gross profit 32300
plus
Rent receivable $900+75 \quad 975$ (1)AO2
Commission receivable
$\underline{2450(1) A O 1}$
35725
Less
Wages 19420 - 570(1)AO2-6000 (1)AO2 12850
Rent, rates and insurance $600+9900-20010300$ (1)AO2
Depreciation non-current assets 3500 (1)AO3
General expenses
Interest on bank loan
Profit for the year

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 2 (b) | AO2 (7), AO3 (1) <br> A02: Seven marks for correct figures in <br> formula and calculation. <br> AO3: One mark for establishing correct credit <br> purchases. |  |


| Current ratio | $\frac{4400+8700+200(1) A O 2=1.67: 1 \text { (1)AO2 }}{6100+1500+375}$ |
| :--- | :--- |
| Liquid ratio(acid test) | $\frac{8700+200}{6100+1500+375 \text { (1)AO2 }}=1.11: 1$ (1)AO2 |
| Trade receivables collection <br> period (in days) | $\frac{8700 \times 365(1) A O 2=60.8 \text { days (1)AO2 }}{52200}$ |
| Trade payables payment <br> period (in days) | $\frac{6100 \times 365}{17500(1) A 03}=127.2$ days (1)AO2 |


| Question Number | Answer | Mark |
| :---: | :---: | :---: |
| 2 (c) | AO2 (2), AO3(2) <br> A02: Two marks for comparing with benchmarks. <br> AO3: Two marks for comments of valid comments on length of collection and payment periods. <br> Own figure rule applies. <br> Valid comments may include: <br> The current ratio is within the 'benchmark' level of 1.5-2:1/the liquidity of the business is sufficient. <br> (1) AO2 <br> The liquid ratio is above the benchmark level of $0.7-1: 1 /$ there is a small element of idle funds. <br> (1) AO2 <br> Trade receivables collection period is too long at 60.8 days/effective credit control needs to be introduced. (1) AO3 <br> Trade payments payment period is very long when it is taking 127 days or 4 months to pay suppliers/this is a risk to the supply of goods. <br> (1)AO3 <br> NOT <br> A non-qualitative description e.g. up, down, higher, lower | (4) |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{2 ~ ( d ) ~}$ | AO1 (3) <br> AO1: Three marks for stating possible <br> reasons. | Possible reasons: <br> More money tied up in inventory <br> Non-current assets purchased <br> More money tied up in trade receivables/payment <br> too slow <br> Higher expenses/drawings <br> (1)AO1 x 3 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 2 (e) | AO1 (2), AO2 (8) <br> AO1: Two marks for recording cost per <br> bag. <br> A02: Eight marks for calculating correct <br> costs under each category. |  |


|  | Option 1 | Option 2 |
| :---: | :---: | :---: |
|  | Production | Production |
|  | 1000 leather bags | 3000 leather bags |
|  | £ | £ |
| Raw materials | 4000 (1)AO2 | 12000 (1)AO2 |
| Labour | 10000 (1)AO2 | 20000 (1)AO2 |
| Supervision and quality control | 9000 (1)AO2 | 18000 (1)AO2 |
| Production overheads | 7000 (1)AO2 | 11000 (1)AO2 |
| Total Production Cost | 30000 | 61000 |
| Cost per leather bag ( $\ddagger$ ) | 30 (10f)AO1 | 20.33(1of)AO1 |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 2 (f) | AO2 (3) <br> AO2: Three marks for applying <br> characteristics to establish cost category. |  |
| Raw material <br> Labour <br> Supervision and quality control Semi-fixed(1)AO2 |  |  |


| Question <br> Number | Indicative Content <br> $\mathbf{2 ( g )}$AO1 (1), AO2 (1), AO3 (5), AO4 (5) <br> Points in favour of Padma manufacturing <br> It is cheaper on the face of it to manufacture her <br> own leather bags, $£ 30$ compared to $£ 35$ per bag. <br> This will increase profitability. <br> Profitability can be further increased if Padma <br> manufactures leather bags for other retailers as the <br> average cost of all bags will fall to $£ 19$ <br> Manufacture and supply will be under her control <br> Quality can be guaranteed. <br> Issues with non-supply of bags will be removed. <br> Points against Padma manufacturing <br> The saving by manufacturing is marginal $£ 30$ <br> compared to $£ 35 . ~ P a d m a ~ w i l l ~ h a v e ~ t o ~ d e a l ~ w i t h ~ a l l ~$ <br> production issues such as labour disputes and <br> supply of materials. <br> If she expands into production the lack of a proper <br> double entry set of books will limit her ability to <br> make management decisions. <br> Does Padma have the cash/finance in place to <br> embark on this development?/cost of setting up the <br> manufacturing process. <br> The estimates may turn out to be understated and <br> she may be unable to resolve production difficulties. <br> Without manufacturing can concentrate on other <br> aspects of the business such as selling. <br> Decision <br> Candidates may conclude that this is a good/ or not <br> a good development for Padma. The decision should <br> be supported by an appropriate rationale. | Mar |
| :--- | :--- | :--- |


| Level 2 | 4-6 | Elements of knowledge and understanding, which are <br> applied to the scenario. <br> Chains of reasoning are present, but may be incomplete <br> or invalid. <br> A generic or superficial assessment is present. |
| :--- | :--- | :--- |
| Level 3 | $7-9$ | Accurate and thorough understanding, supported <br> throughout by relevant application to the scenario. <br> Some analytical perspectives are present, with <br> developed chains of reasoning, showing causes and/or <br> effects. <br> An attempt at an assessment is presented, using <br> financial and non-financial information, in an appropriate <br> format and communicates reasoned explanations. |
| Level 4 | $10-12$ | Accurate and thorough knowledge and understanding, <br> supported throughout by relevant and effective <br> application to the scenario. <br> A coherent and logical chain of reasoning, showing <br> causes and effects. <br> Assessment is balanced, wide ranging and well <br> contextualised using financial and non-financial <br> information and makes informed recommendations and <br> decisions. |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 3 (a) | AO1 (5), AO2 (12), AO3(3) <br> AO1: Five marks for calculating balances. <br> A02: Twelve marks for correct adjustment <br> figure or final balance. <br> AO3: Three marks for depreciation and <br> allowance for doubtful debts. |  |

Statement of Profit or Loss and Other Comprehensive Income for the year ended 30 August 2018

|  | Draft | Adjustment | Corrected |
| :---: | :---: | :---: | :---: |
|  | f |  | f |
| Revenue | 85000 | $\begin{array}{r} \hline+3600 \text { (1) AO2 } \\ -900 \text { (1) AO2 } \\ \hline \end{array}$ | $\begin{gathered} \hline 87700 \text { (1of) } \\ \text { A03 } \end{gathered}$ |
| Cost of sales | (39000) | -550 (1) AO2 | $\frac{(38450)(10 f)}{A 01}$ |
| Gross profit | 46000 |  | 49250 |
| Less |  |  |  |
| Wages and salaries | 18400 | $\begin{array}{r} +3800 \text { (1) AO2 } \\ +250 \text { (1) AO2 } \end{array}$ | $\begin{gathered} 22450 \text { (1of) } \\ \text { AO2 } \end{gathered}$ |
| Rent and rates | 4000 | +600 (1) AO2 | 4600 (1of) AO1 |
| Bank interest and charges | 3000 | -1 160 (1) AO2 | 1 840(10f) AO1 |
| Depreciation | 7500 | -2 000 (1) AO3 | 5500 (1of) AO1 |
| General expenses | 5900 | $\begin{array}{r} -600 \text { (1) AO2 } \\ +75 \text { (1) AO2 } \\ \hline \end{array}$ | 5375 (10f) AO2 |
| Allowance for doubtful debts increase | 100 | -10 (1) AO3 | 90(1of) AO2 |
|  | 38900 |  | 39855 |
| Profit for the year | 7100 |  | 9395 (1) AO1 |

Adjustment (1) mark for correct figure
Corrected balance (lof) mark for correct adjustment, figure and orientation.

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{3 ~ ( b ) ~}$ | AO1 (4) <br> AO1: Four marks for explaining the terms. <br> The Suspense Account will be opened with the <br> difference in the value of the debits and <br> credits in the trial balance/because not all <br> transactions have a debit and credit entry of equal <br> value (1) AO1 as errors are located the Suspense <br> Account will be debited or credited with the <br> individual differences found. (1) AO1 |  |
| The Journal is a book of prime entry (1) AO1 <br> which will be used for the authorisation of the <br> entries to be made to correct the double <br> entry/record the correction. (1) AO1 | (4) |  |


| Question Number | Indicative Content |  | Mark |
| :---: | :---: | :---: | :---: |
| 3 (c) | AO2 (1), AO3 (2), AO4 (3) <br> Points in favour of preparation with errors <br> Gives an indication of the profit that has been achieved. <br> This may assist decision making, but there is the danger that important decisions may be made on incorrect information. <br> Points against preparation with errors <br> The results will not be accurate which may impact upon decision making. <br> The work will need to be repeated when the errors are located which will be expensive in time and cost. <br> Decision <br> Candidates may be in favour or against the preparation of the income statement with known errors. Candidate's conclusion should be supported with an appropriate rationale. <br> NOT <br> A discussion about errors. |  | (6) |
| Level | Mark | Descriptor |  |
|  | 0 | A completely incorrect response. |  |
| Level 1 | 1-2 | Isolated elements of knowledge and understanding which are recall based. <br> Generic assertions may be present. <br> Weak or no relevant application to the scenario set. |  |


| Level 2 | $3-4$ | Elements of knowledge and understanding, which are <br> applied to the scenario. <br> Some analysis is present, with developed chains of <br> reasoning, showing causes and/or effects applied to the <br> scenario, although these may be incomplete or invalid. <br> An attempt at an evaluation is presented, using financial <br> and perhaps non-financial information, with a decision. |
| :--- | :--- | :--- |
| Level 3 | $5-6$ | Accurate and thorough knowledge and understanding. <br> Application to the scenario is relevant and effective. <br> A coherent and logical chain of reasoning, showing <br> causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial <br> and perhaps non-financial information and an appropriate <br> decision is made. |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (a)(i) | AO1 (2), AO2 (5), AO3( 1) <br> AO1: Two marks for narratives and <br> balances without calculation. <br> A02: Five marks for calculated balances <br> and correct posting. <br> AO3: One mark for calculated balances with <br> correct posting. |  |

Journal

| Date | Details | Dr | Cr |
| :---: | :---: | :---: | :---: |
| 2018 |  | £ | £ |
| 30 March | Bank | 1800 (1) AO3 |  |
|  | Bad debts | 1200 (1) AO2 |  |
|  | Smith and sons |  | 3000 (1) AO2 |
|  |  |  |  |
| Received part payment of debt, balance written off as irrecoverable. (1) A01 |  |  |  |
|  |  |  |  |
| 15 June | Bank | 250 (1) AO2 |  |
|  | Arca |  | 250 |
|  | Arca | 250 (1) AO2 |  |
|  | Bad debts recovered |  | 250 (1) AO2 |
|  |  |  |  |
| Recovered part of debt from Arca written off as irrecoverable in previous year. <br> (1) AO1 |  |  |  |

(8)

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (a)(ii) | AO2 (4), AO3(1) <br> A02: Four marks for calculated balances <br> and correct posting to account. <br> AO3: One mark for transfer to income <br> statement. |  |

Bad Debts Account

| Date | Details | £ | Date | Details | £ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 |  |  | 2018 |  |  |
| 4 January | J egun | 500 (1) AO2 | 31 August | Income statement | $\begin{aligned} & 2300 \\ & \text { ( 10f) } \\ & \text { AO3 } \end{aligned}$ |
| 30 March | Smith and sons | 1200 (1) AO2 |  |  |  |
| 19 May | Nuri | 350 (1) AO2 |  |  |  |
| 3 June | Ng | 250 (1) AO2 |  |  |  |
|  |  | $\underline{2300}$ |  |  | $\underline{\underline{200}}$ |
|  |  |  |  |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (a)(iii) | AO1 (1), AO2 (2), <br> AO1: One mark for narratives and <br> balances without calculation. <br> A02: Two marks for calculated balances <br> and correct posting. |  |

Bad Debts Recovered Account

| Date | Details | £ | Date | Details | £ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 |  |  | 2018 |  |  |
| 31 August | Income statement | $\begin{array}{\|l\|} \hline 250(1) \\ \text { AO2 } \\ \hline \end{array}$ | 15 June | Bank/Arca <br> (1) AO1 | 250 (1) AO2 |
|  |  |  |  |  |  |
|  |  | $\underline{250}$ |  |  | $\underline{250}$ |
|  |  |  |  |  |  |
|  |  |  |  |  |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 4 (a)(iv) | AO1 (2), AO2 (1), AO3(1) <br> AO1: Two marks for narratives and <br> balances without calculation. <br> A02: One mark for calculated closing <br> balance and correct posting. <br> AO3: One mark for calculated income <br> statement transfer with correct use. |  |

Allowance for Doubtful Debts Account

| Date | Details | £ | Date | Details | £ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2018 |  |  | 2017 |  |  |
| 31 August | Income statement | $\begin{aligned} & 250 \text { (10f) } \\ & \text { AO3 } \end{aligned}$ | 1 September | Balance b/d | $\begin{aligned} & 1100(1) \\ & \text { AO1 } \end{aligned}$ |
|  | Balance c/d | 850 (1) AO2 |  |  | ---- |
|  |  | 1100 |  |  | 1100 |
|  |  |  | 2018 |  |  |
|  |  |  | 1 September | Balance b/d | $\begin{aligned} & 850 \text { (1of) } \\ & \text { AO1 } \\ & \hline \end{aligned}$ |


| Question <br> Number | Answer | Mark |
| :---: | :---: | :---: |
| 4 (b) | AO1 (4) <br> AO1: Four marks for valid points about credit control. <br> Valid points may include: <br> - Before supplying goods on credit a credit worthiness check should be made of the buyer <br> - A credit limit should be set based upon the buyer's credit worthiness <br> - Goods should be promptly invoiced <br> - Statements provided to the buyer on a monthly basis <br> - Unpaid debts 'followed up' after one month outstanding <br> - Constant monitoring of aged debts with personal contact (telephone call) where debts are up to two months old <br> - Restriction of further credit where debts remain unpaid for well over one month <br> - Legal intervention only if debt is circa three months old and no movement towards payment. <br> (1) AO1 $\times 4$ valid points <br> NOT <br> Give cash discount. <br> Give trade discount. |  |


| Question Number | Indicative Content |  | Mark |
| :---: | :---: | :---: | :---: |
| 4 (c) | AO2 (1), AO3 (2), AO4 (3) <br> Points in favour of allowance for doubtful debts <br> Ensures that profits are more realistic, because an allowance will be made of possible bad debts from the sales of the current period. <br> Complies with the prudence concept in not overstating profits. <br> Points in favour of writing off bad debts as they occur <br> Will not be based upon estimates, as the allowance will be. <br> Based upon actual bad debts if they occur. <br> Decision <br> Candidates may be in favour or against the allowance for doubtful debts. Candidate's conclusion should be supported with an appropriate rationale. <br> NOT <br> Time consuming. <br> Easier. |  | $(6)$ |
| Level | Mark | Descriptor |  |
|  | 0 | A completely incorrect response. |  |
| Level 1 | 1-2 | Isolated elements of knowledge and understanding which are recall based. <br> Generic assertions may be present. <br> Weak or no relevant application to the scenario set. |  |
| Level 2 | 3-4 | Elements of knowledge and understanding, which are applied to the scenario. <br> Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision. |  |
| Level 3 | 5-6 | Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. |  |


|  |  | Evaluation is balanced and wide ranging, using financial <br> and perhaps non-financial information and an appropriate <br> decision is made. |
| :--- | :--- | :--- | :--- |
| Question <br> Number | Answer | Mark |
| 5 (a) | AO1 (5), AO2 (12), AO3 (3) <br> AO1: Five marks for headings or posting <br> given balances. <br> A02: Twelve marks for adjusting and <br> posting balances. <br> AO3: Three marks for applying inventory <br> valuation to derive balances. |  |



## Workings

Wood for table
Wood ( $200 @ £ 100+50 @ 120)=26000(1)$ AO3 $\times 150=15600(1)$ AO3

Wood for chairs $26000-15600=10400$

Table fittings
$(90 @ £ 25+110 @ £ 30)=£ 5550$
Chair fittings
$300 @ £ 10=3000$

Labour
Table
$5 \times 160$ hrs $\times £ 6=£ 4800 \times 90 \%=£ 4320$
Chair
$8 \times(160 @ £ 6+15 @ £ 8)=8$ 640(1)AO2 x 75\% = $6480(1)$ AO2

Depreciation
Tables $160 \times 5=800 \times £ 3=£ 2400$
Chairs $175 \times 8=\frac{1400}{2200} \times £ 3=\frac{£ 4200}{£ 6600}$

| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 5 (b) | AO1 (4) <br> AO1: Four marks for distinguishing <br> valuation from rotation. <br> Inventory valuation - inventory must be valued at <br> cost. (1)AO1 The valuation of the inventory may <br> depend upon the assumptions made about the <br> value of the receipts and issues made in an <br> accounting period/it is a theoretical value e.g. <br> FI FO/ LI FO. (1)AO1 |  |
| Inventory rotation - rotation relates to the physical <br> movement of inventory being received and issued <br> from the stores. (1)AO1 In this respect a business <br> will generally issue its oldest inventory first to <br> avoid deterioration/obsolescence. (1)AO1 | (4) |  |


| Question Number | Indicative Content |  | Mark |
| :---: | :---: | :---: | :---: |
| 5 (c) | AO2 (1), AO3 (2), AO4 (3) <br> Points in favour of perpetual <br> The approach will allow the valuation method to issue inventory at prices which will vary to each issue made in line with the method chosen. <br> Periodic could result in issue prices which do not reflect replacement cost when prices are rising or falling rapidly. <br> Points in favour of periodic <br> It is a simpler approach because issue prices will probably be constant for the period. <br> Issue costs will not be changing every day. <br> Decision <br> Candidates may be in favour or against the use of perpetual inventory valuation. Candidate's conclusion should be supported with an appropriate rationale. |  | (6) |
| Level | Mark | Descriptor |  |
|  | 0 | A completely incorrect response. |  |
| Level 1 | 1-2 | Isolated elements of knowledge and understanding which are recall based. <br> Generic assertions may be present. <br> Weak or no relevant application to the scenario set. |  |
| Level 2 | 3-4 | Elements of knowledge and understanding, which are applied to the scenario. <br> Some analysis is present, with developed chains of reasoning, showing causes and/or effects applied to the scenario, although these may be incomplete or invalid. An attempt at an evaluation is presented, using financial and perhaps non-financial information, with a decision. |  |
| Level 3 | 5-6 | Accurate and thorough knowledge and understanding. Application to the scenario is relevant and effective. A coherent and logical chain of reasoning, showing causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial and perhaps non-financial information and an appropriate decision is made. |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| $\mathbf{6 ~ ( a )}$ | AO1 (6) <br> AO1: Six marks for explaining terms. <br> Net realisable value- The estimated <br> receipt/ selling price from the sales of the <br> inventory. (1)AO1 Less any costs of <br> completing the goods or costs of selling the <br> goods. (1)AO1 |  |
| Historic cost - All assets and expenses are <br> recorded in the ledger accounts at their actual <br> cost not at market value. (1)AO1 The cost of <br> the inventory is a known fact and can be verified. <br> (1)AO1 |  |  |
| Realisation- Not recording a profit/ revenue <br> (1)AO1 on goods until it has actually been <br> earned by selling the goods. (1)AO1 | (6) |  |


| Question Number | Answer | Mark |
| :---: | :---: | :---: |
| 6 (b) | AO2 (3) <br> A02: Three marks for valuing individual elements of inventory. |  |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 6 (c) | AO2 (6), AO3 (1) <br> A02: Six marks for valuing individual <br> elements of inventory. <br> AO3: One mark for valuing total closing <br> inventory. |  |

31 July

|  |  | Inventory | Purchases | Sales | I nventory | Value (£) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1 July |  |  | 31 July |  |
|  |  | Number | Number | Number | Number |  |
| Cookers | Clearance | 5 |  | (3) | 2 | $\begin{aligned} & \text { @180 = } \\ & 360 \\ & \text { (1)AO2 } \end{aligned}$ |
|  | New |  | 12 | (8) | 4 | $\begin{aligned} & \text { @200 = } \\ & 800 \\ & \text { (1)AO2 } \\ & \hline \end{aligned}$ |
| Fridges | Clearance | 8 |  | (5) | 3 | $\begin{aligned} & \text { @60 = } \\ & 180 \\ & \text { (1)AO2 } \\ & \hline \end{aligned}$ |
|  | New |  | 10 | (6) | 4 | $\begin{aligned} & \text { @ } 100= \\ & 400 \\ & \text { (1)AO2 } \end{aligned}$ |
| Washing | Clearance | 10 |  | (4) | 6 | $\begin{aligned} & \text { @160=} \\ & 960(1) \\ & \text { AO2 } \\ & \hline \end{aligned}$ |
| machines | New |  | 15 | (12) | 3 | $\begin{aligned} & \hline @ 200= \\ & 600 \\ & \text { (1)AO2 } \\ & \hline \end{aligned}$ |
|  |  |  |  |  |  | $\begin{aligned} & \text { Total }= \\ & 3300 \\ & \text { (1of) } \\ & \text { AO3 } \\ & \hline \end{aligned}$ |


| Question <br> Number | Answer | Mark |
| :--- | :--- | :--- |
| 6 (d) | AO1 (3), AO2(3), AO3(2) <br> AO1: Three marks for transferring <br> previously calculated figures. <br> A02: Three marks for revenue and cost of <br> sales calculations. <br> AO3: Two marks for purchases and revenue <br> calculations. |  |

Statement of Profit or Loss and Other Comprehensive Income for the month ending 31 July 2018

Revenue
Less
I nventory - 1 July
Purchases
Inventory 31 July
Cost of sales
Gross profit
£

2980 (10f)AO1
$6400(1)$ AO3
9380
(3 300) (1 of) AO1

$$
\begin{aligned}
& 6080(10 f) A O 2+w \\
& \underline{\underline{990}}(\mathbf{1 o f}) \mathrm{AO1}+\mathrm{w}
\end{aligned}
$$

Workings

|  |  | Revenue |  | Purchases |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
|  |  | $£$ | Total $£$ | $£$ | Total $£$ |
| Cookers | Clearance | $3 @ 190$ | 570 <br> (1)AO2 |  |  |
|  | New | $8 @ 240$ | 1920 | $12 @ 200$ | 2400 |
| Fridges | Clearance | $5 @ 60$ | 300 <br> (1)AO3 |  |  |
|  | New | $6 @ 120$ | 720 | $10 @ 100$ | 1000 |
| Washing | Clearance | $4 @ 170$ | 680 <br> (1)AO2 |  |  |
| machines | New | $12 @ 240$ | $\underline{2880}$ | $15 @ 200$ | $\underline{3000}$ |
|  |  |  | 7070 |  | 6400 <br> $(\mathbf{1 ) A O 3}$ |

Note: Revenue allow (1of)AO2 for any three correct in own figure


|  |  | An attempt at an evaluation is presented, using financial <br> and perhaps non-financial information, with a decision. |
| :--- | :--- | :--- |
| Level 3 | $5-6$ | Accurate and thorough knowledge and understanding. <br> Application to the scenario is relevant and effective. <br> A coherent and logical chain of reasoning, showing <br> causes and effects is present. <br> Evaluation is balanced and wide ranging, using financial <br> and perhaps non-financial information and an appropriate <br> decision is made. |

