



Cambridge International AS & A Level

SUBJECT

9706/22

Paper 2 AS Level Structured Questions

February/March 2022

MARK SCHEME

Maximum Mark: 90

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 2022 series for most Cambridge IGCSE™, Cambridge International A and AS Level components and some Cambridge O Level components.

This document consists of **19** printed pages.

PUBLISHED**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 descriptors 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.

PUBLISHED**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.

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Question	Answer	Marks
1(a)	Lack of expertise (1) Content with information that minimal records provide (1) Less time-consuming (1) Less costly (1) Max 2 Accept other valid responses.	2
1(b)	Access to full information about assets, liabilities, capital, expenses and revenues (1) More informed decision making (1) Can provide detailed information to support loan application (1) Easier to prepare financial statements/more reliable and accurate information about profits and losses (1) Opportunity for more control over business activities (1) Possibility of fraud reduced (1) Better able to meet government requirements for information (e.g. tax returns) (1) Enables analysis of performance (1) Max 4 Accept other valid responses.	4

Question	Answer	Marks																																							
1(c)	<div style="text-align: right; margin-bottom: 10px;"> \$ Bank 93 100 } Discounts received 4 900 } (1) <hr style="width: 100px; margin-left: 0;"/> 98 000 Less decrease in balances (2 640) (1) <hr style="width: 100px; margin-left: 0;"/> 95 360 (1)OF </div> <p>Alternative method:</p> <table border="1" style="width: 100%; border-collapse: collapse; margin-bottom: 10px;"> <thead> <tr> <th colspan="6" style="text-align: center;">Total Trade Payables account</th> </tr> <tr> <th></th> <th style="text-align: center;">\$</th> <th></th> <th></th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Balance c/d</td> <td style="text-align: right;">9 230</td> <td rowspan="3" style="font-size: 2em; vertical-align: middle;">}</td> <td rowspan="3" style="vertical-align: middle;">(1) both</td> <td>Balance b/d</td> <td style="text-align: right;">11 870</td> </tr> <tr> <td>Bank</td> <td style="text-align: right;">93 100</td> <td>Purchases</td> <td style="text-align: right;">95 360</td> <td rowspan="2" style="vertical-align: middle;">(1)OF</td> </tr> <tr> <td>Discounts received</td> <td style="text-align: right;">4 900</td> <td></td> <td></td> </tr> <tr> <td></td> <td style="text-align: right;"><hr style="width: 100px; margin-left: 0;"/>107 230</td> <td></td> <td></td> <td></td> <td style="text-align: right;"><hr style="width: 100px; margin-left: 0;"/>107 230</td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> <td>Balance b/d</td> <td style="text-align: right;">9 230</td> </tr> </tbody> </table> <p style="margin-left: 40px;">} 1 mark for both opening balances b/d</p>	Total Trade Payables account							\$			\$		Balance c/d	9 230	}	(1) both	Balance b/d	11 870	Bank	93 100	Purchases	95 360	(1)OF	Discounts received	4 900				<hr style="width: 100px; margin-left: 0;"/> 107 230				<hr style="width: 100px; margin-left: 0;"/> 107 230					Balance b/d	9 230	3
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1(d)	<p style="text-align: center;">Rafiq Income statement for the year ended 31 December 2021</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 40%;"></th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 15%; text-align: right;">\$</th> <th style="width: 30%;"></th> </tr> </thead> <tbody> <tr> <td>Revenue W1</td> <td></td> <td style="text-align: right;">157 600</td> <td style="text-align: right;">(3)</td> </tr> <tr> <td>Opening inventory</td> <td style="text-align: right;">14 430</td> <td></td> <td></td> </tr> <tr> <td>Purchases</td> <td style="text-align: right;">95 360</td> <td></td> <td style="text-align: right;">OF</td> </tr> <tr> <td>Less goods own use</td> <td style="text-align: right;"><u>(480)</u></td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td></td> <td style="text-align: right;">109 310</td> <td></td> <td></td> </tr> <tr> <td>Closing inventory</td> <td style="text-align: right;"><u>(11 920)</u></td> <td></td> <td style="text-align: right;">(1) both</td> </tr> <tr> <td>Cost of sales</td> <td></td> <td style="text-align: right;"><u>97 390</u></td> <td></td> </tr> <tr> <td>Gross profit</td> <td></td> <td style="text-align: right;">60 210</td> <td style="text-align: right;">(1)OF</td> </tr> <tr> <td>Add: discounts received</td> <td></td> <td style="text-align: right;">4 900</td> <td style="text-align: right;">(1)OF</td> </tr> <tr> <td>Profit on disposal of furniture and fittings</td> <td></td> <td style="text-align: right;"><u>530</u></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">65 640</td> <td></td> </tr> <tr> <td>Less: expenses</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Wages</td> <td style="text-align: right;">21 540</td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Rent W2</td> <td style="text-align: right;">14 560</td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>General expenses</td> <td style="text-align: right;">5 940</td> <td></td> <td></td> </tr> <tr> <td>Depreciation of furniture and fittings W3</td> <td style="text-align: right;"><u>4 740</u></td> <td></td> <td style="text-align: right;">(3)</td> </tr> <tr> <td></td> <td></td> <td style="text-align: right;">46 780</td> <td></td> </tr> <tr> <td>Profit for the year</td> <td></td> <td style="text-align: right;"><u>18 860</u></td> <td style="text-align: right;">(1)OF</td> </tr> </tbody> </table>		\$	\$		Revenue W1		157 600	(3)	Opening inventory	14 430			Purchases	95 360		OF	Less goods own use	<u>(480)</u>		(1)		109 310			Closing inventory	<u>(11 920)</u>		(1) both	Cost of sales		<u>97 390</u>		Gross profit		60 210	(1)OF	Add: discounts received		4 900	(1)OF	Profit on disposal of furniture and fittings		<u>530</u>	(1)			65 640		Less: expenses				Wages	21 540		(1)	Rent W2	14 560		(1)	General expenses	5 940			Depreciation of furniture and fittings W3	<u>4 740</u>		(3)			46 780		Profit for the year		<u>18 860</u>	(1)OF	14
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Question	Answer			Marks
1(d)	W1 Revenue			
		\$		
	Banked	132 200		
	Outstanding bankings	1 200		(1)
	Wages	21 540	} (1)all 3 items	
	Drawings	2 580		
	Increase in cash	80		
		157 600		(1)OF
	W2 Rent: paid \$14 750 + opening prepaid \$1250 – closing prepaid \$1440 = \$14 560 (1)			
	W3 Depreciation of furniture and fittings			
		\$		
	Opening valuation	22 710		
	Additions	8 000	} (1)both	
	Installation costs	380		
	31 090			
Disposal	(2 950)		(1)	
	28 140			
Closing valuation	(23 400)			
	4 740		(1)OF	

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Question	Answer	Marks
1(e)	<p>Partner (Overall Max 3)</p> <p>For: (Max 2) May bring fresh ideas/particular business skills (1) Will ease Rafiq's workload (1) Permanent source of capital (1) Shared responsibility (1)</p> <p>Against: (Max 2) Will have to share profits (1) May result in disagreements (1) Control of business has to be shared slowing decision-making (1)</p> <p>Loan (Overall Max 3)</p> <p>For: (Max 2) Rafiq remains in sole control of the business (1) Profits are not shared (1)</p> <p>Against: (Max 2) Loan interest will reduce profits (1) Liquidity will be affected by loan repayments and interest payments (1) Will business be eligible for a loan/can Rafiq offer security for loan? (1) Temporary source of finance (1)</p> <p>Decision (1) Accept other valid responses.</p>	7

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Question	Answer	Marks																								
2(a)	Number of shares $900\,000 \times \$0.05 = \$45\,000$ (1)	1																								
2(b)	The amount of retained earnings / distributable reserves available for distribution (1) The amount of cash available (1) Other commitments affecting the amount of retained profit/cash (1) Shareholder expectations (1) Max 2 Accept other valid responses.	2																								
2(c)	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="4" style="text-align: center;">Journal</th> </tr> <tr> <th style="width: 60%;"></th> <th style="width: 15%; text-align: center;">Dr</th> <th style="width: 15%; text-align: center;">Cr</th> <th style="width: 10%;"></th> </tr> <tr> <th></th> <th style="text-align: center;">\$</th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Share premium</td> <td style="text-align: right;">122 000</td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Retained earnings</td> <td style="text-align: right;">178 000</td> <td></td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Issued share capital</td> <td></td> <td style="text-align: right;">300 000</td> <td style="text-align: right;">(1)</td> </tr> </tbody> </table>	Journal					Dr	Cr			\$	\$		Share premium	122 000		(1)	Retained earnings	178 000		(1)	Issued share capital		300 000	(1)	3
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2(d)	Retained earnings at 28 February 2022 <table style="width: 100%; border-collapse: collapse;"> <tr> <td></td> <td style="text-align: right;">\$</td> <td></td> </tr> <tr> <td>Balance b/d</td> <td style="text-align: right;">342 000</td> <td></td> </tr> <tr> <td>Less interim dividend</td> <td style="text-align: right;">(45 000)</td> <td style="text-align: right;">(1)OF</td> </tr> <tr> <td>Less bonus issue</td> <td style="text-align: right;">(178 000)</td> <td style="text-align: right;">(1)OF</td> </tr> <tr> <td>Add: profit for the year</td> <td style="text-align: right;">114 000</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Less: final dividend W1</td> <td style="text-align: right;">(105 000)</td> <td style="text-align: right;">(2)OF</td> </tr> <tr> <td>Balance at 28 February 2022</td> <td style="text-align: right; border-top: 1px solid black; border-bottom: 3px double black;">128 000</td> <td style="text-align: right;">(1)OF</td> </tr> </table> <p>W1 Final dividend: $1\,500\,000$ (1) \times $\\$0.07 = \\$105\,000$ (1) OF</p>		\$		Balance b/d	342 000		Less interim dividend	(45 000)	(1)OF	Less bonus issue	(178 000)	(1)OF	Add: profit for the year	114 000	(1)	Less: final dividend W1	(105 000)	(2)OF	Balance at 28 February 2022	128 000	(1)OF	6			
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Question	Answer	Marks
2(e)	Avoid dilution of ownership (1) Less expensive / faster to process (1) More likely to be successful / fully subscribed as shares may be issued at a favourable price (1) To increase equity share capital (1) Max 3 Accept other valid responses.	3

Question	Answer									Marks																								
3(a)	Capital accounts									7																								
	Bipin	Feroz	Neeru			Bipin	Feroz	Neeru																										
	\$	\$	\$			\$	\$	\$																										
Goodwill adjustment	19 500		19 500}		Balances b/d	72 000	44 300	57 000																										
Current a/c		1 980		(1)	Revaluation W1	9 300	3 100	6 200	(1)																									
Non-current asset		15 000		(1)																														
Loan		36 920		(2)CF (1)OF	Goodwill adjustment	19 500	6 500	13 000}	(1)																									
Balances c/d	81 300		56 700																															
	100 800	53 900	76 200			100 800	53 900	76 200																										
					Balance b/d	81 300		56 700	(1)OF																									
<p>W1 Revaluation surplus: Non-current assets + \$23 000 – Inventory \$4400 = \$18 600 shared: Bipin \$9300, Feroz \$3100, Neeru \$6200 (1)</p>																																		
3(b)	<table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: center;">Bipin</th> <th style="text-align: center;">Neeru</th> <th></th> </tr> <tr> <th></th> <th style="text-align: center;">\$</th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Capital account balances</td> <td style="text-align: right;">81 300</td> <td style="text-align: right;">56 700</td> <td style="text-align: center;">(1)OF</td> </tr> <tr> <td>Current account balances</td> <td style="text-align: right;">4 240</td> <td style="text-align: right;">(2 750)</td> <td style="text-align: center;">(1)</td> </tr> <tr> <td></td> <td style="text-align: right; border-top: 1px solid black;">85 540</td> <td style="text-align: right; border-top: 1px solid black;">53 950</td> <td></td> </tr> <tr> <td>Neeru to introduce (1)OF</td> <td></td> <td style="text-align: right; border-top: 1px solid black; border-bottom: 3px double black;">31 590</td> <td style="text-align: center;">(1)OF</td> </tr> </tbody> </table>										Bipin	Neeru			\$	\$		Capital account balances	81 300	56 700	(1)OF	Current account balances	4 240	(2 750)	(1)		85 540	53 950		Neeru to introduce (1)OF		31 590	(1)OF	4
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Question	Answer	Marks
3(c)	It will ensure retiring partner is rewarded (1) for his/her contribution to the success of the business (1) .	2
3(d)	The value of goodwill is subjective (1) To apply the going concern concept (1) Value may fluctuate (1) Max 2 Accept other valid responses.	2

Question	Answer					Marks																																																												
4(a)	<table border="1"> <thead> <tr> <th data-bbox="338 248 591 316"></th> <th colspan="2" data-bbox="591 248 974 316">Production departments</th> <th colspan="2" data-bbox="974 248 1285 316">Service departments</th> <th data-bbox="1285 248 1458 316"></th> </tr> <tr> <th data-bbox="338 316 591 443"></th> <th data-bbox="591 316 790 443">Machining \$</th> <th data-bbox="790 316 974 443">Assembly \$</th> <th data-bbox="974 316 1149 443">Support \$</th> <th data-bbox="1149 316 1285 443">Canteen \$</th> <th data-bbox="1285 316 1458 443"></th> </tr> </thead> <tbody> <tr> <td data-bbox="338 443 591 579">Overheads already apportioned</td> <td data-bbox="591 443 790 579">106 350</td> <td data-bbox="790 443 974 579">28 600</td> <td data-bbox="974 443 1149 579">7 180</td> <td data-bbox="1149 443 1285 579">13 870</td> <td data-bbox="1285 443 1458 579"></td> </tr> <tr> <td data-bbox="338 579 591 679">Depreciation of machinery</td> <td data-bbox="591 579 790 679">21 250</td> <td data-bbox="790 579 974 679">2 750</td> <td data-bbox="974 579 1149 679">375</td> <td data-bbox="1149 579 1285 679">625</td> <td data-bbox="1285 579 1458 679">(1)</td> </tr> <tr> <td data-bbox="338 679 591 847">Production departments' supervisor's wages</td> <td data-bbox="591 679 790 847">13 500</td> <td data-bbox="790 679 974 847">6 300</td> <td data-bbox="974 679 1149 847"></td> <td data-bbox="1149 679 1285 847"></td> <td data-bbox="1285 679 1458 847">(1)</td> </tr> <tr> <td data-bbox="338 847 591 914"></td> <td data-bbox="591 847 790 914">141 100</td> <td data-bbox="790 847 974 914">37 650</td> <td data-bbox="974 847 1149 914">7 555</td> <td data-bbox="1149 847 1285 914">14 495</td> <td data-bbox="1285 847 1458 914"></td> </tr> <tr> <td data-bbox="338 914 591 1015">Reapportioned canteen</td> <td data-bbox="591 914 790 1015">9 213</td> <td data-bbox="790 914 974 1015">4 299</td> <td data-bbox="974 914 1149 1015">983</td> <td data-bbox="1149 914 1285 1015">(14 495)</td> <td data-bbox="1285 914 1458 1015">(1) OF</td> </tr> <tr> <td data-bbox="338 1015 591 1082"></td> <td data-bbox="591 1015 790 1082">150 313</td> <td data-bbox="790 1015 974 1082">41 949</td> <td data-bbox="974 1015 1149 1082">8 538</td> <td data-bbox="1149 1015 1285 1082">–</td> <td data-bbox="1285 1015 1458 1082"></td> </tr> <tr> <td data-bbox="338 1082 591 1182">Reapportioned Support</td> <td data-bbox="591 1082 790 1182">7 560</td> <td data-bbox="790 1082 974 1182">978</td> <td data-bbox="974 1082 1149 1182">(8 538)</td> <td data-bbox="1149 1082 1285 1182"></td> <td data-bbox="1285 1082 1458 1182">(1) OF</td> </tr> <tr> <td data-bbox="338 1182 591 1249">Total</td> <td data-bbox="591 1182 790 1249">157 873</td> <td data-bbox="790 1182 974 1249">42 927</td> <td data-bbox="974 1182 1149 1249">–</td> <td data-bbox="1149 1182 1285 1249"></td> <td data-bbox="1285 1182 1458 1249">(1) OF</td> </tr> </tbody> </table>						Production departments		Service departments				Machining \$	Assembly \$	Support \$	Canteen \$		Overheads already apportioned	106 350	28 600	7 180	13 870		Depreciation of machinery	21 250	2 750	375	625	(1)	Production departments' supervisor's wages	13 500	6 300			(1)		141 100	37 650	7 555	14 495		Reapportioned canteen	9 213	4 299	983	(14 495)	(1) OF		150 313	41 949	8 538	–		Reapportioned Support	7 560	978	(8 538)		(1) OF	Total	157 873	42 927	–		(1) OF	5
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4(b)	<p data-bbox="338 1286 1323 1321">Machining department: $157\,873/5\,600 = \\$28.19$ (1)OF per machine hour (1)</p> <p data-bbox="338 1353 1352 1388">Assembly department: $42\,927/2\,400 = \\$17.89$ (1)OF per direct labour hour (1)</p>					4																																																												

Question	Answer	Marks																								
4(c)	Production lower than forecast (1) Actual overheads higher than forecast (1)	2																								
4(d)(i)	<p>Option 1</p> <table border="1" data-bbox="342 384 1442 922"> <thead> <tr> <th></th> <th style="text-align: center;">\$</th> <th></th> </tr> </thead> <tbody> <tr> <td>Revenue ($\\$28.35 \times 16\ 000$)</td> <td style="text-align: right;">453 600</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Direct materials ($\\$8.80 \times 16\ 000$)</td> <td style="text-align: right;">(140 800)</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Direct labour; normal working ($\\$10.10 \times 15\ 000$)</td> <td style="text-align: right;">(151 500)</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Direct labour: overtime working ($\\$14.20 \times 1000$)</td> <td style="text-align: right;">(14 200)</td> <td></td> </tr> <tr> <td>Contribution</td> <td style="text-align: right;">147 100</td> <td></td> </tr> <tr> <td>Fixed costs ($\\$44\ 000 - \\2000)</td> <td style="text-align: right;">(42 000)</td> <td style="text-align: right;">(1)</td> </tr> <tr> <td>Profit</td> <td style="text-align: right;">105 100</td> <td style="text-align: right;">(1)OF</td> </tr> </tbody> </table>		\$		Revenue ($\$28.35 \times 16\ 000$)	453 600	(1)	Direct materials ($\$8.80 \times 16\ 000$)	(140 800)	(1)	Direct labour; normal working ($\$10.10 \times 15\ 000$)	(151 500)	(1)	Direct labour: overtime working ($\$14.20 \times 1000$)	(14 200)		Contribution	147 100		Fixed costs ($\$44\ 000 - \2000)	(42 000)	(1)	Profit	105 100	(1)OF	5
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Question	Answer			Marks
4(d)(ii)	Option 2			5
		\$		
	Revenue ($\$27 \times 17\,250$)	465 750	(1)	
	Direct materials ($\$7.70 \times 17\,250$)	(132 825)	(1)	
	Direct labour ($\$10.10 \times 17\,250$)	(174 225)	(1)	
	Contribution	158 700		
	Fixed costs ($\$44\,000 + \$1\,300$ depreciation)	(45 300)	(1)	
Profit	113 400	(1)OF		

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Question	Answer				Marks
4(e)	Financial (max 3)		Non-financial (max 3)		5
Produces less/more profit	(1)	Would training result in possible delay in production?	(1)		
Possible low cost of finance (dividends optional)/shareholders will expect return	(1)	Will workforce need training on new machinery?	(1)		
Will forecasts prove accurate?	(1)	Overtime may or may not be attractive to workforce	(1)		
Would training costs apply	(1)	Higher selling price may reduce demand.	(1)		
Will share issue be successful?	(1)				
Costs of share issue	(1)				
Overall max for comments (4) Advice (1) Accept other valid responses					
4(f)(i)	Employees can be provided with achievable targets / Can assist with motivation (1) Budgetary control can facilitate responsibility accounting (1) Helps planning/co-ordination/control/communication (1) Max 2 Accept other valid responses.				2

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Question	Answer	Marks
4(f)(ii)	A poorly set budget can demotivate (1) Based on estimates not accurate (1) Might encourage interdepartmental rivalry (1) May discourage innovation (1) Max 2 Accept other valid responses.	2