

JC Business Studies Ordinary Level Only
EXAMINATION BOOKLET

Candidate's Examination Number



Coimisiún na Scrúduithe Stáit
State Examinations Commission

JUNIOR CERTIFICATE EXAMINATION, 2010

BUSINESS STUDIES – ORDINARY LEVEL

TUESDAY, 15 JUNE 2010 – MORNING, 9.30-12.00

Answer Section A (starting on Page 2) and Section B (starting on Page 9)

Junior Certificate
Ordinary Level

CENTRE STAMP

Calculators may be used.

Make and Model of Calculator Used:

1. Total of end of page totals	
2. Aggregate total of all disallowed Question(s)	
3. Total mark awarded (1 minus 2)	
4. Bonus mark if answered through Irish	
5. Total mark awarded if Irish Bonus (3 + 4)	

Note: The mark in row 3 (or row 5 if an Irish bonus is awarded) must equal the mark in the Grand Total box.

Question	Examiner's Marks	Advising Examiner's Marks
Sec. A		
1		
2		
3		
4		
5		
6		
7		
8		
Total		
Irish Bonus		
Grand Total		
Grade		

SECTION A

(100 marks)

Answer all 20 questions. Each question carries 5 marks.

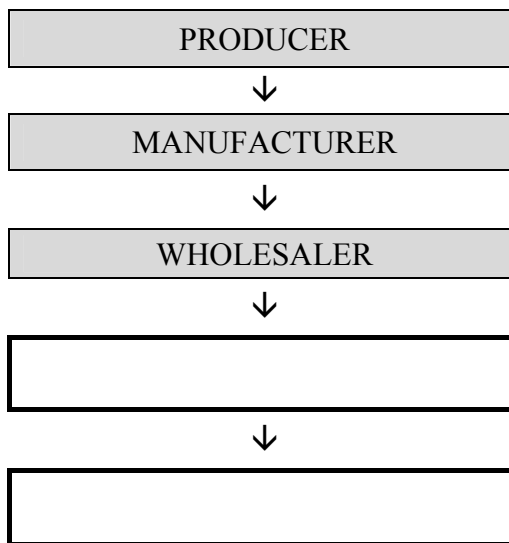
1. What do the following letters stand for? (*Write each answer in full in the space provided.*)

AGM	
COD	

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

	LABOUR		ENTERPRISE
--	---------------	--	-------------------

3. Fill in the **two** blank spaces in the following Chain of Distribution:

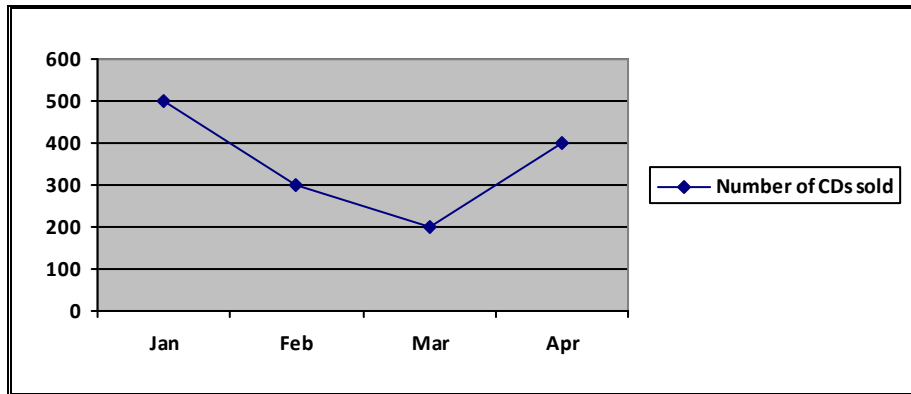


4. Place the following customers' surnames in alphabetical order:

KEVIN BEGLEY JOHN BEEGAN LIAM BEIRNE CATHAL BEHAN

(i)	
(ii)	
(iii)	
(iv)	

5. The following line graph shows the sales of CDs by Lyons Music Shop for the first four months of 2010. Study the graph and answer the questions that follow:



(i) In which month were CD sales highest? _____

(ii) How many CDs did Lyons Music shop sell in February? _____

6. A Sole Trader is:

A business owned and run by one person

A business that has the letters 'Ltd' at the end of its name

A business that is owned by the Government.

(Tick (✓) the most appropriate box.)

7. The following figures are from the books of O'Shea Ltd:

Wages €115,610 Cash on Hand €45,000 Machinery €67,000 Closing Stock €13,150

Enter and total the Current Assets in the following extract from the Balance Sheet of O'Shea Ltd on 31 December 2009:

Extract from Balance Sheet of O'Shea Ltd as on 31-12-09	
CURRENT ASSETS	€
TOTAL CURRENT ASSETS	

8. Answer *either* (A) or (B)

(A) Balance the following Bank Account and bring down the balance at the end of the month:

Bank Account							
Dr				Cr			
Date	Details	F	Total	Date	Details	F	Total
2010			€	2010			€
Feb 1	Balance	b/d	460	Feb 11	Light and Heat	GL4	325
17	Rent Received	GL1	580	26	Insurance	GL6	515

OR

(B) Balance the following Bank Account by completing the last three lines of the 'Balance' column:

Bank Account					
Date	Details	F	Dr	Cr	Balance
2010			€	€	€
Feb 1	Balance	b/d			460
11	Light and Heat	GL4		325	
17	Rent Received	GL1	580		
26	Insurance	GL6		515	

9. In **each** space below, write the most appropriate word from the following list:

SALES GROWTH PRICES RECESSION

(Two of the words above do not complete any of the sentences below.)

- (i) Inflation is a rise in _____ from one year to the next.
- (ii) Economic _____ is when the amount of goods and services produced by a country decreases from one year to the next.

10. Place a tick (✓) after **each** statement showing whether it is TRUE or FALSE.

	TRUE	FALSE
(a) A shop steward manages a business on a daily basis.		
(b) A strike is when employees refuse to work.		
(c) A trade union gives loans to its members on which they pay interest.		

11. **Column 1** shows a list of Information Technology terms. **Column 2** is a list of possible explanations for these terms. (*One explanation does not refer to any of the terms.*)

Column 1 – Terms	Column 2 – Explanations
1. Visual Display Unit	A. Method of sending messages through the Internet
2. Software	B. Computer monitor or screen
3. e-mail	C. Used to key in information to a computer
	D. Programs on a computer such as Microsoft Office

Match the two lists by placing the letter of the appropriate explanation under the relevant number below:

1.	2.	3.

12. From the following Operating Statement of a dentist for the year ending 31 December 2009, calculate the difference between Total Income and Total Expenditure. Indicate whether the balance is a **surplus** or a **deficit**:

Operating Statement for year ending 31-12-09	
	€
Total Income	73,145
Total Expenditure	74,245

13. Fill in the **two** missing Ps of marketing in the spaces provided:

PRODUCT		PROMOTION	
---------	--	-----------	--

14. Paula Davis received her wages in cash. Her employer used the lowest possible number of notes and coins when putting the cash in Paula'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
€461.42	4												

15. Complete the following cash receipt by calculating (i) the total due and (ii) the amount of change out of €20.

Nelson Convenience Store Bandon	
	€
BISCUITS	2.20
MILK	1.65
NEWSPAPER	2.00
CORNFLAKES	3.39
(i) TOTAL DUE	
CASH	20.00
(ii) CHANGE	



16. 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) MP3 Player		
(b) Food		
(c) Oxygen tickets		

17. Name **three** types of financial institution in which people may place the money they have saved:

(i)

(ii)

(iii)

18. A courier travels from Donegal to Dundalk.

He then delivers a packet to a firm in Dublin before returning to Donegal.

Using the Distance Table below, calculate the total number of kilometres he travels:



DISTANCE TABLE (Km)

Cork					
400	Donegal				
260	222	Dublin			
325	158	85	Dundalk		
142	260	232	256	Ennis	
210	205	216	238	70	Galway

Answer:	Km
Workings:	

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

	YES	NO
AUSTRALIA		
AUSTRIA		
ROMANIA		

20. A consumer who returns a faulty good that cannot be repaired is entitled to either

(i)

OR

(ii)

Complete **both** boxes.

For examiner use only:	Total Marks for Section A		Cumulative total c/f:
------------------------	---------------------------	--	-----------------------

Note:

On the following pages, space is provided for answering all questions in Section B.

Answer any **five** questions.

Please read the questions in Section B carefully before answering.

This area may be used for rough work if required.

For use with SECTION B – Question 1

1. (A)

WALSH HOUSEHOLD	SEPT	OCT	NOV	DEC	TOTAL
PLANNED INCOME	€	€	€	€	€
Jason Walsh – Salary					
Mary Walsh – Salary					
Child Benefit					
A. TOTAL INCOME					
PLANNED EXPENDITURE					
<i>Fixed</i>					
House mortgage					
House insurance					
Health insurance					
Subtotal					
<i>Irregular</i>					
Household costs					
Transport costs					
Light and heat					
Telephone costs					
Subtotal					
<i>Discretionary</i>					
Presents					
Entertainment costs					
Holiday costs					
Subtotal					
B. TOTAL EXPENDITURE					
Net Cash (A – B)					
Opening Cash					
Closing Cash					

1. (B)	One company which provides health insurance to the general public in Ireland:	
1. (C)	Discretionary Expenditure:	

For examiner use only:	Total b/f:		Total for Question 1:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

For use with SECTION B – Question 2

2. (A) (i)

Trading, Profit and Loss Appropriation Account of Corr Ltd for the year ended 31 December 2009				
		€	€	€

Space for Balance Sheet on next page

Workings:

For use with SECTION B – Question 2 (continued)

2. (A) (ii)

Balance Sheet of Corr Ltd as at				
		€	€	€

(B)	Explain the term ‘ Bank Overdraft ’:			For Office Use Only

(C)	Net Profit as a percentage of Cash Sales is calculated as follows:	$\frac{\text{Net Profit}}{\text{Cash Sales}} \times \frac{100}{1}$		
	Calculate the percentage. Show your answer and workings.			
	Answer: %	Workings:		

For examiner use only:	Total b/f:		Total for Question 2:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

For use with SECTION B – Question 3

(A)	(i) Write the letter that Janet Redmond sent to the manager of Irish Computers Ltd on 23 April 2010.	For Office Use Only	

For use with SECTION B – Question 3 (continued)

		For Office Use Only	

(A)	(ii) Calculate the total cost of the laptop computer for Janet if she had continued to pay all the instalments.		
	Answer: €	Workings:	

(B)	If you were manager of Irish Computers Ltd, what reply would you make to Janet’s letter? Give one reason for your answer. Note: There is no need to answer (B) in the form of a letter.		
	Reply:		
	Reason:		
(C)	Consumers may purchase products from Irish Computers Ltd through their website, www.irishcomputers.ie. Give one advantage to a consumer of purchasing goods online through the Internet.		

For examiner use only:	Total b/f:		Total for Question 3:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

For use with SECTION B – Question 4

			Answer	Workings	For Office Use Only	
(A)	(i)	Calculate Fiona Larkin’s basic pay per hour.	€			
	(ii)	Calculate how much she earns for one hour’s overtime.	€			
	(iii)	Calculate the number of overtime hours she worked in Week 10.				

	(iv)	Explain, with examples, the difference between work and employment.				
		Work:				
		Example:				
		Employment:				
		Example:				
	(v)	Name two rights and two responsibilities that Fiona would have as an employee of Fashion Store Ltd.				
		Rights:				
		1.				
		2.				
		Responsibilities:				
		1.				
		2.				

For use with SECTION B – Question 4 (continued)

(B)	The following week, Fiona worked for 43 hours. Her PAYE deduction was €76.42 and her PRSI deduction was 4% of her Gross Pay. There was no change in her basic pay or savings deduction. Using this information, complete her Wage Slip for Week 11.		
------------	---	--	--

Employee No. 053	Fiona Larkin		Week 11	Date:	
PAY:	€	DEDUCTIONS:	€	Fashion Store Ltd	
BASIC		PAYE			
OVERTIME		PRSI			
		SAVINGS			
GROSS PAY		TOTAL DEDUCTIONS		NET PAY	
				€	

Rough Work (if required):

For examiner use only:	Total b/f:		Total for Question 4:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

For use with SECTION B – Question 5

(A)

<p>Homelights Ltd 14 Oak Shopping Centre, Castlebar, Co. Mayo</p>	<p>ORDER No. 2635</p>																								
<p>Telephone: 094-2955337 Fax: 094-8854193 e-mail: homelights@mayo.ie</p>																									
<p>VAT Reg. No. IE 6499380</p>																									
<p>Date:</p>																									
<table border="1" style="width: 50%; margin-left: auto; margin-right: auto;"> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> <tr><td style="height: 20px;"> </td></tr> </table>																									
<p>Please supply the following goods:</p>																									
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #cccccc;"> <th style="width: 15%;">QUANTITY</th> <th style="width: 60%;">DESCRIPTION</th> <th style="width: 25%;">PRICE EACH</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td style="text-align: center;">€</td> </tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> <tr><td> </td><td> </td><td> </td></tr> </tbody> </table>	QUANTITY	DESCRIPTION	PRICE EACH			€																			
QUANTITY	DESCRIPTION	PRICE EACH																							
		€																							
<p>Signed:</p>	<p>Title:</p>																								

(B)	(i)	State one reason why a Delivery Docket is used.

(B) (ii) Invoice

Bracken Wholesalers Ltd			INVOICE No. 4128	
Moy Industrial Estate, Ballina, Co. Mayo				
Telephone: 096-51889			VAT Reg. No. IE 2378445	
Fax: 096-51991				
e-mail: bwl@wholesale.ie				
			Date: _____	
			Your Order No.: _____	
QUANTITY	DESCRIPTION	CODE No.	PRICE EACH €	TOTAL €
			Total (Excluding VAT)	
			Trade Discount	
			Subtotal	
Carriage Paid E & O E			VAT	
			Total (Including VAT)	

Workings (if required):

For use with SECTION B – Question 5 (continued)

(C) Bank Account

Homelights Ltd – Bank Account							
Dr							Cr
2010	Details	F	€	2010	Details	F	€

OR

Homelights Ltd – Bank Account						
Date	Details	F	Dr	Cr	Balance	
2010			€	€	€	

For examiner use only:	Total b/f:		Total for Question 5:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

The answer to Question 6 starts here:

For use with SECTION B – Question 6

(A) If you were Treasurer of the Pals Youth Club, name three of the duties you would have.	For Office Use Only	
1.		
2.		
3.		

For use with SECTION B – Question 6 (continued)

(B) Analysed Receipts and Payments Book (Analysed Cash Book) of Pals Youth Club

Dr						Cr							
Date	Details	Bank	Memb. Fees	Disco	Comp.	Date	Details	Cheque No.	Bank	Disco	Comp.	Rent	Other
2010		€	€	€	€	2010			€	€	€	€	€

(C) Calculate the surplus or deficit that the club made on running disco nights during January:												For Office Use Only	
Answer: €	Surplus		<i>Tick (✓) the correct box</i>	Workings:									
	Deficit												

For examiner use only:	Total b/f:		Total for Question 6:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--


For use with SECTION B – Question 7

(A) PROPOSAL FORM			
ACE INSURANCE LTD PROPOSAL FORM FOR MOTOR INSURANCE			
Surname		First Name	
Address			
Telephone			
Date of birth			
Occupation			
VEHICLE DETAILS			
Type of Vehicle		Current Value	
Make and Model		Registration Number	
INSURANCE DETAILS			
Type of Insurance required	THIRD PARTY ONLY	<input type="checkbox"/>	<i>(Tick (✓) the appropriate box.)</i>
	THIRD PARTY FIRE AND THEFT	<input type="checkbox"/>	
	COMPREHENSIVE	<input type="checkbox"/>	
Type of Driving Licence	PROVISIONAL LICENCE	<input type="checkbox"/>	<i>(Tick (✓) the appropriate box.)</i>
	FULL LICENCE	<input type="checkbox"/>	
Insurance required from (date)			
Previous Insurance Company			
Number of years driving			
Details of claims made in last five years			
SIGNATURE		DATE	

(B)	(i) Using the information in the insurance quote, calculate the total net cost of insuring Gary McIntyre’s house and contents:	For Office Use Only
	Answer: €	Workings:

For use with SECTION B – Question 7 (continued)

(B) (ii) Gary accepted the quote and paid the total amount by cheque to Crown Insurances Ltd on 2 June 2010. Complete the cheque and counterfoil:

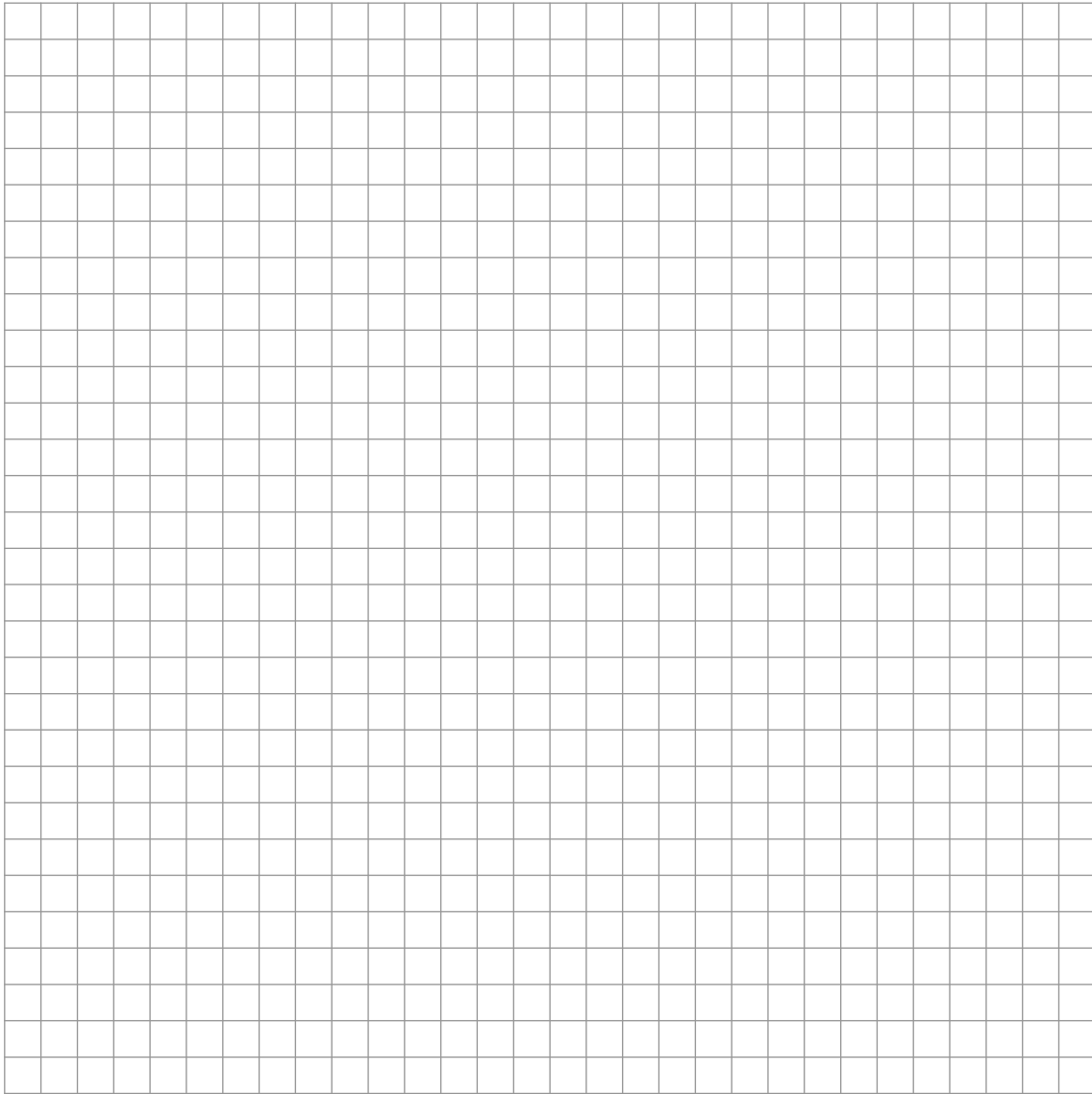
Date		<div style="display: flex; justify-content: space-between;"> <h2 style="margin: 0;">Bank of Ireland</h2> 90-64-53 </div> <p>MAIN STREET, ATHY, Co. KILDARE</p> <p>Date _____</p> <hr/> <p>Pay _____ or order euro euro euro</p> <p>_____ € _____</p> <p>_____ GARY McINTYRE</p> <hr/> <div style="text-align: center;">  </div> <p>_____</p>
To		
Balance	€ 974.00	
This Cheque	€	
New Balance	€	
004735		004735 906453 19441717

(C)	Explain two of the following insurance terms: Utmost Good Faith; Premium; No Claims Bonus; Indemnity; Average Clause.	For Office Use Only	
	(i)		

For examiner use only:	Total b/f:		Total for Question 7:		Cumulative total c/f:	
------------------------	------------	--	-----------------------	--	-----------------------	--

For use with SECTION B – Question 8

(A)	(i) Bar Chart.		For Office Use Only
------------	----------------	--	------------------------



	(ii) Calculate the total exports of Checkers Ltd for the year 2009.		
	Answer: €	Workings:	

	(iii) Apart from the USA, all the above countries are in the eurozone, which means that the euro is their currency. Name three other countries in the eurozone.		
	1.		
	2.		
	3.		

For use with SECTION B – Question 8 (continued)

(B)	(i) State two reasons why Ireland exports goods and services to other countries.	For Office Use Only	
	1.		
	2.		
	(ii) Name two of the main types of goods other than computer hardware and software which are exported from Ireland.		
	1.		
	2.		
	(iii) Explain two difficulties Checkers Ltd might face if they wish to export goods to China.		
	1.		
	2.		

(C)	Liam Mullen is sales manager in Checkers Ltd. He receives a cheque of \$2,576.00 (dollars) from an American customer. If the Rate of Exchange is €1 = \$1.40, calculate the amount of euro he would receive when he cashes the cheque at his local bank.			
	Answer: €	Workings:		

For examiner use only:	Total b/f:		Total for Question 8:		Cumulative total	
------------------------	------------	--	-----------------------	--	------------------	--

Blank Page