



Cambridge O Level

ACCOUNTING

7707/22

Paper 2 (Structured)

October/November 2023

MARK SCHEME

Maximum Mark: 100

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 October/November 2023 series for most Cambridge IGCSE, Cambridge International A and AS Level components, and some Cambridge O Level components.

This document consists of **15** 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 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.

Question	Answer	Marks																					
1(a)	<p style="text-align: center;">Seok Sales journal</p> <table border="1"> <thead> <tr> <th>Date</th><th>Details</th><th>\$</th></tr> </thead> <tbody> <tr> <td>2023</td><td></td><td></td></tr> <tr> <td>Aug 3</td><td>Naomi (410 – 41)</td><td>369 (1)</td></tr> <tr> <td>5</td><td>Bwana</td><td>89}</td></tr> <tr> <td>19</td><td>Bwana</td><td>180} (1)</td></tr> <tr> <td>22</td><td>Naomi (230 – 23)</td><td>207 (1)</td></tr> <tr> <td>31</td><td>Transfer to sales account</td><td><u>845</u> (1)OF</td></tr> </tbody> </table>	Date	Details	\$	2023			Aug 3	Naomi (410 – 41)	369 (1)	5	Bwana	89}	19	Bwana	180} (1)	22	Naomi (230 – 23)	207 (1)	31	Transfer to sales account	<u>845</u> (1)OF	4
Date	Details	\$																					
2023																							
Aug 3	Naomi (410 – 41)	369 (1)																					
5	Bwana	89}																					
19	Bwana	180} (1)																					
22	Naomi (230 – 23)	207 (1)																					
31	Transfer to sales account	<u>845</u> (1)OF																					
1(b)	<p style="text-align: center;">Seok Sales returns journal</p> <table border="1"> <thead> <tr> <th>Date</th><th>Details</th><th>\$</th></tr> </thead> <tbody> <tr> <td>2023</td><td></td><td></td></tr> <tr> <td>Aug 10</td><td>Naomi (20 – 2)</td><td>18 (1)</td></tr> <tr> <td>27</td><td>Bwana</td><td><u>19</u> (1)</td></tr> <tr> <td>31</td><td>Transfer to sales returns account</td><td><u>37</u> (1)OF</td></tr> </tbody> </table>	Date	Details	\$	2023			Aug 10	Naomi (20 – 2)	18 (1)	27	Bwana	<u>19</u> (1)	31	Transfer to sales returns account	<u>37</u> (1)OF	3						
Date	Details	\$																					
2023																							
Aug 10	Naomi (20 – 2)	18 (1)																					
27	Bwana	<u>19</u> (1)																					
31	Transfer to sales returns account	<u>37</u> (1)OF																					

Question	Answer						Marks	
1(c)	Seok Naomi account						6	
	Date	Details	\$	Date	Details	\$		
	2023			2023				
	Aug 1	Balance b/d	(1)	450	Aug 10	Sales returns	(1) OF	18
	3	Sales }		369	11	Bank	(1)	423
	22	Sales }	(1)OF	207		Discount allowed	(1)	27
					31	Balance c/d		558
</								

Question	Answer	Marks																																																												
2(a)	<div><div>Sara</div><div>Manufacturing Account for the year ended 30 September 2023</div><table><thead><tr><th></th><th>\$</th><th>\$</th></tr></thead><tbody><tr><td>Cost of material consumed</td><td></td><td></td></tr><tr><td>Opening inventory of raw material</td><td></td><td>4 875</td></tr><tr><td>Purchases of raw material</td><td></td><td><u>56 400</u></td></tr><tr><td></td><td></td><td>61 275</td></tr><tr><td>Less Closing inventory of raw material</td><td></td><td><u>5 110</u></td></tr><tr><td></td><td></td><td>56 165 (1)</td></tr><tr><td>Direct wages</td><td></td><td><u>43 300</u> (1)</td></tr><tr><td>Prime cost</td><td></td><td>99 465 (1)OF</td></tr><tr><td>Factory overheads</td><td></td><td></td></tr><tr><td>Wages of factory supervisor</td><td>25 000 (1)</td><td></td></tr><tr><td>Rates and insurance (29 600 – 6 000) /2</td><td>11 800 (2) (1)OF</td><td></td></tr><tr><td>General factory expenses (9 650 + 335)</td><td>9 985 (1)</td><td></td></tr><tr><td>Depreciation of factory machinery</td><td></td><td></td></tr><tr><td>(80 000 – 35 000=) 45 000 x 25%</td><td><u>11 250</u> (1)</td><td><u>58 035</u></td></tr><tr><td></td><td></td><td>157 500 (1)OF</td></tr><tr><td>Add opening work-in-progress</td><td></td><td><u>8 125*</u></td></tr><tr><td></td><td></td><td>165 625</td></tr><tr><td>Less closing work-in-progress</td><td></td><td><u>7 365</u> *(1) for both W in P</td></tr><tr><td>Cost of production</td><td></td><td><u>158 260</u> (1)OF</td></tr></tbody></table></div>		\$	\$	Cost of material consumed			Opening inventory of raw material		4 875	Purchases of raw material		<u>56 400</u>			61 275	Less Closing inventory of raw material		<u>5 110</u>			56 165 (1)	Direct wages		<u>43 300</u> (1)	Prime cost		99 465 (1)OF	Factory overheads			Wages of factory supervisor	25 000 (1)		Rates and insurance (29 600 – 6 000) /2	11 800 (2) (1)OF		General factory expenses (9 650 + 335)	9 985 (1)		Depreciation of factory machinery			(80 000 – 35 000=) 45 000 x 25%	<u>11 250</u> (1)	<u>58 035</u>			157 500 (1)OF	Add opening work-in-progress		<u>8 125*</u>			165 625	Less closing work-in-progress		<u>7 365</u> *(1) for both W in P	Cost of production		<u>158 260</u> (1)OF	11
	\$	\$																																																												
Cost of material consumed																																																														
Opening inventory of raw material		4 875																																																												
Purchases of raw material		<u>56 400</u>																																																												
		61 275																																																												
Less Closing inventory of raw material		<u>5 110</u>																																																												
		56 165 (1)																																																												
Direct wages		<u>43 300</u> (1)																																																												
Prime cost		99 465 (1)OF																																																												
Factory overheads																																																														
Wages of factory supervisor	25 000 (1)																																																													
Rates and insurance (29 600 – 6 000) /2	11 800 (2) (1)OF																																																													
General factory expenses (9 650 + 335)	9 985 (1)																																																													
Depreciation of factory machinery																																																														
(80 000 – 35 000=) 45 000 x 25%	<u>11 250</u> (1)	<u>58 035</u>																																																												
		157 500 (1)OF																																																												
Add opening work-in-progress		<u>8 125*</u>																																																												
		165 625																																																												
Less closing work-in-progress		<u>7 365</u> *(1) for both W in P																																																												
Cost of production		<u>158 260</u> (1)OF																																																												
2(b)	<div><div>Sara</div><div>Statement of financial position (Current assets section) at 30 September 2023</div><table><thead><tr><th></th><th>\$</th><th></th></tr></thead><tbody><tr><td>Current Assets</td><td></td><td></td></tr><tr><td>Inventory – Raw materials</td><td>5 110 }</td><td></td></tr><tr><td>– Work-in-progress</td><td>7 365 }</td><td>(1)</td></tr><tr><td>– Finished goods</td><td><u>13 725</u> }</td><td></td></tr><tr><td></td><td>26 200</td><td></td></tr><tr><td>Trade receivables</td><td>27 000}</td><td></td></tr><tr><td>Other receivables</td><td>6 000}</td><td></td></tr><tr><td>Cash at bank</td><td><u>1 050</u> (1)</td><td></td></tr><tr><td></td><td><u>60 250</u> (1)OF</td><td></td></tr></tbody></table></div>		\$		Current Assets			Inventory – Raw materials	5 110 }		– Work-in-progress	7 365 }	(1)	– Finished goods	<u>13 725</u> }			26 200		Trade receivables	27 000}		Other receivables	6 000}		Cash at bank	<u>1 050</u> (1)			<u>60 250</u> (1)OF		3																														
	\$																																																													
Current Assets																																																														
Inventory – Raw materials	5 110 }																																																													
– Work-in-progress	7 365 }	(1)																																																												
– Finished goods	<u>13 725</u> }																																																													
	26 200																																																													
Trade receivables	27 000}																																																													
Other receivables	6 000}																																																													
Cash at bank	<u>1 050</u> (1)																																																													
	<u>60 250</u> (1)OF																																																													

Question	Answer	Marks
2(c)	Money measurement (1)	1
2(d)	<p>Advantages of supplying drama school</p> <p>Will increase sales / revenue (1)</p> <p>May increase profit (1)</p> <p>The extra work will provide security/continuity of workload (1)</p> <p>If successful, potential to supply other schools, theatre groups, etc. (1)</p> <p>Accept other valid points</p> <p>Max 3</p> <p>Disadvantages of supplying drama school</p> <p>There would be extra administration or may incur additional costs / wages / costs of production (1)</p> <p>More manufacturing and/or storage capacity may be required (1)</p> <p>May not have capacity to supply both existing customers and drama group (1)</p> <p>Allowing 60 days credit will adversely affect liquidity (1)</p> <p>Accept other valid points</p> <p>Max 3</p> <p>Recommendation (1)</p>	5

Question	Answer						Marks																																																																																										
3(a)	<div>Lionel</div> <div>Income Statement for the year ended 30 June 2023</div> <table><tr><td></td><td>\$</td><td></td><td>\$</td><td></td><td></td></tr><tr><td>Revenue</td><td></td><td></td><td></td><td>90 000</td><td>(1)</td></tr><tr><td>Cost of sales</td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Purchases</td><td>67 175</td><td>(1)</td><td>OF</td><td></td><td></td></tr><tr><td>Less Purchases returns</td><td><u>3 000</u></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td>64 175</td><td>(1)</td><td>OF</td><td></td><td></td></tr><tr><td>Less Closing inventory</td><td><u>4 175</u></td><td></td><td></td><td><u>60 000</u></td><td></td></tr><tr><td>Gross profit</td><td></td><td></td><td></td><td>30 000</td><td>(1)</td></tr><tr><td>Less Expenses</td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Wages (8 060 + 2 600)</td><td>10 660</td><td>(1)</td><td></td><td></td><td></td></tr><tr><td>Motor expenses (4 992 × 2/3)</td><td>3 328</td><td>(1)</td><td></td><td></td><td></td></tr><tr><td>General expenses</td><td>1 140</td><td></td><td></td><td></td><td></td></tr><tr><td>Rent and insurance</td><td>5 585</td><td>(1)</td><td></td><td></td><td></td></tr><tr><td>Depreciation of motor vehicles/van (25% × 8 000)</td><td><u>2 000</u></td><td>(1)</td><td></td><td><u>22 713</u></td><td></td></tr><tr><td>Profit for the year</td><td></td><td></td><td></td><td><u>7 287</u></td><td>(1) OF</td></tr></table>							\$		\$			Revenue				90 000	(1)	Cost of sales						Purchases	67 175	(1)	OF			Less Purchases returns	<u>3 000</u>						64 175	(1)	OF			Less Closing inventory	<u>4 175</u>			<u>60 000</u>		Gross profit				30 000	(1)	Less Expenses						Wages (8 060 + 2 600)	10 660	(1)				Motor expenses (4 992 × 2/3)	3 328	(1)				General expenses	1 140					Rent and insurance	5 585	(1)				Depreciation of motor vehicles/van (25% × 8 000)	<u>2 000</u>	(1)		<u>22 713</u>		Profit for the year				<u>7 287</u>	(1) OF	9
	\$		\$																																																																																														
Revenue				90 000	(1)																																																																																												
Cost of sales																																																																																																	
Purchases	67 175	(1)	OF																																																																																														
Less Purchases returns	<u>3 000</u>																																																																																																
	64 175	(1)	OF																																																																																														
Less Closing inventory	<u>4 175</u>			<u>60 000</u>																																																																																													
Gross profit				30 000	(1)																																																																																												
Less Expenses																																																																																																	
Wages (8 060 + 2 600)	10 660	(1)																																																																																															
Motor expenses (4 992 × 2/3)	3 328	(1)																																																																																															
General expenses	1 140																																																																																																
Rent and insurance	5 585	(1)																																																																																															
Depreciation of motor vehicles/van (25% × 8 000)	<u>2 000</u>	(1)		<u>22 713</u>																																																																																													
Profit for the year				<u>7 287</u>	(1) OF																																																																																												
3(b)	<div>Lionel</div> <div>Capital account</div> <table><tr><td>Date</td><td>Details</td><td>\$</td><td>Date</td><td>Details</td><td>\$</td></tr><tr><td>2023</td><td></td><td></td><td>2022</td><td></td><td></td></tr><tr><td>June 30</td><td>Drawings</td><td></td><td>July 1</td><td>Bank</td><td>(1)</td></tr><tr><td></td><td>(12 000 (1) + 1 664 (1))</td><td>13 664</td><td>2023</td><td></td><td>15 000</td></tr><tr><td></td><td>Balance c/d</td><td>8 623</td><td>June 30</td><td>Profit for the year</td><td>(1) OF</td></tr><tr><td></td><td></td><td><u>22 287</u></td><td></td><td></td><td>7 287</td></tr><tr><td></td><td></td><td></td><td>July 1</td><td>Balance b/d</td><td>(1) OF</td></tr><tr><td></td><td></td><td></td><td></td><td></td><td><u>22 287</u></td></tr><tr><td></td><td></td><td></td><td></td><td></td><td>8 623</td></tr></table>						Date	Details	\$	Date	Details	\$	2023			2022			June 30	Drawings		July 1	Bank	(1)		(12 000 (1) + 1 664 (1))	13 664	2023		15 000		Balance c/d	8 623	June 30	Profit for the year	(1) OF			<u>22 287</u>			7 287				July 1	Balance b/d	(1) OF						<u>22 287</u>						8 623	5																																				
Date	Details	\$	Date	Details	\$																																																																																												
2023			2022																																																																																														
June 30	Drawings		July 1	Bank	(1)																																																																																												
	(12 000 (1) + 1 664 (1))	13 664	2023		15 000																																																																																												
	Balance c/d	8 623	June 30	Profit for the year	(1) OF																																																																																												
		<u>22 287</u>			7 287																																																																																												
			July 1	Balance b/d	(1) OF																																																																																												
					<u>22 287</u>																																																																																												
					8 623																																																																																												

Question	Answer	Marks
3(c)	<p>Full details are available about the assets, liabilities, revenues and expenses of the business (1)</p> <p>The preparation of financial statements is relatively straightforward (1)</p> <p>The profit or loss for the year is more likely to be reliable and accurate / the financial statements are more likely to be reliable and accurate (1)</p> <p>More informed decision-making is possible (1)</p> <p>A greater degree of control over business activities can be exercised (1)</p> <p>The possibility of fraud is reduced (1)</p> <p>Comparisons with the results of previous years and with other businesses are possible (1)</p> <p>Detailed records are available for reference purposes (1)</p> <p>Information required by a bank or other lender is readily available (1)</p>	1
3(d)	<p>Allowing Trade discount</p> <p>May encourage customers to purchase regularly / place repeat orders (1)</p> <p>If successful may increase revenue and gross profit OR If unsuccessful may decrease revenue and gross profit (1)</p> <p>Need to record which customers qualify for discount / record discount on invoices (1)</p> <p>One-off customers may feel they are being overcharged (1)</p> <p>Accept other valid points</p> <p>Max (3)</p> <p>Allowing Cash discount</p> <p>Some credit customers will pay more quickly or encourage prompt payment (1)</p> <p>Less money will be received (1)</p> <p>Will reduce profit / net profit for the year (1)</p> <p>3% may not be enough to encourage early payment (1)</p> <p>May reduce risk of irrecoverable debts (1)</p> <p>Accept other valid points</p> <p>Max (3)</p> <p>Recommendation (1)</p>	5

Question	Answer						Marks
4(a)	Error		Entries required to correct the error				9
			Debit		Credit		
			Account	\$	Account	\$	
	A payment for rent, \$350, had been debited to the wages account. The sales journal for September had been overcast by \$90.		Rent payable	350	Wages	350	
	Sales returns, \$110, had been recorded as purchases returns.		Sales	90 (1)	Suspense	90 (1)	
	A payment for office expenses, \$18, had been recorded in the office expenses account as \$81.		Purchases returns	110 (1)	Suspense	220 (1)	
	A petty cash book payment, \$29, to Cole, a supplier, had been recorded in the column for motor expenses.		Sales returns	110 (1)			
			Suspense	63 (1)	Office expenses	63 (1)	
		Cole	29 (1)	Motor expenses	29 (1)		
4(b)	Rachel Suspense account						5
	Date	Details	\$	Date	Details	\$	
	2023 Sep 30	Difference on trial balance (1)OF Office expenses (1)	247 <u>63</u> <u>310</u>	2023 Sept 30	Sales (1) Purchases returns (1) Sales returns (1)	90 110 <u>110</u> <u>310</u>	

PUBLISHED

Question	Answer	Marks																																	
4(c)	<table> <tr> <td></td><td>\$</td><td>\$</td></tr> <tr> <td>Draft profit</td><td></td><td>18 243</td></tr> <tr> <td>Add:</td><td></td><td></td></tr> <tr> <td>Office expenses</td><td>63 (1)</td><td></td></tr> <tr> <td>Motor expenses</td><td><u>29 (1)</u></td><td><u>92</u></td></tr> <tr> <td></td><td></td><td>18 335</td></tr> <tr> <td>Less:</td><td></td><td></td></tr> <tr> <td>Sales</td><td>90 (1)</td><td></td></tr> <tr> <td>Purchases returns</td><td>110 }</td><td></td></tr> <tr> <td>Sales returns</td><td><u>110 }(1)</u></td><td><u>(310)</u></td></tr> <tr> <td>Corrected profit</td><td></td><td><u>18 025 (1)OF</u></td></tr> </table>		\$	\$	Draft profit		18 243	Add:			Office expenses	63 (1)		Motor expenses	<u>29 (1)</u>	<u>92</u>			18 335	Less:			Sales	90 (1)		Purchases returns	110 }		Sales returns	<u>110 }(1)</u>	<u>(310)</u>	Corrected profit		<u>18 025 (1)OF</u>	5
	\$	\$																																	
Draft profit		18 243																																	
Add:																																			
Office expenses	63 (1)																																		
Motor expenses	<u>29 (1)</u>	<u>92</u>																																	
		18 335																																	
Less:																																			
Sales	90 (1)																																		
Purchases returns	110 }																																		
Sales returns	<u>110 }(1)</u>	<u>(310)</u>																																	
Corrected profit		<u>18 025 (1)OF</u>																																	
4(d)	Financial statements can still be reliable if errors are present provided those errors are not material or significant (1)	1																																	

Question	Answer	Marks
5(a)	<p>Gross margin $= \frac{98\,420 - (6\,175 + 78\,130 - 6\,265)}{98\,420} = \frac{20\,380}{98\,420} \text{ (1)} \times 100 = 20.71\% \text{ (1)OF}$</p> <p>Profit margin $= \frac{(20\,380 - 11\,325)}{98\,420} = \frac{9\,055}{98\,420} \text{ (1)OF} \times 100 = 9.20\% \text{ (1)OF}$</p> <p>Return on capital employed $= \frac{9\,055 \text{ OF}}{125\,000 \text{ (1)}} \times 100 = 7.24\% \text{ (1)OF}$</p> <p>Rate of inventory turnover $= \frac{(6\,175 + 78\,130 - 6\,265) \text{ (1)}}{(6\,175 + 6\,265) / 2 \text{ (1)}} = \frac{78\,040}{6\,220} = 12.55 \text{ times (1)OF}$</p> <p>Liquid ratio $= 992 / 4\,880 \text{ (1)} = 0.20:1 \text{ (1)OF}$</p>	11
5(b)	<p>The gross profit margin will be lower than her competitor's (1) Reduction in gross profit margin may result in a lower gross profit OR increase in sales may result in a higher gross profit (1)</p> <p>The profit for the year or profit margin will reduce because of the increase in (advertising) expenses OR the profit for the year may increase because of the increase in gross profit / increase in sales from extra advertising (1)</p> <p>Selling her inventory faster does not mean her sales will be more than her competitor (1) Needs to sell more inventory to significantly increase profit (1)</p> <p>Accept other valid points Max (3)</p>	3

Question	Answer	Marks
5(c)	<p>For obtaining a bank loan If business expands profit may increase (1) Once the loan is paid off, there will be no further liability to the bank (1) 5 years before loan is due allows time for repayment (1) Accept other valid points Max (2)</p> <p>Against obtaining a bank loan Interest will have to be paid on the loan (1) Loan interest will reduce profit for the year (1) The bank may require security (1) Assets may be at risk if unable to repay loan (1) The loan will have to be repaid (1) Bank may not be prepared to offer a loan (1) Accept other valid points Max (2)</p> <p>Recommendation (1)</p>	5
5(d)	<p>Assess whether loan can be repaid (1) Assess whether loan interest can be paid (1) Assess security available for the loan (1)</p>	1