



BERJAYA BUSINESS SCHOOL

FINAL EXAMINATION

Student ID (in Figures) :

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Student ID (in Words) : _____

Course Code & Name : **RTL1143 Merchandise Mathematics for Retailing**
 Trimester & Year : September 2018 – December 2018
 Lecturer/Examiner : Mr Goh Poh Kim
 Duration : 2 Hours

INSTRUCTONS TO CANDIDATES

1. This question paper consists of TWO (2) parts:
 - PART A (60 marks) : FIVE (5) Short Answer Questions. Answer all of them; answers are to be written in the Answer Booklet provided.
 - PART B (40 marks) : TWO (2) Calculation Questions. Answer all of them; answers are to be written in the Answer Booklet provided.
2. Candidates are not allowed to bring any unauthorized materials except writing equipment into the Examination Hall. Electronic dictionaries are strictly prohibited.
3. This question paper must be submitted along with all used and/or unused rough papers and/or graph paper (if any). Candidates are NOT allowed to take any examination materials out of the examination hall.
4. Only ballpoint pens are allowed to be used in answering the questions, with the exception of multiple choice questions, where 2B pencils are to be used.

WARNING: The University Examination Board (UEB) of BERJAYA University College regards cheating as a most serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in accordance with the clauses stipulated in the Students’ Handbook, up to and including expulsion from BERJAYA University College.

PART A : **SHORT ANSWER QUESTIONS (60 MARKS)**
INSTRUCTION(S) : **FIVE (5)** short answer questions. Answer **ALL** questions in the Answer Booklet(s) provided.

1. Identify and explain **FOUR (4)** types of discount a retailer can utilise to attract its customers.

(12 marks)
2. Merchandise plan is important for a retailer. Identify and explain **FOUR (4)** sources where a retailer can obtain its figures from for its merchandise planning.

(12 marks)
3. Explain **FOUR (4)** key components of pricing objectives in a buyer perspective.

(12 marks)
4. Define and state **TWO (2)** advantages for the following pricing strategies, “Everyday Low Pricing” and “High-Low Pricing”.

(12 marks)
5. Errors happen anywhere especially during sales session. Explain **FOUR (4)** types of error that would occurred during markdown period.

(12 marks)

(Total Part A: 60 marks)

END OF PART A

PART B : CALCULATION QUESTIONS (40 MARKS)

INSTRUCTION(S) : TWO (2) Calculation Questions. Answer all of them; answers are to be written in the Answer Booklet provided.

1. (a) Calculate from (i) until (viii):

Retail RM	Cost RM	Markup %	Cost %
• RM58.50	RM28.96	___(i)___	___(ii)___
• ___(iii)___	RM49	49.9%	___(iv)___
• RM15.98	___(v)___	54%	___(vi)___
• ___(vii)___/unit	RM28.20/dozen	52.5%	___(viii)___

(16 marks)

- (b) During June, a buyer took markdowns totalling RM102,000. Net sales for June were RM300,000. Determine the markdown percent for June.

(4 marks)

2. (a) A cosmetics buyer received the following merchandise and covering invoice from the Whitehall Manufacturing Company: 9 dozen eye liner at RM24 per dozen at cost, 18 mascara sets at RM36 per set at cost, 144 jar eye cream at RM27 per dozen at cost. Shipping costs amounted to RM2 per dozen of merchandise. Cash discount allowed by the vendor was 3%.

- i. What was the billed cost of this shipment? (3 marks)
- ii. What was the delivered cost? (3 marks)
- iii. What was the net cost of this purchase if the invoice was paid in time to earn the cash discount? (4 marks)

- (b) The buyer for the blouse department reduced 45 blouses for the weekend from RM55.00 to RM38.00. 30 of the blouses were sold during the sale at RM38.00. The day after the sale the buyer marked the remaining blouses up to RM48.00. All of these were then sold at RM48.00. Determine the markdown cancellation and the net markdown.

(10 marks)

(Total Part B: 40 marks)

END OF EXAM PAPER

RTL1143 Merchandise Mathematics for Retailing

Formula Sheet

1. Dollar Markup
= Dollar Retail – Dollar Cost
2. Markup Percent Based on Retail
= Dollar Markup / Dollar Retail
= (Dollar Retail – Dollar Cost) / Dollar Retail
3. \$ Markdown
= Previous Price – New, Reduced Price
4. Markdown %
= \$ Markdown / \$ Net Sales
5. Gross Markdown
= Total item x (Retail Price – Markdown Price)
6. Markdown Cancellation
= Total unsold item x (Retail Price – Markdown Price)
7. Net Markdown
= Total Markdown – Markdown Cancellation
8. Net Markdown %
= \$ Net Markdown / \$ Actual Sales