BERJAYA
UNIVERSITY COLLEGE

FACULTY OF BUSINESS

FINAL EXAMINATION

Student ID (in Figures)   :

Student ID (in Words)   :

Course Code & Name   :   **RTL1143 MERCHANDISE MATHEMATICS FOR RETAILING**
Semester & Year   :   May – August 2021
Lecturer/Examiner   :   Suhada Ishak
Duration   :   2 Hours

INSTRUCTIONS TO CANDIDATES

1. **This question paper consists of 2 parts:**
    PART A (60 marks)   :   FIVE (5) short answer questions. Answers are to be written the Answer Booklet provided.
    PART B (40 marks)   :   TWO (2) essay/calculations questions. Answers are to be written in the Answer Booklet provided.
2. **Candidates are not allowed to bring any unauthorised 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.

Total Number of pages = 3 (Including the cover page)

PART A   : FIVE (5) SHORT ANSWER QUESTIONS (60 MARKS)

Instructions   : Answer ALL questions. Answer to be written in the Answer Sheet provided.

Question 1

Discuss the discount operations and off-price retail operations in retail buying.   (10 marks)

Question 2

Define retail price and the following discounts:

   a.   Quantity discount
   b.   Seasonal Discount
   c.   Cash Discount

(10 marks)

Question 3

Determine **FIVE (5)** factors that influence the price of merchandises.   (15 marks)

Question 4

Define markdown and discuss **THREE (3)** reasons for the buyers taking markdowns.

(10 marks)

Question 5

A buyer receives an invoice for $500. Assuming that the buyer paid the invoice on time, use the following terms and calculate

   a.   The last day on which the cash discount is allowed
   b.   The amount to be remitted if the discount is taken

Invoice Date	Date Merchandise is Received	Terms	Cash Discount Date	Amount Due
May 29	June 5	8/10 EOM		
June 28	July 8	3/10-40X		
Dec 1	December 5	1/10, n/30		
January 18	January 24	6/10 ROG		
May 14	May 21	3/10 EOM		

(15 marks)

END OF PART A

PART B : TWO (2) CALCULATIONS QUESTIONS (40 MARKS)

Instructions : Answer ALL questions. Answer to be written in the Answer Sheet provided.

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QUESTION 1

Determine the initial markup percent in a department having these planned figures?

Net sales $420,000
Expenses 38%
Markdowns $8,500
Alteration costs $950
Shortages $2,500
Cash discounts $1,600
Employee discounts $1,900
Profit 8%

(20 marks)

Question 2

The sales for last year from January to June 2020 for XYZ Company were as follows:

January: $47,152
February: $45,083
March: $30,294
April: $50,816
May: $50,789
June: $55,034

By referring to the above last year sales from January to June 2020,

i. Determine the sales total for the last year from January to June 2020.

(2 marks)

ii. Compute the percent of sales for each month from January to June 2020.

(6 marks)

iii. If the goal is to gain a 1.3% increase in the sales for next year, calculate the planned season sales.

(3 marks)

iv. Using the sales curve from last year as a guide, distribute the planned sales among the months in the season.

(6 marks)

v. Identify the percentage change in sales for each month.

(3 marks)

[Total : 20 marks]

END OF QUESTIONS