



BERJAYA BUSINESS SCHOOL

FINAL EXAMINATION

Student ID (in Figures) :

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Student ID (in Words) : _____

Subject Code & Name : **RTL1143 Merchandise Mathematics for Retailing**
 Semester & Year : September 2017 – December 2017
 Lecturer/Examiner : Mr Goh Poh Kim
 Duration : 2 Hours

INSTRUCTIONS TO CANDIDATES

1. This question paper consists of **TWO (2)** parts:

- PART A (60 marks) : FOUR (4) Short Answer Questions. Answer all of them; answers are to be written in the Answer Booklet provided.**
- PART B (40 marks) : FIVE (5) 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 of Hospitality 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 of Hospitality.

Total Number of pages = 4 (Including the cover page)

PART A : SHORT ANSWER QUESTIONS (60 MARKS)

INSTRUCTION(S) : FOUR (4) short answer questions. Answer ALL questions in the Answer Booklet(s) provided.

1. Define the following terms used in Merchandise Mathematics:
 - a. Retailing
 - b. Flagship Store
 - c. Gross Margin
 - d. Markup
 - e. Sales Curves

(15 marks)
2. There are many factors influenced the total cost of merchandise sold by the manufacturers or intermediaries. Identify and explain any **five (5)** of the factors.

(15 marks)
3. Negotiating the purchase of merchandise is an important part of the buying process. Identify and explain any **five (5)** items to be included in a negotiation process.

(15 marks)
4. Explain any **three (3)** external factors and **two (2)** internal factors that can influence sales.

(15 marks)

END OF PART A

PART B : CALCULATION QUESTIONS (40 MARKS)

INSTRUCTION(S) : FIVE (5) Calculation questions. Answer ALL questions in the Answer Booklet(s) provided.

1. a) A customer ordered the following fabrics:
24 3/4 yards at RM52.00 yard
52 1/2 yards at RM24.00 yard
12 1/4 yards at RM16.00 yard

What was the total dollar amount purchased?

(5 marks)

- b) On July 3, the buyer for the women's sportswear department at the main store decided to transfer the following items to a branch store:

20 blouses at RM22 each
32 skirts at RM14 each
10 pants at RM18 each
9 blazers at RM41 each

If the department had RM32,000 of inventory on July 2, what percent of the inventory was transferred?

(5 marks)

2. Set up a complete skeletal statement for each of the following problems.

- a) Net sales RM178,600
Cost of merchandise sold RM 87,932
Expenses 46%

(5 marks)

- b) Gross sales RM387,360
Customer returns & allowances RM 33,315
Gross margin 44.6%
Loss (1.2%)

(5 marks)

3. A department had the following inventory and sales figures:

	<u>BOM Inventory</u>	<u>Net Sales</u>
August	RM12,000	RM5,000
September	14,000	8,500
October	13,000	8,000
November	17,000	9,500

Determine the stock turnover for the four-month period, August--November.

(5 marks)

4. Sales for May were RM8,475. Calculate the markdown percent for May if the buyer took the following markdowns during the month:

21 shirts from RM38 to RM21
15 shorts from RM25 to RM17
32 halter tops from RM32 to RM22
7 pants from RM60 to RM40
8 skirts from RM50 to RM40

(5 marks)

5. A buyer for Moore's Furniture Store purchased the following pillows at a decorator's close-out sale:

12 needlepoint pillows	RM18 each
18 crochet pillows	RM21 each
23 appliqued pillows	RM12 each
10 quilted pillows	RM15 each

The buyer plans to retail all pillows at the same price. What retail price will result in a 58% markup?

(10 marks)

END OF EXAM PAPER