

**ÉRETTSÉGI VIZSGA • 2010. október 18.**

**KÖZGAZDASÁGI  
ALAPISMERETEK  
(ÜZLETI GAZDASÁGTAN)  
ANGOL NYELVEN**

**KÖZÉPSZINTŰ ÍRÁSBELI  
ÉRETTSÉGI VIZSGA**

**JAVÍTÁSI-ÉRTÉKELÉSI  
ÚTMUTATÓ**

**NEMZETI ERŐFORRÁS  
MINISZTERIUM**

---

## **Important Information**

**Only the indicated points can be given to the answers featured in the correction-evaluation guide.**

**The indicated points can only be broken down further if it is specifically indicated. The scores thus given can only be whole numbers.**

---

## Multiple choice and short answer questions

**Question 1****10 points**

a) Complete the table below showing the possible ways of grouping securities with the missing information.

1. Rights embodied by the security	2. According to the possible ways of assignment	3. According to their yield	4. According to their maturity
Lending relationship	On demand	<b>Non-interest bearing</b>	Short-term
<b>Share (property)</b>	<b>Registered</b>	Fixed interest	Mid-term
Receivables	Order securities	<b>Variable yield</b>	Long-term
<b>Other rights</b>	XXXXXXXXXXXXX	Convertible interest	<b>Unlimited maturity</b>

6 x 1 = 6 points

b) Provide one example for each of the securities with the following features.

Interest bearing	... <b>Bond</b> ...
Unlimited maturity	... <b>Share</b> ...
Cash substitute	... <b>Cheque</b> ...
Embodying another right	... <b>Insurance policy</b> ...

Other correct answers are also acceptable.

4 x 1 = 4 points

**Question 2****3 points**

You would like deposit HUF 1 000 000 in free cash funds for five years at 8.5% compound interest in order to be able to implement your future development plans.

**Complete the correlation describing how to calculate the total amount of the deposit at maturity. (No actual calculations required!)**

Total amount of the deposit at maturity = 1 000 000 x **1.085<sup>5</sup>**

2 + 1(to the appropriate power) = 3 points

**Question 3****5 points**

**Determine the values corresponding to working capital asset groups in the balance sheet of an enterprise, if the indices corresponding to the liquidity position of the enterprise have been calculated as follows.**

Liquidity I. (Short term liquidity) = HUF 16 200 000 / HUF 8 000 000

Liquidity ratio II. = (HUF 16 200 000 – HUF 8 000 000) / HUF 8 000 000

Liquidity III. (Acid test ratio) = HUF 2 200 000 / HUF 8 000 000

**Balance sheet – excerpt**

<b>Name</b>	<b>HUF thousand</b>	
B. Working capital	<b>16 200</b>	1 point
I. Stocks	<b>8 000</b>	1 point
II. Receivables	1 500	
III. Securities	<b>4 500</b>	2 points
IV. Funds	<b>2 200</b>	1 point

**Question 4****5 points**

Name the concepts below based on the given description.

- .....**Profit and loss statement**.....: is issued for a specific (maturity date) date and shows how items leading to balance sheet profit and loss as well as the components of profit.
- .....**Main balance sheet class**.....: Items marked by capital letters in the balance sheet.
- .....**Accounting closing entries**.....: The activity whereby continuous accounting is made complete at the end of a calendar period, closing the accounting in question and which is needed in preparation for the annual report.  
(The term “closing” is also acceptable in itself.)
- .....**Logistics**.....: The activity the ensures that the materials, spare parts, products required for uninterrupted corporate operation are available at the site and time determined by the enterprise in the appropriate amount, variety and quality.
- .....**Wage cost or gross wages** ...: Amount booked as the compensation for the services provided by a worker, employee, member or natural person proprietor of an enterprise.  
5 x 1 = 5 points

**Question 5****3 points**

Write three statements about rights of disposal over bank accounts.

- 1. The account holder may dispose over his/her bank account freely with the exception of an enforceable court or public administrative order.**
- 2. An enterprise supplies its banking orders with the signature of two executive officers accompanied by the official stamp of the enterprise.**
- 3. An enterprise notifies the bank of the persons with rights of disposal over the bank account in a specimen of signature.**

3 x 1 = 3 points

Sentences with similar professionally sound content are also acceptable. The first statement may be accepted even without the part about the exception to the rule.

**Question 6** **3 points**

Put (T) for true and (F) for false on the dotted lines after the dates described below.

1. The date of performance is the date when the seller hands over the merchandise to the buyer, or completes a service and the principal accepts it as performed. **T**
  2. The date of payment is the day by which payment must occur. **F**
  3. The payment deadline is the day, when payment must be regarded as performed. **F**
- 3 x 1 = 3 points

**Question 7** **7 points**

Match corporate market tools and market strategies in the following table by inserting the appropriate number in the empty boxes below.

A	B	C	D	E	F	G
<b>2.</b>	<b>4.</b>	<b>3.</b>	<b>1.</b>	<b>2.</b>	<b>3.</b>	<b>4.</b>

7 x 1 = 7 points

- |   |                               |
|---|-------------------------------|
| A) Dominant enterprise on the market                      | 1. market challenger strategy |
| B) Specialization is its main line of thought             | 2. market leader strategy     |
| C) Does not enter into conflict with the market leader    | 3. market follower strategy   |
| D) Evasive attack   | 4. market nicher strategy     |
| E) Market expansion                                       |                               |
| F) Heads in the direction determined by the market leader |                               |
| G) Looks for unexploited niches in the market             |                               |

**Question 8** **8 points**

Put the characteristics detailed below in the columns corresponding to the appropriate phase of the product life cycle curve.

Put the letter in front of each definition in the appropriate box.

(Each letter can only appear once!)

- |                                |                                   |
|--------------------------------|-----------------------------------|
| A minimal profit               | B profit stabilizes               |
| C promotion costs decrease     | D slow increase in turnover       |
| E turnover drops               | F recognition of weak product     |
| G supporting more frequent use | H attracting competitor consumers |

Market introduction	Growth	Maturity	Decline
<b>A</b>	<b>C</b>	<b>B</b>	<b>G</b>
<b>D</b>	<b>H</b>	<b>F</b>	<b>E</b>

8 x 1 = 8 points

**Question 9****6 points**

The following turnover data are known of the actors of the division of labour described below.

(VAT is 25% in all cases)

Complete the table with the missing information.

(Data in HUF)

According to division of labour	Purchase price including VAT	Net sales price	Gross sales price	Deductible value added tax	Payable value added tax	Taxes due to central budget
Producer	-	300	375	-	75	75
Manufacturer	375	<b>400</b>	500	75	100	<b>25</b>
Merchant	<b>500</b>	820	<b>1025</b>	100	205	<b>105</b>

6 x 1 = 6 points

### Questions requiring calculations, filling in notes and practical book keeping tasks

**Question 1****10 points**

Our enterprise is called Aktu Kft.

There were two deals, one procurement and one sales transaction made in January of 2010.

General data of the enterprise:

<b>Aktu Kft.</b>	Budapest, Kikelet köz 3/b
Tax number: 61422222-2-41	
Account number: 11703458-01234111	
Person with right of disposal over bank account: Béla Nagy	

The business partners are featured in the current accounts registries as follows:

<b>Current account registry no. 1</b>	
<b>Kelet Kft.</b>	Monor, Fenyő utca 45.
Tax number: 63432155-2-41	
Account number: 11633355-04567899	
<b>Current account registry no. 2.</b>	
<b>Napsugár Kft.</b>	Dabas, Barátság sétány 12.
Tax number: 61111389-2-41	
Account number: 11733338-02234341	

The procurement was made from Kelet Kft on January 3 in an amount of HUF 1 200 000 + 25% VAT (invoice document number: BA 02541). The sales transaction was concluded with Napsugár Kft. on January 28 in an amount of HUF 1 250 000 + 25% VAT (invoice document number: AC 00501). The payment deadline for both transactions is 20 days, and our enterprise is the one initiating payment for both transactions in accordance with the relevant sales contract. Both payment methods are possible.

**Prepare the basic data of the bank orders initiating payment and then fill in the attached wire transfer order for January 10, 2010.**

**Data of the bank account transaction order:**

Method of payment: ..... **wire transfer**.....

Name and seat of business partner: ..... **Kelet Kft.** ..... **Monor**

Bank account number: ..... **11633355-04567899**.....

Amount: ..... **HUF 1 500 000** .....

Correct answers for this question will be included in the score given for transfer order.

**Data of the bank account transaction order:**

Method of payment: ..... **collection order**.....

Name and seat of business partner: ..... **Napsugár Kft** ..... **Dabas** .....

Bank account number: ..... **11733338-02234341**.....

Amount: ..... **HUF 1 250 000**.....

1 point for correctly naming the method of payment, 1 point for identifying the business partner correctly with the required information, and 1 point for the correct amount.

Kérjük, hogy az alábbi összeget bankszámlánk terhére átutalni szíveskedjenek.

A megbízó aláírása (a hitelintézetnél bejelentett módon)		A megbízás kelte		A megbízó számláját vezető hitelintézet neve és székhelye	
Nagy Béla		2010.01.10.			
A megbízó neve					
AKTU KFT					
A megbízó pénzforgalmi jelzőszáma					
11703458 - 01234111 -					
A jogosult neve					
KELET KFT					
(folytatás)		VIBER		Összeg (forintra kerekítve)	
				1 500 000 Ft	
A jogosult pénzforgalmi jelzőszáma					
11633355 - 04567899 -					
Terhelési nap		Bizonylatszám		Megbízó ország kódja	
2010.01.23					
Jel					
Közlemény (Ha ez a sor hivatkozási számot tartalmaz, kérjük, írjon „X”-et a sor legelső kockájába.)					
X BA02541					
Közlemény					

<93>

Kérjük, hogy a fenti sávra ne írjon és ne bélyegezzon!

**Átutalási megbízás**

Signature of the principal: 1 point; Name and account number of the principal: 1 point; Name and account number of the entitled party: 1 point, but only if it is also correct on the corresponding document; correct amount: 1 point, but only if it is also correct on the corresponding document; correct day of debit: 1 point; document number featured in the remarks column: 1 point – total of 7 points.

**Question 2****9 points**

The data relevant to the self-manufactured stock of an enterprise are the following (for one particular product):

Finished product      opening inventory: 1 000 pcs, cost price HUF 650/pc  
                                  taken into inventory: 2 000 pcs, cost price HUF 720/pc  
                                  sales: 2 500 pcs

The decrease in inventory was evaluated with the FIFO method.

Opening value of unfinished production: HUF 26 000  
    closing value: HUF 60 000

- a) Calculate the change in the value of self-manufactured stock based on the information detailed above.

**Finished product:**

closing amount: $1000 + 2000 - 2500 = 500$ db	1 point
according to FIFO HUF 720/pc cost price	1 point
$500 \text{ pcs} \times \text{HUF } 720/\text{pc} = \text{HUF } 360\,000$	1 point
opening amount: $1000 \text{ pcs} \times \text{HUF } 650/\text{pc} = \text{HUF } 650\,000$	1 point
change in amount: $360\,000 - 650\,000 = -\text{HUF } 290\,000$	1 point

**Unfinished production:**

closing amount: HUF 60 000	
opening amount: HUF 26 000	
change in amount: $60\,000 - 26\,000 = +\text{HUF } 34\,000$	1 point

<b>Total change in self-manufactured stock: – HUF 256 000</b>	1 point
---	---------

- b) Determine what effect the change in the above amount will have on the profit and loss of the period in question.

Circle the correct answer.

The change in self-manufactured stocks      increases      decreases

the profit and loss of the period

1 point

- c) Determine which profit category the change described above modifies.

... **Operating (business) profit** ..... 1 point



**Question 3****16 points****Key data of two plants of an enterprise**

Name		January 2008		January 2009	
		Plant "A"	Plant "B"	Plant "A"	Plant "B"
<b>Headcount (average) (persons)</b>	<b>Women</b>	32	16	38	16
	<b>Men</b>	48	20	52	20
<b>Wage bill (thousand HUF)</b>	<b>Women</b>	3 136	1 584	3 838	1 584
	<b>Men</b>	6 288	2 460	6 864	2 700
<b>Finished products sold</b>	<b>(pcs)</b>	..	..	20 000	8 000
	<b>HUF thousand</b>	..	..	15 000	6 000

Calculate the value of the indicators answering questions a) – e) below based on the table above.

Write the name and value of the statistical indicator calculated on the dotted line. Do not forget to pay attention to the units used! Provide your answers to the 4<sup>th</sup> decimal place (rounded to one decimal when expressed as a percentage). Provide your auxiliary calculations.

- a) Ratio of female workers in 2008 compared to the total headcount of the enterprise

Name of statistical indicator: ...**ratio of distribution**..... Result: .....**41.4%**.....

Auxiliary calculation:

$$(32 + 16) \div (32 + 16 + 48 + 20) = 48 \div 116 = 0.4137$$

Correct name of indicator: 1 point; Correct numerator: 1 point; Correct denominator: 1 point; correct result: 1 point = 4 points

- b) Development of the wage bill of the whole enterprise in 2009 compared to the same data in January 2008

Name of statistical indicator: ...**dynamic ratio**. Result: ...**111.3%**....

Auxiliary calculation:

$$(3\,838 + 1\,584 + 6\,864 + 2\,700) \div (3\,136 + 1\,584 + 6\,288 + 2\,460) = 14\,986 \div 13\,468 = 1,1127$$

Correct name of indicator: 1 point; Correct numerator: 1 point; Correct denominator: 1 point; correct result: 1 point = 4 points

- c) Average wage of male workers in plant "B" in January of 2009

Name of statistical indicator: ... **ratio of intensity**..... Result: ...**135 000 Ft/person**...

Auxiliary calculation:

$$2700 \div 20 = \text{HUF } 135 \text{ thousand}$$

Correct name of indicator: 1 point; correct result: 1 point = 2 points

d) Development of the average wage of male workers in plant “B” between 2007 and 2009:

Additional information: The development of the average wage of male workers in plant “B” between January 2007 and January 2008 was 110%.

Name of statistical indicator: ...**geometrical average** Result:...**109.9%**

Correct name of indicator: 1 point; correct result: 1 point; calculation as follows:

Auxiliary calculation:

**Plant “B” average wages of men in 2008:  $2460 \div 20 = \text{HUF } 123 \text{ thousand /person}$**   
**Change from 2008 to 2009:  $135 \div 123 = 1.0975$**  1 point

**Average change:  $\sqrt{1.0975 \times 1.1} = \sqrt{1.20725} = 1.0987$**  1 point  
 = 4 points

e) Wage cost projected to one (sold) finished product in plant “A” in 2009:

Name of statistical indicator: ..**ratio of intensity**.. Result:.....**HUF 535.1/pc**

Auxiliary calculation:

**$(3\,838 \text{ thou} + 6\,864 \text{ thou}) \div 20\,000 = 10\,702 \text{ thou} \div 20\,000 = \text{HUF } 535.1 / \text{pc}$**   
 Correct name of indicator: 1 point; correct result: 1 point = 2 points

#### Question 4

**15 points**

**Book the following economic events according to a time series in the journal attached.**

1. Cash withdrawal in an amount of HUF 500 000 from a bank account based on the issued cashier receipt.
2. Procurement of raw materials in exchange for cash. Total amount of the invoice: HUF 500 000 (HUF 400 000 + HUF 100 000 VAT). The procured materials have been taken into inventory.
3. Bank notification on the cash withdrawal.
4. Procurement of equipment for manufacturing in an amount of HUF 1 200 000 + 25% VAT from the investment supplier.
5. Capitalization of the equipment.
6. Use of the procured materials for manufacturing purposes.
7. Gross wages booked for the employees: HUF 1 600 000, total social security wage contributions booked: HUF 480 000.
8. The products manufactured during the relevant period have been stored. Cost price value: HUF 900 000.
9. Finished product sales at sales price: HUF 1 000 000 + 25% VAT, cost price value: HUF 900 000.
10. Periodic depreciation booked on the tangible assets commissioned: HUF 150 000.

Journal, January 2010							
No. of entry	No. of account payable	Name of account payable	No. of account receivable	Name of account receivable	Text	Amount payable	Amount receivable
1.	381	Cash on hand	389	Transit account	Cash withdrawal	500 000	500 000
2.	21	Materials	381	Cash on hand	Procurement	400 000	400 000
	466	Pre-charged value added tax	381	Cash on hand	Deductible value added tax	100 000	100 000
3.	389	Transit account	384	Deposit account for settling of accounts	Bank records	500 000	500 000
4.	16	Capital investments	455	Suppliers for capital investments	Machinery procurement	1 200 000	1 200 000
	466	Pre-charged value added tax	455	Suppliers for capital investments	Deductible value added tax	300 000	300 000
5.	131	Technical equipment, machinery, vehicles	16	Capital investments	Capitalisation	1 200 000	1 200 000
6.	51	Material costs	21	Materials	Utilisation	400 000	400 000
7.	54	Payroll costs	471	Income settlement	Gross wage	1 600 000	1 600 000
	56	Withholding taxes and contributions	473	Social insurance contribution payable	Contributions booked	480 000	480 000
8.	25	Finished goods	581	Changes in self-produced inventories	Taking into inventory	900 000	900 000
9.	31	Customers	91	Net sales revenue	Sale price	1 000 000	1 000 000
	31	Customers	467	Value added tax payment liability	Value added tax on sale	250 000	250 000
	581	Changes in self-produced inventories	25	Finished goods	Decrease in inventory	900 000	900 000
10.	57	Depreciation	139	Ordinary depreciation of technical equipment, machinery, vehicles	Ordinary depreciation	150 000	150 000

Only for faultless accounting items 15 x 1 = 15 points