KÖZGAZDASÁGI ALAPISMERETEK
(ÜZLETI GAZDASÁGTAN)
ANGOL NYELVEN

KÖZÉPSZINTŰ ÍRÁSBELI ÉRETTSÉGI VIZSGA

JAVÍTÁSI-ÉRTÉKELÉSI ÚTMUTATÓ

OKTATÁSI ÉS KULTURÁLIS MINISZTÉRIUM
**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  8 points
Make the comparison from the list below the table by writing the features in the appropriate box.

<table>
<thead>
<tr>
<th>Differentiating features</th>
<th>Sales concept</th>
<th>Marketing concept</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client orientation</td>
<td>The focus is not the customer, rather the product to be sold.</td>
<td>The customer’s need is in the centre of attention.</td>
</tr>
<tr>
<td>Starting point</td>
<td>They try to sell the existing product at any cost.</td>
<td>Focuses on market demand, producing products that can be sold.</td>
</tr>
<tr>
<td>Tools</td>
<td>Aggressive advertising, hard sale.</td>
<td>Coordinates marketing tasks in the interest of satisfying consumer needs.</td>
</tr>
<tr>
<td>Purpose of the concept</td>
<td>Profits by cutting costs and increasing sales volume.</td>
<td>Profit for the long-run as well as satisfying consumer needs.</td>
</tr>
</tbody>
</table>

8 x 1 = 8 points

Question 2  6 points
a) Link the name of the concept with the matching description.

Utility  Provides the most advantages from the products offered to satisfy the given need.

Value  The extent to which the product can satisfy the consumer’s needs.

Satisfaction  The product satisfies the customer’s expectations  3 x 1 = 3 points

b) Choose three elements of the macro-environment from the list below by underlining the correct answer. (Do not underline more than three items, as underlining more items will result in deductions.)

Demographic environment; Marketing advisors; Legislation; Consumers;
Brand – competitors; Natural resources; Market mediators; Financial service providers

3 x 1 = 3 points

If wrong answers are given, deductions should not go below 0 points.
Question 3 7 points
Write next to the following statement lines whether they are part of a Balance Sheet or a Profit and Loss Statement. (If the line in question is part of the Balance Sheet also indicate the main group as well as the group of the line, whereas in case of a Profit and Loss Statement please indicate the relevant P&L category.)

<table>
<thead>
<tr>
<th>Name of line</th>
<th>Balance sheet main class, class</th>
<th>Profit and loss statement P&amp;L category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Securities bought for resale</td>
<td>Working capital Securities</td>
<td>----</td>
</tr>
<tr>
<td>Turnover (Sales, Revenue)</td>
<td>----</td>
<td>Operating (business) income</td>
</tr>
<tr>
<td>Change in self-manufactured stocks</td>
<td>----</td>
<td>Operating (business) income</td>
</tr>
<tr>
<td>Income on financial operations</td>
<td>----</td>
<td>Profit on ordinary activities*</td>
</tr>
<tr>
<td>Unpaid issued capital</td>
<td>Equity</td>
<td>----</td>
</tr>
<tr>
<td>Profit and loss according to the balance sheet</td>
<td>Equity</td>
<td>Profit and loss according to the balance sheet *</td>
</tr>
</tbody>
</table>

* Separate P&L categories are also acceptable! 7 x 1 = 7 points

Question 4 7 points
a) Put the following accounting tasks into chronological order.
Booking of economic events according to time series and account lines; closing; checking, preparation of the statement
1. opening
2. booking of economic events according to time series and account lines
3. checking
4. closing
5. preparation of the statement

Two correct positions: 1 point, 4 correct positions: 2 points.

b) Categorize the following tasks by putting the correct number in the box in front of the task from the list above.

1. Item registered to the debit side of the assets accounts against offset account no. 491
2. Accounting for notes
3. Preparation of a trial balance
4. Reclassification of the ledger account balance to the Accounting of after tax profit account no. 493
5. Balance sheet + P&L statement + Preparation of a supplementary annex

(Points can be awarded if the tasks are grouped correctly even if the chronology is wrong!) 5 x 1 = 5 points
Question 5
Name the notes that correspond to the following descriptions.

- List of sums to be deducted from the monthly salary payment of employees due to employee debt
  Name of note: …… Deduction list ……………

- Data of interim property changes gathered from source records via aggregation
  Name of note: ……Property change dispatch note ……
  (The term Dispatch alone is also acceptable.)

- External record of procurement featuring the amount to be paid including the relevant amount of the value added tax
  Name of note: ……..Supplier invoice………………
  (The terms invoice or procurement invoice are also acceptable.)

- Totalling of the changes in the portfolios in the cash register at the end of the day
  Name of note: ……..Daily cash register report………

- Order made by the enterprise to its account holding bank to effect payments from its account
  Name of note: ……..Wire transfer order………………
  5 x 1 = 5 points

Question 6

a) Explain the most important difference between a wire transfer order and a collection order.

In the case of a wire transfer order the buyer initiates payment, while in the case of a collection order the seller initiates it. 2 points

b) Name the two forms of a collection order. Explain the difference between the two.

Prompt collection order and deferred payment documentary collection order. In the case of a deferred payment documentary collection order the debtor may raise an objection against payment before the collection order is due.

1 + 1 + 1 = 3 points
Question 7  

4 points

a) Name the type of the statistical line and how it was created.

Monthly paint amounts sold broken down by colour

<table>
<thead>
<tr>
<th>Colours</th>
<th>kg</th>
</tr>
</thead>
<tbody>
<tr>
<td>Red</td>
<td>102</td>
</tr>
<tr>
<td>Blue</td>
<td>184</td>
</tr>
<tr>
<td>Yellow</td>
<td>89</td>
</tr>
<tr>
<td>Purple</td>
<td>111</td>
</tr>
<tr>
<td>Total</td>
<td>486</td>
</tr>
</tbody>
</table>

Statistical line: ………qualitative, created by grouping ………………… 1 + 1 point

b) Write down the method of calculation of the sales proportion of blue paint. In addition, name the index used.

……184/486, ……ratio of distribution…………… 1 + 1 point

Question 8  

2 points

Select the price change index from the ratios composed of aggregate value indices below by framing the correct ratio.

Sales of the year at market price
Sales of the year at basis price

Sales of the year at basis price
Base year sales at basis price

Question 9  

6 points

a) List the basic information that a tax return should contain and put them into five different groups.

- Identification data of the taxpayer
- Tax base
- Tax exemptions
- Rate and amount of taxes (tax amount only is also acceptable)
- Benefits 5 x 1 = 5 points

b) What form does the highest level of legislation on taxation take?

…an act of law… 1 point
Questions requiring calculations, filling in notes and practical book keeping tasks

Question 1  10 points

Choose from the information below the data registered on internal warehouse notes and put them in the correct columns of the table below. When filling in the table below, think the question through from the point of view of the purpose of the notes and the place where the notes would be filled in, just as you would if you were filling in a real note.

On September 23, 2009 our company bought 650 kg of material at a value of HUF 820 + 25% VAT according to the invoice issued by Műanyag Kft. Budapest, which material arrived on the same day, and was received by the warehouse, and Tamás Kis warehouse keeper. The warehouse remitted 600 kg of this material upon the remittance of Levente Fekete to be charged to sponsor no. “711/A”. The material is identified as white synthetic fabric under ID number 32145.

<table>
<thead>
<tr>
<th>Information featured only on the receipt note</th>
<th>Information featured on both notes</th>
<th>Information featured only on the remittance note</th>
</tr>
</thead>
<tbody>
<tr>
<td>650 kg*</td>
<td>White synthetic fabric no. 32145</td>
<td>600 kg*</td>
</tr>
<tr>
<td>September 23, 2009</td>
<td>820 Ft/kg unit price</td>
<td>September 24, 2009</td>
</tr>
<tr>
<td>Műanyag Kft. Budapest</td>
<td>Kis Tamás warehouse keeper</td>
<td>Charged to sponsor no. 711/A</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>Levente Fekete remitter</td>
</tr>
</tbody>
</table>

* amount exclusive of VAT is also acceptable.

Question 2  8 points

Basic data of the procurements carried out by the enterprise during the relevant period:

<table>
<thead>
<tr>
<th>Economic event</th>
<th>Amount (kg)</th>
<th>Unit price (HUF/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>procurement 1</td>
<td>650</td>
<td>820</td>
</tr>
<tr>
<td>procurement 2</td>
<td>600</td>
<td>840</td>
</tr>
<tr>
<td>Use 1</td>
<td>1 000</td>
<td></td>
</tr>
<tr>
<td>procurement 3</td>
<td>550</td>
<td>800</td>
</tr>
<tr>
<td>procurement 4</td>
<td>900</td>
<td>780</td>
</tr>
<tr>
<td>Use 2</td>
<td>1 000</td>
<td></td>
</tr>
<tr>
<td>procurement 5</td>
<td>500</td>
<td>795</td>
</tr>
<tr>
<td>Use 3</td>
<td>1 000</td>
<td></td>
</tr>
</tbody>
</table>

Calculate the value of the three material uses and the value of the closing stock at year-end using staggered price setting.

Average price before use 1: \((650 \times 820 + 600 \times 840) : 1250 = 829.6\) HUF/kg

Value of use 1: \(1 000 \times 829.6 = 829 600\) HUF

and the following remained in stock: \(50 \times 829.6 = 207 400\) HUF

2 points
Average price before use 2: \( \frac{250 \times 829.6 + 550 \times 800 + 900 \times 780}{1700} = 793.76 \text{ HUF/kg} \)

Value of use 2: \( 1000 \text{ kg} \times 793.76 \text{ HUF/kg} = \text{ HUF} 793760 \)

and the following remained in stock: \( 700 \times 793.76 = \text{ HUF} 555632 \)

3 points

Average price before use 3: \( \frac{700 \times 793.76 + 500 \times 795}{1200} = 794.28 \text{ HUF/kg} \)

Value of use 3: \( 1000 \text{ kg} \times 794.28 \text{ HUF/kg} = \text{ HUF} 794280 \)

and the following remained in stock: \( 200 \times 794.28 = \text{ HUF} 158856 \)

2 points

1 point

Points evaluate the calculation of the average price, but can only be awarded after multiplication with the relevant amount has taken place. The logical solution should merit the maximum score even if there was an initial calculation error that was repeated later on in the calculation. The average prices of properly executed rounding up may also be accepted as correct.

Question 3 4 points

Based on the data provided in the previous question calculate the following using the FIFO method:

a) the value of use 2

Value of use 2 calculated with the FIFO method: \( 250 \times 840 + 550 \times 800 + 200 \times 780 = \text{ HUF} 806000 \)

1 + 1 + 1 = 3 points

b) the value of the closing stock at the end of the period

The FIFO values of the closing stock: \( 200 \text{ kg} \times 795 \text{ HUF/kg} = \text{ HUF} 159000 \)

1 point

Question 4 8 points

Calculate 2008 depreciation amounts by asset type.
Based on the results of your calculations determine the values of the high-priority lines in the balance sheet and profit and loss statement on the accounting day.

The tangible assets of the enterprise are the following:
Cost price (gross) of real properties: \( \text{HUF} 13600000 \) with planned use for 10 years, with straight line depreciation and \( \text{HUF} 1600000 \) planned residual value.
Cost price (gross) of the machines: \( \text{HUF} 8200000 \), with 64000 machine hours with straight line depreciation without residual value.

All tangible assets were commissioned for use on May 1, 2008. The documented performance of the machines in the relevant year was 3200 machine hours.

Calculations:

\[
(13600000 - 1600000) \times 0.1 / 12 \times 8 = \text{HUF} 800000
\]

or:

\[
(13600000 - 1600000) / 10 = 1200000 \text{ HUF/year},
\]

\[
1200000 / 12 = \text{HUF} 100000
\]

for 8 months \( 8 \times \text{HUF} 100000 = \text{HUF} 800000 \)

1 + 1 + 1 = 3 points

\[
8200000 / 64000 \times 3200 = \text{HUF} 410000
\]

1 + 1 = 2 points
Balance sheet, December 31, 2008

Real properties: 13 600 000 – 800 000 = HUF 12 800 000

Machinery, equipment: 8 200 000 – 410 000 = HUF 7 790 000

Profit and loss statement, December 31, 2008

Depreciation: 800 000 + 410 000 = HUF 1 210 000

Question 5

<table>
<thead>
<tr>
<th>personal income tax rates in 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>income of up to HUF 0 - 1 700 000</td>
</tr>
<tr>
<td>in excess of HUF 1 700 001</td>
</tr>
</tbody>
</table>

Source: www.apeh.hu

Calculate the personal income tax payment obligation of Elemér Kiválasztott for 2008, in April 2009 based on the following basic data:

Total yearly taxable income: HUF 8 200 000
Based on the tax advances paid and deducted by the payer during the year: HUF 2 500 000
Sum of tax benefits available: HUF 230 000

Calculations:
Taxes calculated:
306 000 + (8 200 000 – 1 700 000) x 0.36 = 306 000 + 2 340 000 = HUF 2 646 000

Taxes calculated – tax benefits: 2 646 000 – 230 000 = HUF 2 416 000

Redeemable tax advances: 2 500 000 – 2 416 000 = HUF 84 000

Personal income tax settlement obligations for 2008:
HUF 84 000 can be redeemed

2008 tax return deadline: May 20, 2009…
Question 6  15 points

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

1. Procurement of raw materials according to supplier invoice: 650 kg 820 HUF/kg + 25% value added tax.
2. Cash withdrawal for salary payments in cash: HUF 2 400 000 according to the cash register receipt.
3. Salary payment from the cash register.
4. Salary payment by wire transfer to employee bank account: HUF 1 600 000 according to the bank receipt.
   The bank account statement on the cash withdrawal was also received.
5. Sales of finished products to a customer. Sales price: HUF 5 000 000 + 25% value added tax.
   The decrease in stock value of the sold finished products calculated at cost price:
   HUF 4 100 000
6. We have given a 10% discount to a customer because of a quality-related complaint.
   An adjustment invoice was issued on the transaction.
7. According to a supplier invoice, manufacturing related machinery procurements: HUF 10 000 000 + 25% VAT
8. Value of raw material use according to the warehouse delivery note: HUF 481 000
9. Ordinary monthly planned depreciation of machinery used for production purposes: HUF 560 000
<table>
<thead>
<tr>
<th>No. of entry</th>
<th>No. of account payable</th>
<th>Name of account payable</th>
<th>No. of account receivable</th>
<th>Name of account receivable</th>
<th>Text</th>
<th>Amount payable</th>
<th>Amount receivable</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>21.</td>
<td>Materials</td>
<td>454.</td>
<td>Trade creditors, suppliers</td>
<td>Procurement according to supplier invoice</td>
<td>533 000</td>
<td>533 000</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Procurement value added tax</td>
<td>133 250</td>
<td>133 250</td>
</tr>
<tr>
<td>2.</td>
<td>381.</td>
<td>Cash on hand</td>
<td>389.</td>
<td>Transit account</td>
<td>Cash withdrawal according to cash register receipt</td>
<td>2 400 000</td>
<td>2 400 000</td>
</tr>
<tr>
<td>3.</td>
<td>471.</td>
<td>Income settlement</td>
<td>381.</td>
<td>Cash on hand</td>
<td>Salary payment from the cash register</td>
<td>2 400 000</td>
<td>2 400 000</td>
</tr>
<tr>
<td>4.</td>
<td>471.</td>
<td>Income settlement</td>
<td>384.</td>
<td>Deposit account for settling of accounts</td>
<td>Salary payment by bank transfer</td>
<td>1 600 000</td>
<td>1 600 000</td>
</tr>
<tr>
<td>389.</td>
<td></td>
<td>Transit account</td>
<td>384.</td>
<td>Deposit account for settling of accounts</td>
<td>Bank notification about cash withdrawal</td>
<td>2 400 000</td>
<td>2 400 000</td>
</tr>
<tr>
<td>5.</td>
<td>31.</td>
<td>Customers</td>
<td>91.</td>
<td>Net sales revenue</td>
<td>Sales price</td>
<td>5 000 000</td>
<td>5 000 000</td>
</tr>
<tr>
<td>31.</td>
<td></td>
<td>Customers</td>
<td>467.</td>
<td>Value added tax payment liability</td>
<td>Value added tax on sale</td>
<td>1 200 000</td>
<td>1 200 000</td>
</tr>
<tr>
<td>581.</td>
<td></td>
<td>Changes in self-produced inventories</td>
<td>25.</td>
<td>Finished goods</td>
<td>Decrease in stock of products sold</td>
<td>4 100 000</td>
<td>4 100 000</td>
</tr>
<tr>
<td>6.</td>
<td>91.</td>
<td>Net sales revenue</td>
<td>31.</td>
<td>Customers</td>
<td>Discount from sale price</td>
<td>500 000</td>
<td>500 000</td>
</tr>
<tr>
<td>467.</td>
<td></td>
<td></td>
<td>31.</td>
<td>Customers</td>
<td>Discount value added tax</td>
<td>125 000</td>
<td>125 000</td>
</tr>
<tr>
<td>7.</td>
<td>16.</td>
<td>Capital investments</td>
<td>455.</td>
<td>Suppliers for capital investments</td>
<td>Machinery procurement according to invoice</td>
<td>10 000 000</td>
<td>10 000 000</td>
</tr>
<tr>
<td>466.</td>
<td></td>
<td></td>
<td>455.</td>
<td>Suppliers for capital investments</td>
<td>Procurement value added tax</td>
<td>2 500 000</td>
<td>2 500 000</td>
</tr>
<tr>
<td>8.</td>
<td>51.</td>
<td>Material costs</td>
<td>21.</td>
<td>Materials</td>
<td>Material use for production</td>
<td>481 000</td>
<td>481 000</td>
</tr>
<tr>
<td>9.</td>
<td>57.</td>
<td>Depreciation</td>
<td>139.</td>
<td>Ordinary depreciation of technical equipment, machinery, vehicles</td>
<td>Ordinary depreciation</td>
<td>560 000</td>
<td>560 000</td>
</tr>
</tbody>
</table>

Each correct line is worth 1 point, for 15 points in total. Only correct indications and correct amounts can be awarded points.