KÖZGAZDASÁGI ALAPISMERETEK (ÜZLETI GAZDASÁGTAN) ANGOL NYELVEN

KÖZÉPSZINTŰ ÍRÁSBELI VIZSGA

2012. május 25. 8:00

Az írásbeli vizsga időtartama: 180 perc

<table>
<thead>
<tr>
<th>Pótlapok száma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tisztázati</td>
</tr>
<tr>
<td>Piszkozati</td>
</tr>
</tbody>
</table>

NEMZETI ERŐFORRÁS MINISZTÉRIUM
Important Information

Dear Examinee,

Before beginning the examination we suggest you read through all the questions. Please make sure to read questions and accompanying instructions very carefully.

When solving test and multiple choice questions, make sure you thoroughly think your answers through. When solving book-keeping questions, please use the attached chart of accounts as required.

When solving the questions, please use the tax and contribution rates indicated.

During the examination you are allowed to use a ruler, a non-programmable calculator, pencils and pens.

Make sure you write in a clear and legible manner and please correct all mistakes you might make during the exam according to the instructions provided.

Calculations and elaborations must be performed in the space provided for this purpose. Make sure your preliminary and partial calculations are clear and easy to review.

Good luck with your examination!
Multiple choice and short answer questions

Question 1  
Write the correct terms on the dotted line.  

8 points

a) ...............................................: anything, or any activity which requires the payment of taxes.

b) The ............................................... is the day when the payment can be considered done.

c) ............................................... refers to the provision of the financial coverage for the activity performed.

d) ............................................... is the fee payable in exchange for the use of money received from a financial institution with a pre-determined expiration date and payback obligation.

e) ...............................................: The issuer promises to pay the holder of the security the amount specified on the note in its own name.

f) A ............................................... is an accounting checking statement that contains the turnover data and balance data of the general ledger accounts opened and kept on the given day.

g) The ............................................... describes the composition of statistical population.

h) A ............................................... is a property that characterizes the individuals within the statistical population.

Question 2  
Determine which profit category the texts below describe. Write the exact name of the profit category in the space provided.  

4 points

- As the difference of the net sales price of the products of the enterprise sold and the cost of their production, this category describes the income generated on the most important activities of the enterprise, which also serve to cover the other indirect costs of its business activity.

- After the portion of the profit due to the state (taxes) is subtracted, it is divided between the owner and management.

- Refers exclusively to the difference between interest paid and received by the enterprise, its exchange rate gain and loss, and the dividend received and due on its business shares.

- Refers to the profit generated on the business activity in the current year, and this is how much the shareholders’ equity of the enterprise increases or decreases in the given year's
Question 3 5 points

Distribution of the employees of a Zrt according to their average salary (person)

<table>
<thead>
<tr>
<th>Average salary (HUF/person)</th>
<th>Number of employees (01/01/2010)</th>
</tr>
</thead>
<tbody>
<tr>
<td>90 000 – 140 000</td>
<td>5</td>
</tr>
<tr>
<td>140 001 – 190 000</td>
<td>10</td>
</tr>
<tr>
<td>190 001 – 240 000</td>
<td>25</td>
</tr>
<tr>
<td>240 001 – 290 000</td>
<td>10</td>
</tr>
<tr>
<td>Total</td>
<td>50</td>
</tr>
</tbody>
</table>

a) Name the statistical line in the table and the method of its creation.
………………………………………………………………………………

b) Complete the statistical line by writing 2 possible versions of a time criterion in the header fields. Complete the table with data content of your choice.

c) Name the type of table.
……………………………………………………………………………….

Question 4 5 points

Name the type of the ratios specified below. In the case of a ratio of intensity, mark the linear and reverse ratios with (L) and (R), respectively.

a) The ratio of persons performing manual labour in a Kft:
………………………………………………………………………………

b) The value of the materials inventory grows year on year:
………………………………………………………………………………

c) Number of white collar employees per one blue collar employee:
………………………………………………………………………………

d) Value of production per one blue collar employee:
………………………………………………………………………………

e) Specific materials use:
………………………………………………………………………………
Question 5  
Complete the following definitions.  
9 points

a) Demand is .................................................................

b) The Uniform Deposit Interest Rate Indicator (EBKM) is ........................................,


c) The balance sheet ..........................................................


d) Taxes are .................................................................


e) Investments may be financed by: ..........................................
Question 7  3 points
Select and underline the correct definitions.

1. “The principle of prudence means that profit cannot be posted, if the financial realisation of income, sales revenue is uncertain.”
   “The principle of clarity means that the books and reports must be prepared in a clear, intelligible manner as required by the Accounting Act.
   a) only the first statement is true
   b) only the second statement is true
   c) both statements are true
   d) none of the statements are true

2. At the time of the year-end closing first one must close the
   a) asset type accounts.
   b) profit type accounts.
   c) cost type accounts.
   d) liability type accounts.

3. Opening of asset accounts:
   c) T 492. Closing balance sheet account K 1., 2., 4

Question 8  2 points
Differentiate between the characteristics below. Write the letter B on the dotted line if the description describes a brand and the letter T if it describes a trademark!

- A name, a sign, a drawing, a symbol or a combination thereof ....
- A distinctive marking used to describe a product or a group of products ....
- Its purpose is to mark the products of producers and differentiate them from the products of the competition ....
- Is under legal protection and may only be used its holder ....

Question 9  8 points

a) Name the missing marketing communication elements.

<table>
<thead>
<tr>
<th></th>
<th>Sales promotion</th>
<th></th>
<th>Personal sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

b) Put the means of promotion specified below in the appropriate columns.
   telemarketing, press conference, agent’s sample, donations, catalogue, moving picture, raffle, PR, bundling, external packaging, speeches, billboards
Questions Requiring Calculations, Filling in Notes and Practical Book-Keeping Tasks

Question 1  
Our enterprise, BÉBÉ Kft (1111 Budapest, Völgy Street 21, current account number: 11704854-04100002-10000006, tax number: 21454036-2-41, Managing Director Béla Békés, sales person Nóra Nagy), on May 5, 2011 has sold to K+L Kft (1115 Budapest, Hegy Street 5, current account number: 11502345-03624125-30000002, tax number: 32622451-2-41, Managing Director Karola Kovács), 500 KLX products at a gross price of HUF 6000/pc (price includes 25% VAT). Number of the invoice: 0928 Method of payment: collection order based on a letter of authorisation, which shall be submitted on the 20th day after the goods are sold.

Based on the above data designate the requested information for the documents to be prepared.  
Write down the necessary auxiliary calculations as well.

a) Internal document proving the sales has taken place

Name of document: ………………………………………………… serial number: ……………

Name of the issuer of the document: ……………………………………………

Amount total on the document: …………………………………

Amount of VAT on the invoice: …………………………………

Date of the issuing of the document: …………………………………

Auxiliary calculations:
b) Initiation of the financial settlement of the sales

Name of document: ..............................................................
Basis of submission: ..............................................................

Name of the issuer of the document, current account number:
............................................................................................

Name of authorised signatory: ..............................................

Amount on the document: ...................... Date of the document: ..................

Question 2 7 points

<table>
<thead>
<tr>
<th>Date</th>
<th>Economic event</th>
<th>Quantity (kg)</th>
<th>Unit price (HUF/kg)</th>
</tr>
</thead>
<tbody>
<tr>
<td>January 1</td>
<td>Opening inventory</td>
<td>200</td>
<td>600</td>
</tr>
<tr>
<td>January 8</td>
<td>Procurement</td>
<td>800</td>
<td>625</td>
</tr>
<tr>
<td>January 11</td>
<td>Returned</td>
<td>40</td>
<td>625</td>
</tr>
<tr>
<td>January 20</td>
<td>Procurement</td>
<td>500</td>
<td>640</td>
</tr>
<tr>
<td>January 22</td>
<td>Quality discount</td>
<td></td>
<td>5%</td>
</tr>
<tr>
<td>January 30</td>
<td>Utilisation</td>
<td>1,400</td>
<td>................</td>
</tr>
</tbody>
</table>

Calculate the following:

a) The cost of materials for the month of January, if the company uses the FIFO procedure.

b) The quantity and value of the inventory at the end of January.

c) The value of materials utilisation for the month of January using the average price method. (If necessary round the average price to a whole number.)
Question 3  
6 points

Calculate how much is wire transferred to Károly Kiss on May 4, 2011 on the basis of the following data.

Károly Kiss’ gross monthly salary for the month of April is HUF 180 000. There were no additional amounts deducted from his salary apart from the percentage deductions. Károly Kiss wishes to take advantage of the tax allowance.

(Pension contribution 10.0%, healthcare contribution 6.0%, labour market contribution 1.5%, flat personal income tax rate 16.0%, tax credit of HUF 12 100 for income of up to HUF 2 750 000. supplement on super grossed tax base +27%)

Question 4  
12 points

Using the data provided below calculate the profit generated by the enterprise for 2011 using total cost method “A”.

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales revenue (including 25% VAT)</td>
<td>HUF 187 500 000</td>
</tr>
<tr>
<td>Other expenditures</td>
<td>HUF 8 000 000</td>
</tr>
<tr>
<td>Total cost</td>
<td>HUF 88 000 000</td>
</tr>
<tr>
<td>Financial revenues</td>
<td>HUF 28 000 000</td>
</tr>
<tr>
<td>Other revenues</td>
<td>HUF 15 000 000</td>
</tr>
<tr>
<td>Extraordinary revenues</td>
<td>HUF 4 000 000</td>
</tr>
<tr>
<td>Direct sales expenditure</td>
<td>HUF 62 000 000</td>
</tr>
<tr>
<td>Financial expenditures</td>
<td>HUF 19 000 000</td>
</tr>
<tr>
<td>Extraordinary expenditures</td>
<td>HUF 4 500 000</td>
</tr>
</tbody>
</table>

Data of self-produced inventories:

<table>
<thead>
<tr>
<th>Name</th>
<th>Opening inventory</th>
<th>Closing inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unfinished production</td>
<td>1 600 000</td>
<td>1 200 000</td>
</tr>
<tr>
<td>Semi-finished goods</td>
<td>2 200 000</td>
<td>1 200 000</td>
</tr>
<tr>
<td>Finished goods</td>
<td>2 000 000</td>
<td>3 500 000</td>
</tr>
</tbody>
</table>

Adjustment item modifying the tax base +HUF 400 000, corporate tax 10%. 15% of the after tax profit is paid out as dividend.
Work table of profit calculation:

<table>
<thead>
<tr>
<th>Profit/loss account lines</th>
<th>HUF thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales revenue</td>
<td></td>
</tr>
<tr>
<td>Capitalized value of self-output</td>
<td></td>
</tr>
<tr>
<td>Other revenues</td>
<td></td>
</tr>
<tr>
<td>Total cost</td>
<td></td>
</tr>
<tr>
<td>Other expenditures</td>
<td></td>
</tr>
<tr>
<td><strong>Operating (business) profit</strong></td>
<td></td>
</tr>
<tr>
<td>Income from financial transactions</td>
<td></td>
</tr>
<tr>
<td>Expenditures of financial transactions</td>
<td></td>
</tr>
<tr>
<td><strong>Profit from financial transactions</strong></td>
<td></td>
</tr>
<tr>
<td>Profit on ordinary activities</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Profit before taxes</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>After tax profit</strong></td>
<td></td>
</tr>
<tr>
<td>- Dividend paid out</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Auxiliary calculations:

**Question 5**  
15 points

**Book the following economic events.**

1. Procurement of raw materials HUF 5,000,000 + 25% VAT.
2. Freight payable on the purchase of raw materials according to the total featured on the cash invoice: HUF 150,000 (HUF 120,000 + HUF 30,000 VAT).
3. Debit notice on the separation of HUF 3,000,000 in financial assets intended for investment.
4. 2.0% discount requested and received on the raw material purchased due to quality problems.
5. Total amount featured on the machinery purchase invoice: HUF 8,000,000, of which VAT represents HUF 1,600,000.
6. Credit notice on the separated financial assets.
7. Wage costs during the period HUF 12,000,000.
8. Machine has been put into operation.
9. Depreciation in the current period HUF 200,000.
10. Finished products taken into stock at cost price HUF 6,000,000.
11. Sale of finished goods: at cost price HUF 7,000,000 + 25% VAT, at selling price HUF 10,000,000 + 25% VAT.
12. Notice from the bank on the satisfaction of investment contractors: the separated money has been utilised (HUF 3,000,000), the remaining amount (HUF 5,000,000) was satisfied from the authorised credit limit.
Chart of Accounts

1. **Fixed assets**
   11. Intangible assets
   12-15. Tangible assets
   121. Real properties
   129. Ordinary depreciation of land and buildings
   131. Technical equipment, machinery, vehicles
   139. Ordinary depreciation of technical equipment, machinery, vehicles
   141. Other equipment, machinery, vehicles
   149. Ordinary depreciation of other equipment, machinery, vehicles
   16. Capital investments
   161. Capital investments in progress
   17-19. Financial assets

2. **Stocks**
   21. Materials
   22. Other materials
   23. Unfinished and semi-finished goods
   25. Finished goods

3. **Receivables, financial and liquid assets, prepayments and accrued income**
   31. Trade debtors (Receivables from customers)
   32. Receivables from affiliated undertakings
   33. Receivables from other related undertakings
   34. Bills receivable
   361. Receivables from employees
   37. Securities
   38. Liquid assets
   381. Cash on hand
   384. Deposit account for settling of accounts
   389. Transit account

4. **Liabilities**
   41. Equity
   411. Subscribed capital
   412. Reserve capital
   413. Accumulated profit reserve
   419. Balance sheet profit/loss from ordinary and auxiliary business activities
   42. Provisions
   43. Subordinated liabilities
   44. Long-term liabilities
   444. Investment loan
   45-47. Short-term liabilities
   451. Short term loans
   454. Accounts payable (trade creditors, suppliers)
   455. Suppliers for capital investments
   46. Tax settlements
   461. Settlement of corporate tax
   462. Settlement of personal income tax
   463. Liabilities to the central budget
   464. Settlement of liabilities to the central budget
466. Pre-charged value added tax
467. Value added tax payment liability
468. Financial accounting of value added tax
471. Income settlement
473. Social insurance contribution payable
49. Settlement accounts
491. Opening balance account
492. Closing balance account
493. Accounting of after-tax profit account

5. Cost types
51. Material costs
52. Services used
53. Cost of other services
54. Payroll costs
55. Other personnel costs
56. Withholding taxes and contributions
57. Depreciation
581. Changes in self-produced inventories
582. Capitalised value of self-produced assets

8. Cost of manufactured goods sold and expenditures
81. Material-type expenditure
82. Personnel costs
83. Depreciation
86. Other expenditures
87. Financial expenditures
88. Extraordinary expenses

9. Incomes
91-93. Net sales revenue
96. Other incomes
97. Financial revenue
98. Extraordinary incomes
<table>
<thead>
<tr>
<th>Journal</th>
<th>Name of account receivable</th>
<th>No. of account receivable</th>
<th>Amount receivable</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Journal</th>
<th>Name of account payable</th>
<th>No. of account payable</th>
<th>Amount payable</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Text</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Topic</td>
<td>Question number</td>
<td>Maximum points</td>
<td>Points scored</td>
</tr>
<tr>
<td>--------------------------------------------</td>
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<td>----------------</td>
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</tr>
<tr>
<td>Multiple choice and short answer questions</td>
<td>1.</td>
<td>8</td>
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<td></td>
<td>2.</td>
<td>4</td>
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<tr>
<td></td>
<td>3.</td>
<td>5</td>
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<td>4.</td>
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<tr>
<td></td>
<td>5.</td>
<td>9</td>
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<td>6.</td>
<td>6</td>
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<td>7.</td>
<td>3</td>
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<tr>
<td></td>
<td>9.</td>
<td>8</td>
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<td>Questions requiring calculations, filling in notes and practical book keeping tasks</td>
<td>1.</td>
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<tr>
<td></td>
<td>2.</td>
<td>7</td>
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</tr>
<tr>
<td></td>
<td>3.</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4.</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5.</td>
<td>15</td>
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<tr>
<td><strong>Points scored in written examination</strong></td>
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</tbody>
</table>

**Correcting teacher**

Date: ....................................

**Választást, rövid választ igénylő feladatok/ Multipul choice and short answer questions**

**Számítást, bizonylatkitöltést, könyvviteli tételszerkesztést igénylő feladatok/ Questions requiring calculations, filling in notes and practical book keeping tasks**

**pontszáma egész számra kerekítve/ Points rounded to a whole number**

**programba beírt egész pontszám/ Points (whole number) entered into programme**

**javító tanár/ Correcting teacher**

**jegyző/Notary**

Dátum/Date: .............................

irásbeli vizsga 1212 16 / 16 2012. május 25.