



Pearson  
Edexcel

Mark Scheme (Results)

Summer 2025

Pearson Edexcel International GCSE  
In Accounting (4AC1) Paper 01R

Paper 1: Introduction to Bookkeeping and  
Accounting

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## General Marking Guidance

- All candidates must receive the same treatment. Examiners must mark the first candidate in exactly the same way as they mark the last.
- Mark schemes should be applied positively. Candidates must be rewarded for what they have shown they can do rather than penalised for omissions.
- Examiners should mark according to the mark scheme not according to their perception of where the grade boundaries may lie.
- There is no ceiling on achievement. All marks on the mark scheme should be used appropriately.
- All the marks on the mark scheme are designed to be awarded. Examiners should always award full marks if deserved, i.e. if the answer matches the mark scheme. Examiners should also be prepared to award zero marks if the candidate's response is not worthy of credit according to the mark scheme.
- Where some judgement is required, mark schemes will provide the principles by which marks will be awarded and exemplification may be limited.
- When examiners are in doubt regarding the application of the mark scheme to a candidate's response, the team leader must be consulted.
- Crossed out work should be marked UNLESS the candidate has replaced it with an alternative response.

Question Number	Answer	Mark
	<b>Award 1 mark as indicated for each question.</b>	
<b>1</b>	<b>C Purchase order</b>	<b>(1)</b>
<b>2</b>	<b>D Goods sold to a credit customer</b>	<b>(1)</b>
<b>3</b>	<b>B Journal</b>	<b>(1)</b>
<b>4</b>	<b>A Bank</b>	<b>(1)</b>
<b>5</b>	<b>D Trial balance does not balance</b>	<b>(1)</b>
<b>6</b>	<b>C Customer paid their account within stated time</b>	<b>(1)</b>
<b>7</b>	<b>D Liabilities and income</b>	<b>(1)</b>
<b>8</b>	<b>C Public sector organisations</b>	<b>(1)</b>
<b>9</b>	<b>A Business entity</b>	<b>(1)</b>
<b>10</b>	<b>B Integrity</b>	<b>(1)</b>

**TOTAL FOR QUESTIONS 1-10 = 10 MARKS**

Question Number	Answer	Mark										
<b>11</b>	<p><b>Award marks as indicated.</b></p> <table border="1" style="margin-left: auto; margin-right: auto;"> <tbody> <tr> <td>(i)</td> <td>\$750 <b>(1)</b></td> </tr> <tr> <td>(ii)</td> <td>\$880 <b>(1)</b></td> </tr> <tr> <td>(iii)</td> <td>\$1 630 <b>(1of)</b></td> </tr> <tr> <td>(iv)</td> <td>\$326 <b>(1of)</b></td> </tr> <tr> <td>(v)</td> <td>\$1 304 <b>(1of)</b></td> </tr> </tbody> </table>	(i)	\$750 <b>(1)</b>	(ii)	\$880 <b>(1)</b>	(iii)	\$1 630 <b>(1of)</b>	(iv)	\$326 <b>(1of)</b>	(v)	\$1 304 <b>(1of)</b>	<b>(5)</b>
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(iv)	\$326 <b>(1of)</b>											
(v)	\$1 304 <b>(1of)</b>											

**TOTAL FOR QUESTION 11 = 5 MARKS**

Question Number	Answer	Mark																		
<b>12</b>	<p><b>Award marks as indicated.</b></p> <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th></th> <th>Capital Expenditure</th> <th>Revenue Expenditure</th> </tr> </thead> <tbody> <tr> <td>Purchase of new machinery</td> <td style="text-align: center;">✓<b>(1)</b></td> <td></td> </tr> <tr> <td>Machinery repairs</td> <td></td> <td style="text-align: center;">✓<b>(1)</b></td> </tr> <tr> <td>Legal fees paid for factory extension</td> <td style="text-align: center;">✓<b>(1)</b></td> <td></td> </tr> <tr> <td>Painting sign on new vehicle</td> <td style="text-align: center;">✓<b>(1)</b></td> <td></td> </tr> <tr> <td>Repainting sign on vehicle</td> <td></td> <td style="text-align: center;">✓<b>(1)</b></td> </tr> </tbody> </table>		Capital Expenditure	Revenue Expenditure	Purchase of new machinery	✓ <b>(1)</b>		Machinery repairs		✓ <b>(1)</b>	Legal fees paid for factory extension	✓ <b>(1)</b>		Painting sign on new vehicle	✓ <b>(1)</b>		Repainting sign on vehicle		✓ <b>(1)</b>	<b>(5)</b>
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Painting sign on new vehicle	✓ <b>(1)</b>																			
Repainting sign on vehicle		✓ <b>(1)</b>																		

**TOTAL FOR QUESTION 12 = 5 MARKS**

Question Number	Answer	Mark
<b>13 (a)</b>	<p><b>Award marks as indicated</b></p> <p>Straight line <b>(1)</b></p> <p>Reducing balance / Diminishing balance <b>(1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(2)</b>

Question Number	Answer	Mark
<b>13 (b)</b>	<p><b>Award marks as indicated up to max 2 marks</b></p> <p>Wear and tear / Usage <b>(1)</b></p> <p>Passage of time <b>(1)</b></p> <p>Obsolescence / Technological change / Economic factors <b>(1)</b></p> <p>Depletion <b>(1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(2)</b>

Question Number	Answer	Mark
<b>13 (c)</b>	<p><b>Award mark as indicated</b></p> <p>Matching/accruals <b>(1)</b></p> <p><b>OR</b></p> <p>Consistency <b>(1)</b></p> <p><b>OR</b></p> <p>Prudence <b>(1)</b></p>	<b>(1)</b>

**TOTAL FOR QUESTION 13 = 5 MARKS**

**TOTAL MARKS FOR SECTION A = 25 MARKS**

Question Number	Answer	Mark																												
<b>14(a)</b>	<p data-bbox="256 300 1233 336"><b>Award marks as indicated for correct details and amounts.</b></p> <p data-bbox="746 405 943 441" style="text-align: center;"><b>The Journal</b></p> <table border="1" data-bbox="256 459 1377 1240"> <thead> <tr> <th data-bbox="261 465 467 562"><b>Date</b></th> <th data-bbox="467 465 983 562"><b>Account</b></th> <th data-bbox="983 465 1177 562"><b>Debit \$</b></th> <th data-bbox="1177 465 1372 562"><b>Credit \$</b></th> </tr> </thead> <tbody> <tr> <td data-bbox="261 562 467 667">Jan 1</td> <td data-bbox="467 562 983 667">Inventory</td> <td data-bbox="983 562 1177 667">2 400 <b>(1)</b></td> <td data-bbox="1177 562 1372 667"></td> </tr> <tr> <td data-bbox="261 667 467 772"></td> <td data-bbox="467 667 983 772">Office equipment</td> <td data-bbox="983 667 1177 772">5 000 <b>(1)</b></td> <td data-bbox="1177 667 1372 772"></td> </tr> <tr> <td data-bbox="261 772 467 878"></td> <td data-bbox="467 772 983 878">Bank</td> <td data-bbox="983 772 1177 878">7 750 <b>(1)</b></td> <td data-bbox="1177 772 1372 878"></td> </tr> <tr> <td data-bbox="261 878 467 983"></td> <td data-bbox="467 878 983 983">Petty cash</td> <td data-bbox="983 878 1177 983">250 <b>(1)</b></td> <td data-bbox="1177 878 1372 983"></td> </tr> <tr> <td data-bbox="261 983 467 1088"></td> <td data-bbox="467 983 983 1088">Bank loan</td> <td data-bbox="983 983 1177 1088"></td> <td data-bbox="1177 983 1372 1088">3 000 <b>(1)</b></td> </tr> <tr> <td data-bbox="261 1088 467 1240"></td> <td data-bbox="467 1088 983 1240">Equity</td> <td data-bbox="983 1088 1177 1240"></td> <td data-bbox="1177 1088 1372 1240">12 400 <b>(1of)</b></td> </tr> </tbody> </table>	<b>Date</b>	<b>Account</b>	<b>Debit \$</b>	<b>Credit \$</b>	Jan 1	Inventory	2 400 <b>(1)</b>			Office equipment	5 000 <b>(1)</b>			Bank	7 750 <b>(1)</b>			Petty cash	250 <b>(1)</b>			Bank loan		3 000 <b>(1)</b>		Equity		12 400 <b>(1of)</b>	<b>(6)</b>
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Question Number	Answer	Mark																																																																																											
<b>14(b)</b>	<p><b>Award marks for correct dates, details and amounts in combination.</b></p> <p style="text-align: center;"><b>Petty Cash Book</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Receipts \$</th> <th style="text-align: center;">Date</th> <th style="text-align: center;">Details</th> <th style="text-align: center;">Total \$</th> <th style="text-align: center;">Postage and Stationery \$</th> <th style="text-align: center;">Travel \$</th> <th style="text-align: center;">Cleaning \$</th> </tr> </thead> <tbody> <tr> <td style="text-align: center;">250 <b>(1)</b></td> <td style="text-align: center;">Jan 1</td> <td>Balance b/d</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">2</td> <td>Stamps</td> <td style="text-align: center;">12</td> <td style="text-align: center;">12 <b>(1)</b></td> <td></td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">5</td> <td>Taxi fare</td> <td style="text-align: center;">6</td> <td></td> <td style="text-align: center;">6 <b>(1)</b></td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">10</td> <td>Stationery</td> <td style="text-align: center;">21</td> <td style="text-align: center;">21 <b>(1)</b></td> <td></td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">18</td> <td>Office cleaner</td> <td style="text-align: center;">30</td> <td></td> <td></td> <td style="text-align: center;">30 <b>(1)</b></td> </tr> <tr> <td></td> <td style="text-align: center;">24</td> <td>Printer ink</td> <td style="text-align: center;">15</td> <td style="text-align: center;">15 <b>(1)</b></td> <td></td> <td></td> </tr> <tr> <td></td> <td style="text-align: center;">28</td> <td>Train fare</td> <td style="text-align: center;">26</td> <td></td> <td style="text-align: center;">26 <b>(1)</b></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td style="text-align: center;">110</td> <td style="text-align: center;"><u>48</u></td> <td style="text-align: center;"><u>32</u></td> <td style="text-align: center;"><u>30</u></td> </tr> <tr> <td style="text-align: center;">110 <b>(1)</b></td> <td style="text-align: center;">31</td> <td>Bank</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td>Balance c/d</td> <td style="text-align: center;">250</td> <td></td> <td></td> <td></td> </tr> <tr> <td style="text-align: center;"><u>360</u></td> <td></td> <td></td> <td style="text-align: center;"><u>360</u></td> <td></td> <td></td> <td></td> </tr> <tr> <td style="text-align: center;">250 <b>(1)</b></td> <td style="text-align: center;">Feb 1</td> <td>Balance b/d</td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Receipts \$	Date	Details	Total \$	Postage and Stationery \$	Travel \$	Cleaning \$	250 <b>(1)</b>	Jan 1	Balance b/d						2	Stamps	12	12 <b>(1)</b>				5	Taxi fare	6		6 <b>(1)</b>			10	Stationery	21	21 <b>(1)</b>				18	Office cleaner	30			30 <b>(1)</b>		24	Printer ink	15	15 <b>(1)</b>				28	Train fare	26		26 <b>(1)</b>					110	<u>48</u>	<u>32</u>	<u>30</u>	110 <b>(1)</b>	31	Bank							Balance c/d	250				<u>360</u>			<u>360</u>				250 <b>(1)</b>	Feb 1	Balance b/d					<b>(9)</b>
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**TOTAL FOR QUESTION 14 = 15 MARKS**

Question Number	Answer	Mark																								
<b>15</b>	<p data-bbox="331 304 762 338"><b>Award marks as indicated</b></p> <table border="1" data-bbox="336 477 1315 1160"> <thead> <tr> <th data-bbox="336 477 493 580"></th> <th data-bbox="501 477 791 580"><b>Type of error</b></th> <th data-bbox="799 477 1075 580"><b>Account to be debited</b></th> <th data-bbox="1083 477 1315 580"><b>Account to be credited</b></th> </tr> </thead> <tbody> <tr> <td data-bbox="336 591 493 692">1</td> <td data-bbox="501 591 791 692">Principle <b>(1)</b></td> <td data-bbox="799 591 1075 692">Motor vehicle <b>(1)</b></td> <td data-bbox="1083 591 1315 692">Motor expenses <b>(1)</b></td> </tr> <tr> <td data-bbox="336 703 493 804">2</td> <td data-bbox="501 703 791 804">Complete reversal <b>(1)</b></td> <td data-bbox="799 703 1075 804">George <b>(1)</b></td> <td data-bbox="1083 703 1315 804">Bank <b>(1)</b></td> </tr> <tr> <td data-bbox="336 815 493 916">3</td> <td data-bbox="501 815 791 916">Commission <b>(1)</b></td> <td data-bbox="799 815 1075 916">Dalton <b>(1)</b></td> <td data-bbox="1083 815 1315 916">David <b>(1)</b></td> </tr> <tr> <td data-bbox="336 927 493 1028">4</td> <td data-bbox="501 927 791 1028">Omission <b>(1)</b></td> <td data-bbox="799 927 1075 1028">Drawings <b>(1)</b></td> <td data-bbox="1083 927 1315 1028">Purchases <b>(1)</b></td> </tr> <tr> <td data-bbox="336 1039 493 1160">5</td> <td data-bbox="501 1039 791 1160">Original entry <b>(1)</b></td> <td data-bbox="799 1039 1075 1160">Trade receivables (ledger control) <b>(1)</b></td> <td data-bbox="1083 1039 1315 1160">Sales <b>(1)</b></td> </tr> </tbody> </table>		<b>Type of error</b>	<b>Account to be debited</b>	<b>Account to be credited</b>	1	Principle <b>(1)</b>	Motor vehicle <b>(1)</b>	Motor expenses <b>(1)</b>	2	Complete reversal <b>(1)</b>	George <b>(1)</b>	Bank <b>(1)</b>	3	Commission <b>(1)</b>	Dalton <b>(1)</b>	David <b>(1)</b>	4	Omission <b>(1)</b>	Drawings <b>(1)</b>	Purchases <b>(1)</b>	5	Original entry <b>(1)</b>	Trade receivables (ledger control) <b>(1)</b>	Sales <b>(1)</b>	<b>(15)</b>
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5	Original entry <b>(1)</b>	Trade receivables (ledger control) <b>(1)</b>	Sales <b>(1)</b>																							

**TOTAL FOR QUESTION 15 = 15 MARKS**

Question Number	Answer	Mark																											
<b>16(a)</b>	<p><b>Award marks as indicated</b></p> <table border="1" data-bbox="300 479 1350 1200"> <thead> <tr> <th></th> <th><b>Debit side</b></th> <th><b>Credit side</b></th> </tr> </thead> <tbody> <tr> <td>Bank charges</td> <td></td> <td>✓(1)</td> </tr> <tr> <td>Cash drawings by owner</td> <td></td> <td>✓(1)</td> </tr> <tr> <td>Customer cheque dishonoured</td> <td></td> <td>✓(1)</td> </tr> <tr> <td>Electricity paid by direct debit</td> <td></td> <td>✓(1)</td> </tr> <tr> <td>Electronic receipt from a credit customer</td> <td>✓(1)</td> <td></td> </tr> <tr> <td>Interest charged on overdraft</td> <td></td> <td>✓(1)</td> </tr> <tr> <td>Interest received</td> <td>✓(1)</td> <td></td> </tr> <tr> <td>Refund from a supplier by cheque</td> <td>✓(1)</td> <td></td> </tr> </tbody> </table>		<b>Debit side</b>	<b>Credit side</b>	Bank charges		✓(1)	Cash drawings by owner		✓(1)	Customer cheque dishonoured		✓(1)	Electricity paid by direct debit		✓(1)	Electronic receipt from a credit customer	✓(1)		Interest charged on overdraft		✓(1)	Interest received	✓(1)		Refund from a supplier by cheque	✓(1)		<b>(8)</b>
	<b>Debit side</b>	<b>Credit side</b>																											
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Refund from a supplier by cheque	✓(1)																												

Question Number	Answer	Mark																					
<b>16(b)</b>	<p><b>Award marks as indicated for correct labels and amounts.</b></p> <p style="text-align: center;"><b>Malla</b></p> <p style="text-align: center;"><b>Bank Reconciliation Statement at 28 February 2025</b></p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 60%;"></th> <th style="width: 20%; text-align: center;">\$</th> <th style="width: 20%; text-align: center;">\$</th> </tr> </thead> <tbody> <tr> <td>Balance as per cash book</td> <td></td> <td style="text-align: right;">2 860 <b>(1)</b></td> </tr> <tr> <td>Unpresented cheques:</td> <td></td> <td></td> </tr> <tr> <td style="padding-left: 20px;">○ AB Supplies</td> <td style="text-align: right;">430 <b>(1)</b></td> <td></td> </tr> <tr> <td style="padding-left: 20px;">○ TW Engineers</td> <td style="text-align: right;">675 <b>(1)</b></td> <td style="text-align: right;">1 105</td> </tr> <tr> <td> (Outstanding) lodgement</td> <td></td> <td style="text-align: right;"><u>(1 750) <b>(1)</b></u></td> </tr> <tr> <td>Balance per bank statement</td> <td></td> <td style="text-align: right;"><u><u>2 215 <b>(1)</b></u></u></td> </tr> </tbody> </table>		\$	\$	Balance as per cash book		2 860 <b>(1)</b>	Unpresented cheques:			○ AB Supplies	430 <b>(1)</b>		○ TW Engineers	675 <b>(1)</b>	1 105	 (Outstanding) lodgement		<u>(1 750) <b>(1)</b></u>	Balance per bank statement		<u><u>2 215 <b>(1)</b></u></u>	<b>(5)</b>
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Question Number	Answer	Mark
<b>16(c)</b>	<p><b>Award one mark for each reason up to max 2 marks.</b></p> <p>Insufficient funds <b>(1)</b>  Words and figures don't match <b>(1)</b>  Signature or date missing <b>(1)</b>  Signature incorrect <b>(1)</b>  Out of date cheque <b>(1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(2)</b>

**TOTAL FOR QUESTION 16 = 15 MARKS**

Question Number	Answer	Mark
<b>17(a)</b>	<p><b>Award one mark for identification of the reason and one mark for development.</b></p> <p><b>Sample answer</b></p> <p>The preparation of a trade receivables control account is normally carried out by a different employee than the receivables ledger <b>(1)</b> so any attempt at fraudulent entries in the receivables ledger should be identified <b>(1)</b></p>	<b>(2)</b>

Question Number	Answer	Mark																																																						
<b>17(b)</b>	<p><b>Award marks for correct figures as indicated.</b></p> <p><b>Award one mark for all correct dates and details.</b></p> <p style="text-align: center;"><b>Receivables Ledger</b> <b>Paulo Account</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>Mar 2</td> <td>Sales</td> <td style="text-align: right;">580 <b>(1)</b></td> <td>Mar 28</td> <td>Returns inwards</td> <td style="text-align: right;">110 <b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td></td> <td>31</td> <td>Journal – set off</td> <td style="text-align: right;">470 <b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right; border-top: 1px solid black;">580</td> <td></td> <td></td> <td style="text-align: right; border-top: 1px solid black;">580</td> </tr> </tbody> </table> <p style="text-align: center;"><b>Payables Ledger</b> <b>Paulo Account</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>Mar 21</td> <td>Returns outwards</td> <td style="text-align: right;">80 <b>(1)</b></td> <td>Mar 18</td> <td>Purchases</td> <td style="text-align: right;">690 <b>(1)</b></td> </tr> <tr> <td>31</td> <td>Journal – set off</td> <td style="text-align: right;">470 <b>(1)</b></td> <td></td> <td></td> <td></td> </tr> <tr> <td>31</td> <td>Cash book</td> <td style="text-align: right;">140 <b>(1)</b></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td style="text-align: right; border-top: 1px solid black;">690</td> <td></td> <td></td> <td style="text-align: right; border-top: 1px solid black;">690</td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	Mar 2	Sales	580 <b>(1)</b>	Mar 28	Returns inwards	110 <b>(1)</b>				31	Journal – set off	470 <b>(1)</b>			580			580	Date	Details	\$	Date	Details	\$	Mar 21	Returns outwards	80 <b>(1)</b>	Mar 18	Purchases	690 <b>(1)</b>	31	Journal – set off	470 <b>(1)</b>				31	Cash book	140 <b>(1)</b>						690			690	<b>(8)</b>
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<b>17(c)</b>	<p><b>Award up to four marks for valid points in favour or against. Award one mark for overall advice.</b></p> <p><b>Sample answer</b></p> <p>The spreadsheet will remove the need for repetitive calculations <b>(1)</b> as these will be done automatically with formulae. <b>(1)</b></p> <p>However, learning how a spreadsheet works will take time and may require training <b>(1)</b> which will increase the costs of the business. <b>(1)</b></p> <p>I would advise Rio to use spreadsheets to manage his receivables and payables. <b>(1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(5)</b>

**TOTAL FOR QUESTION 17 = 15 MARKS**

Question Number	Answer	Mark
<b>18(a)</b>	<b>Award mark as indicated.</b>  Prudence <b>(1)</b>	<b>(1)</b>

Question Number	Answer	Mark
<b>18(b)</b>	<p><b>Award one mark for each identification of a method and one mark for development. Max 4 marks</b></p> <ul style="list-style-type: none"> <li>• Asif could offer his trade receivables a <b>cash discount (1)</b> if they pay their accounts within a specified period <b>(1)</b>.</li> <li>• Asif could ensure that regular <b>monthly statements</b> are sent to his trade receivables <b>(1)</b> which should remind them to pay the amount due <b>(1)</b>.</li> <li>• Asif could charge <b>interest</b> on late payment of accounts <b>(1)</b> which would encourage customers to settle their accounts to avoid the charge <b>(1)</b>.</li> </ul>	<b>(4)</b>

Question Number	Answer	Mark																														
<b>18(c)</b>	<p><b>Award marks for correct dates, details and amounts in combination.</b></p> <p style="text-align: center;"><b>Provision for Irrecoverable Debts Account</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Date</th> <th>Details</th> <th>\$</th> <th>Date</th> <th>Details</th> <th>\$</th> </tr> </thead> <tbody> <tr> <td>Dec 31</td> <td>Balance c/d</td> <td>560</td> <td>Jan 1</td> <td>Balance b/d</td> <td>480 <b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td></td> <td>Dec 31</td> <td>Income statement</td> <td>80 <b>(1)</b></td> </tr> <tr> <td></td> <td></td> <td style="border-top: 1px solid black;">560</td> <td></td> <td></td> <td style="border-top: 1px solid black;">560</td> </tr> <tr> <td></td> <td></td> <td></td> <td>Jan 1</td> <td>Balance b/d</td> <td>560 <b>(1)</b></td> </tr> </tbody> </table>	Date	Details	\$	Date	Details	\$	Dec 31	Balance c/d	560	Jan 1	Balance b/d	480 <b>(1)</b>				Dec 31	Income statement	80 <b>(1)</b>			560			560				Jan 1	Balance b/d	560 <b>(1)</b>	<b>(3)</b>
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Question Number	Answer	Mark
<b>18(d)</b>	<p><b>Award one mark for identification and one mark for development.</b></p> <p><b>Sample answer</b></p> <p>His profit for the year would <b>increase (1)</b> as the trade receivables have <b>decreased</b> so the provision would also <b>decrease (1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(2)</b>

Question Number	Answer	Mark
<b>18(e)</b>	<p><b>Award up to two marks for an advantage and up to two marks for a disadvantage. Award one mark for overall advice.</b></p> <p><b>Sample answer</b></p> <p>If Asif starts selling goods for cash only, he may lose some customers <b>(1)</b> resulting in a decrease in the profit for the year <b>(1)</b></p> <p>However, he will not incur any irrecoverable debts and there will be no need to maintain an allowance for irrecoverable debts <b>(1)</b> which will improve his profitability. <b>(1)</b></p> <p>I believe he should proceed with his proposal and start selling goods for cash only. <b>(1)</b></p> <p><b>Accept any other appropriate responses.</b></p>	<b>(5)</b>

**TOTAL FOR QUESTION 18 = 15 MARKS**

**TOTAL MARKS FOR SECTION B = 75 MARKS**

**TOTAL MARKS FOR PAPER = 100 MARKS**