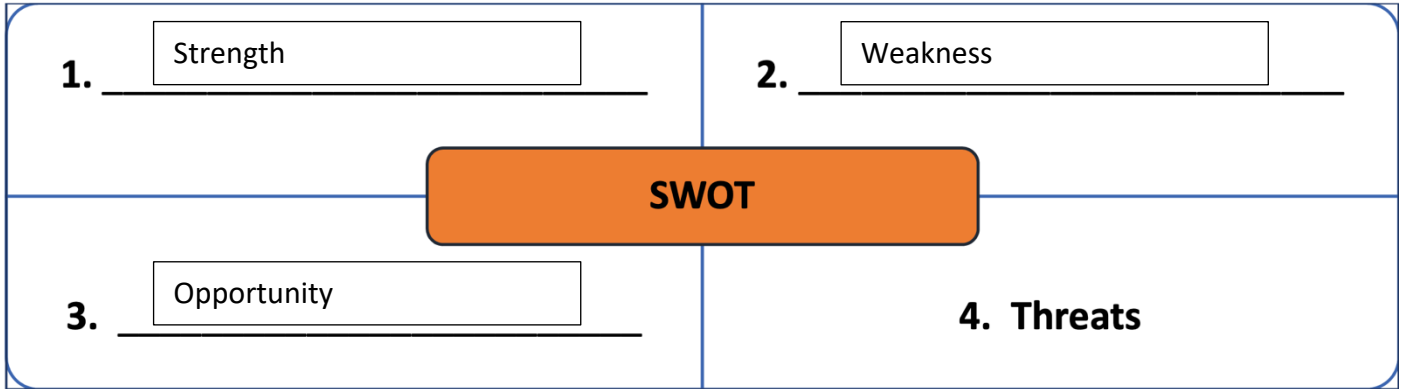


(i) Fixed expenditure

(ii) **Fixed:** Rent/Mortgage/Car Tax/TV Licence

Irregular: Groceries/Electricity & Gas bills/ Fuel/ Clothing/ Telephone bill.

Discretionary: Holidays/Gifts/Restaurant bills/ TV Subscriptions



	€
Total (excluding VAT)	30,000
Trade discount (10%)	3,000
Subtotal	27,000
VAT (23%)	6,210
Total (including VAT)	33,210

- Single European Market: Free movement of goods/services/capital & people.
- Removal of customs barriers resulting in reduced costs for importers and exporters.
- Irish business can now trade freely with a larger market than our domestic market.
- Sharing a common currency which eliminates exchange rates risks.
- Ireland can receive EU funding which can develop our infrastructure and economy.
- Lower interest rates making it cheaper for Irish businesses to expand.

- Social enterprises allow people to volunteer and develop new skills.
- Community is put ahead of financial gain.
- Services are offered that are not provided by the government or the private sector.
- Raise/tackle awareness of social issues e.g. homelessness.
- Social enterprise provides employment.

Dr		Bank Account				Cr
Date	Details	Total	Date	Details	Total	
2021		€	2021		€	
Oct 1	Balance b/d	550	Oct 10	Wages	300	
12	Cash sales	340	20	Cash purchases	200	
			Oct 31	Balance c/d	390	
		890			890	
Nov 1	Balance b/d	390				

(i) Borrowing: Interest is the cost of borrowing money

Saving: Interest is the amount you receive when you save money with a financial institution.

(ii) When interest rates are low, the cost of borrowing is low therefore, individuals and businesses will be more likely to borrow money as they will not have to pay back as much money.

(i)

- **Employment:** Local business will create job opportunities.
- **Increased standard of living:** With more people employed, they will have more disposable income to spend.
- **Multiplier effect:** With people earning income in their employment, they will then spend this money in shops which circulates money further around the local economy.

(ii) **Increased prices:** Local businesses may have to increase their prices compared to international businesses as they do not mass produce. These costs would then be passed onto the consumer.

Less choice: Shopping locally may mean less choice for the consumer.

Dr Sales a/c Cr

Date	Details	Total	Date	Details	Total
			31/03/22	Bank/Cash	5,200

Dr Bank/Cash a/c Cr

Date	Details	Total	Date	Details	Total
31/03/22	Cash sales	5,200			

Financial Services Ombudsman	Commission for ComReg	Commission for Energy Regulation
A	C	B

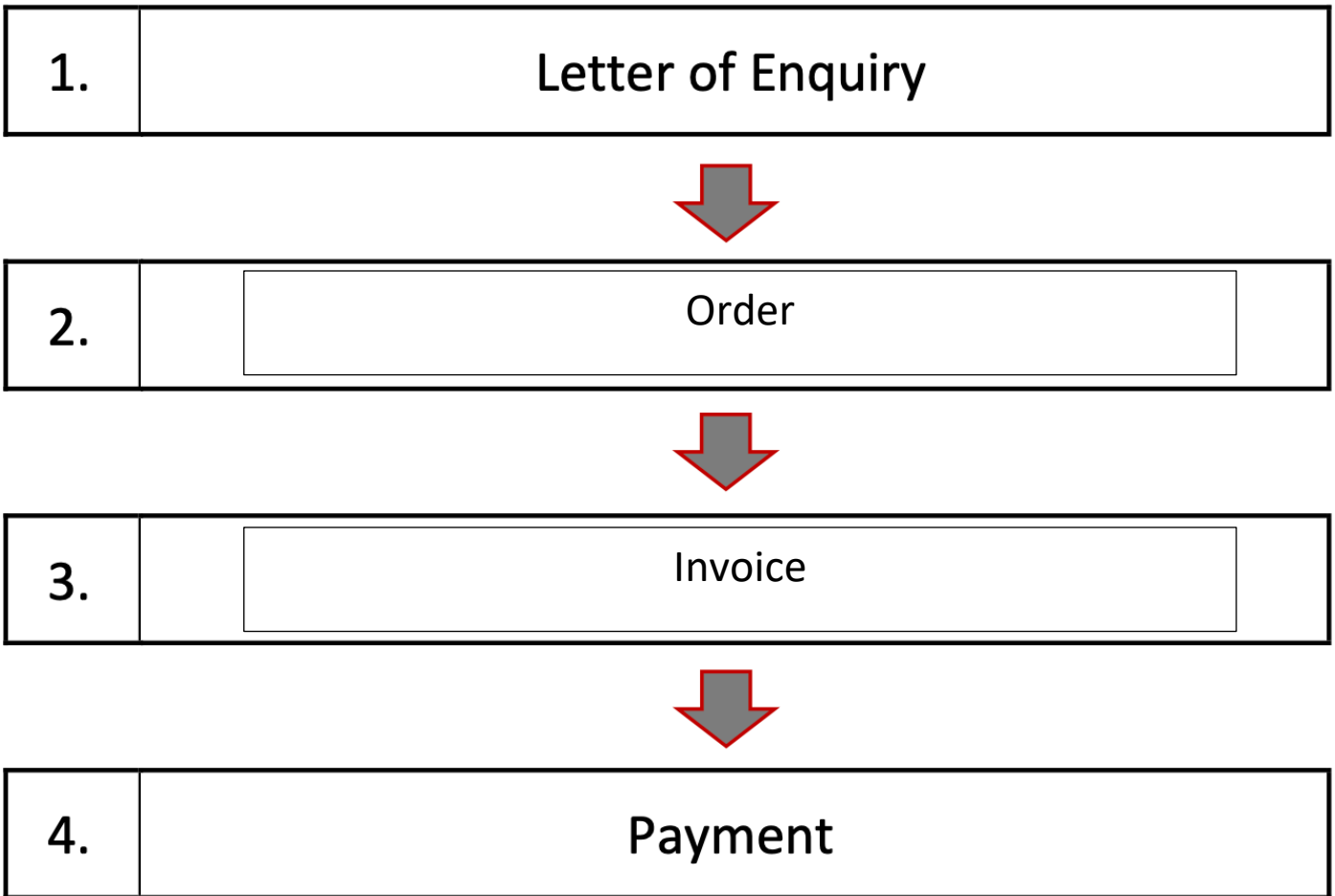
- (i) People will use more sustainable energy sources e.g. electric cars which will result in less pollution.

People will have improved wellbeing as they are more likely to walk/cycle more.

The revenue collected by the government can be used to improve infrastructure and services which will benefit Irish people.

- (ii) Anyone that uses fuel e.g. oil, gas, coal to heat the house or business.

Anyone who uses diesel to drive.



Months	July	August	September	Total
Net cash	150	(300)	(150)	(300)
Opening cash	210	360	60	210
Closing cash	360	60	(90)	(90)

Statement	True	False
The unemployment rate was closest to full employment in 2019.	<input type="checkbox"/>	
The unemployment rate decreased in 2020 from the previous year.		<input type="checkbox"/>
There was a positive trend in the unemployment rate for 2021 when compared with the previous year.	<input type="checkbox"/>	

- (i) Department of Health/Department of Finance/Department of Transport/ Department of Education.
- (ii) The Government will have to invest more in hospitals and medical equipment.

Increased demand for state pensions.

Government will have to invest more in the transport system to cope with extra passengers due to the Free travel scheme to those over the age of 66.

(A)

(i) Industrial relations is the relationship between employers and employees in the workplace. The aim is to have good industrial relations.

(ii)

	Shop Steward	Labour Court	Trade Union
An organisation that represents workers and protects their rights			<input type="checkbox"/>
An employee selected by workers to represent them in dealing with the employer	<input type="checkbox"/>		
It investigates disputes and recommends a solution in a process known as arbitration		<input type="checkbox"/>	

(iii) **Official Strike:** Employees refuse to work for their employer. The trade union must give at least one weeks' notice of strike action.

Work to rule: Employees only do what is in their job description and do not do anything outside this.

Unofficial Strike: These strikes are not supported by the trade union, no notice is given to the employer. Workers will not receive strike pay.

Overtime ban- Workers refuse to do any overtime.

Wildcat strike- Unofficial strike where workers suddenly strike and walk out of work.

(B)

(i) Reduced fixed costs: No rent to pay/ No salaries to pay.

Reduced variable costs: Decreased payments for light and heat.

(ii) Buying these on the spur of the moment/ buying things that are unplanned.

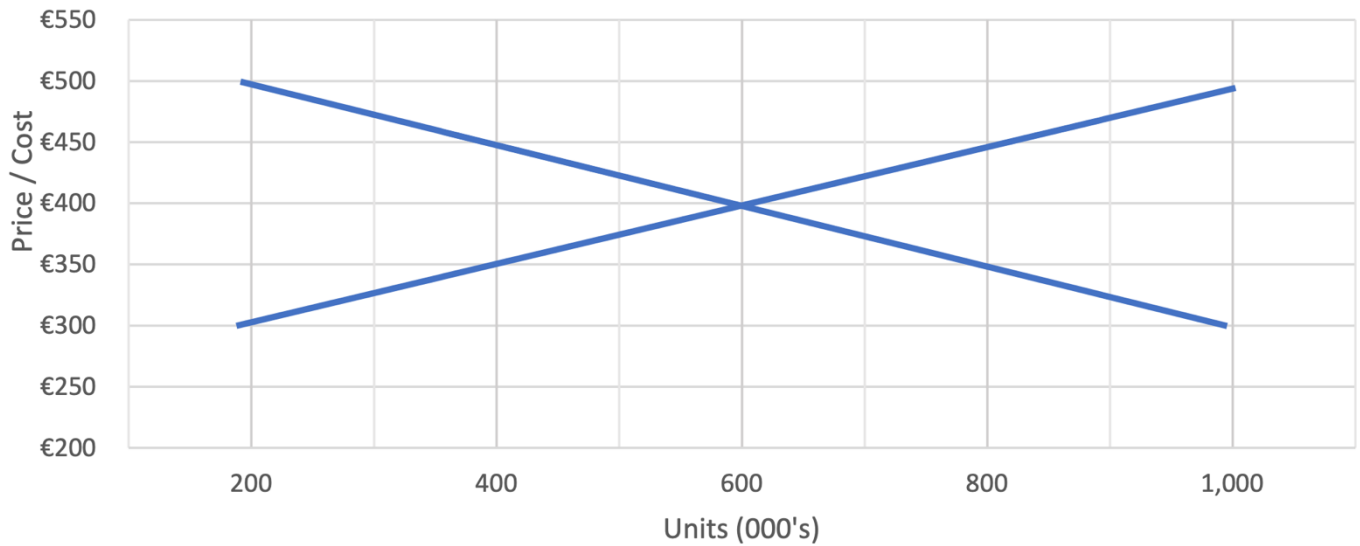
(iii) **Discounts and sales:** 3 for 2 offers encourage people to buy more than they need.

Loyalty card scheme: Vouchers off for spending a certain amount.

Strategic placement of products: Placing small items at check out can increase impulse buying as consumers can look around when waiting at the til.

(C)
(i)

Demand and Supply Curves
PlayStation 5 (PS5)



(ii) **Equilibrium Price:** €400

Equilibrium Quantity: 600,000 units

(iii)

Good	Substitute	Complementary
Xbox	√	
PS5 Controller		√
Headset		√
Gaming Chair		√

(iv)

Statement	True	False
Participation in the black market is illegal	√	
The black market is beneficial for businesses in Ireland		√

(A)

	€	€	€
Cash Sales			270,000
Less Cost of Sales			
Stock 01/01/21		6000	
Cash purchases		165000	
Add carriage inwards		1000	
		172,000	
Less stock 31/12/21		5000	
Cost of goods sold			167,000
Gross Profit			103,000
Less Expenses			
Telephone & Broadband		2500	
Light & Heat		11500	
Rent		16000	
Wages		43500	
Marketing expenses		8800	
Depreciation on Equipment		8000	90,300
Net Profit			12,700
Less dividends paid			10,000
			2,700
P&L Balance/ Opening reserves			17,000
Closing reseves/Retained profit			19,700

(B)

	Cost	Depreciation	Net Book Value
Fixed Assets			
Buildings	220,000		220,000
Equipment	40,000	8000	32,000
	260,000	8000	252,000
Current Assets			
Closing stock	5000		
Cash in hand	5700		
Debtors	12000	22,700	
Current liabilities/creditors falling due within 1 year			
Creditors	9000		
Bank overdraft	5000	14000	
Working capital			8700
Total net assets			260,700
Financed by:	Authorised	Issued	
Share capital	400,000	160,000	
P&L Balance/Retained profit		19,700	
Long term liabilities/Creditors falling due after 1 year			
Nine year loan		81,000	
Capital Employed			260,700

(c)

(i)

Reduced carbon emissions.

Reduced air pollution.

Reduced reliance on fossil fuels.

Helps to slow climate change, solar energy does not contribute to climate change

(ii) A sum of money given to an individual or business that does not have to be repaid as long as it is used for the intended purpose. Grants are given by the Government/Enterprise Ireland/Local Enterprise Offices/EU.

(iii)

Increased Sales: By exporting, Irish businesses are selling to a larger market increasing their sales.

Lower costs: Due to economies of scale, Irish businesses will benefit from lower costs as they will have to increase their production resulting in more products being made.

Raw Materials: Irish businesses need to import some raw materials as we cannot produce them here in Ireland e.g. oil.

(A)

(i)

Utmost Good Faith	Indemnity	Contribution
C	A	B

- (ii) **Contact different companies:** Can contact companies for different quotes, compare them and choose the best possible one.
Price comparison websites: Online brokers compare the prices of the available policies and offer the customer the best policy.
Ask family and friends for advice: Friends and families can offer advice on different policies they have chosen.
Insurance broker: An insurance broker sells insurance for a number of different companies, and they offer advice about which insurance company is best suited to the person’s needs.

- (iii) Answer will depend on answer chosen above ^
 Primary research: Gathering information yourself e.g. asking friends and family, contacting different companies/ Getting firsthand information.
 Secondary research: Gathering and analysing information that has already been previously conducted. Examining existing information.

- (iv) Kevin should read the terms and conditions.
 Kevin should shop around to get the best value.
 Kevin should know his legal rights when shopping for insurance.
 Kevin should support businesses that are ethical and treat employees fair.
 Kevin should always tell the truth when filling out a proposal form (utmost good faith)

- (v) Workings : $2,500 - 500 = 2,000$
Answer: €2000

- (vi) Kevin will lose his no claims bonus/ He will have to pay a higher amount for his car insurance next year.

(B)
(i)

Statement	True	False
A salary is a fixed amount of money received by an employee	√	
The more hours an employee works, the more wages they receive	√	

- (ii)** Safer than carrying cash- no risk in losing the money.
 Convenient- Kevin can look online to get his banking information rather than going to the bank.
 Fast- Goes into his account at specified time and payments can be set up to be made from the account.
 Environmentally friendly- no paper involved in paypath payments.

- (iii)** To carry out the job as stated in his contract.
 To do a fair day's work for a fair day's pay.
 Begin work on time.
 Must obey health and safety regularions.
 To show respect to coworkers and customers.

(c)

- (i) For emergencies/unplanned events.
For retirement.
For major family events e.g. weddings.
For future planned expenditure.

(ii)

An Post	Bank
<p>Workings:</p> <p>$8000 \div 100 \times 3 = 240$: Interest</p> <p>Total: $8000 + 240 = 8,240$</p>	<p>Workings:</p> <p>$8000 \div 100 \times 4 = 320$: Interest</p> <p>DIRT: $320 \div 100 \times 33 = 105.60$</p> <p>Interest – DIRT = $320 - 105.60 = 214.40$</p> <p>Total: $8000 + 214.40 = 8214.40$</p>
<p>Interest Received: €240</p> <p>Total Savings: €8,240</p>	<p>Interest Received: €214.40</p> <p>Total Savings: €8,214.40</p>