

**THE PUBLIC ACCOUNTANTS EXAMINATIONS BOARD**  
*A Committee of the Council of ICPAU*

**INFORMATION TECHNOLOGY - PAPER 5(ii)**

**JUNE 1998**

**INSTRUCTIONS TO CANDIDATES**

1. Time allowed: 1 hour 30 minutes.
2. Attempt all questions in this paper.
3. Please read further instructions on the answer book.

© 1998 Public Accountants Examinations Board



SECTION A

Question 1

Dr. Samson Opedu operates a small business which involves lending money to private individuals. Each promisory note has a principal value, an annual interest rate and a time factor expressed in days.

The following were details of monies lent by Dr. Samson Opedu in the first quarter of the year 1998.

- (i) Mr. Smith borrowed Shs 400,000 to be paid at an annual interest of 6 percent in 60 days.
- (ii) Okeny Justine borrowed Shs 1,000,000 to be paid at an annual interest of 6.5 percent in 90 days.
- (iii) Henry Bukenya borrowed Shs 1,500,000 to be paid at an annual interest of 10 percent in sixty days.
- (iv) Suleiman Kizza borrowed Shs 800,000 to be paid at an annual interest of 8 percent in one hundred and twenty days.
- (v) Onying Benard borrowed Shs 750,000 to be paid at an annual interest of 7.5 percent in sixty days.
- (vi) Ouni Okello borrowed Shs 250,000 at annual interest of 6 percent to be paid in 30 days.

A worksheet is to be prepared to calculate the total interest due and the maturing value of each note. Design a worksheet to capture the above data and:

- (a) include columns or rows for interest due from each individual and the maturity value from an individual.
- (b) Using an appropriate formula, calculate interest due from an individual and copy the formula for the rest of borrowers.
- (c) Given that the Maturity Value from an individual equals Principal Value plus Total Interest due, calculate using an appropriate formulae the Maturity Value from an individual and copy the formulae to the rest of borrowers.
- (d) At the end of the worksheet include a Row and Column to calculate the Total money lent, total interest due and the total maturity values due from the first-quarter of the year 1998.

- (e) Include as head-line the text "PAYEE: SAMSON ENTREPRISE" .  
Make it bold and size 16pt thick and add a header reading  
"PROMISORY NOTES"
- (f) Save your work sheet as Promisory on the diskette provided.
- (g) Print your worksheet with no gridlines and hand the copy over to  
the supervisor. (20 marks)

**Question 2**

John Asiimwe realises his business is facing the danger of marketing competition. For most businesses, levels of operations have gone up, resulting in to higher volumes and varieties of goods and services. He decides to prepare documents to be distributed to his staff as a Marketing Strategy.

**Below are his views to be contained in the document to be distributed to his staff.**

Dear Colleagues,

It has become clear that the function of Marketing has become quite complex and the situation can be described as one of survival for the fittest. The fittest in these circumstances are those who have mastered the skills and techniques of competitive marketing in modern times. We, therefore, should aim at equipping the managers in charge of marketing products with needed skills and techniques to remain competitive and to curve and maintain a fair share of the market.

**Our objectives in this area are therefore as follows:-**

- Effectively analyze the marketing environment and customers' behaviours.
- Identify what is involved in the process of planning, implementation and evaluating the companies marketing programmes and activities.
- Analyse and draw-up a market action plan.

We, therefore, request all executive staff involved in marketing of our products to attend an internal workshop on ;

"MARKETING AND SALES MANAGEMENT" scheduled to take place on 24 July 1998 in the Boardroom.

Yours sincerely,

John Asiimwe.

**Required:**

- (a) Using any appropriate word processing programme, type the above text.
- (b) Provide the document with a header "COMPETITIVE MARKETING MANAGEMENT" and highlight it with a bottom border 1½ pt thick with a shading of 25%.
- (c) Make 5 copies of the text without re-typing.
- (d) Insert a Page-break at the end of each copy of the text you copied above.
- (e) Save your document as Sales on the diskette provided.
- (f) Print a copy of the document and hand it over to the supervisor.

**(20 marks)**