

NAME: \_\_\_\_\_ Section: \_\_\_\_\_

1. Which one of the following is not a difference between a retail business and a service business?
- in what is sold
  - the inclusion of gross profit in the income statement
  - accounting equation
  - merchandise inventory included in the balance sheet

ANS: C

2. Net income plus operating expenses is equal to

- cost of merchandise sold
- cost of merchandise available for sale
- net sales
- gross profit

ANS: D

3. Generally, the revenue account for a merchandising business is entitled a. Sales b. Net Sales c. Gross Sales d. Gross Profit

ANS: A

4. What is the term applied to the excess of net revenue from sales over the cost of merchandise sold?

- gross profit
- income from operations
- net income
- gross sales

ANS: A

5. The term "inventory" can indicate

- merchandise held for sale in the normal course of business
- equipment used to manufacture products
- supplies
- any asset

ANS: A

6. A company using the periodic inventory system has the following account balances: Merchandise Inventory at the beginning of the year, \$3,600; Freight-in, \$650; Purchases, \$10,700; Purchases Returns and Allowances, \$1,950; Purchases Discounts, \$330. The cost of merchandise purchased is equal to

- \$12,670
- \$9,070
- \$8,420
- \$17,230

ANS: B

7. A company, using the periodic inventory system, has merchandise inventory costing \$175 on hand at the beginning of the period. During the period, merchandise costing \$635 is purchased. At year-end, merchandise inventory costing \$160 is on hand. The cost of merchandise sold for the year is

- \$970
- \$650
- \$300
- \$620

ANS: B

8. Expenses that are incurred directly or entirely in connection with the sale of merchandise are classified as

- selling expenses
- general expenses
- other expenses
- administrative expenses

ANS: A

9. Office salaries, depreciation of office equipment, and office supplies are examples of what type of expense?

- selling expense
- miscellaneous expense
- administrative expense
- other expense

ANS: C

10. The form of income statement that derives its name from the fact that the total of all expenses is deducted from the total of all revenues is called a

- multiple-step statement
- revenue statement
- report-form statement
- single-step statement

ANS: D

11. Multiple-step income statements show

- gross profit but not income from operations
- neither gross profit nor income from operations
- both gross profit and income from operations
- income from operations but not gross profit

ANS: C

12. When the three sections of a balance sheet are presented on a page in a downward sequence, it is called the

- account form
- comparative form
- horizontal form
- report form

ANS: D

13. The statement of owner's equity shows

- only net income, beginning and ending capital
- only total assets, beginning and ending capital
- only net income, beginning capital, and withdrawals
- all the changes in the owner's capital as a result of net income, net loss, additional investments, and withdrawals

ANS: D

14. Merchandise inventory is classified on the balance sheet as

- Current Liability
- Current Asset
- Long-Term Asset
- Long-Term Liability

ANS: B

15. Which account is not classified as a selling expense?

- Sales Salaries
- Sales Discounts
- Sales Out
- Advertising Expense

ANS: C

16. The primary difference between a periodic and perpetual inventory system is that a

- periodic system determines the inventory on hand only at the end of the accounting period
- periodic system keeps a record showing the inventory on hand at all times
- periodic system provides an easy means to determine inventory shrinkage
- periodic system records the cost of the sale on the date the sale is made

ANS: A

17. The inventory system employing accounting records that continuously disclose the amount of inventory is called

- retail
- periodic
- physical
- perpetual

ANS: D

18. When the perpetual inventory system is used, the inventory sold is shown on the income statement as

- cost of merchandise sold
- purchases
- purchase returns and allowances
- net purchases

ANS: A

19. When comparing a retail business to a service business, the financial statement that changes the most is the

- Balance Sheet
- Income Statement
- Statement of Owner's Equity
- Statement of Cash Flows

ANS: B

20. When comparing a retail business to a service business, the financial statement that changes the least is the

- Balance Sheet
- Income Statement
- Statement of Owner's Equity
- Statement of Cash Flows

ANS: C

21. Gross profit is equal to:

- sales plus (sales discounts and sales returns and allowances) plus cost of merchandise sold
- sales plus sales returns and allowances less sales discounts less cost of merchandise sold
- sales plus sales discounts less sales returns and allowances less cost of merchandise sold
- sales less (sales discounts and sales returns and allowances) less cost of merchandise sold

ANS: D

22. Dorman Co. sold merchandise to Smith Co. on account, \$18,000, terms 2/15, net 45. The cost of the merchandise sold is \$15,500. Dorman Co. issued a credit memo for \$1,750 for merchandise returned that originally cost \$1,400. The Smith Co. paid the invoice within the discount period.

What is amount of net sales from the above transactions?

- \$16,250
- \$14,100
- \$15,925
- \$13,618

ANS: C

23. Using a perpetual inventory system, the entry to record the sale of merchandise on account includes a

- debit to Sales
- debit to Merchandise Inventory
- Credit to Accounts Receivable
- credit to Merchandise Inventory

ANS: D

24. Which of the following accounts has a normal debit balance?

- Accounts Payable
- Sales Returns and Allowances
- Sales
- Interest Revenue

ANS: B

25. Merchandise is ordered on June 13; the merchandise is shipped by the seller and the invoice is prepared, dated, and mailed by the seller on June 16; the merchandise is received by the buyer on June 18; the entry is made in the buyer's accounts on June 19. The credit period begins with what date?

- June 13
- June 16
- June 18
- June 19

ANS: B

26. Using a perpetual inventory system, the entry to record the return from a customer of merchandise sold on account includes a

- credit to Sales Returns and Allowances
- debit to Merchandise Inventory
- credit to Merchandise Inventory
- debit to Cost of Merchandise Sold

ANS: B

# Merchandising Test With Answers

**S Marginson**



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**Gas Appliance Merchandising** ,1929      **Marketing Research Report** ,1960      **Marketing Activities** ,1954  
*Merchandise Testing as a Guide to Consumer Buying* Mabel Taylor Gragg,Neil Hopper Borden,1940      *Electrical Merchandising* ,1925      *Improving the Effectiveness of Supermarket Managers* Martin Kriesberg,Martin Leiman,1956  
**Evaluation of New Containers for School Milk** Goodloe Barry,Thomas D. Reinbold,Mark Roland Enger,1960  
Customs Bulletin and Decisions ,2003      *Summary of Cotton Fiber and Processing Test Results* ,1966      **Federal Register** ,2006-12      Supply Chain Analysis Christopher S. Tang,Chung-Piaw Teo,Kwok-Kee Wei,2007-11-28 Supply Chain Analysis A Handbook on the Interaction of Information System and Optimization is a carefully developed work focused on the analysis of supply chain interaction issues in emerging markets and industry sectors It is a leading edge handbook that will emphasize where little work has been done and where the rubber meets the road the supply chain process information and systems integration These are pertinent issues facing practitioners and researchers in today s business environment This is a gap bridging handbook that analyzes interaction issues from both the research and practitioner sides The result is a volume that examines and provides practical solutions on interaction issues while being firmly grounded in research principles An outstanding team of editors Chris Tang is well known and highly regarded in the area of Supply Chain Management He is both a department chairman and the Edward Carter Professor of Business Administration at UCLA Anderson School Professor Wei is the Dean of the Faculty of Business at the City University of Hong Kong and is an eminent scholar in the area of Information Technology Professor Teo has extensive experience in the area of Supply Chain Management and Optimization and he is with the NUS Business School at the National University of Singapore      *Emerging Dynamics in Audiences' Consumption of Trans-media Products* Carmen Spano,2020-11-27 The book investigates the new forms of empowered agency possessed by national audiences with reference to two particular television texts Game of Thrones and Mad Men The two popular American TV shows are highly successful products of the convergence era characterized by trans media storytelling as a strategy and the interconnection of audiences multiple practices of reception and fruition The book argues how the analysis of audience engagement with trans media texts will disclose important information about the various ways people organize their lives around media and how these activities help them to make sense of the world they live in  
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*Military Resale and Morale, Welfare, and Recreation Overview* United States. Congress. House. Committee on Armed Services. Subcommittee on Military Personnel, 2009      **Sales Management** , 1959

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*Merchandise Manuals for Retail Salespeople: Hosiery* , 1924

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